



**first  
national**  
REAL ESTATE

Coast & Country



**ABOUT REAL ESTATE**

## Build-to-Rent Market Opportunities



### Terry Digger

*Managing Partner  
First National Coast & Country*

Late last year the NSW Government began to focus on the professional “build-to-rent” market as a growth opportunity.

In Europe and the US, long term “build-to-rent” housing is very popular. It recognises that long-term renting is now the way of life for many people. Properties designed specifically for renting offer benefits for tenants, landlords and investors.

NSW Planning Minister Rob Stokes said he was “determined to increase the availability and viability of the build-to-rent market in NSW”.

Local landlords, property developers and investors should be looking at this sector as governments announce incentives and taxation changes to encourage build-to-rent for both large and small projects.

First National Coast and Country are ideally placed to assist property owners with highly professional property management services for all kinds of rentals.

## How is our rental market performing?

### Erin Brown

*Business Development Manager  
First National Coast & Country*

We are seeing rising enquiries with properties leasing well, with fast clearances for those properties with “on-market” pricing.

Enquiries from Sydney-siders remains strong, with a demand for single dwelling, large family homes - which is unusual for this time of year. Usually, this kind of demand is in December and January when families can relocate before the school year starts.

We recommend that landlords work with us to ensure that their rental properties are correctly presented to the market to maximise revenue and to secure quality tenants. Good photos are essential, “on market” pricing, targeted open showings, a good promotional strategy with proper feedback provided to you.

Look for high-end service, realistic fees and thorough industry knowledge. That sounds just like us!



Call us to discuss your your real estate needs on **02 4232 2888** in Kiama, or **02 4234 1911** for our office in Gerringong.

## RESIDENTIAL PROPERTIES FOR SALE



### BEST BUY IN TOWN

4 bed 2 bath 2 car - **\$799,000**  
24 Union Way, Gerringong



- 29 Beattie St Jamberoo | New to market | Terry Digger, David Hall
- 19/41 Banksia Drive Kiama | New to market | Claire Nunn
- 79 Merrick Circuit Kiama | Contact agent | Dana Edwards
- 114 Riversdale Road Kiama | \$3.2 - \$3.5 million | Terry Digger
- 25 Riverleigh Avenue Gerroa | \$1,295,000 | Ryan Stalgis



**Agency of  
the Year**

**firstnational** | Coast & Country  
REAL ESTATE

### Kiama

2/110-112 Terralong St  
ph 4232 2888

### Gerringong

119 Fern St  
ph 4234 1911

[www.coastandcountryfn.com.au](http://www.coastandcountryfn.com.au)