

INVESTORS' NEWSLETTER

No 22 - February 2012



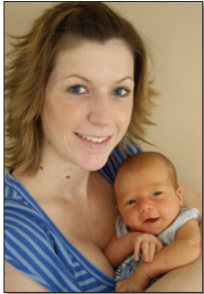
My Report

I presumed that with the end of free stamp duty for 1st home buyers that the market would be fairly quiet. As we get close to the end of the month I am surprised by the good sales and high level of buyer enquiry.

With Anita not coming back in the new year and our new receptionist only lasting 1 day this has placed extra strain on Katie, Joan and Vicki to do all the work.

The figures put out by realestate.com.au confirm once again that we are the leading selling agent in Chester Hill. We have the largest property management portfolio and I believe the best staff. Our arrears when benchmarked against all agents nationwide is in the top 2% of agents. These results don't happen without dedicated staff and careful selection of tenants at the beginning of the lease.

Bree's Report



I am currently on maternity leave until early July 2012.

On Wednesday, 11th January, 2012, Cooper Steven, was born. He weighed 3.39 kg and was 52 cm long.

We are both doing well.

APPEARANCE DOES MATTER

While short staffed I have been helping out the property management team showing rental properties. When you see a place with mown lawns and neat edges and a tidy garden you know the property presents well inside. Good tenants are fussy and won't lease a run down property. Polished floor boards, fresh paint and a well fenced-in yard are high on tenants' requirements. Today a tenant is a lot more savvy than in previous years.



When talking to them while they were inspecting the home I found out that they do a lot of their research on the net before

venturing out. They are well informed as to what is overpriced and what is value for money.

HAVE YOU DONE THIS ?????



For all tenancies in place prior to 31st January, 2011, you have 12 months to make the premises water efficient.

From 31st January, 2012 you will need to ensure the premises are water efficient if you wish to continue charging the tenant directly for water usage.

All internal cold water taps and single mixer taps for kitchen sinks and bathroom hand basins must have a maximum flow rate of nine litres per minute. All showerheads must have a maximum flow rate of nine litres per minute.

There must be no leaking taps anywhere on the premises at the start of the tenancy or when the other water efficiency measures are installed.

If you have not already arranged to have water efficiency on your property, please call us on 9645 2400 as soon as possible.

Never taken for "Granted" at Grants



9645 2400
170 Waldron Road CHESTER HILL

www.johnbgrantrealestate.com.au