



**GLENNDIAS**  
REAL ESTATE

## Monthly Newsletter

### REAL ESTATE NEWS

OCTOBER 2016

We regularly make presentations to potential clients looking for a property manager. One thing we find is that many people focus just on the fees and charges, the assumption being that choosing a cheap service will yield them a better return on their investment. Unfortunately this common mistake stems from the belief that a service is differentiated just by cost and nothing can be further from the truth.

The fact is that unlike buying a product such as a tube of toothpaste or a bottle of soft drink, a service is only as good as the people delivering it. A savvy investor appoints an Agency that handles not just rent collection but every aspect of Property Management, all done with the utmost care and professionalism. With Sales, an excellent Agent not only undertakes all manner of jobs relating to your property but follows them through to a satisfying conclusion.

We all know that one gets what one pays for. Agencies that chase new business by cutting prices may also cut corners with systems and processes, to your detriment. An under-resourced Agency often has a higher property to staff ratio and consequently, overloaded staff members may not get to things as

promptly as they should, leading to expensive mistakes. The question is, with an asset worth 100's of thousands would you want to risk it?

### TESTIMONIAL

"We've enjoyed having our first place to call home together as a couple, and have appreciated working with you as our real estate agent."

Outgoing tenant comment, September 2016

### Agency Update

We always ask new clients why they choose us and we have had plenty of opportunities lately. A common theme to the feedback is that new clients appreciate honest and straightforward people. Also important in is the ability to notice little things and to pay attention to detail. We will always value the "human touch" therefore we appreciate feedback by phone, email or in person.

Adelaide's reputation as a "safe" market for real estate investment has seen greater buyer activity in recent months. API Magazine (Feb 2016) goes on record stating that the recent trend of 4%-5% growth should continue in the immediate future though HTW valuers\* recommend caution with regards to inner-city apartment developments,

going on to state that better quality developments will cope with the coming oversupply however the more densely populated apartments whose appeal is tied to rentals will lack growth and consequently returns could drop. \*API Magazine Feb 2016 P.100

### Fast Facts

Smithfield Plains is a popular entry level suburb on investor horizons. With a median house price below \$200k and a median weekly rent above \$250 it offers yields above 6%. Very few suburbs anywhere in Australia offer better investor opportunities so long as you can find the right property and the right tenant. This is where appointing the right Property Management Agency comes into play. Call us now for advice.

### CAN WE HELP YOU?

Today it takes just 20 days to acquire a real estate license. Don't risk your valuable asset in the hands of just any Agency. Choose one with robust processes that is headed by a Principal who is invested in property and has the depth of experience that only higher education and years of experience in business can bring. To discuss your next investment **CALL US NOW on 8266 0888.**

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