



PAT BARRETT
REALTY

Serving the Redlands since 1973

PROPERTY
INVESTOR

NEWSLETTER

FEBRUARY
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COMMON FACTORS OF BARGAIN & BOOM SUBURBS

The astute property investor always wants to find a bargain & boom suburb to increase their short or long-term wealth.

Bargains are often found by reading and understanding the market, researching the future infrastructure of an area, and monitoring what has been happening in surrounding suburbs.

While it is not always possible or sure to find that bargain property, some tell-tale signs can help.

Characteristics found in most bargain and boom suburbs include a wide range of amenities, such as shopping centres, restaurants, schools, parks, sporting facilities, and hospitals.

Investors can also find bargain and boom suburbs in areas that are transitioning from industrial to residential and are undergoing a process called 'Gentrification', which normally sees a growth of cafes and lifestyle-type shops emerging.

Bargain and boom suburbs:

- Are on or near good transport routes
- Either beachside suburbs or easy access to the beach
- Have a range of housing styles, and
- Adjoin areas where prices have grown more strongly

If you require assistance appraising a new property or would like to increase your investment portfolio, we are here to support and assist you.



TENANT SELECTION SHORT-LISTING WITH THE 30/70 RULE

When processing an application for a rental property, we are often asked, "What do we take into consideration when assessing a tenant's suitability?"

This process can include several different factors, such as:

- Ability to maintain the property in a clean and tidy condition.
- Stability of employment.
- Previous record of tenancies – 6 months Vs 3 years.
- Number of tenants to reside in the property.
- National tenant database reference checks for previous history of breaches, defaults and outstanding debts.
- Supporting documentation to validate the application, including employment, previous rental, personal or other references, bank statements, proof of prior residency, ID verification, and most importantly,
- Ability to maintain regular rental payments.

To fast-track the tenant selection process, the first step we apply is the 30/70 rule to shortlist the applicants, like banks approving home loan borrowing capacities, where they generally apply 70% of a household income to living expenses and 30% to repayments. *

For example: The total net tenant household income is \$2,800 per week.

30% of the net income (or affordable weekly rent) is \$840 per week.

As a managing agent, it is our 'Duty of Care' to submit short-listed applications to owners for their approval – by providing detailed information on the best possible tenant, who can afford to pay the best possible rent.

Choosing the right tenant from the outset is also important to reduce and avoid any unnecessary ongoing tenancy breaches and disputes.

* There is always an exception to the rule, taking into consideration varying living expenses.

10 MISTAKES TO AVOID WHEN SELLING

Getting ready to sell a home can be time-consuming, overwhelming, and a big decision to make. However, avoiding these 10 common mistakes can make the process smoother and more profitable.

1. **Overpricing the Home** – Emotional attachment can lead to setting an unrealistic price. Research market trends and consider professional appraisals.
2. **Neglecting Curb Appeal** – First impressions matter. A tidy lawn, fresh paint, and inviting entryways can significantly boost buyer interest.
3. **Ignoring Necessary Repairs** – Small issues (leaky taps, carpet stains, paint chips, and cracked tiles) can make buyers think there are bigger hidden problems. Fix them before listing.
4. **Failing to Stage the Home** – Cluttered or empty spaces make it harder for buyers to visualise living in the home. Simple staging can make a big difference.
5. **Poor Quality Online Listing** – The online listing is a buyer's first impression of the home. It is a must to have professional photos, a video highlighting the features of the property, and a floor plan.
6. **Being Unavailable for Showings** – Flexibility is key. Restricting viewing times can lead to missed opportunities for serious buyers.
7. **Not Marketing Effectively** – Relying only on one platform or an agent's website may limit exposure. Use social media, virtual tours, and multiple listing services.
8. **Hiding Major Issues** – Dishonesty about structural or legal problems can lead to failed deals or lawsuits. Transparency is the best policy.
9. **Letting Emotions Take Over Negotiations** – Buyers may criticise aspects of the home. Stay objective and focus on the deal, not personal feelings.
10. **Skipping the Closing Details** – Failing to prepare for closing costs, paperwork, or final inspections can cause delays or even a failed sale.

We are here to support and assist you if you need expert advice in preparing your home for sale.

LEGAL JARGON – DUTY OF CARE

There is no disputing that property management has become a serious business. Owning an investment property requires landlords to comply with legislation requirements and have a strong focus towards 'Duty of Care' during the management process.

So, what does 'Duty of Care' mean?

Duty – a moral or legal obligation and responsibility

Care – protection, looking after

Therefore, as an owner, you have a legal obligation and responsibility to protect and look after the tenant - the same as we do as a managing agent.

Failure to deliver a strong focus on 'Duty of Care' can result in costly compensation claims should a tenant be injured.

It is essential to ensure that a rental property is safe and fit for the tenant to reside in.

Our agency is constantly working towards protecting your investment dollar by adopting a high standard of 'Duty of Care' to the Tenant and you as the Property Owner.

Recently Sold

- 28 Makaha Dr, Birkdale

Recently Rented

- 8 Duck St, Birkdale
- 24/52 Frank St, Thorneside
- 18 Eridani Ct, Thornlands
- 7 Belford Dr, W/Pt

Current Listings

<http://www.patbarrettrealty.com.au/>

NEWS Update

- 🕒 A reminder of changes commencing 1st May 2025. These changes include tenant applications, property entry, data management, and tenant modification requests.

- 🕒 St Patricks day 17th March



FOR SALE

12 Mill St, Redland Bay

Offers Invited

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