



Peace of mind...

Weeks & Macklin  
REAL ESTATE



## why choose us...

At Weeks & Macklin we have an inherent passion for the local area, strong ties to our community and an intimate understanding of our market, which all translates to excellent results for our valued clients. The quality of our service and the level of care we bestow on our clients set us apart. This personal attention is backed up by the strength of the respected Weeks & Macklin network. Our significant investment in technology and systems ensures we remain at the forefront of real estate practices.

In depth market knowledge, integrity and open policies have become our hallmarks.

We have put together a close-knit team of enthusiastic and dedicated real estate professionals who live and breathe property. Our people are most definitely our greatest asset and are always on hand to provide astute and insightful advice on all your property needs.

We're committed to clever, cost-effective marketing tailored specifically for you, giving your property the broadest exposure and the best possible chance of success. Our results speak for themselves and the level of repeat and referral business we receive is a true testament to the dedication we show our clients.

Our focus is entirely on our clients. We believe that success is built on the strength of the relationships we forge and all of our dedicated agents share our same vision and quest for excellence.

Proudly South Australian owned and operated.  
Established since 1975.



**Weeks & Macklin**  
REAL ESTATE

# Going the extra mile.

What makes Weeks & Macklin different from the competition is that we don't just perform the standard requirements. Our property managers go the extra mile to ensure that you get the best service available.

Being a landlord can be financially rewarding and it is questions about the day to day management of a property that all investors want answered – we understand the pain points.

## **HOW MUCH WILL MY PROPERTY RENT FOR?**

This is the number one question on every investors mind. When giving you our advice you can be confident that the market has been thoroughly researched to ensure you are receiving the best return for your property. The research we complete involves reviewing stock levels currently in the marketplace that will be in direct competition to your property, the properties we currently manage and the return on investment they generate, what the vacancy rate is for the target suburb and the suburb surrounding the property and finally a Comparative Rental Analysis from major property data sources this shows how much similar properties rented for and how long they took to rent including the difference between the original advertised price and what it actually rented for – sometimes the gap is considerable.

## **HOW LONG WILL IT TAKE FOR MY PROPERTY TO RENT?**

The amount of time a property is on the market will reflect how it is priced with similar properties, how it is presented for inspection to prospective tenants and the demand for properties in the area. If your property is vacant it is imperative that a strategy is continually

revised in order to reduce the number of days the property is not tenanted which is certainly costing you money.

## **WHAT INSURANCE DO WE NEED?**

It is crucial to have an appropriate level of cover for public liability and building insurance for your investment property but the highest priority is Landlord insurance which will cover you for tenant related risks – such as loss of income or damage to a property by the tenant. Make sure you compare apples with apples.

## **WHO PAYS FOR THE WATER?**

A landlord can pass on the charges for supply and usage of water to the tenant but you can not charge the tenant for sewerage. The SA water account is the landlord's responsibility and must be paid in full and THEN the tenant is invoiced their portion which is in turn paid to you. You will see this payment show on your statement.

## **DON'T WANT TO WORRY ABOUT THE BILLS?**

You don't have to. We offer a complete service and can handle the payment of all accounts related to your investment property – a one stop shop.

## **INFORMATION ON DEMAND**

We believe availability of information for an investor is key. With our systems you will have access to your own personal property e-vault online. Everything you need to know about your property will be here – details about your tenancy, maintenance scheduled, inspection reports, property photos, copies of statements and paid accounts and real time financial summary of the month to date. Just so simple for you and your accountant.



# How tenants find a property.



Tenant starts searching the internet 3 - 4 weeks prior to needing to move.

