

# First Time Investor?

## HERE'S WHAT YOU NEED TO KNOW.

You might have purchased a home before, but buying a home to live in, vs. buying a home to rent out are two different processes.

### Firstly, **DO YOUR RESEARCH AND PLANNING.**

Know what tenants are looking for, you want to purchase an investment property that is in an attractive location to a potential tenant. Tenants are looking for homes that are close to schools, shops, public transport, etc. Are you looking to buy a newer home or an older one that might need a bit of sprucing up before becoming available to tenants? Do you have the resources/finances to get any minor renovations done; or would you prefer to steer clear of this?

### **KEEP YOUR EYE ON THE MARKET.**

Go along to property Auctions, Open Homes and sign up for email alerts from all of the local agents so you're receiving information straight to your email inbox. Figure out what your comparative sale prices are, you'll need to be looking at both the sales and rental markets too. Know what the rental returns are in the market you're entering and keep an eye on other rental properties in the area, what are they leasing for? How long are they sitting on the market?

All of these things are going to impact you once you find the right property to buy.

### **GET FINANCE APPROVAL.**

Making sure you've saved enough of a deposit is important, and you'll have more of a chance of securing the home you want if you are pre-approved and ready to sign the dotted line straight away, ensuring you don't miss out to another buyer who was cashed-up and more organised.

If you do already own a home, be sure not to just simply turn to your current bank/lender for finance. Sure, ask your bank for their options but do shop around. Finance institutions can be very competitive, and you might find a better rate elsewhere.

While you're likely behind your phone or computer organising finance; you may as well have a look for a conveyancer/solicitor you might want to engage when the time comes. Having someone in mind early on means that when you do find the right home, you've already got your legal firm's number saved.

### **DON'T ALLOW LOVE AT FIRST SIGHT.**

So you inspect your dream investment property, and fell in love. You're sold; ready to jump on it and make it yours. But you forgot about the all-important pest & building Inspection....

Before you enter any legally binding agreements, it's important to ensure you've had a really good look at the property, noticing any flaws, etc. pest & building inspection can help to confirm the home is structurally sound and there aren't any pest issues.



## SELLING, SELLING, SOLD!

Congratulations! You're now the proud owner of your first property in your portfolio, you must be chuffed. Now is the time to start the ball rolling with engaging an agency to manage your investment. Our Property Management department has a team of qualified and skilled professionals who can give you everything you need to know about renting out your property. From Landlord Insurance to compliance matters, ingoing inspections and everything in between – we're your go-to when it comes to renting your new investment.

## PUT YOUR LANDLORD HAT ON.

Once Settlement occurs, you'll want the home to be rented out as quickly as possible so the rental income starts coming in, but don't forget that now is the time for any quick fixes that need to be done. Whether it's painting, fixing a leaky tap or updating the 1980's curtains, you want the home in the best possible condition before presenting it to the market.

# YOU CAN'T COUNT ALL THE REASONS TO SELL WITH UNITED, BUT HERE ARE JUST A FEW...



More than **30 DEDICATED** staff working to help you achieve the **BEST** possible result for your property.



Instant access to over **36,000 ACTIVE BUYERS** on our managed database and growing daily.



**THREE** strategically located offices at Bringelly, Camden & The Oaks + a mobile bus.



Regular **SOCIAL MEDIA** posts on Instagram and Facebook with a reach of 60,000+



Online Advertising on **8 OF THE MOST VIEWED** real estate websites.



**100% AUCTION SUCCESS RATE** selling prior to, under the hammer, or shortly after at our on-site, online & in-room auctions.\* (within the last 12 months)

