

## Seasons Greetings

Wishing you  
a joyous  
Holiday Season  
and a most  
prosperous,  
safe and healthy  
New Year



From Everyone at  
Real Estate Works

## Appetite for high-end properties returns as a pre-Christmas buying frenzy strikes the Gold Coast



*Gold Coast Bulletin 26 Nov 2013*

**HOMES** are selling in a day and high-end properties are finally moving as a pre-Christmas buying frenzy strikes the Coast.

Agents across the region have reported local and interstate buyers have pounced on the ripe market in a bid to bag a new property before the end of the year.

At Ray White Broadbeach, the median sale price jumped from \$690,000 in the September quarter to \$827,000 in October, backing up a higher-price trend, while LJ Hooker, Coomera and

Pacific Pines reported the average days on market had dropped from about six weeks to four. Ray White Broadbeach principal Larry Malan said the appetite for high-end property was returning in Broadbeach in particular and put the rise down to more quality homes on the market.

"Two of our most notable sales for the month were high-rise apartments in Broadbeach - a 161sq m unit in Eclipse, which sold for \$1.2 million, and a 147sq m apartment in Air, which fetched \$1.105 million," he said.

... PTO >

**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 THE PPM GROUP - [www.ppmssystem.com](http://www.ppmssystem.com)

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"These apartments were both located opposite parkland, with stunning ocean views, and achieved prices equivalent to those achieved in 2008.

"It is a positive sign for the market that sellers have the confidence to place these properties on the market and there is a demand for them by buyers," he said.

He said buyers were realising that now might be "as good as it gets".

"The planets have aligned in terms of competitive pricing and interest rates," he said...

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## PREVENTATIVE MAINTENANCE

Owning an investment property requires landlords to ensure that the property is safe for the tenant to reside in. Carrying out any preventative maintenance when necessary ensures everyone is safe. This includes any problems with:

1. Buildings
2. Pools
3. Smoke alarms
4. Safety switches
5. Pests

If you require assistance or further information regarding this, please feel free to contact us.

\* \* \*

## THINKING OF SELLING... THINK OF US

## DON'T BE AFRAID TO ASK FOR A LOWER RATE



With interest rates low and the property market showing strong signs of recovery, this is the opportune time to expand your property portfolio.

It is also a good time to check out your existing loans and maybe negotiate a lower mortgage rate.

If you are on a standard variable rate checking out and comparing rates may give you the opportunity to save hundreds of thousands of dollars over the lifetime of the loan or thousands per year.

The finance market is competitively seeking new business and will sometimes consider dropping rates to gain it.

But don't forget to do your homework, read the fine print and ensure that you are getting a comparable rate inclusive of fees and that it is the right product for you.

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## CONDITION REPORTS

*The most important Form  
in a tenancy*

When a tenant moves out of a property, the document that is used to judge whether or not the property has been left in the appropriate condition is the Entry Condition Report.

Therefore, particular importance must be placed on the completion and attention to detail in the initial report.

If a dispute arises, and the matter needs to be heard in a Tribunal/Court, a great deal of emphasis is placed on the Condition Report because an Adjudicator will form their judgement based around this paperwork.

There is no substitute for detail, because the more detail, the less room for dispute or misinterpretation.

As your property managers, we are constantly reviewing and upgrading our skills with the completion of Condition Reports to ensure the best outcomes are achieved at vacate time.

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## INSPIRATIONAL QUOTE

"Good things come to those who wait...

Greater things come to those who are motivated to make it happen."

– *Unknown*

**MAKING  
REAL ESTATE  
WORK FOR  
YOU**

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