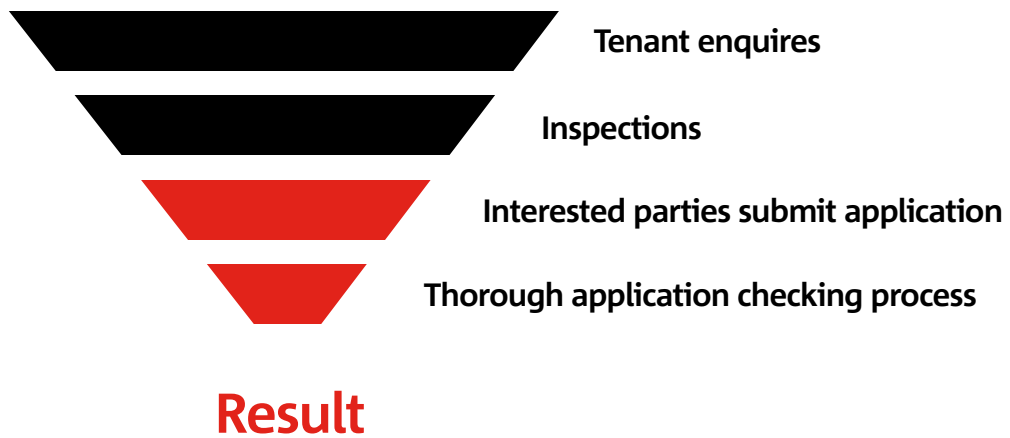
Tenant decides on suburb and price range.

The Tenant views the property and submits their application online.

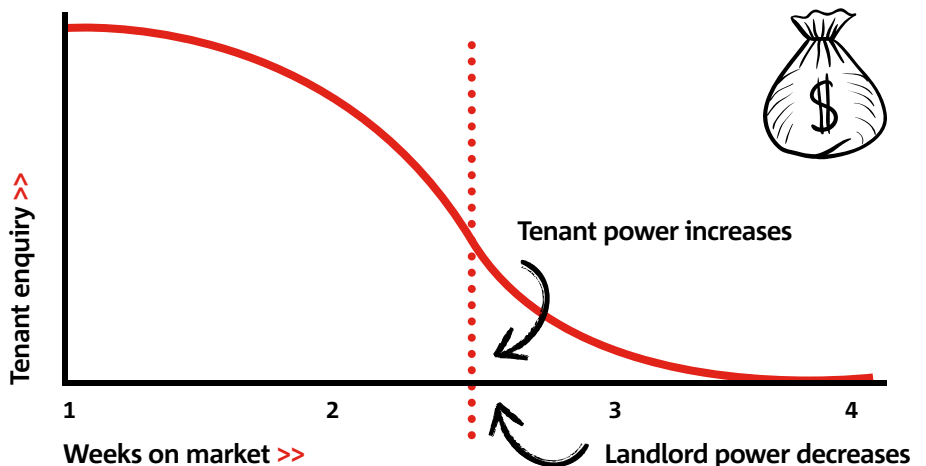
Property manager receives application and begins screening process.

## More tenants = Higher price.

Weeks & Macklin marketing.



Tenant enquiry graph







Landlord decides on the most suitable tenant application.

Successful tenant signs tenancy agreement and collects keys.

Successful applications are presented to the landlord.

Successful tenant is advised and bond plus first 2 weeks rent is collected.

## Weeks & Macklin Results.

**84%**

Of tenants renewed their lease.

**98%**

Of tenants paying rent on time.

**3.2**

Average years tenants stay.

**16.5**

Average days on market.







**"Results are very important, but client satisfaction is paramount"**



# client testimonials.

## **MANDY - SALISBURY NORTH**

We have a couple of rental properties and have had good, bad and ugly property managers over the years and Weeks and Macklin have been the best of the bunch so far. They are efficient, responsive to both landlord and tenant issues and requests and we are currently very happy with the service they have provided. Keep it up!

## **DINH - ELIZABETH**

Very good and reliable. Always keeping in touch with me to let me know how my property is doing and if there are any issues. Special thanks to Sharon. Keep up the great work guys.

