

IN THIS EDITION.

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ONLINE AGENT

Did you know you could be viewing your statements online in 60 seconds?!!

Online Agent makes viewing your statements quick, easy and secure. All

- access to the website is restricted through a verification process.
- View investment property details
- See information on property inspections and maintenance tasks
- Download monthly statements

All it takes is 3 easy steps

1. Receive agent verification

(this code is listed on the bottom of your monthly statement)

2. Register with Online Agent

To access OnlineAgent you must create a user login on the OnlineAgent site using the verification code you obtained from your real estate agent.

<https://www.onlineagent.com.au/step2.html>

3. Login to Online Agent

OnlineAgent makes viewing owner's information quick, easy and user friendly.

<https://www.onlineagent.com.au/LogIn.aspx>

CORAL SEA OWNERS POCKET AN EXTRA \$700 BUCKEROOS PER YEAR!

The Herron Todd White vacancy survey for Townsville for the last 12 months has been released and provides some interesting reading.

As most of you are aware, Coral Sea use

strategic leases to ensure our lease fall due in the high demand months of January/February and June/July.

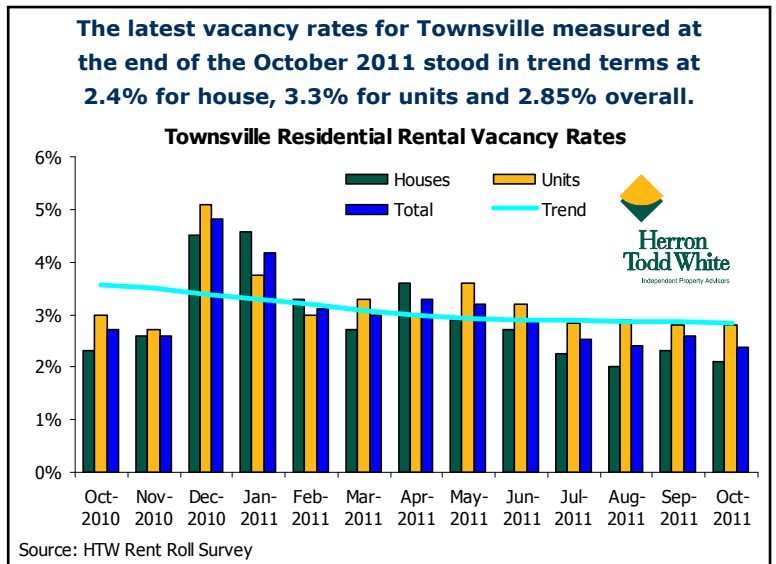
As always, the usual suspects, November/December, March/April and May still provide the slowest market but it is very interesting to note that September and October still remained strong for the first time in several years.

This seems to be on the back of the relocation of 3RAR from Sydney and provides some good signs if the demand continues.

As we all know, high demand results in higher rents and if this demand continues the signs look good for continuing rent growth in the medium term.

I can't let the opportunity pass without a least a little bragging. Townsville's average vacancy rate across the city was 3.3%-2.4%, still way above Coral Sea's average of just 0.95%.

This means by having Coral Sea as your managing agent, you, dear owner, are about \$700 per year better off than most other owners in the area!



Till next time,

Shaun Podbury

www.coralseaproperty.com.au/blog



CORAL SEA DICTIONARY

Coral Sea YAHOO WAHOO
education for dummies 101



YA•HOO –noun.

1. When all tenants are up to date with their rent, therefore no tenants in arrears!

WA•HOO –noun.

1. A shout out of joy
2. A sound all the staff at Coral Sea make when all the properties on our rent roll are fully tenanted. Backed up with a tragic booty shake, tragic levels vary between each staff member.

YA•HOO WA•HOO –noun.

1. A combination of the above, our landlords are very happy and time to go to the pub!

NEW OWNERS TO THE CORAL SEA FAMILY

Welcome to:

- Lenny Willis
- Mark Vealy Veal
- Russel Atkinson
- Aaron Johnson
- Craig Ramage
- Kevin O'donnel
- Russel Turner
- Liz & Rodney
- Matt Brady

BON BON JOKE

What do you call a snowman in the summer?

A puddle.



10 WAYS TO CONFUSE SANTA CLAUS!

1. Instead of milk and cookies, leave him a salad, and a note explaining that you think he could stand to lose a few pounds.
2. While he's in the house, go find his sleigh and write him a speeding ticket.
3. Leave him a note, explaining that you've gone away for the holidays. Ask if he would mind watering your plants.
4. Keep an angry bull in your living room. If you think a bull goes crazy when he sees a little red cape, wait until he sees that big, red Santa suit!
5. Leave a note by the telephone, telling Santa that Mrs. Claus called and wanted to remind him to pick up some milk and a loaf of bread on his way home.
6. Take everything out of your house as if it's just been robbed. When Santa arrives, show up dressed like a policeman and say, "Well, well. They always return to the scene of the crime."
7. Leave out a copy of your Christmas list with last-minute changes and corrections.
8. Leave lots of hunting trophies and guns out where Santa's sure to see them. Go outside, yell, "Ooh! Look! A deer! And he's got a red nose!" and fire a gun.
9. Leave out a Santa suit, with a dry-cleaning bill.
10. Instead of ornaments, decorate your tree with Easter eggs. Dress up like the Easter Bunny. Wait for Santa to come and then say, "This neighbourhood ain't big enough for the both of us."



HAPPY CAMPER

"I wish to send a huge thank you to Shaun and all the team at Coral Sea Properties for the outstanding service and support you have given me for the past many years managing my rental property.

Your service has left nothing to be desired, and the dedication and commitment of everyone involved is very much appreciated.

I am delighted to recommend your services to anyone wanting hassle free and first class service in the property market.

