



## EIS — SPECIALISTS IN PROPERTY MANAGEMENT

**Randall and Robyn are now back at work after travelling interstate on a very welcome break. Taking a wine tour through Victoria and New South Wales, they travelled from Melbourne to the snowfields, Albury, up to Griffith and across to Bathurst and Newcastle, all the while enjoying the hospitality of many of the nation's top wine growing regions and sampling some wonderful product. According to Randall the trip was a real 'eye opener' as they took the opportunity to look not only at quality wines, but also at the real estate market, noting that our rentals are holding up well compared to Sydney and Melbourne.**



ROBYN AND  
RANDALL  
MULLINS

### Water costs – who pays?

We now have a new water authority to levy charges. Owners would have noticed that their rates have come down, with the water component being taken out of Council Rates.

#### Watch this space!

BUT, water charges are on the way! They will be levied separately. EIS was advised recently when the State Government made the changes in setting up the new authorities that they had overlooked a very important point: who pays in the rental property?

It's a major problem not knowing what the Authority is going to do. Are they going to levy it separately to the owner or to the occupier of the house, (the tenant)? EIS believes that it simply will not work trying to get tenants to pay for water. According to Randall, "Levying an invoice against a tenant will be a nightmare to administer as not all will pay".

EIS will be suggesting to owners that they increase their rent to cover the water levy from Southern Water. At the present time the matter has not been resolved.



## Newcastle offers investment opportunities

Anyone wanting to buy real estate at the present time should seriously think about buying in Newcastle...and for a very good reason!

With the pullout of the steel mills, the developers are moving in, having gained 'in principle' approval to redevelop the waterfront in Newcastle Harbour.

## Railhead and lines to be relocated

The New South Wales Government has given the City of Newcastle approval for the railhead to be removed from the prime waterfront site.

The developers argued successfully for the removal of rail to be relocated further out of the city, thus opening up the potential of the area. So, according to Randall, the 'smart money' will be looking for interesting opportunities at Newcastle.

## EIS staff congratulated

While Randall and Robyn were away enjoying a well earned break, EIS staff excelled themselves achieving more than just holding everything together. "On our return there were only three vacant properties on the rent roll. When we left there were 18 which the staff managed to whittle down to just three," said Randall.

"It is apparent that this was not achieved by selecting lesser tenants but rather by a combination of hard work and a lift in market demand. So this has allowed Robyn and I to feel confident that we can take future breaks, knowing that everything will go like a well-oiled machine in our absence.

With the best of intentions, Robyn and I took a laptop to keep abreast of the workload, but by the second week we'd almost forgotten it was there."

## Staff changes underway

EIS are presently going through a change in the staffing structure. Sandra Wright has been appointed Office

Manager and will do all administrative work and liaison with owners on all routine matters. Randall is relocating to oversee maintenance and inspections. "I want to get back to the tools that are vital to the efficient running of EIS; the crucial area of maintenance and how tenants and owners look after a property. I'll be teaming up with our qualified plumber, David Hill and we'll work alongside each other.

## Top billing for EIS on Realestate.com

Realestate.com (owned by News Ltd), which enjoys in excess of 85% coverage of the Internet based rental market, has rated EIS in third position in the Tasmania.

As far as the rental market is concerned, this proves once again the professionalism of EIS in being chosen well ahead of the field. It is all the more significant because the No.1 position is taken by Bushby's Launceston while No. 2 is Edwards Windsor. Both of these agencies are approximately three times the size of EIS.

## Website proves a winner

Our internet response has been simply outstanding! The money spent by EIS in the last 12 months developing a new site has paid off handsomely. With more than 30 agents operating in Hobart, being No.3 statewide (effectively No.2 in Hobart) is quite an acknowledgement!

## Rental demand improves

The rental enquiry rate has certainly picked up. May, June and July was a 'dead' period with no one going anywhere. However, at the present time we don't have enough properties coming up to satisfy demand. While it's true that the First Home Owners' Grant has had some influence on people leaving rental properties, the amount of uncertainty that was evident earlier in the year about the economy has dissipated.

## Confidence returning

There is now much more confidence with people feeling safer in their jobs. The threat of unemployment has a huge impact on the rental industry. What happens in that situation is that people don't sign leases, or they go home to Mum and Dad, or into a share-house. The real "doom and gloom" atmosphere is waning with encouraging signs that investors are coming back into the market.

## Making future plans!

While it may be a year away, Randall and Robyn are now planning their next big adventure break. The jury is still out on a trip by car to Coonawarra and across to WA, and the big state of Texas in the United States to visit with Robyn's family friends.

And let's scotch those rumours now that The Spirit of Tasmania was listing to port when the Mullins returned from their mainland wine tour!



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