## **MICHAEL - GILLES PLAINS**

The Weeks & Macklin rental team were excellent. I had purchased an investment property through the sales team and then continued with the property management services and they had my new investment property let and ready to go straight after settlement. The communication I experienced through this whole process was second to none and I am very confident I have the right people looking after my property.

## **JAMES -**

Brilliant service in both sales and rentals. Always go above and beyond. Would happily recommend to family and friends.

## **CHRISTOPHER SERGI**

I am an Air conditioning Contractor who has been working for Weeks & Macklin at Nailsworth since late 2017. I have found Jemma, Amber and the rest of the office staff to be very friendly, polite, professional and prompt in all of my dealings with them. Nothing has ever been a problem to ask of staff and, I can honestly say that everything is always followed up very promptly. As I work closely with Tenants and Landlords on behalf of Weeks & Macklin, I can honestly say I have had fantastic feedback from all. Because of the above, I am very happy being associated with Weeks & Macklin and will continue providing my services and referring them to anyone seeking professional services in the real estate industry. Great job Weeks & Macklin- Nailsworth, keep up the great work!.

CMS Refrigeration & Airconditioning Services.

## **HEATHER - NETHERBY**

Was a tenant for 8 years with Weeks and Macklin and never had an issue. They were always professional and helpful. They were very understanding when I was unemployed and had difficulties paying rent. Jemma provided excellent advice and service through the process. Good communication and follow up.

Thank you Jemma!

To see more reviews, please go to  
[www.ratemyagent.com.au](http://www.ratemyagent.com.au)



# Preparing your home for rent.

## INSIDE PRESENTATION

- Ensure your house is clean and tidy.
- Make sure all doors work well (handles turn and lock smoothly, and doors don't jam)
- Open curtains to allow as much light in as possible.
- Ensure appliances are in good working order
- Attend to any outstanding maintenance
- Does the property need refreshing to attract the best tenant - painting, carpet.

## OUTSIDE PRESENTATION

- Replace any cracked or broken glass
- Make sure all gates work well (handles turn and lock smoothly, and doors don't jam)
- Remove leaves and sticks from gutter
- Replace broken fences or missing pailings
- Mow the lawns and mulch where necessary





**"Make a lasting  
first impression."**

---





Weeks & Macklin

**tailored marketing  
solutions.**



# Five reasons to invest in marketing.

1. Present your property in the best possible way.
2. Attract the most tenants available.
3. Shorter time on market - speed.
4. Stand out in a crowd.
5. An investment that delivers a better ROI.

## A marketing package to suit you.

- 1. **45** day highlight listing on realestate.com.au, feature listing on domain.com.au, listed on weeksmacklin.com.au & rent.com.au  
**Price: \$150**

---

- 2. Professional high quality photography and detailed floor plan.  
**Price: \$165 Dusk photography add \$110**

---

- 3. Professional HD 6 x 2 full colour photo signboard - 24/7 advertisement  
**Price: \$100**

---

- 4. Professional quality A6 brochure.  
**Base Marketing: \$415**

- 5. Professionally filmed and edited property video.  
**Price: \$350**

---

- 6. Print media solutions ranging from text only to full page colour ads.  
**Price:**

---

- 7. Virtual furniture.  
**Price: \$65 per image**

---

- 8. Site plan.  
**Price: \$55**

**Total Marketing Investment** .....

The cost to advertise on www.realestate.com.au varies depending on the amount of property researchers in each suburb. The price listed is the exact cost charged by the website. Weeks & Macklin Real Estate do not profit from marketing, we like to pass on the savings to our clients. If you prefer to design your own marketing package to include print media, we would be more than happy to assist.





