



INSIDE NEWCASTLE & LAKE MACQUARIE REAL ESTATE TIPS FOR BUYERS, INVESTORS & SELLERS

Population growth (what is happening locally and the impact on property)

- Quoted as 7th largest city in Australia
- Reached 447,000 in June 2017 - Lake Macquarie is larger than Newcastle

Newcastle is the next big property boom (what's changing)

- Movement of Sydney buyers to the Newcastle / Lake Macquarie Area
- We have seen an increased amount of Sydney buyers enter the Newcastle investment market over the past few months. This has increased sale prices aswell as rental return on the investment.

Living and working in Newcastle (the demographics)

- Schools, Universities, Hospitals, Industry, Jobs, Beaches, Lifestyle
- The demographic is very broad- this is what sets newcastle apart

Local market information (Creer expert insight can help)

- Local services understand market needs and local people
- The Hunter market is booming at the moment with the start of spring. We are seeing properties leasing from first inspections and rents are finally starting to increase again after a reduction in rent over the past 3-4 years.
- Interest rates are steady at the moment which means rents are on the incline

Maximising your investment with the right tenants (why ROI is important for your investment property now and in the future given the ever changing market)

- The right tenant provides maximum ROI
- Choosing the right tenant and presenting the property correctly to attract this tenant is important for the highest return on your investment. Low maintenance, well presented properties will attract quality tenants who will treat your property as their own
- Fixed term lease agreements with smaller increments in rent each year will ensure the rent is increasing over time and keeping the tenant secure with the lease

Getting and keeping the right tenant (why having the right tenant is so important)

- Screen and know your tenants
- The best tenant for your property gives you peace of mind
- A good rental history or a tenant who has owned their own property can provide with peace of mind
- Keeping on top of maintenance when required can ensure the tenants stay on and are happy with regular rent increases and leases. Keeping a secure tenant and income.

Your home or investment is your business (why you need an expert)

- You need the confidence of knowing the market, the needs of the community and the potential
- Peace of mind knowing your property is in good hands managed by an expert
- Our team are always training and learning with every changing legislation requirements

A local real estate agent can meet all your property needs (the creer difference and why local expert advice can help you manage the coming changes to property investors in the local market)

- Rental health checks, maximising ROI, buying, selling, property management - being local and close has advantages for investors, buyers and sellers both local and outside the area.