

Important Notice

to Property Owners in
Queanbeyan &
Surrounding Areas

Plenty of changes have been happening locally!!

Many locals will be making changes about how and where they live in this "working from home" economy. Some out of financial necessity. Some will use this as a long dreamed opportunity for that lifestyle change.

Working from home will influence choices

- . Designated home offices, home gyms and multi purpose spaces will be the new "must haves"
- . Homeowners will be mindful of creating safe, adaptable environments that are pleasant to work in.
- . Those who depart the major cities for affordable regional areas will want big houses with lots of adaptable rooms.

Estaterealty has adapted to this new market in the way in which we now show our properties.

Ten years ago, we had photos, floor plan and brochures.

Now we use:

- . 3-D Tours
- . Drones
- . Virtual Tours
- . Social Media
- . Videos
- . Facetime Tours
- . Live Stream
- . Online Auctions



All these as additions to our effective and traditional marketing strategies.

Many people are reassessing their lives and considering what silver linings and opportunities in property are there for the taking.

WHAT PANDEMIC?

Right now, it's a sellers market... here's why:

1

Listings are scarce and the market is under supplied.

2

Mortgage rates remain at record lows and are tipped to go lower.

3

Buyer demand is strong because people have been under 'house arrest' for the last couple of months. Work and living habits have changed and many home owners are urgently looking to upgrade.

Want to sell for a top market price (or better) in a reasonable time?

Right now the market is **RED HOT!**



Landlord Insurance-Covid19

Estaterealty

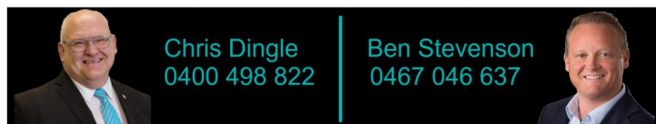
We have been monitoring closely the public statements from landlord insurance companies and interpreting those comments with respect to insurance claims in the current environment. Landlord company Terri Scheer has advised that it will not be responding to claims for loss of rent as a consequence of a negotiated rent reduction. Terri Scheer joins the ranks of other landlord insurance companies who have taken a similar position.

What this means for the Landlord!

If the landlord agrees to a reduction in the rent for their tenant, then they may not be able to make an insurance claim for the loss of rent. BUT if the tribunal IMPOSES a rent reduction on the landlord then they should be able to make a success claim-however, each policy is different so check with your insurer first.

The insurer will only cover what the tenant is legally responsible for. If negotiations take place and the landlord agrees to a reduction, the tenant is then only responsible for the reduced rent. If they then default the insurance would respond by paying the rent that the tenant is legally responsible for. The insurer also only has a right of recovery over the reduced rent as well.

Ella Carey
Senior Property Manager
rentals@estaterealty.com.au



Christmas In July-Winter Dream

The Christmas market is a treat to attend with over 150 market stalls in attendance to help with your early xmas shopping. Santa will be there, of course and there will be snow and elves and everything related to christmas.

LOCATION: Glebe Avenue, Queanbeyan

PHONE: 02) 6285 6179

DATES: Saturday 4th July - Sunday 19th July

