

Renay- Your Bargaining Chips & Due Diligence

Negotiating your price

Scope of area & Research

- Basement that floods?
- Biekie gangs down the road?
- Talk to tenants- Happy? Disgruntled? Establish rapport- Be curious about their business... find out more- Ask tenant and Agent.... See what's really going on
- Independent researcher benefits... no emotional involvement- with great questions and data gathering.
-

Tenant wants...

- To be heard
- Have a good relationship with new landlord- build trust
- Troubles... lead to \$\$\$ down in price for you

-

Most common Problems

- Maintenance - READ THE LEASE
- Roof problems- Check tiles old for new- water stains etc... Building inspections
- Self managed properties - poor records about which CPI or % increases have been applied etc.
- Air conditioning massive costs- \$25K to \$95K when last serviced by landlord, tenant etc?
- Has the big expensive air- conditioning unit been overridden by split systems in the premises? OLDER systems
- PS: Not all Air- Conditioner Cassette units are necessarily a problem -Newer Units can be efficient

DO

- Take plenty of photos
- Ask relevant questions
- Look at economy of area you are looking at- Brisbane different to Northern QLD... table with legs and what's holding it up? Can your property accomodate?

Getting tenant to stay long term

- Business that has many feathers to their bow
- Understand their business
- Negotiate - Give & Take and be watchful of property managers mis-communicating on your behalf.
- Are they worth keeping very long term? Would it be better to refresh?
- Any way to split and get more than 1 tenant in?
- Maintain healthy communication

Servicing & Maintenance of Air conditioning

- With the lessee being responsible for servicing and maintaining the airconditioning, should we be asking for records of servicing?
- CHECK the Lease first- it depends
- If only a “gentleman’s agreement- then need to add to the lease etc.
-

Renay's Work- How she helps us

- Council qns- local infrastructure- what's happening?
- Google Street view limitations
- Renay will view properties and local areas and check for major issues that will help you negotiate on your price.... If you choose to purchase that property
- Save you time travelling interstate to view property first
- Not the whole due diligence process- ie looking at contracts and leases in detail etc... or Strata reports
- Looks at the psychology of your purchase and how it relates to the property you are looking at - location and tenant type.
- KNOW- LIKE- TRUST

“The Bond Girl” for Helen

- “I just wanted to let everyone know that Renay has helped me so much in so many of the areas she covered tonight. Her work is excellent. Renay - thank you”- Matt

Case study

- Tweed Heads QLD- was to go to auction- had 13 tenancies
- Landlords had increase rents by 30% - tenants disgruntled- reputation of being expensive to lease
- If property didn't go to auction- of interest
- Roof issues- tired and dated building
- Varied mix of tenants over the years- some longstayers
- BAd reputation by locals about how it was managed and owned.
- From \$1 million down to \$800K
- Invaluable information

Security- secretive case study- Properties

- Agents bring some exclusive properties to Helen's team
- Some Sellers want privacy and anonymity
- WHY?? Find out if genuine etc.
- Upper hand to negotiate
-

Understand the micro/macro economy ? where it's going ?

- Facebook the local town and the events going on- join their group- or like their page and follow their activities
- Ports around a town... what's coming into and out of the country
- Chat to the local people
- Use common sense- ask the shoppers & locals