

*This newsletter has been designed to keep you updated on what is happening within the industry and our agency*

**FROM OUR PROPERTY  
MANAGEMENT TEAM**

*Happy  
Valentine's  
Day*

**IMPORTANT REMINDER  
FOR THE ROMANTICS  
AT HEART**

**14<sup>th</sup> February**

If you are looking for a note for your Valentine's card we have a short poem for you.

*You're in my thoughts and in my heart, wherever I may go*

*On Valentine's Day,  
I'd like to say*

*I care more than you know*

From everyone in our property management team – we wish you a very special day.



**WE CARE ABOUT OUR  
CLIENTS & THEIR  
PROPERTIES**

## HOW DO WE CHOOSE THE BEST TENANT?

We understand that one of the top priorities for property owners is that we choose the best tenant for the property who will pay rent on time and care for the property.

Depending on the time of the year and the supply and demand of tenants we can often receive more than one application for the property.

So how do we choose the best tenant when processing applications?

### **Ability to pay the rent**

To ascertain the tenant's ability to pay the rent we look at the household's net income. The general rule of affordability is the 30/70% rule. If the income is \$1000 per week the tenant/s should be able to afford \$300pw in rent.

### **Stability of employment**

This is important to review to determine the tenant's ability to maintain the rent. If we receive multiple applications we would choose tenants who have secure employment (full-time) and who have been with the employer long-term compared to multiple 2-3 month positions.

### **Ability to maintain the property**

The best way to ensure the tenant will maintain the property is by checking previous rental references and whether they received a full bond refund at the end of the tenancy. When accompanying tenants to the initial inspection we also try and meet or say goodbye to the tenant at their car so that we can see how they are caring for their car. Generally the way a tenant cares for their car will be a reflection on their housekeeping.

### **Good previous record of tenancies**

Good long-term tenants are ideal. It will reduce the costs of tenancy turnovers (i.e. additional letting costs and advertising) and it will reduce the amount of wear and tear on the property. We want to where possible avoid tenants moving in and out every six months. A tenant who has a previous record of tenancy of 2-4 years will be better than several six-month renting periods. *Continued over >*

**IMPORTANT:** This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. Every effort is made to ensure the contents are accurate at the time of publication. Clients should seek their own independent professional advice before making any decision or taking action. We take no responsibility for any subsequent action that may arise from the use of this newsletter. Published by THE PPM GROUP - [www.ppmssystem.com](http://www.ppmssystem.com)

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## Ascertain whether pets are involved

There are pros and cons to accepting pets. It can attract more tenant enquiries and a little higher rent. However, the downside is that there is a greater risk of wear and tear on the property.

### Are they of good character?

It is important that we ensure that the tenant is going to work with us during the tenancy to make the management of the property as easy as possible. We have strategic interviewing techniques to determine what type of tenant they will be.

### Ascertain the number of people suitable for the property

The number of people will have a direct impact on the wear and tear of a property. If we have multiple applications we do take this into consideration.

As you can appreciate when we receive applications there may be strengths and possibly weaknesses that we will be required to take into consideration.

You can be confident that our focus is always to choose the best tenant for your property. ■

## Chill out with Sudoku

Every row & column, and 3X3 box, must contain the numbers from 1-9. Good luck!

2						8
	5	6				1
6					9	7
		4				2
		1	3	6		
	3			7		
2	4					1
3				8	4	
5						3

## JUST LEASED FOR SALE

52/94 Culloden Rd - \$485 p/w  
 10a Coral Tree Dr - \$600 p/w  
 46 Dandabong Ave - \$630 p/w  
 7/9 Commodore Cres - \$500 p/w  
 469a Victoria Rd - \$410 p/w

### Q & A Tenant Bonds

**Q** I am concerned that the bond will not cover possible damage to the property as we have expensive inclusions and fittings. Can we ask for a set amount or greater than four weeks rent?

**A** There are strict legislation guidelines that state you cannot charge anymore than four weeks rent for a bond. If we were to ask the tenant to pay a greater amount it would be considered contracting outside of the Act, which has serious penalty fines that can be imposed.

Choosing the best tenant and conducting regular inspections will minimise the potential for damage.

## LANDLORD PROTECTION INSURANCE

Do you ever worry about the tenant's situation changing and them not being able to afford rent and falling behind in payments?

With the economic climate being so erratic for many tenants and families sometimes changing circumstances cannot be avoided.

That is why we highly recommend landlord protection insurance as it will cover you for loss of rent and property damage.

This insurance cover is a tax deduction. ■

\* Policy Terms & Conditions apply



### 20 Kandy Ave, Epping

This brand new full brick five bedroom family home is located in quiet suburban streets within easy walking distance from Epping station.



### 8 York St, Oatlands

This comfortable brick home is set high in one of the best locations in the family suburb of Oatlands. Featuring three bedrooms with built ins, combined lounge and dining areas and ideally located close to schools, transport and the golf course.



### 49 Brand St, Carlingford

This renovated family home is located on the high side of a quiet street opposite bushland reserve. This property features spacious living areas and two bedrooms with built ins as well as a newly renovated kitchen and bathroom.