

Doyle Spillane

Investor  
Information.



# Joe Iemma.

## Locally yours,

With over 30 years of real estate experience, he combines his extensive knowledge of the industry and associated legislation with enthusiasm and experience to provide exceptional professional Property Management services at every level.

In his role, Joe manages a team of leasing consultants, property managers and administrative staff and is responsible for a portfolio of approximately 1100 properties on Sydney's Northern Beaches.

The level of non-negotiable high standards, ethics and professionalism that Joe instills in each staff member within his department is a clear reflection of his personal commitment to his chosen career path of Property Management.

Joe strongly believes in building long lasting relationships with his many landlords and tenants, and with a determination to deliver an exceptional standard of service to anyone that comes in contact with Doyle Spillane Real Estate.

**Locally yours, Joe Iemma**

0411 224 129 | 9981 9403

[joe@doylespillane.com.au](mailto:joe@doylespillane.com.au)

[doylespillane.com.au](http://doylespillane.com.au)

“Hi Joe, I would like to thank you and your team for the wonderful work you have done since you took over management of our investment property. Despite the issues we had with the previous tenants, you and your team have taken care of all the difficult conversations, the repair jobs, and kept us in the loop the whole time. My husband and I have both found the process very easy and stress free. The quality of your service is exceptional compared to the previous agent we were using. I can definitely see a huge difference. For example, the ingoing condition report was very detailed and thorough.”

- Leanna

 **Doyle Spillane**

# We rent properties faster - Here's how...

- Professional photos
- Video Tours
- Database & advanced Online Booking System
- Potential tenants can book inspections online with our team available to show properties 6 days a week
- Photo signboards
- Marketing online in all the right places

You choose the best applicant & we will fast track them into your property.

The right Property Management Team can make a huge difference > Simple peace of mind, stress free and no risk!

Call us today !

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761 Pittwater Road,  
Dee Why NSW 2099

\*Terms and conditions apply

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# Over Pricing the Rent

## The Real Cost

It is easy to be tempted to over price the rent on a property, thinking that if we wait just that little bit longer, we will get a better payoff.

Some agents, especially in the current rental market, are over pricing properties, as they believe that quoting a high rent will entice the prospective landlord to give them the business.

We have found that over pricing the rent can cost you a lot more than anticipated. At the end of the day, the weekly rent will be influenced by the market - the supply and demand of properties, and what the tenant is prepared to pay.



When a rental property is considered by the market to be 'too expensive', enquiry drops off and the property remains vacant.

For every week it is vacant, this will cost a landlord approximately 2% of the annual rental income. If the property is vacant for 5 weeks due to overpricing before the rent is adjusted to meet the market, this action could cost the landlord about 10% of the annual income.

For example, a property vacant for 5 weeks seeking a rent of \$450 per week, when the market says it is worth \$400 per week, will cost the owner \$2000 in lost rent. An expensive exercise indeed for an extra \$50 per week, as the actual loss is 40 times this extra amount.

When appointing an agent, you need to ask yourself:

“Are you looking to appoint an agent that tells you the highest rental figure just to get your business?”  
OR “Do you want an agent that is honest up front and professional, who is focused on renting your property in the quickest possible time, to the best quality tenant, to avoid a lengthy vacancy period?”.

For no obligation advice on any tenancy matters, please feel free to email [joe@doylespillane.com.au](mailto:joe@doylespillane.com.au) or call me directly on 9981 9403.

Joe Iemma  
Director & Property Management Investor Manager



If you are not  
happy with  
our Property  
Management  
– You Pay  
Nothing!

Locally yours,

# Service Guarantee

- At Doyle Spillane there's a good reason why we manage one of the area's largest rental portfolios. Our service is second to none
- We combine good old fashioned personal care with a commitment to innovative real estate practices
- We're renowned for our honesty & integrity with a focus on building a dedicated team of professionals our clients can depend on
- We are so confident in the way we manage properties that we are prepared to guarantee our service
- If our service ever disappoints you simply tell us and we will refund your last month's management fee
- Call us to discuss your Property Management needs and ask about our Zero Risk and absolutely hassle free management process.

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If your tenant  
won't pay the  
rent we will!

Locally yours,

# Rent Guarantee

- Will your current agent be able to provide such security ?
- We are so confident in the way we manage properties that we are prepared to guarantee the rent
- Careful Tenant Selection > Strict Rent Control = Zero Arrears
- Most evictions occur due to nonpayment of rent
- The right Property Management Team can make a huge difference
- Simple peace of mind, stress free and no risk
- Call us today !

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We guarantee  
you won't  
regret switching  
to Doyle Spillane  
Property  
Management

Locally yours,

Switch now and  
Doyle Spillane will  
manage the entire  
transfer process  
from your current  
agent.

Call us to discuss your Property  
Management needs and ask about  
our Zero Risk and hassle free  
management process.

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