

Let's Talk - Industry Update

August 2021



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Nisha James – Business Development Manager

Hi Everyone,

Hope you are all doing well and coping with this hurdle we are facing at the moment trying to tackle the spread of COVID. The team and I are working from home doing our contribution to NSW Health orders so we can tackle this quickly. I have had my first Jab of AstraZeneca Vaccine, I have to commend the front line workers they are amazing they are quick caring and swift with the injection. Felt sore arm for a couple of days apart from that all good to go.

Our team has been keeping each other super motivated with LOCK DOWN CHALLENGES - First to Audit the properties, making sure property ticks every box with the legislation. Zoe the "Young Gun" whizzed through that and she won.

The team has been reaching out over this time, as your more to us then just clients, we have built a relationship with you that you trust us with your biggest investments and we want you to know we care so we are reaching out to make sure you know we are here for you, even if it's just for a chat.

Take Care - Be Safe - Nisha

A personal message from our Director – Chris Rowbottom

Some words from Chris Rowbottom..

"After 2 decades in the industry and a truckload of experience, having my wife Kerrie and 2 children alongside me, we will continue to still trade during these difficult times, whilst still servicing our valued clients.

The whole team including myself are here to assist our tribe, our staff and our loyal past, current & future clientele"

Please do not hesitate in contacting Chris Rowbottom directly for any of your needs. He is always here for you!

We thank you for your ongoing support of our business and we wish you all the best, Stay Safe from our families to yours.

Chris Rowbottom



The Sales Hub & a market update from our Sales Manager – Lance Jensen

At First National our slogan is “We Put You First”. Nothing could be truer in these tough pandemic times. We are diligent in making sure that we follow the latest COVID restrictions to ensure that our service is second to none. The Real-estate sales market continues to show signs of continued growth. Obviously we are unable to conduct open houses, however individual inspections are still allowed.

This has translated to a more intimate experience for buyers. Out of area buyers still get an opportunity to view the home via virtual tours. This is not the same as seeing the home in person. Ultimately we believe that this has provided local buyers with a window of opportunity to buy without Sydney buyer pressure.

Sales prices are still hard to determine as buyer demand is strong. Owners looking to sell will find that there is the likelihood of higher than expected sales result. Now is the time to sell with the weather warming up and a continued lack of stock coming to the market. If you would like any advice or simply interested in knowing the value of your home or investment then contact us at any time.



133 Wommara Ave, Belmont North
SOLD \$780,000



21 Dirkala Cl, Belmont North
SOLD \$1,020,000



10 FulmarCl, Mt Hutton
SOLD \$752,000



66 Marlin Ave, Floraville
SOLD \$850,000

Introducing our newest staff member – Kerrie Brady (Senior Asset Manager)



I am a Senior Asset Manager at First National Engage Eastlakes. Although I am relatively new to this team, I come with 6 years of property management experience. I joined this team for a lovely change and new challenge.

I bring honesty, professionalism and compassion to compliment the attributes of the existing team at First national Engage Eastlakes. I have exceptional people skills and a great level of empathy and care, which enables me to communicate well with both landlords and tenants to achieve fantastic results for both.

I understand the importance of having your property investment portfolio managed effectively and efficiently and enjoy helping clients achieve their investment goals through property Management.

I have experience as a business owner, come from a building Society background, so all my roles to date have been customer service based. “Dealing with people, would be my one favourite thing, which is why when I was a photographer, I enjoyed taking photos of people the most”.

I have lived in Lake Macquarie my entire life. I only do photography now as a hobby. In my spare time, often I am found at the netball courts either coaching or supporting the young talent of today through Representative netball, or watching my two adult children play sport, which is my other most favourite thing.

Staff member of the month – Zoe Burnley
&
Tenant of the month – Patti & Eden



New adapting times for the team with recent NSW health orders having us cloud based and working from home.

Routines on hold but that has not slowed up our PM team.

Nisha, Department Manager set the LOCK DOWN CHALLENGE Tasks to be completed and KPI's to hit for the team.

Young Gun Zoe flew ahead with her results taking out the PM Departments First Challenge.

