

LANDLORDS NEWSLETTER



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Jamie Williams

PROPERTY MANAGEMENT WRAP UP

In April, Domain reported the national vacancy rate was only 0.8%, with cities such as Perth, Adelaide, and Hobart essentially reporting close to zero vacancies. Professionals Armidale are ending April with a vacancy rate of 1.4%. Our team leased 30 properties with an average weekly rent of \$375.00 down from \$405.00 per week in February, which I believe is a fair representation of the market over the past two months.

Australia is heading towards a severe housing crisis, with a projected shortage of 106,000 homes by 2027. High-interest rates, community resistance to new developments and overseas migration are the primary causes of this dilemma. Net migration is predicted to reach 350,000 in 2023, as overseas workers and students return to Australia. Tighter rental laws (that favour tenants) contributing to a mass exodus of investors in the market may also be to blame.

A recent Property Update article, written by Kate Forbes, states that there are just over two million investors in Australia, of which, 75% own just one investment property. Approximately 18% own two properties, with only 5% of investors owning three properties or more. There are several reasons why investors get stuck on their first or second property - they don't purchase the correct type of investment property first, they don't have a comprehensive understanding of their financial situation or property goals, and they don't have a clear plan to cover expenses.

A well-thought-out investment plan should consist of:

- Asset accumulation strategy.
- An asset protection and tax minimisation strategy.
- Manufacturing capital growth strategy.
- A finance strategy including debt reduction.
- Increasing rental growth strategy.
- Living off the cash flow of your property portfolio strategy.

When building an investment portfolio, it is crucial to surround yourself with a team of experts including an accountant, solicitor, mortgage broker and real estate advisor/property manager.

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

INVESTMENT OPPORTUNITIES

AUCTION



59 SIMMONS STREET, ARMIDALE

SPACIOUS FAMILY HAVEN

AUCTION: SATURDAY MAY 27TH 2023 - 11:00 AM | AUCTION GUIDE \$365,000 TO \$395,000

Welcome to your own private oasis! This property offers a spacious and well-maintained yard adorned with established gardens, creating a serene and peaceful environment. The lush greenery provides a picturesque backdrop for outdoor relaxation, entertaining, or gardening enthusiasts.

Located in a convenient area, this property is ideal for first-time home buyers or investors seeking a tranquil retreat with great potential. Don't miss this opportunity to own your dream home or investment property!

Contact Shane Kliendienst on 0407 412 651 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



30 NEWTON STREET, ARMIDALE

CHARMING COTTAGE RETREAT

\$390,000 - \$429,000

Welcome to this charming cottage-style home, where warmth and character meet modern comforts. Upon arrival, you will be greeted by established gardens, which surround the property and provide a sense of privacy and tranquillity.

This cottage-style home is a rare find, offering the perfect blend of character and modern convenience in a peaceful and private setting. Don't miss your opportunity to make it your own.

Contact Harry Williams on 0481 793 488 to arrange your inspection today.

LOCAL HANDS YOU CAN TRUST

A SPOTLIGHT ON SHANE KLIENDIENST

SHANE KLIENDIENST SALES AGENT

Shane, affectionately known as Shaneo, is an Armidale original. He went to school at Drummond Memorial Public School and Armidale High. After high school, he briefly left Armidale to work on fishing boats up in Tweed Heads. He soon returned and picked up work as a bar manager. Ultimately, Shane pursued real estate and got his start over 25 years ago with Frank Spilsbury, another Armidale local



with significant real estate experience. Later, Shane joined Uphill and Schaefer, where he was part of the team for many years. During that time, Shane bought into the business with Max Schaefer and his two daughters, Gail and Julie. “I am lucky enough to still be working with Julie here at Professionals after our merger in 2022.”

Shane says he’s a strong believer in getting a good start to the day with an early rise and some physical exercise. “It sets the tone for the rest of the day.” Fishing and camping have been his hobbies since he was a young boy. “These days I have my own boat and we duck over to Copeton Dam for some fishing or we head down the Macleay River and chase the bass. The family and I love exploring Armidale and the surrounding towns.”

Shane, being born and bred in Armidale, describes Armidale as a “special place in a great location”. Armidale is renowned for its definitive four seasons and Shane says he really likes that about the place. “Plus, it’s two hours from the coast, halfway to between Brisbane and Sydney, and it’s such a diverse town. There is something here for everyone and if you want to head away, you’re spoilt for choice.”

Versatile in real estate, Shane is an all-rounder. He can do it all. However, he enjoys working with hobby farms and acreage. “We have quite a large number of buyers interested in properties that are right on the edge of town. Although they don’t come up all that often. People who own those kinds of properties love where they live, and most aren’t looking to sell. Properties like that, they sell very well.”

Frank Spilsbury and Max Schaefer have both had an important impact on Shane as his long-standing mentors and friends. “I’ve been lucky enough to be trained by and work with both Frank and Max. Both of them have been top real estate agents in Armidale for a long time. Both of them are true gentlemen and they have both taught me a lot!”

Max used to say “Make sure your shoes are shiny and you’re on time”. Shane’s experience, honesty and integrity, are traits he has taken forward into his work in real estate and sets him apart from other agents in the area. There are a few skills Shane suggests are important for someone working in real estate. Honesty, empathy, and being a good listener. “In real estate, you’re a problem solver. Most people come to you with a property problem. They need to sell or move or have some other property-related problem. It’s our job to actively listen and have empathy with the people and the situation, and then map out their options for a successful resolution.” For Shane, real estate is about helping the people in his local community achieve their real estate goals and the services he can provide.

Need to discuss your property needs? Contact Shane today.
shane@proarmidale.com.au | 0407 412 651

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