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## LANDLORDS NEWSLETTER



Increase in demand is being fuelled by low first-home buyer purchasing and an uptick in migration, while decreased supply is due to fewer investor purchases and heightened selling by investors

Jamie Williams

### PROPERTY MANAGEMENT WRAP UP

Over the next year, it is expected that rents will continue to rise due to strong demand and limited supply. This increase in demand is being fuelled by low first-home buyer purchasing and an uptick in migration, while decreased supply is due to fewer investor purchases and heightened selling by investors. Furthermore, the rental demand has shifted back to major capital cities as they recover from the pandemic, reversing the trend towards regional areas.

Although in some areas, such as inner-city units in Sydney and Melbourne, rents have remained stable or have only increased marginally since the start of the pandemic, it is anticipated that rents for inner-city rentals will continue to rise as demand increases further.

However, it seems unlikely that there will be a significant increase in rental supply in 2023. With the share of new lending to investors continuing to decline and higher interest rates reducing the capacity for borrowers to access an additional mortgage, it is expected that there will be little change in the rental market. While there are more build-to-rent projects in the pipeline, it is uncertain if the volume of stock in these projects will be sufficient to meet the growing demand for rentals from both domestic sources and overseas migrants.

Unfortunately, this lack of supply is expected to result in further increases in the cost of renting.

To speak with one of our investment specialists, contact the office on (02) 6772 4549

# INVESTMENT OPPORTUNITIES



184 JESSIE STREET, ARMIDALE

## CHARMING HOME IN CONVENIENT ARMIDALE LOCATION

**\$450,000 - \$495,000**

This charming 3 bedroom plus study property is perfect for first home buyers or investors. The home boasts a spacious kitchen with ample storage and a large lounge room with a cozy wood fire, ideal for those cold winter nights. The property is located on a corner block, providing a sense of space and privacy.

The rear yard is spacious and features a garage and workshop area, perfect for those who love to tinker or need extra storage space. The double carport provides secure off-street parking for multiple vehicles.

Located just a short distance from Armidale's bustling CBD, this property is in a great area, close to all the conveniences that the city has to offer. With its combination of comfortable living spaces and practical outdoor features, this home is sure to tick all the boxes for those seeking a low-maintenance lifestyle in a fantastic location.

Contact Harry Williams on 0481 793 488 to arrange an inspection of this unique investment opportunity.

**Our property management philosophy is simple – to minimise arrears, vacancies, and expenses and to maximise your return**



15 WIRRUNA STREET, GUYRA

## COMFORTABLE GUYRA CHARM

**\$290,000 - \$319,000**

Nestled in the charming town of Guyra, this brick home offers a comfortable and convenient lifestyle for families and first-home buyers alike. Boasting three generously sized bedrooms, this residence is perfect for those who seek space and privacy.

Situated in a quiet and friendly neighbourhood, this property is conveniently located just a short distance from local shops, schools, and parks. Don't miss this opportunity to secure a comfortable and convenient home in one of Guyra's most sought-after locations.

Contact Julie Schaefer on 0408 200 668 to arrange your inspection today.

LOCAL HANDS YOU CAN TRUST

# A SPOTLIGHT ON JULIE SCHAEFER

## JULIE SCHAEFER SALES AGENT

Julie is a New England local who grew up in Armidale, so she knows the area like the back of her hand. Julie's father was a household name in the real estate industry in Armidale. With property in her blood, Julie was quickly attracted to a career in real estate. Her entry into real estate in the mid-nineteen nineties, pushed Julie to prove her own abilities while completing her real estate sales training.



Julie's hard work and passion for real estate continued and further into her career, she joined Gail Schaefer and Shane Kliendienst in buying into Uphill and Schaefer as principals, a business started by her father in 1971. The trio went on to provide a truly local family real estate experience in Armidale.

In September of 2022, Julie joined the Professionals Armidale during the merger with Uphill and Shaefer. The success of the merger means that Professionals Armidale are the auction specialists and provide comprehensive real estate services to the local community.

If you're looking for Julie during her time off, you will likely find her in the garden. "I find gardening very peaceful. I get highly motivated to get back into the garden after winter when I can feel that definitive change in weather. I've actually had clients move to the area for the definitive seasons we experience here in Armidale".

"In fact, Armidale is special for a number of reasons, not just one particular thing. The weather is spectacular and so are our surroundings. We have a great educational precinct, private and public. We have a diverse range of nationalities and personalities in our community. Not forgetting the arts! We have a wide range of arts available to enjoy and participate in. Some of the architecture and old homes are worth a mention too."

Using her vast experience in the industry and as a long-term local, Julie can guide her clients down the most effective path to achieve the desired result. Julie's reputation for transparent, ethical conduct is rock solid in the community. "I have a soft spot for the oldies in our community. Whether they are downsizing to a unit or villa or they might be moving into a retirement home or care facility, I like to help by giving them some basic advice and walking them through the process with a guiding hand. I enjoy helping people. I also really like it when young people set big property goals for themselves and seeing them achieve what they really want to achieve really is something special."

Max Schaefer, Julie's father and biggest mentor, taught her some tips and tricks of the building trade. Namely the ability to recognise problems or property faults. "He taught me a lot, but mainly he taught me how to listen and how to develop a plan for how I can help the person or how I can advise them. He also taught me the important skill of staying calm."

Julie is the longest-standing female real estate sales agent in Armidale, but it is her approachable nature and her client-first approach to real estate that make her so successful. Her advice to those looking to get started in the industry is to be patient with people and to be considerate of clients. "Listen to them, think about the property problem and help guide clients towards a successful outcome. Teamwork is very important. Find yourself a good team and work hard on helping each other to succeed."

Need to discuss your property needs? Contact Julie today.  
[julie@proarmidale.com.au](mailto:julie@proarmidale.com.au) | 0408 200 668

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