Yours truly,

GERALDINE POOLE



THIS MONTH'S STATISTICS (FOR THE GEEKS)



- For the month of November we maintained an average vacancy rate of 0.73%.
- As of the 7th of December we have 4 properties vacant
- And...99.62% of our tenants are up to date with their rent
- 99.26% of our tenants are on lease

WAHOO!

FOR THE CHILLAXED OWNER:

**POP SOME BON BONS,
DRINK SOME RUM**

...the money is in the bank!

Yo! Ho! Ho!



Merry Xmas!

PROPERTIES RENTED THIS MONTH

Burdell – Cute and cosy cottage 3 bedroom, 1 bathroom. \$350 P/W

Cranbrook – 3 brm, 1 bthrm recently ren. family home. \$370 P/W

North Ward – Brand new, 2 brm + study, 1 bathroom executive apartment. 470 P/w

North Ward – 2 bedroom, 1 bathroom unit so close to everything! \$270 P/W

Garbutt – Highset Queenslander full of character \$380P/W

SHOW AND TELL

Hi there,

My name is Beau and I am the boss of the household at 52 Norris St. I have read your newsletter and I think I have something to show and tell.

On Melbourne Cup day I celebrated coming third as you can see in my photos.

I do have an off-sider called Chanel. I will introduce her later...

We passed our inspection! And I got my photo taken. My off-sider is a bit shy so I held the stage, once again.

Regards,

Beau



REFERRAL FEE

Did you know we pay anyone who successfully refers an owner to us at Coral Sea... We pay you \$250?!

Spread the word of our guarantee's to your friends or family.

No asterix's, no fine print.. if you send any landlord our way, we will **show you the money!!**

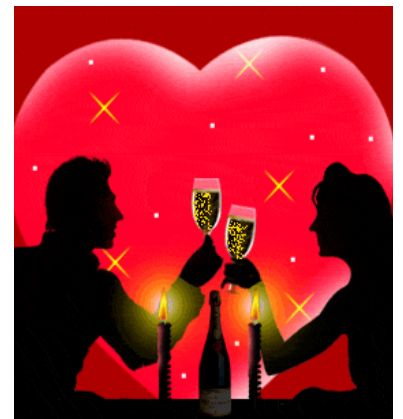
REFERRALS

We love nothing more than when our owners are so happy they go and tell the Coral Sea story to their friends!

A enormous thank you goes out to Andrew and Tia Cox!

Andrew and Tia spent their referral fee on a night at Jupiter's Casino wining, dining and being in love!

What will you spend yours on?



CHAIRMAN'S MEOW



Through recent discoveries, we have acquired the one and only Chairman Meow's own diary. Over the next coming month we will reveal one at a time Chairman's secrets, plots and crazy cat antics. If you can't wait to see what he has been up to, hop on to our blog which also features more than feline shenanigans, it also keeps you up-to-date with all things property management from increasing capital growth, helpful hints for landlords, funnies, all our monthly newsletters & everything in between.

I've got friends in all the right places...

Our monthly newsletter (especially Chairman's Meow) to both our owners and tenants has become quite the hit not just with you guys but your furry friends as well.

We received a fantastic email and pictures from Beau the boss of the household of one of our properties, where he was kicking back reading the newsletter and having a little too much fun on Melbourne Cup day. I am ever so pleased with myself that people are taking interest in my monthly musings (such interest may move you up in his owner/tenant standings).

Keep in mind I usually don't like it when people drink without me either, so always be sure to have me on the top of your Christmas card list!

**Til next month,
The Chairman**

MEET THE TEAM

TIME TO PUT NAMES TO FACES, AND MEET YOUR WONDERFUL CORAL SEA TEAM!



Team Leader:
Anita Stirrat

Owner Team:
Stella Rose

Owners Team - The Protectors

The owners go-to contacts in the office. These ladies work hard to ensure all of our wonderful owners sleep well at night, and know that their properties are in the safest hands.

Tenant Team - The School Teachers

These guys keep our second most important asset happy. After selecting our favourite few from our many applications, they spend much of their time educating our fabulous Coral Sea tenants on how we need them to behave in order to graduate to excellent tenant status. They teach them all about paying their rent on time, keeping properties beautiful and helping with any needs they have during their tenancy.



Team Leader:
Verena Evans

Tenant
Team: Nicole
Geissler

Maintenance Team - Team Fix It!

The maintenance cell is the contact point for all your maintenance needs. Repaints, carpets, pest inspections or just a simple garden tidy up or a leaky tap; Anita and Cameron ensure all your properties are kept in tip top shape and your tenants stay safe and happy so we can renew their leases year after year.



Team Leader:
Anita Aakjaer

Handyman:
Cameron
Murchie

Business Development Cell - The Good Lookers

The Business Development cell are the story tellers of Coral Sea. They seek out new landlords to recruit, educate, turning into raving fans and to make them sleep easier at night knowing their property is being taken care of. That's not all. These guys will turn people into such raving fans, you will want to refer and tell our story to anyone who doesn't love us yet.



Angelique
Hendriks



Team Leader:
Chairman of the
Board Chairman
Meow

Principal
Licensee: Shaun
Podbury

Management Team - The Boardroom

Our fearless leaders. We're not actually sure what these guys do but it seems it involves lots of lying around the office and demanding attention! They take all the adulation without appearing to do any of the work (maybe they are just great time managers). Sounds like a great job if you can get it!

For the uninitiated **Chairman Meow** is our office cat. He seems to spend his days lazing in the reception area greeting all and sundry and demanding pats and attention before swiping at an unsuspecting ankle or tiptoeing across a computer keyboard in the middle of any important task. He is the Chairman of the Board and lets it be known his word is law. (especially if his claws haven't been clipped!)