

Insurance - Are you sure your property is properly covered?



For some reason there is a false belief amongst Australian home owners that their home would be insured if anything happened and they would be covered financially. However, it is not until something goes wrong that they realise the harsh reality.

Insurance is an extremely important issue and taking out the right cover could save you from a possible financial disaster.

In this article we detail a number of options you need to consider when you need to insure your rental property.

House and strata title properties have very different policies. Landlords should be aware of the different exclusions.

Individual title properties may hold a Building Insurance Policy, which can include cover for Public Liability. Some Body Corporates are required to hold Building and Liability Insurance, however the policy usually excludes actual units or townhouse properties from the paintwork inward.

This type of cover can catch landlords out as it leaves them without Public Liability Coverage. Landlords may take out a separate 'Landlord Contents'

Policy to protect themselves. The tenants should also take out their own Contents Insurance to protect personal belongings.

Typical Building and Landlord Contents Insurance Policies do not cover rent or damage caused by a tenant.

There are some insurance policies available that provide coverage against rent default for up to six weeks, as well as the malicious and accidental damages caused by the tenant, their family or their guests.

Insurance premiums can be costly, but there can be different risks involved in owning a rental property, so it is worth the extra expense.

Even the most reliable tenant can experience the loss of employment, illness or could find themselves struggling financially.

The right kind of policy should provide comprehensive rental insurance for strata title properties as well as landlord's contents and public liability.

A Building Insurance Policy should be maintained in addition to the standard policy for individual title properties.



KEY POINTS

Consumers should remember some key points when considering home insurance, including:

1. Even if you think you have enough insurance, you should check your level of cover, particularly if you haven't increased it for a number of years.
2. If you think you can't afford to increase your cover, consider changing your excess and using the money saved on the premium.
3. If you have calculated your level of cover by taking the purchase price of your property, and deducting the value of the land, then you are at risk of being underinsured.

Your Dedicated Rental Professionals

Our Property Management Team is committed to protecting your investment and obtaining the best possible return.

We are also happy to provide advice on investment property options.

Call us today on 4774 8222 or 4657 2166.



There are so many landlord obligations and detailed compliance laws that self-management of rental properties is fraught with dangers.

Our Property Managers have owned investment properties themselves and are highly experienced experts.



Joanne Currey
Property Investment
Manager



Julie Danswan
Property Investment
Manager



Kimberley Hodge
Property Investment
Officer

UNITED REALTY - ISSUE SEVEN

Property News

Ideas to help you when you're buying, selling or renting

ACREAGE SOLD FOR RECORD PRICE



6 Camelot Close, Kirkham
Sold for a record price at auction.
See Page 3 for the full story

OWNERS DELIGHTED, SOLD BY UNITED!

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**Message
from the Principal**

Dear readers,

It only seems like yesterday we were starting 2017 and depending upon the Property Analyst you were following, the next 12 months were either going to be positive or negative.

Now we cannot speak for the rest of the nation, but in our local area the market has had a terrific start to the year. From all reports, we are expecting 2017 to be a strong time to sell property.

Should you sell now or later?

As we all know from experience, the market can change quickly, so I would suggest you take advantage of current market conditions and sell now!

To help you sell your property, remember our highly trained team of Sales Agents are at hand through out the week to guide you through the process. Give us a call today and we will help you get the ball rolling.



Kind Regards,

Edwin Borg

Managing Director, Licensed Real Estate Agent, Stock and Station Agent, Auctioneer, Sales and Marketing Specialist and Justice of the Peace



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Reduce Stress When Moving



Moving house is an exciting experience. But it doesn't have to be stressful.

Partly because it's a major upheaval in your life, whether your new property is the place next door or somewhere across the country.

You can however, reduce the stress by taking time to plan and prepare the move. The smoother the transition, the less trauma you should experience.

You'll need to decide whether to use professional removalists or to hire a truck or van and do it yourself. Professional removalists can do all the packing for you, which would save you a lot of physical effort and time.

However, if you can't afford a removalist or prefer to save the money that it would cost, try to be as organised as possible about the way you pack and transport your belongings from one home to another.

A few tips include:

You'll need to begin your packing some time before you move, so start by packing things that you don't use regularly. There's nothing worse than having to rummage through boxes full of items looking for something essential. As moving day approaches, begin packing items that you use more regularly.

Keep one box until last. It should contain the things you will need until the time you move, such as equipment and products for a final clean of the house.

Label each box clearly, indicating its contents and the room where it belongs.

Just in case there is a last minute hitch, pack a small bag with a change of clothes, toiletries and anything else you might need for overnight in case the delivery of your goods is delayed or your moving date changes at the last minute.

If you're doing your own moving, work out the distance you'll have to travel between the two properties and how many trips you will need to make. This helps you to carry out the moving operation as comfortably as possible. Depending on the distance involved, you may decide it is better to do the move over two days rather than trying to settle into your new home at midnight.

Footnote: In the midst of all the packing and transporting, don't forget to arrange the connection of utilities such as gas, electricity and phone at your new home. It's no fun unpacking in the dark!

Cashed Up Buyers Looking For Acreages

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United Realty have established themselves as the local go-to Agent in the South-West Growth Centre and Camden/Wollondilly region, with 30 years' experience selling in the area.

The recent successes of Listing Agents Shane Brown and John Mimoso include selling a one acre vacant block close to Camden for a record price.

The property generated over 100 buyer enquiries and 12 registered bidders at the Auction. Not surprisingly the vendor, Mr G Ajkay was thrilled with the service and the result.

"The Service was excellent ... Follow up and communications - we were fully aware through the whole process. Thanks for a job well done!" Mr Ajkay said.

Also a triumph was a 5.36 acre block in the popular Rossmore Grange Estate. The price achieved was \$3,000,000 and it sold in just eight weeks. There were 16 inspections and 78 enquiries on this property.

There are various reasons for the success that United are having and will continue to have. There is a strong demand for vacant land and large acreage blocks and the team at United have excellent local knowledge and extensive experience bringing together the right buyers and



sellers.

Key to their success is a database of potential buyers all keen for the next property to become available. As obvious as it may sound, United say they can only sell each house once so every potential buyer that misses out is waiting keenly for the next opportunity.

"Consider the difference in a buyers emotions between them going to an Open Home and there being 3 other groups of buyers or 23 other groups of buyers - if they love the property, then they can see the competition, and they are going to put their best foot forward in negotiations," Edwin Borg said.

United have 16 dedicated Sales Staff

working with their network of buyers and they do more marketing than any other Agent in the area. Thus making them the obvious choice for vendors wishing to sell their properties for top dollar.

United Realty have potential buyers ready but also pride themselves on their customer service and excellent communication. They are an all-round package and have satisfied buyers and sellers from whom they receive an average of two testimonials a week.

"That's a lot of happy clients," Edwin said.

Phone United Realty today if you are interested in selling.

Serving Sydney South-West and Beyond Since 1986
Two Divisions...Two Offices...One Great Team!



THE UNITED TEAM BEHIND OUR GREAT SUCCESS