



### Five tenant warning signs we look for as agents

Selecting the right tenant for your property can be tough, especially when you want to get someone in there and paying rent straight away – but make sure you look out for these warning signs.

Many self-managing investors make the mistake of not paying attention to the quality of the tenant – as long as they have rented the property and are achieving a high rent, they're happy.

However, this is often cause for concern later down the track when they are forced to spend a large amount of money fixing the damages caused by out-of-control tenants and spending time searching for new tenants when they don't work out.

Five warning signs that you should steer clear of in a prospective tenant:

#### ***If they're quick to find faults***

If you have someone attend an inspection where they point out every minor defect they can find despite the unit or house being near perfect but put in an application anyway – stay clear. You will be constantly sorting our repairs and spending money to keep them happy.

#### ***If they have something to hide***

If an applicant applies to rent your property but does not provide any supporting documents or references, there is usually a reason why and you should proceed with caution. When you specifically request this information and they still cannot produce anything, I think it's safer to simply select another applicant.

#### ***If they're always in arrears***

Rent should always be paid on time. An applicant who is constantly late with rent or still owing money to their previous landlord will always be this way, and I can guarantee they will be a financial burden to you. One of the most common excuses applicants make for being behind in payments is that their previous agent wasn't

organising repairs on time – even if this may be true, it's a major red flag.

#### ***If they're constantly on the move***

If an applicant has moved properties every six months for the past three years and explain they did so for a lifestyle change, you can be fairly confident you will be looking for a new tenant six months down the track if you proceed. It is also likely that they weren't looking for a lifestyle change but instead were asked to leave their other rental properties.

#### ***If they're poorly presented***

Just like a job interview, applicants should always make an effort to look well-presented when they inspect a property – this shows they're taking their application seriously and is a good indication they will respect your property. If an applicant has unruly hair and is wearing slippers and a dirty shirt, you can be sure that their living habits will be just as chaotic.



On the first month of Spring, the property market for sale is still going strong. Please feel free to contact us for a current market update.



Hendra Wijaya  
Principal

### RECENT RENTALS

68 Balfour Road, Kensington	4 Bed 3 Bath 2 Parking	\$1400 pw
2406/3 Carlton Street, Chippendale	2 Bed 1 Bath 1 Parking	\$750 pw
1608/188 Day Street, Sydney	2 Bed 2 Bath 0 Parking	\$640 pw

### RECENT SALES



103/165 Maroubra Road, Maroubra  
2 Bed | 2 Bath | 1 Parking  
SOLD for \$930,000



608/747 Anzac Parade, Maroubra  
2 Bed | 2 Bath | 1 Parking  
SOLD for \$950,000



## Maximising rental return with simple, cost-effective preparation

**Preparing your home for rent is crucial as it can secure quality tenants that you can trust living in your investment property.**

Finding quality tenants first starts with a nicely presented and well-maintained property. Attracting high-quality tenants result in higher rental yields.

As well as having appealing presentation, there are some things you can do to increase your property value.

### Perform a deep clean

Presentation is key when it comes to the rental market. If you have an unclean home, it not only attracts poor quality tenants but sets a low expectation for cleanliness. A clean home sets the example for tenants, and it will give you more options as there will be more people applying for your property.

### Stay on top of repairs & maintenance

It is the landlord's responsibility to keep the property in good and safe conditions for tenants. So before listing your property, go through your home and inspect it for any problems or maintenance issues.

Fixing issues or performing maintenance now not only saves money from costly future problems but causes fewer inconveniences to your tenants. Some common repairs and maintenance issues include:

- Fixing broken screens, light fittings and window coverings
- Repairing leaks and toilets
- Mould
- Faulty light fittings or wiring

### Add some new paint

Adding new paint is a simple yet effective way to improve the look and feel of your property. New paint is a great strategy you can use to maximise rental income. Tenants place high regard on a premium feel, and with paint, you can achieve just that.

### Create a fresh kitchen space

With kitchens, you don't need to renovate to create a new fresh space. You can simply paint, resurface, or replace certain aspects of your kitchen without the extra expense of a full kitchen renovation. Using products resurfacing kits, laminate paint and tile paint can easily convert your kitchen to a modern area. If you have timber cupboards, you can easily replace the fronts or paint them.

### Freshen up the bathroom

Freshening up a bathroom adds a modern look to an old design. Older bathrooms may have multiple colour combinations that don't work, but that can be fixed with some tile paint. Tile paint is very cost-effective and is a fraction of the price of new tiles.



**A REGULARY CLEANED AIR CONDITIONER WILL LAST LONGER THAN ONE THAT NEVER GETS CLEANED**

## How **servicing your air-conditioning** unit can save money in the long term

Each summer one of the most common maintenance requests from tenants is the air-conditioning unit failing to function optimally, or even at all. This seems to be most common over the Christmas /New Year's break when Summer is at its hottest, and trades are on leave or charging call out fees over the Public Holidays- costing landlords money.

Below are three reasons we encourage landlords to consider a proactive approach to air-conditioning maintenance and have their AC units cleaned and serviced, before a maintenance issue becomes a costly problem:

A regularly cleaned air conditioner will last a lot longer than one that never gets cleaned, and have less ongoing maintenance issues.

Dirty air-conditioning units work harder to cool or heat the air because it is effectively choking as it tries to draw air through it, to be cooled or warmed. The harder a unit has to work, in order to get the desired result, the more power it uses.

All regularly used air conditioners/heat pumps become infected with "microbial contamination" which includes fungi, mould and bacteria. Air conditioners/heat pumps are the perfect environment for such contaminants and of course, become airborne every time you switch your unit on, which is bad news for Asthma and allergy sufferers, children and the sick.

