



## TACKLING THE HOUSING CRISIS

### *How you can be a part of the solution AND reap financial benefits!*

In a market where many tenants are having trouble securing properties, for the more disadvantaged of our society, the situation is dire.

The COVID crisis last year has contributed to a critical shortage in Queensland housing, resulting in a growing number of families requiring urgent low-cost housing.

In fact, many people who lost their income during the COVID lockdown last year are still living in hotel rooms and desperate to move into homes and start rebuilding their lives.

#### **How can I help??**

As a private investor, you can be a part of the solution and it won't be at the risk of your rental income. In fact, you could enjoy the benefits of guaranteed rental income and long stable tenancies by working with government organisations to house disadvantaged Queenslanders.

One such organisation is **Coast2Bay Housing Group** - an independent, not-for-profit group committed to providing affordable and safe homes to individuals and families throughout the Sunshine Coast and Moreton Bay area. Since 1991, they have worked to level the playing field by providing suitable properties to tenants at affordable rents.

In 2020, Coast2Bay Housing Group provided homes for over 1,200 low income households through subsidised tenancy agreements enabling them to connect and participate more fully in community life.

Coast2Bay has approached us to offer this arrangement to our clients who own properties that meet their criteria.

#### **How does it work?**

We sign a 2-5 year 'Head Lease' with Coast2Bay, who becomes your tenant and then places their own tenants into the property, managing them via a standard Tenancy Agreement.

As your agent, we continue to represent you by overseeing the tenancy, attending inspections, and arranging maintenance to protect your investment.

The idea is similar to sub-letting, but through a fully registered provider which receives Government funding. They offer a low-risk, long-term tenancy with guaranteed rent for investors, taking the stress out of owning an investment property.

At the end of the Head Lease agreement, your property will be returned in a good clean condition, and any damages will be fully rectified by professional government-employed contractors.

#### **Who is suited to this arrangement?**

Coast2Bay is urgently seeking dozens of properties to house families affected by the COVID crisis.

Properties in the scheme must be safe and liveable, preferably in the lower rent price bracket. You will receive market rent (sometimes even more), paid one month in advance.

If you would like a long, stable tenancy with guaranteed rent income, speak with your property manager about joining this worthwhile scheme, and help a Queensland family to get back on their feet.

**For more information on Coast2Bay:**  
Ph 1300 796 716, or contact Trudy Lane  
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# DECEMBER/JANUARY LEASING REPORT

Traditionally a busy time of the year with many tenants moving homes, Covid has once again turned everything on its head.

The current scarcity of rental properties has resulted in many tenants deciding to stay put and renew their leases, further reducing the number of properties on the rental market.

Our vacancy rate has remained at ZERO PERCENT for the past two months and all the signs are telling us that this will continue for the foreseeable future.



## IMPORTANT DATES

### DISBURSEMENTS

Wed 3rd Feb

Wed 10th Feb

Wed 17th Feb

Wed 24th Feb

### STATEMENT

Mon 1st Mar

## Sales Update

Over the last twelve months, our sales team has achieved record sales in both price and volume - with prices for detached houses in our trade areas increasing by up to ten percent.

Without doubt the highest demand is coming from owner occupiers rather than investors. We have overseen a number of multiple-offer contracts, where the properties have sold above asking price. This would have been unheard of in the previous year.

Our Sales Service extends exclusively to our clients whose properties we manage, and includes no-obligation property appraisals for tax purposes or to comply with SMSF requirements. If you require an appraisal, please give us as much notice as possible as we usually experience a high volume of requests leading up to the end of the financial year.

If you are considering selling your property to take advantage of the improved sales market, or just stay updated with local market trends, please contact us - we are at your service.



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## ARE YOU READY???

**NEW SMOKE ALARM LAWS take effect in less than one year!**  
**Safeguard your rental income - ensure your rental property is compliant.**

<https://www.qfes.qld.gov.au/community-safety/smokealarms/Pages/sold-leased-properties.aspx>