Weeks & Macklin  
**case studies.**



**7 Willoughby Street,  
Klemzig**



Speed to Rent: **7 days**  
Rental Achieved: **\$380 pw**  
Median Rent: **\$360 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$1040**

**23 Marvin Avenue,  
Gillies Plains**



Speed to Rent: **10 days**  
Rental Achieved: **\$465 pw**  
Median Rent: **\$348 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$6084<sub>pa</sub>**

**79 Northcote Drive,  
Para Hills West**



Speed to Rent: **2 days**  
Rental Achieved: **\$330 pw**  
Median Rent: **\$320 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$520<sub>pa</sub>**

**56 Hardys Road,  
Torrensville**



Speed to Rent: **8 days**  
Rental Achieved: **\$350 pw**  
Median Rent: **\$345 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$260<sub>pa</sub>**



5/48 Trimmer Parade,  
Woodville West



Speed to Rent: **6 days**  
Rental Achieved: **\$405 pw**  
Median Rent: **\$395 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$520<sub>pa</sub>**

1 Wright Avenue,  
Northfield



Speed to Rent: **1 day** (off market)  
Rental Achieved: **\$395 pw**  
Median Rent: **\$375**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$1040<sub>pa</sub>**

77b Brougham Drive,  
Valley View



Speed to Rent: **5 days**  
Rental Achieved: **\$400 pw**  
Median Rent: **\$360 pw**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$2080<sub>pa</sub>**

9 Abeona Close,  
Modbury Heights



Speed to Rent: **6 days**  
Rental Achieved: **\$395**  
Median Rent: **\$350**  
Term of Lease: **12 months**

**SUPER PROFIT**  
**\$2340**





## Our expertise and service - minimise risk and maximise returns.

<b>Tenant Reference Check</b>	✓
Employment/Credit/Rental History/References	✓
National Tenancy Database	✓
<b>Tenancy Documents prepared and lodged</b>	✓
Regular rental market reviews	✓
In depth review with comparable market trends, vacancy notes and stock competition	✓
<b>Online Landlord Portal</b>	✓
Access your property information 24 hours a day, 7 days a week	✓
View important property and financial details anytime	✓
Download your statements and documents	✓
Available on mobile devices	✓
<b>Routine Inspections</b>	✓
Detailed property condition report with photos	✓
Inspections completed on quarterly rotation	✓
Smoke Alarm compliance check	✓
Proactive advice on maintenance	✓
Recommendations on how to add value	✓
Invitation to Landlord for each inspection	✓
<b>Tenant Management</b>	✓
Manage onboarding with emphasis on expectations	✓
Manage expectations during	✓
Online tenant portal - details available to tenant 24/7	✓
Auto receipting & invoicing with strict arrears procedures	✓
Manage all documentation and lodgements as required	✓
Manage vacate process	✓
<b>Cost effective repairs and maintenance</b>	✓
Complete clarity on process for maintenance from reported to completed	✓
Network of qualified trades - quality work at competitive rates	✓
Comprehensive work orders with invoices paid directly from rental income	✓
Dedicated maintenance officer	✓
<b>Payment of outgoings</b>	✓
A full end to end service - includes Council, Water, Strata and Revenue SA	✓
<b>Insurance claim processing</b>	✓
All collation and supply of documents and liaising on your behalf	✓
<b>Rent collection, processing and accounting</b>	✓
Automated rent receipts to tenants	✓
Zero tolerance policy on rent arrears	✓
All outgoings paid on Landlord behalf	✓
Payment options of mid month and end of month	✓
Itemised statements emailed	✓
Financial year statements emailed	✓
Dedicated Trust Account Financial Officer	✓
<b>Highly trained Property Managers and comprehensive procedures and systems</b>	✓
<b>Extended Services (upon request)</b>	✓
Access to Depreciation Specialists for expert analysis	✓
Annual appraisal of your property	✓
Comprehensive Home Loan health check assessment	✓
Weeks & Macklin Newsletter	✓

# Weeks & Macklin

REAL ESTATE

173 Main North Rd, Nailsworth  
[www.weeksmacklin.com.au](http://www.weeksmacklin.com.au)  
Ph. 8422 5333

RLA 286389 ABN: 78 624 548 634