

MEDIA RELEASE

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Tax depreciation may assist in winning property managements

Australia's leading tax depreciation specialist, BMT, believes the chance of winning a property management can be strengthened by raising awareness of tax depreciation schedules when negotiating to secure the contract.

"Property managers are responsible for a large range of functions, however those able to leverage additional knowledge on their clients' investment will demonstrate an ability to add further value to a management," said BMT managing director, Brad Beer.

"This will provide them with a clear advantage over their competition than if they were to solely focus on the functions which property owners might typically expect from a property manager."

LJ Hooker Taree Principal and Licensee in Charge, Amanda Tate, has a portfolio of around 700 properties under management and also believes that educating landlords on how to maximise their investment is crucial for generating trust and bringing negotiations over the line.

"Knowledge is power and if you demonstrate greater knowledge than the investor, a trusting relationship is much easier to form," said Amanda Tate.

"By discussing ways to maximise cash flows from the property other than just helping them achieve the best rent, such as by using depreciation schedules, you can create customers for life from the savings they receive.

"It can also make you look like a much more professional and well-rounded outfit, and shows you care about ensuring your clients receive the best possible financial outcome," said Amanda Tate.



Tate has had firsthand experience of the benefits of using tax depreciation knowledge as a tool for securing property management agreements.

“We recently won 11 new managements from one investor because he believed we were experts due to our approach of educating him on the whole process around investing,” said Amanda Tate.

“We were competing against every agent in Taree, one of whom even offered free managements for up to 12 months, however our ability to demonstrate a greater degree of knowledge was what I believe pulled us over the line in the end,” concluded Amanda Tate.

Earlier research by BMT uncovered that as many as eight out of ten property owners were not claiming depreciation where they were eligible to do so.

“There are significant amounts which can be claimed on income-producing buildings which many property owners remain unaware of, so we welcome any property managers wishing to know more about tax depreciation schedules to contact us for a confidential discussion,” concluded Brad Beer.

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About BMT Tax Depreciation

BMT Tax Depreciation (BMT) is a Quantity Surveying company specialising in the provision of tax depreciation schedules for residential and commercial investment properties. Commencing business in 1997, demand from property investors nationally has seen business expand Australia-wide with offices now located in Sydney, Parramatta, Melbourne, Brisbane, Newcastle, Adelaide, Perth, Gold Coast, Cairns, Canberra, Hobart and Darwin.

