

Property News HENDERSON'S

Ideas to help you when you're buying, selling or renting

WANTED

Quality Rental Properties Urgently Needed



**FULL REPORT
PAGE 3**

FOR LEASE

2/20 Ocean Street, Mermaid Beach
2 Bedroom, 2 Bathroom, Single Garage
\$450 per week

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- Feng Shui A Sales Aid
- Professionals Lead In Rentals
- Getting A Good Investment Return



Letter from the Principal

Dear Reader,

In real estate it is easy to be caught up in the moment. You see a home you love and let your heart rule your mind.

With the cost of borrowing so low at the moment, there are many buyers in the market looking to upgrade the family home and their lifestyle.

The clever buyers aren't just looking randomly. They have made a checklist and are looking for a home that ticks all of their boxes.

Clever sellers take much the same approach. They stand back and look at the home through the eyes of a buyer, working out what are the most desirable features.

They then go to great lengths to improve and accentuate those.

Have you made your list yet?

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Feng Shui your home for sale

How does this method turn an unfamiliar house into an inviting home?

When you walk into a house for the first time, your senses take in absolutely everything — the sight, sound, smell, taste and feel.

Many sellers mistakenly believe that preparing your home for sale is all about the way your home looks.

However, many other aspects can affect the way your home 'feels' to a potential buyer.

By applying Feng Shui methods and by creating the right mood, a buyer will be able to see themselves living in your home — and once you have achieved this, you can start filling out the paper work!



SOUND A simple way to appeal to the sound sense is to play some soft relaxing music during inspection times. Installing a wind chime at the front door will also provide something extra to stimulate a buyer's imagination.

There is nothing better than hearing the sound of birds twittering in the backyard. If you're feeling adventurous install a bird feeder to encourage them.



SMELL When a potential buyer walks into your home, the last thing they want to smell is the remains of cleaning products, freshly painted walls or floor polish. So to mask these smells you need to create your own scents, to lure the buyers into your home. The smell of freshly baked cookies is a wonderful way to make potential buyers feel at home, burn essential oils or place a large bunch of aromatic flowers in the living area of your home.



TASTE Providing food is an overlooked method, when sellers are trying to make people feel at home during an inspection.

Place a bowl of



individually wrapped lollies or chocolates in the front entrance and encourage potential buyers to help themselves. This method will instantly make them feel more comfortable in their surrounds and encourage them to picture living in your house.



TOUCH This is a tricky one, as you do not want people running their hands over every part of your clean house.

But the sense of touch can be created visually by adding texture.

Use a combination of different plants in your garden, place different textured pillows on the sofa and vary the floor surfaces by using textured mats and rugs.

If it is a hot day, open the windows to allow buyers to feel a cool breeze on their skin. However, if it is cold make sure you trap the warm air inside the house.

Ensuring the potential buyers are comfortable with the temperature inside the house helps them to feel more at home.

If you follow these few simple tips, it is easy to transform the Feng Shui of your home and make a buyer fall in love with your property.

There's never been a better time to invest in a rental property

Professionals John Henderson is literally inundated with enquiries for rental properties.

Seachangers, young people unable to get a foot in the property market, GenY deciding to rent and not buy ... the reasons are many but the bottom line is that the agency needs more properties to meet demand.

Professionals John Henderson has 28,275 tenants in the InspectRealEstate database - 672 of those in the last 30 days and 2386 in the last 90 days.

Indicative of the healthy state of the rental market is the fact that the agency received 98 enquires on one property in the first seven days from it being listed - 14 days before it became vacant.

Professionals John Henderson Principal, Andrew Henderson, said that the investment property market currently is perfect for self-funded retirees particularly.

"These people have seen their returns from both cash investments and shares drop dramatically in recent months.

"But the same low interest rate environment that has seen their cash investments under-performing can help by making the acquisition of an investment property very affordable.

"We have a number of properties on our books that would make ideal rentals and we are happy to run the figures for any investors," Andrew said.

As property managers, the agency has an enviable record and a multitude of references from happy owners.



"Overall from the team at Professionals I would like to thank them. Their prompt and excellent service was a 10 out of 10.

I will keep all my further business and investments with Professionals Mermaid Beach due to their great service.

Larissa's service was fantastic and all done with a smile - I would recommend her as your property manager without a doubt!"

A O'Malley

"I recently engaged your property rental area to look after the rental of our 2 bedroom unit at Miami Beachside Apartments, Gold Coast.

Larissa Kloots handled the agreement and arranged subsequent prompt rental at agreed price & conditions in a hands on, friendly and professional manner.

Based on our experience in this matter I

would have no hesitation in recommending Larissa and your company to others."

G. Atkinson

"Prompt attention, accurate documentation, unfailing courtesy and efficiency - what more can an owner ask for!"

Barbara Midwood

With so many well qualified and stable tenants looking to rent property, there has never been a better time to invest in the Mermaid Beach and Mermaid Waters area.

Whether you already have a rental property or a looking to buy your first, contact Professionals John Henderson.

Contact us today for a free, no-obligation appraisal



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How to get a **good return** on your investment property

When you buy an investment property, you're investing a lot of money in your future.

So you want to make sure you do everything you can to ensure you achieve a good return on your investment.

Some of the ways to do this include:

Do your homework

You're investing a lot of money in this venture and you don't want to risk your financial future by acting too hastily. Do some research before committing. Check valuations and recent prices on reputable real estate websites to ensure you're making a wise decision.

Watch your finances

Don't get your hopes up before knowing you have the finance to buy. You could waste a lot of time looking in the wrong price bracket.

Check the demand

There's no point buying an investment property unless you can be sure it will be tenanted. One way to do this is to buy close to facilities such as shops, schools and transport. People usually want to live close to such facilities and will look for rental accommodation nearby.



Think long term

Don't buy an investment property hoping to cash in on a boom in the next couple of years. Rather than trying to predict what the market will do, you're better to set your sights on buying the type of property for which there is an established demand so that it will bring in the returns you want.

Find a good property manager

Once you have your investment property, you want to make sure it is managed

properly. A good property manager can take the worry out of such things as finding the right tenants, collecting rents and seeing that the property is well maintained. Make sure your property manager is licensed, has local knowledge and understands the importance of communicating regularly with you about your investment property.

Follow these tips and you'll be well on your way to a happy future as a property investor.



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