



ANZ research<sup>1</sup> shows that while the SA property may not reach the heights of Sydney or Melbourne, it does hold appeal for many local and interstate investors getting squeezed out of those overheated markets.

In other news, the ATO has announced that their focus will be on property related claims. Tax for rental properties can be a complicated issue therefore speak to your adviser well before tax time. For further information on this topic refer to our [Facebook page](#).

With the regulators aiming to slow investor credit growth and dampen property markets, investors are finding that lending conditions have tightened. An unexpected outcome of these conditions, as reported by the Sydney Morning Herald<sup>2</sup> is that owner-occupier purchasers are being offered lower rates. The article goes on to say that "home owners paying off a mortgage on the house they live in are on the way to becoming the new prime customer for the nation's banks."

1 ANZ Property Solutions, Issue 2, 2015 2 SMH p.22 19/05/2015

### QUOTABLE QUOTES

"Wishing things will change for you and doing nothing about it is a loser's game. I want you to stop wanting for things to get easier" Hard hitting and straight to the point – so what are you waiting for?

Louise Bedford on [propertyupdate.com](#)  
accessed 16/04/2015

### Agency Update

In talking to our clients, we find that property investors are no longer satisfied with just basic execution of services or what we would call transactional relationships. Clients are increasingly seeking out high value add, proactive Agents who can meet their aims and objectives and in doing so help the investor keep up with their aspirations. Aligning ourselves with the needs of today's clients, we make sure that our services are firmly embedded within a solid and seamless team structure with each purposefully trained and team member being individually and severally responsible

and team member being individually and severally responsible

### Fast Facts

There is a construction boom on North East Road. Projects in progress include a \$2.4m childcare centre in Collinswood and a \$30m shopping centre at Gilles Plains. Projects yet to commence include a \$22m residential apartment complex in Collinswood and a \$47m Bunnings Superstore at Windsor Gardens. Early reports are also speculating that the proposed sale of a shopping complex opposite the ABC building in Collinswood could lead to a re-development.

### CAN WE HELP YOU?

Looking to purchase, re-develop or build a residential property?

Call us on 8266 0888 for qualified and unbiased advice. We are always ready and willing to talk to you.

**IMPORTANT:** This newsletter is issued by Glenn Dias Real Estate to their clients for their private information and the contents are of a general nature only. Nothing herein above should be taken as advice per se and clients should not act solely on the basis of the material contained in this newsletter. Whilst every effort is made to ensure that the contents are accurate we take no responsibility for any errors or omissions and any subsequent action that may arise from the use of this newsletter.