

Note to Self

6<sup>th</sup> June 2012

Dear Owners and Investors,

Only a very quick one tonight. I am switching straight into gloat mode. I have been saying for some time that the rental market is changing and the rents are starting to climb up. I really can't put my finger on what has happened as the economy is still pretty stagnant here in Cairns - but something is happening.

Today I got a call from a tenant in a three bedroom unit on Digger Street. They have been there for just over a year now at \$310 per week. I tossed up whether to put the rent up or not, and then for how much. We decided to put it up only by \$10 as they really are good tenants that cause us no problem and look after the property. This means that their rent would go up in the middle of July to \$320. They gave us two week's notice as at today. I did a quick search and thought - I have nothing to lose so let's advertise it at \$350 per week.

I have a Korean tenant that has been with us for ages that is brilliant. He wants to move in closer to the city and would like a three bedroom unit. I gave him a text today with the details and he wants to have a look next week. We loaded it up onto [www.realestate.com.au](http://www.realestate.com.au) late tonight, and I have just checked my emails and there is a request to see the property!!!

We also look like we will be able to get a tenant for our Holden Street villa at \$250 per week. This is what we were getting for them pre GFC. We have about 4 people that want to see inside - and they all sound like great potential tenants. Will be a very happy camper if that comes off.

I will finish off with a quick tenant story. I am so lucky that we have such good tenants, and it is days like Sunday that I really understand how good they are. We had a client flying in to see his property. He hasn't seen it since he and the family left Cairns - and as it was the family home there is a lot more pressure than normal for us to make sure it is well looked after. I asked the tenants if it was alright for us to come over on Sunday midday - no problems at all.

Not only have they got the house beautifully presented, spotless clean but the gardens are just so well looked after. Even better than that they had prepared morning tea. We not only had a cup of tea but freshly baked scones with jam and fresh cream. We even had freshly squeezed mandarin juice.

How lucky am I?? For every rat bag tenant that causes me grief I have five fantastic tenants that make my life so much easier.

Hope you are all happy and well in your world.

Linda