



**Your Principals- Ron & Lenore Sieber 3843-9123**  
**RE/MAX United Vision Real Estate**  
**"3 Offices, 1 United Vision"**



**Property Investor Newsletter**  
**AUGUST 2009**

**LEONA'S COLUMN**

**Inside This Issue**

- 1 **Leona's Column**
- 1 **How selling a high-end property has changed in just a couple of years**
- 1 **Qld Pool Safety Review Under Fire**
- 2 **Making a Good First Impression**
- 2 **Qld Snapshot of Residential Vacancy Results**
- 2 **Monthly Quote**
- 2 **Statistics**
- 2 **Calendar**



If you have moved house or changed phone numbers recently, could you please ensure you keep us updated with your new details in case of an emergency at your rental property?

Also if you have an email address that we can send your end of month statements to please supply us with this.

I hope you all are keeping well and got over the flu season without being sick.

**HOW SELLING A HIGH-END PROPERTY HAS CHANGED IN JUST A COUPLE OF YEARS**

THEN	NOW
<ul style="list-style-type: none"> <li>• Bullish buyers were willing to pay well above the asking price for top-end properties.</li> <li>• Little marketing was required as buyers would come out in large numbers to most prestigious properties for sale.</li> <li>• Internet listings were often enough.</li> <li>• Luxury features within the property and the glamour aspect were highlighted.</li> <li>• Renovations and additions could be expected to add value to top-end properties.</li> <li>• With heavier demand, buyers were less picky about the small things.</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Many properties are being advertised without a price for fear of turning away interest.</i></li> <li>• <i>Many high-end properties are not selling, as demand has shrunk. Marketing is crucial, say sales agents.</i></li> <li>• <i>Print advertising has become essential for some properties to gain attention.</i></li> <li>• <i>Words like "reduced" have become more commonplace, and value has become the emphasis.</i></li> <li>• <i>Now, some renovations could have a negligible or even detrimental impact.</i></li> <li>• <i>With little confidence, buyers are extremely careful when making a purchase.</i></li> </ul>



Source : Your Investment Property Magazine ([www.yipmag.com.au](http://www.yipmag.com.au))

**Contact Us**

We have listed our contact details below so you can check or update your records for easy contact with our office.

As it is important to us that we are available to you, if you would like to meet with a particular team member we recommend you contact our office via email or phone and arrange an appointment. This helps to minimize inconvenience to our valued Clients.

**Ph: (07) 3843-9123**

**Fax: (07) 3843-5277**

**E: [unitedvisionrentalsqld@remax.com.au](mailto:unitedvisionrentalsqld@remax.com.au)**

**QLD POOL SAFETY REVIEW UNDER FIRE**

Mandatory swimming pool safety inspections at the point of sale or lease have been recommended, following the first major review of Queensland's pool safety laws in nearly 20 years.

An independent review panel – including experts from Kidsafe, the Royal Lifesaving Society, Queensland Injury Surveillance Unit and the Local Government Association of Queensland – has released a range of recommendations, which also include a single set of fencing regulations throughout the State, strengthened powers of entry to inspect outdoor pools, and tougher rules for portable pools.

The REIQ has advocated the need for mandatory ongoing inspections regimes of all pools on a user pays basis. In a submission to the State Government earlier this year, the Institute indicated strong opposition for any proposal that would seek to use the sale or lease of a property as the sole 'trigger' for inspection and compliance.

"The introduction of electrical safety switch regulations originally focused on the point of sale and slowed the widespread adoption of this critical safety measure," REIQ managing director Dan Molloy said.

**CONTINUED FROM PAGE 1**

Under the current proposal, Sellers and Lessors will be responsible for organizing and paying for the pool inspections, which are expected to cost between \$90 and \$130. A grace period of five years has been proposed, unless a property is sold or rented before then.

Recent media reports have suggested that compulsory regular inspections were deemed too onerous for council staff, who would likely have to conduct the inspections, and too costly at an estimated expense of \$150 once every four years.

“The implementation of consistent, state-wide regulation to replay the 11 different sets of pool laws that currently exist will provide certainty for industry and an increasingly mobile population,” Mr Molloy said. “However, ensuring widespread compliance with these critical safety measures will be dependent on comprehensive and consistent enforcement of regulations for all pools across the State on a regular basis.”

The panel's full report is available online at [www.dip.qld.gov.au](http://www.dip.qld.gov.au)

Source : REIQ Journal (June 2009)

**MAKING A GOOD FIRST IMPRESSION**

Minor repairs and a thorough clean-up of the outside can help to sell your property more quickly. The agent will discuss with you the benefits of different sales methods, the best way to advertise and perhaps improvements to maximise your selling price.

A well-presented home says "welcome". It doesn't have to be a "show place" but it should appear a comfortable home in which to live. Your home will be one of many on the market at any time.

You need to present it in such a way to get the best price within a set time. Vendors who make an extra effort usually achieve a faster sale and sometimes a higher price.

First impressions do count. To start with:

- Check overall view of yard, fences, driveway, windows, doors, roof and walls from the street.
- Have all minor repairs done eg Sticking doors and windows, loose door knobs, faulty plumbing, peeling paint etc may affect your sale. Make sure gates open easily.
- Arrange outdoor furniture attractively to give a look of leisure.
- Tidy the flowerpots and have plants healthy and watered.
- Trim shrubs and mow lawns.
- Clean out sheds.
- Toys and garden tools should be stored.

- Clear the gutters, and clean windows, screens, doors and awnings.
- Spread gravel on unsealed driveways and lay pine bark on unsightly surfaces.
- Sweep driveways.
- Remove clothes from the line.
- Make sure a pool is sparkling clean.
- If you own a dog, take it for a walk during inspections.

Written By : Enzo Raimondo Source : The Age

**QLD SNAPSHOT OF RESIDENTIAL VACANCY RESULTS**

REIQ conducts Residential Rental Surveys twice a year. The next Survey will be conducted at the end of September with results available when collated and released.

The March 2009 Survey shows stabilisation in some areas most likely due to the First Home Owner's Grant whilst some areas affected by the economic climate eg mining areas, show a notable increase in vacancy rate compared to September 2008 Survey results. Here's a snapshot of the key areas with available survey data:

Local Area	Government	March 2009	September 2008
Greater Brisbane		2.6%	1.7%
Brisbane City		1.9%	1.6%
Brisbane Inner (0-5km)		1.9%	1.3%
Redland City		1.8%	1.3%
Logan City		2.8%	2.3%
Ipswich City		3.2%	2.3%
Moreton Bay Regional		3.2%	2.3%
Gold Coast City		3.4%	3.2%
Sunshine Coast Regional		3.9%	3.1%

Source : REIQ Residential Rental Survey (March 2009)

**MONTHLY QUOTE**

“Even the smartest man cannot make wise decisions without sufficient knowledge.”...Anonymous

**STATISTICS**

**Our overall current Occupancy Rate is 98.18%**

**Our overall current rate of Tenants Paying Rent on Time is 94.74%**

**Total Properties Leased this month: 10**

**CALENDER SEPTEMBER 2009**

15 <sup>th</sup> September	Mid Month Accounting
30 <sup>th</sup> September	End of Month Accounting

Website: [www.remaxunitedvision.com.au](http://www.remaxunitedvision.com.au)