



## OUR NEW SALES SERVICE - JUST IN TIME FOR EOFY!

*By Phillip Murray  
Sales Manager  
Solutions Property Management*

We have just completed our first full month as Solutions' in-house Sales division and what a month it has been!

The response to our new service from our owners has been fantastic. I have had the opportunity to communicate and personally speak to many of you regarding your investment properties and the Real Estate Market in general.

To date we have provided over 80 written property appraisals, have listed or are in the process of listing ten properties for sale, and have already sold two houses for our Clients.

Our Sales Division is not a General Brokerage office, meaning we are not canvassing for real estate listings from the public. We are here to provide an exclusive sales and marketing service to our existing clients with the assurance from us that the advice we give you is accurate and realistic, and if at some point you make the decision to sell, we will obtain the best price possible.



As we have now reached the end of the financial year and history has told us that many of you will require a first time or updated appraisal, we are pleased to provide these but could I ask that you give us as much notice as possible as we usually have a backlog of requests at this time of year.

Lisa (my capable assistant) and I want to thank you for your support during our first month and we look forward to talking to many more of you in the future.

**You can contact Phillip at the office or by calling 0412 729 931 or emailing [phillip@solutionsproperty.com.au](mailto:phillip@solutionsproperty.com.au)**

### TAX DEPRECIATION - ARE YOU MISSING OUT??

It is estimated that three-quarters of Australian property investors are not taking full advantage of tax depreciation, potentially missing out on thousands of dollars a year in tax benefits.

Whether your property is a new build or established house, it is worth having a chat with a quantity surveyor to find out how you can benefit. You can visit our website for links to companies we recommend, or contact your Property Manager.



## JUNE LEASING REPORT

The Leasing Team had another amazing month, with a vacancy rate consistently below 0.8% (compared to the market average of 2%-3%).

These results are the culmination of a concerted effort that began over 12 months ago with the launch of our unique 'Optimum Marketing Strategy'. Together with our effective lease renewal process, our Owner Clients have the best possible chance of low vacancy periods and stable tenancies.

**NORTHSIDE: 24 PROPERTIES LEASED**  
**SOUTHSIDE: 13 PROPERTIES LEASED**  
**OFFICE VACANCY RATE: 0.61%**



## IT'S HERE!!! YOUR ONLINE LANDLORD PORTAL!

See an overview of the **status** of your property and **lease** details

Store and share **documents** and **photos** with your PM

Lodge, review and approve **maintenance** requests.



View **rent** information including current paid-to dates

Access past **statements**

View the **financial status** of all your properties

**All at your fingertips - 24/7 -  
on your mobile, tablet or computer!**

## PROMOTION FOR CAROLINE

One of the benefits of our company's growth is enabling the professional and personal development of our team members.

Laura decided it was time to promote one of our Northside Portfolio Managers to the position of Team Leader, to enable her to focus more on service implementation and operational efficiencies.

With over 18 years of Property Management experience, and 4 years with Solutions, Caroline Duxfield happily accepted the role.

While continuing to manage a smaller portfolio in Burpengary and the Redcliffe Peninsular, Caroline is now responsible for training, monitoring KPIs and managing the Property Management and Leasing Teams of our Northside office.



## JULY DISBURSEMENTS

WED 4TH  
WED 11TH  
WED 18TH  
WED 25TH

MONTHLY STATEMENT  
ISSUED  
WED 25TH

## EOFY

A reminder to all our Clients that we performed a special End of Month disbursement and EOFY on Friday 29th June.

Therefore, you will receive your end of month and EOFY statements via email on Friday.