



Macquarie continues its development:

Submissions and opinions closed at the end of June for the development of the NSW Government-owned land at the Lane Cove Road end of Waterloo Road (45-61).

It is 3.9 hectare vacant land,

once used for storage during road works.

An application to re-zone the land has been submitted to allow for a community park, the size of a football field.

The rest of the site would be a commercial development which, it is estimated, would provide

8000 jobs.

It is said that over the last 15 years commercial letting space has grown from 135,000m² to 733,500m².

So it is not surprising that the need for accommodation continues to grow.

Property Management News:-

Our Property Management comments are much the same as those mentioned in the May Newsletter. Currently the rental enquiry market is slow. If a property has been unlet for two weeks, it's time to review the asking rent. You have heard me say many times "some money is better than no money." And rents can always be increased in the future.

However a point to remember is that if you have spent a considerable amount of money on renovation and you have an expectation of

an increased rent - this is not how it always works. In reality the renovation may well be an overdue need for maintenance.

But while on the topic of renovations, many of the properties we manage have a share laundry. By that I mean there might be a laundry on the ground floor with a space and powerpoint allocated or sometimes the laundry might be on the same floor as the tenants' unit. These properties are becoming more difficult to rent. Today's tenants are fussy.

We solved this problem with a unit

we own 20 years ago. When installing a new kitchen we included a washing machine/drier and for us this was the answer. It made the unit more desirable, even though we asked for a higher rent. We have only just replaced this washing machine/drier after 10 years. Tenants are very fussy and they want all the conveniences of an upmarket unit and many prospects are prepared to pay for the extras. On the other side, if you are spending many dollars on an up graded unit, you want it to meet the market needs well into the future.

What's happening in Sales:-

In two words: not much!!
But it has been eventful for Lyn and Denis.

One of our owners decided to sell a townhouse in Marsfield. The tenants were not very helpful. In fact Lyn stood outside the property on its first 'Open House'.

A couple arrived; said they had looked at the web add and made an offer on the spot. Contracts have been exchanged and it will settle before the end of this month.

Well, that's the silver lining. Now to the cloud...

We have battled with 3 property owners. Two since the beginning of March. The asking price in both cases was based on the October market when prices were so high.

After the first few weeks when there was almost no enquiry, the price was reduced, then reduced, then reduced.

In one case the unit was sold.

The other property was still \$20K above present market indicators.

Our third property was reduced by \$90K and still no real offer was made. In this case the unit had received over 3000 hits on the web. It is hard to imagine that so many people could look at a unit and yet so few came to view it and no one made an offer. In this case the owners have withdrawn it from sale and it will be re-let.

Winter certainly came thundering upon us, in Sydney and down the East Coast. For our overseas owners, what you might have seen on the TV was quite accurate. Sometimes the media do not exaggerate or distort the truth.

Our home was safe. But our office building suffered a little. The basement car park flooded and the lift well filled with water. For 10 days there has been no lift service...to the distress of some other tenants in the building.

I mention these events because of some incidents that have cost us a lot of time and considerable inconvenience to the tenants

The first example occurred when a tenant complained that his carpet of our was wet. One tradesmen had and his response and it replaced.

The second example is of a tenant who had so much water through the ceiling that he was convinced it would collapse. Again Lyn tried to contact the owners who, she discovered, were on hollidays overseas.



So we needed to contact the owner, who works in London. But her parents are our contact. Lyn called them; Lyn sent text messages; Lyn emailed them. After 3 days of no response she sent a text to the owner who, a day later, emailed Lyn to say that her parents were visiting her.

There is a lesson from these anecdotes.

If you plan to be out of the country can you please let us know. If there is an emergency we need to be able to contact someone in your absence

On another, though similar tack, if you find that there has been a change in strata management with your property, or if your the strata manager has been replaced, please notify Lyn.

We had a problem that involved a strata company. Lyn sent an email to the building strata manager. But there was no reply. At the end of the second day Lyn rang the company to be told that the manager had left 2 years ago. The staffer told Lyn that she was too busy to contact property managers.

TAX TIME

Do we have your current email address, or should I say, have you changed your email address???

Your yearly summary will be emailed to you early July.