

# REAL ESTATE AGENTS AND LANDLORDS



Thank you for considering Link Housing Ltd to be a tenant for your rental property.

## BACKGROUND

Link Housing Ltd is a not-for-profit community housing provider and Licensed Real Estate Agent. It manages close to 4000 homes in NSW, including over 430 private rental properties across Northern Sydney.

## HOW DOES THE ARRANGEMENT WORK?

Link Housing Ltd will sign a Residential Tenancy Agreement and become your legal tenant under the Residential Tenancies Act. We will be responsible for all matters specified in the lease (i.e. rental payments, keeping the property in good condition, providing quiet enjoyment of the property to neighbours, etc.)

Link Housing Ltd will then sub-lease the property to a suitable client chosen from our waiting list who has reached their turn to be housed. This person becomes the legal tenant with Link Housing Ltd hence; our organisation ensures that they abide by the terms and conditions of the lease agreement.

As Link Housing Ltd will be your tenant, you would only need to deal with us over any issue (i.e. rent, repairs and maintenance, etc.). Any action that is required will be passed onto our tenant.

## WHO ARE THE SUB-TENANTS?

Link Housing Ltd offers affordable housing to local people on low incomes. We aim to provide a compassionate client service for those in the community who may be at risk of homelessness because they are no longer able to afford private rental housing on the North Shore. There are different reasons why our clients may require housing in the area, but a brief list is as follows:

- Receiving treatment at a local hospital or medical service
- Are in receipt of the Aged or other Pension, have lived in the area most of their life and due to unforeseen circumstances have nowhere to live.
- Single parent families working on a low income who need to stay in the area for family support and so children don't have to change schools.

We have a close relationship with all our tenants and aim to provide a personalised service that assists them through a challenging period in their life.

## WHAT GUARANTEE DO I HAVE THAT RENT WILL BE PAID REGULARLY?

Link Housing Ltd has established a solid reputation with local real estate agents over the past 35 years. As a result, we have a list of agents who can verify that we pay rent on time all the time. At Link Housing we pay the rent up front and then claim it from the tenant, eliminating any concerns about whether a prospective tenant will be a good rent payer or not.

## HOW DOES LINK HOUSING FUND THIS?

Link Housing receives an annual grant from the NSW Government to fund this program.

## WHAT IF THERE IS DAMAGE TO THE PROPERTY? WHO WILL PAY FOR IT?

Firstly, damage by our tenants is just as likely as damage from any other tenant. As our agent said,

*"Your tenants average out the same as our whole property portfolio when it comes to damage. They don't do it any more or less, there is no difference. The great thing is that we know you always have it fixed. We can't guarantee this with any other tenancy."*

As Link Housing is the main tenant, we have a responsibility to leave the premises as nearly as possible in the same condition, fair wear and tear excepted, as at the commencement of the tenancy. Should the tenant cause damage, we will pay for the repair if required. It takes away all the worry from repair bills and tenants leaving without you knowing.

## VACANCY PERIODS

An investment owner requires a guaranteed rental income. Vacancy periods are periods of lost income. As we are the head tenant we are responsible for any vacancy periods. For example, if the sub-tenant moves out we cover the rent until the next sub-tenant moves in.

We want to develop great relationships with all our agents and landlords and we will do the right thing by our tenancy with you.

**For further information on our services, please contact us on (02) 9412 5111 or visit our website at <http://www.linkhousing.org.au/>.**