



PROPERTY INVESTOR

NEWSLETTER

JAN – FEB
2018

This newsletter has been designed to keep you updated on what is happening within the industry and our real estate agency

BEWARE – THE ATO IS EMPLOYING NEW TOOLS TO SCRUTINISE THE RENTAL MARKET

The Australian Taxation Office is ramping up scrutiny of the rental property market in a bid to stamp out dishonest lodgment claims.

The ATO will be looking closely at the dishonest practice of investors declaring their rented properties vacant when in fact they are tenanted and receiving rent. In 2018 they will go so far as to approach real estate agents/property managers and monitor electricity and gas records to identify fraudulent claims.

Over the last few months, the ATO has already investigated 100,000 rental properties to ensure they are not involved in black market activity or misclaiming negative gearing.

The ATO data shows that deductions claimed for rental properties are exceeding the rental income earned for privately owned rental properties. There is \$40.1 billion of income and \$43.6 billion of expenses.

There are concerns that many landlords are not declaring their rental income, and many more are overstating their deductions, which have led to the tighter cross-checking measures.

HOW TO MANAGE THE UNEXPECTED WITH INVESTING

The ability to effectively manage unexpected events when owning investment properties will assist you in avoiding cash flow crises and major losses. Things can and will go wrong. It happens to everybody and when it does it will test you, but it is the experience you bring to these circumstances that really matters. Success lies with 'allowing for the unexpected from the start' and building in mechanisms to help solve the problems to help mitigate risk. Have you taken the time to think about the risk of investing in property and what they could be?

Account for your lifestyle costs De-risk the process from the start by thoroughly and realistically accounting for your lifestyle costs. You will then gain a true assessment of what you can afford to contribute to your investment portfolio. For example, this could mean purchasing dwellings where the rent covers at least 90% of expenses in order to protect your bottom line. Keep 12 months' worth of these 'survival figures' in the bank to cover your risk – your lifestyle expenses plus your planned and budgeted investment contributions. It is important to know that you can financially maintain your investment portfolio.

Safeguard your liquid assets Hold on to your cash and use the bank's money to fund your real estate purchases. Almost every successful company has used other people's money to build their businesses and as your property investment portfolio is a business, this is what you should do too. If you've got the choice between using equity in your home or cash savings, opt for equity every time.

Buy well at the beginning A key component of your purchasing strategy is to find something that rents well and then buy under market value. If you don't get this right from the start, things can go wrong, and it can be very costly to rectify the situation. Regardless of whether you are new to investing or an experienced portfolio holder, your strategy will need expert help each time to identify the best property for your needs.

Have the right support people in place Network and surround yourself with people who have been successful property investors as they will be able to share their own challenges and successes that you can learn from. Seek out property mentors, brokers and accountants who have performed better than you to date and their experiences will help you raise your own performance to their level of success.

Continued Over >

We are focused on maximising your rental income and optimising your capital growth

HOW TO MANAGE THE UNEXPECTED WITH INVESTING

Problem solve, don't panic and be prepared Only experience can prevent full-scale panic when problems arise. This is where you need to be prepared and know what can go wrong. What if the tenant falls behind in their rent, the property is vacant for an extended period of time or a hot water system needs replacing? Start with the end in mind and work towards being one step ahead.

Know when to cut your losses Sometimes there is nothing that can be done to rectify a situation, such as a falling property value. You may have bought a property in an area that wasn't ever going to be what it promised. When your annual assessment reveals this poor performance, it is time to act. In extreme situations, cutting your losses can be a smarter decision than holding onto the investment depending on your circumstances.

Be prepared to take bold steps on your property investment journey. With the right team behind you, it's been said that the real risk lies in not taking any risks at all.

DEALING WITH STIGMATISED PROPERTY

A property may become "stigmatised" if it has been associated with an undesirable event that has occurred (or which is suspected to have occurred) on the property or in the immediate vicinity of the property. While having no physical impact on the property itself, stigmas may affect the way in which prospective buyers and tenants feel about a property.

Stigmas can be wide ranging and may include (but are not limited to):

- Deaths (e.g. Murder, suicide, or natural causes);
- Crime (e.g. Assault, theft, drug dealing or sexual crimes);
- Health related issues (e.g. Contagious diseases);
- Troublesome neighbours (e.g. Presence of sex offender, aggressive or offensive behaviour)
- Environmental conditions (e.g. Soil contamination, aircraft noise, industrial aromas); or
- Other psychological factors of significance to the buyer (e.g. the rumoured presence of ghosts).

Under Australian Consumer Law agents must not make false or misleading representations or statements about properties or engage in any conduct which is likely to mislead or deceive.

Further, an agent may also engage in misleading and deceptive conduct by silence and by omitting to disclose relevant material facts.

Agents have an obligation to potential buyers and tenants to disclose any incident which occurred at the property which could be reasonable considered to be a material fact which is likely to offend prospective buyers' or tenants' personal or religious beliefs or influence their decision to buy or lease the property or affect the price which they are prepared to offer to buy or lease the property.

Interested in adding to your investment portfolio? Come talk to us.



25 McCracken Street, Walkervale
\$228,000 neg
3 Bed, 1 Bath, 2 Car, 1012m²
Rental Appraisal - \$290pw

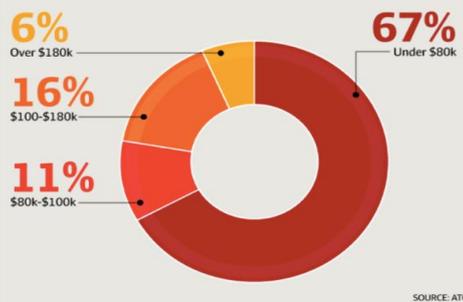


22 Seventy Four Court, Avoca
\$259,000
4 Bed, 1 Bath, 1 Car, 764m²
Rental Appraisal - \$300-320pw

NEGATIVE GEARING... MUM & DAD INVESTORS

According to the ATO, the typical property investor (67%) claiming rental interest deductions take home under \$80k per year, 11% \$80k-\$100k, 16% \$100k-\$180k & 6% over \$180k

* Percentage of total by taxable income bracket



FREE NO OBLIGATION PROPERTY APPRAISALS

WHAT'S YOUR PROPERTY WORTH? Call our experienced property consultants Rob Brown or Peter Bowden today on (07) 4153 3511 to arrange your free consultation and appraisal. Or request a call by emailing sales@ascot.net.au

The no risk option to selling your home. Don't lose your money paying thousands to advertise your property. With Ascot Real Estate if it doesn't sell you don't pay anything.

SUDOKU COFFEE BREAK

Every row & column, and 3X3 box, must contain the numbers from 1-9. Good luck!

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