Well done Zoe!

Congratulations!

DesiComments.com

Here at First National Engage Eastlakes we like being able to reward our tenants for their consistency with rent payments and presentation of the property.

For the month of June we have decided to recognise and award the top Tenants of the month award to Patti & Eden.

Patti was extremely appreciative of our service we provide for her and was so thankful for her gifts.

We hope you enjoy your gifts 🎁🍷🍷



Handy Information

Newcastle is a region in New South Wales, Australia. Newcastle has a population of 155,409 people and 31.53% of its occupants live in rental accommodation. The median listing price for houses is \$680,000 and this has changed 11.47% over the past year and changed 13.52% over 2 years.

The median rent in for houses is \$500 per week and the median rental yield is 3.82%. Stock on the market for houses/townhouses has changed -17.82% compared to last year and the average time to sell a house/townhouse is NA days. The median listing price for units is \$590,000 and this has changed 9.25% over the past year. The average unit takes NA days to sell and the median rent for a unit in Newcastle is \$450 per week, producing a rental yield of 3.96%.

Supply & Demand in Newcastle



The importance of Good Property Management

Property managers play a major role in managing your real estate property. As with all types of investment, putting your hard-earned money into real estate can bring with it some major risks. Whether it's an unexpected slump in the market or a rising strained rental affordability, there's always a chance you might lose when you play the property game.

Effective property management can be one of the best ways to lower the risk and get ahead. So, what does that look exactly like? Individuals interested in pursuing a property management career may also read this article to understand the importance of good property management and consider the following points in their careers.

Return on Investment (ROI)

A good property manager knows how to maximize the rental returns for your investment property. If you have the right rental income, your property will work towards a better ROI. Your property portfolio will work like a well-oiled machine when the property manager you are using is performing for you. Efficient property management and an investment return, therefore, go hand in hand.

Often, the investment goals you have as an investor should be factoring in the approach taken.

Experienced property managers would therefore also appreciate the tax benefits of owning an investment property. If done correctly, this may lead to expenditure reduction such that there is minimum outlay and the full benefits come in tax time.

Improving the Quality of Life of Others

To buy, to rent, and to move. All three can be hard on people. Providing tenants with good property management greatly increases their quality of life. A tenant who knows that you are available and can meet their needs will focus on certain areas of their life, such as family growth or personal career, and be happy to give you a good price.

Safety for All

Good management of properties ensures the safety of other tenants. You are responsible for screening applications and preventing the securing of a lease by any suspicious tenants. You do have the duty to protect your tenants from crime and other possible hazards. A good property manager should do proper screening of tenants.

Proper Planning

Good management of properties not only looks great in the present but also in the future. A property manager should take a sensible approach when handling a client's portfolio to ensure the financial performance continues to be excellent. A great move is to advise an investor to keep their asset on top of its maintenance.

A property manager can be familiar with the best and most cost-efficient suppliers in the local area to reduce maintenance costs. This is your money, so it needs to be handled carefully.

Maintaining Healthy Relationships

The ability to establish and maintain good relationships lies at the height of significance for effective property management. It is important to be able to bond and form a good relationship not only with the property investor for which they work but also with the tenant for whom they are responsible. Good communication is key for this to occur.

When effective communication is combined with the regular contact required for a property to succeed, an investor can stay informed with their property manager and form a better level of trust. You can relax and depend on them in this environment because you know the work they do behind the scenes.

The Importance of Good Property Management

For its non-volatile nature, the property can be seen as a relatively safer investment choice. Using a property manager is a move when you purchase an investment property that will protect you against the difficulties that often come with investment in property and make sure your complying with ever changing legislation

The finest property managers are going to work to get you the highest possible return on investment. When dealing with your property it should be at the forefront of their mind. They will take a positive approach to help keep your investment property and focus on improving it.

Refer our Company



The best business comes from word of mouth.

This is something First National Engage Eastlakes generates majority of our sales & leasing listings from.

Your recommendation is the best complement to our service and we will thank you for this by rewarding you.

THANK YOU
FOR YOUR
SUPPORT!