



This newsletter has been designed to keep you updated on what is happening within the industry and our real estate office



GOLD COAST HOUSING SECTOR LEADS QUEENSLAND PROPERTY RECOVERY AS



INSPIRATIONAL QUOTE:

**YESTERDAY, TODAY & TO-
MORROW**

*Did you know?... 'the best
time to buy real estate was
yesterday, the next best
time is today and the least
best time is tomorrow'*

(Author: Unknown)

NEW figures reveal the Gold Coast has seen the best recovery in Queensland in its housing sector with industry experts tipping the momentum to continue.

According to CoreLogic RP Data at the previous lowest point in the cycle in December, 2012, the median value for houses was \$460,700 and units was \$314,197.

As of August this year that value had increased by 13.1 per cent to \$520,832 for houses and 10.4 per cent to \$346,942 for units.

That compares favourably to other markets including Brisbane where the increase was 11 per cent for houses and the Sunshine Coast where it was 12.3 per cent.

CoreLogic RP Data's head of research Tim Lawless said it appeared lifestyle markets like the Gold Coast were back in favour with buyers as they perceived them to offer good value currently.

Ray White Broadbeach principal Larry Malan agreed pointing towards the number of buyers

taking advantage of low interest rates to upgrade to larger and more expensive properties.

Mr Malan said buyers were also positioning themselves for the lead-up to the 2018 Commonwealth Games when he expected the market to be at the peak of the cycle.

"What we have seen in the last 18 months will probably continue heading into the 2018 Commonwealth Games," Mr Malan said.

"I think the market will peak by 2017 and 2018."

He said a key driver will be a shortage of stock but that will change to an oversupply once the Games were over.

Mr Malan forecast cumulative growth of 12 per cent for houses over the next two years.

Mr McGrath said he expected the recovery in the market to continue with the Coast offering "more bang for your buck" compared to capital cities like Sydney and Melbourne.

~ GC Bulletin Dec 2014 - Alister Thomson

IMPORTANT: This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. Every effort is made to ensure the contents are accurate at the time of publication. Clients should seek their own independent professional advice before making any decision or taking action. We take no responsibility for any subsequent action that may arise from the use of this newsletter. Published by REAL ESTATE WORKS - www.realestateworks.com.au

HOW TO FIND AN INVESTMENT HOTSPOT

Without a crystal ball it is impossible to know for certain exactly how the market will perform, but as the old saying goes, knowledge is power.

When it comes to property investing, one of the common buzzwords is 'hotspot'. But, if it's currently being called a hotspot, then you are probably too late.

Hotspots are areas where property values are about to experience significant capital growth.

Buying and selling property is all about timing, research and preparation.

There are certain indications that an area or suburb may boom, but none of them are set in stone – you can never be sure.

HOTSPOT CHECKLIST

- Does demand, for whatever reason, exceed supply?
- Is the area's increase in price significantly greater than the region as a whole?
- Does the area have low prices, which are expected to rise in the near future?
- Are neighbouring areas experiencing good capital growth? Buyers who can't afford their favourite area will often look at a neighbouring location. And then the demand pushes prices up.
- Are there positive developments happening in the area (e.g. a new railway or arterial road to the city that will impact positively on capital gains)? Check with council for proposed transport developments as they will often increase prices.
- Look for telltale signs that a rundown or unfashionable area is changing. Things like newly renovated properties or trendy coffee shops opening.

If you have done your research and still find it difficult to pinpoint the next hotspot, don't get discouraged. Location is just part of smart property buying. You can get the location spot on; but if you pay too much or choose wrongly within an area, you could be waiting longer to see profits or capital gains from your purchase.

NEW YEAR OPPORTUNITY

We are on the lookout for new rental properties.

Do you have another investment property? Or do you know of a family member or friend who requires the services of a professional property management agency. We have many tenants waiting. Refer a successful new rental property and receive three months free management fees.



REMINDER – ACT QUICKLY ON EMERGENCY REPAIRS

Emergency repairs are works required that affect the tenant's living standards or their safety, such as a blocked water service or toilet, serious roof leak, gas leak, dangerous electrical fault, serious storm, flood or fire damage, failure or breakdown of gas, electricity or water supply, failure of an essential appliance for hot water, cooking or heater, or damage making the property unsafe.

WHAT IS YOUR INVESTMENT WORTH IN THE CURRENT MARKET?

Would you like an update on the value of your investment property?

A quick call or email is all it takes. Then we can arrange a free no obligation property appraisal for you.

Real Estate Works

**MAKING
REAL ESTATE WORK
FOR YOU**

