

Negotiating a hotter deal

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Renting can allow for more flexibility and freedom to change homes as your needs change in comparison to buying a home.

In fact, 27 per cent of Australians rent the home they live in. However, sometimes it can be difficult to make desired amendments to suit you and your families' lifestyles.

Regardless of the State or Territory where you live, all Australian tenancy legislation allows for tenants, property managers and property owners to negotiate a 'Mutual Agreement'.

Mutual agreements are a great way for tenants to make home modifications, and to provide surety to property owners that their investment is being protected.

In many parts of Australia, winter can be extremely cold. So, one such area where a mutual agreement will provide a great solution may be heating.

Communicating effectively and taking a positive and respectful approach goes a long way to a successful negotiation from both sides for tenants, property managers and property owners.

Communication and negotiation are key.

As a tenant you have capacity to negotiate and discuss any potential heating solutions with your property manager.

It is important to remember that in most Australian States and Territories, tenants are required to seek approval prior to making any changes or additions to the property.

Even small temporary solutions to better retain heat in your home will need to be approved if they leave marks or make alterations on the property.



STEP 1 – Get Planning

You will need to consider these key questions before discussing heating with your property manager or property owner:

- ✓ Are you on a long-term lease and will you be staying in the home for some time?
- ✓ Are you willing to pay more rent to accommodate for the additions to the property?
- ✓ Have you considered and can you afford the extra cost of the additions? (for example, extra electricity or gas bill)
- ✓ Which heating option may be best for you and the property?
- ✓ How long are the wait time times for installing the additions? Is this something for this winter or next winter?
- ✓ What may be a reasonable or affordable request for your property owner?
For example, insulating the internal walls of the home will be an extensive and costly task
- ✓ Who will be responsible for the installation, upkeep and maintenance?
Will a professional be required for installation and what are the needs and costs for maintenance?
- ✓ What will happen at the end of the tenancy? Will you need to 'uninstall' any changes you make, or will you leave it for the next tenant?

STEP 2 – Start the Conversation



- 1 Have a plan - know exactly what you are asking for
- 2 Phone your property manager to let them know what you are thinking and get their thoughts around what might work for the property owner
- 3 Submit the details you have considered above in writing to your property manager and await a response
- 4 If the Property Owner agrees to your request, it is important that the details are clarified in writing. Don't forget to note in writing:
 - What changes are to occur
 - Who is to pay and arrange for the additions
 - What portion is to be paid and by whom
 - What will happen to the additions when you leave

Remember!
The Property Owner may not be in a position to make any costly additions and may not be able to agree to your request.

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