



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

Seasons Greetings

In warm appreciation of our association during the past year, we extend our very best wishes for a happy and safe holiday season.

INSPIRATIONAL QUOTE

Christmas gift suggestions:

To your enemy,
forgiveness.

To an opponent, tolerance.

To a friend, your heart.

To a customer, service.

To all, charity.

To every child,
a good example.

To yourself, respect."

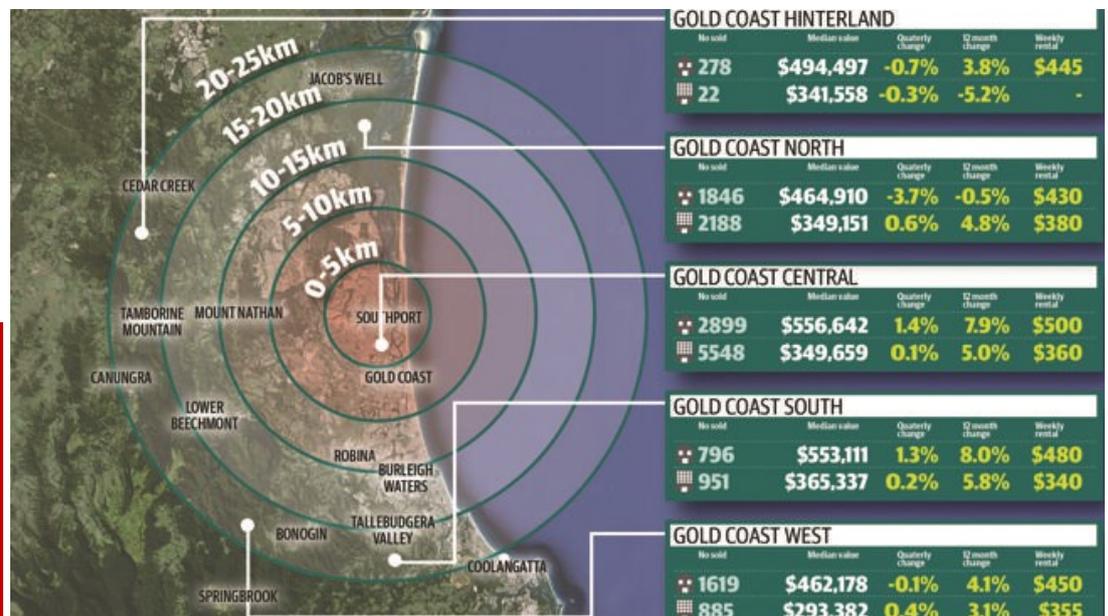
~ Oren Arnold



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HOUSE PRICE HIGH FOR CITY

OPTIMISM SEES RISES ACROSS SUBURBS



THE Gold Coast is outshining Brisbane with the latest quarter figures showing house -values improving in almost every suburb across the region.

Suburbs spread across the Gold Coast saw significant improvements over the year to September, with industry figures attributing it to growing optimism as major developments get under way.

Of suburbs that saw median prices drop over the year, Brisbane had five times as many (15) as the Gold Coast.

The latest REIQ quarterly report also showed that every Gold Coast suburb saw a rise except Currumbin Valley (-0.4 per cent to \$751,759), Varsity Lakes (-0.5 per cent to \$464,867) and Coomera (-0.7 per cent to \$521,037).

The best performers were Mermaid Beach (up 14.9 per cent to \$949,919), Clear Island Waters (up 11.9 per cent to \$915,757) and

Merrimac (up 11.8 per cent to \$428,625). The southern region had the strongest markets for both houses which were up 8 per cent and units, up 5.8 per cent.

Real Estate Industry Queensland Gold Coast zone chair John Newlands, who is principal of Professionals Surfers Paradise, said the September quarter saw even greater confidence in the marketplace.

"We're seeing greater sales volumes," he said.

"A lot of that has been underpinned by development and activity on the Gold Coast which has been good for jobs growth, while tourism is starting to be quite steady as well."

Houses did better than units in the last quarter, he said, but in the past month there had been quite a bit of activity from investors in the apartment/unit market.

"A percentage are offshore investors but the biggest chunk are more your traditional Gold Coast investors who come out of Sydney and Melbourne. The returns are better here because in Sydney the prices have gone up but rents haven't by the same proportion so their yields are much lower.

"Here there's good affordability and rental yields have been good."

Billions were being spent on infrastructure, lifting the entire region, he said, with major events including the Commonwealth Games in 2018.

"Now through to three or four years we see some solid activity and a renewed Coast market outlook. We're already starting to see a facelift."

In terms of value, there were still a few pockets where there was greater affordability, including Helensvale.

Mr Newlands said in highrises, there were still some good opportunities but they were being quickly picked off by investors.

"The timing is right for them," he said.

"A lot of investors have been waiting for this."

~ GC Bulletin Oct2014 Sophie Foster



INVESTING IN PROPERTY WITH YOUR SUPER FUNDS



The great Australian dream for many is to build long-term financial stability. For some it is for a secure retirement, providing better education opportunities for the children, improved lifestyle or inheritance for the children.

Changes to the Superannuation laws have made it possible to borrow to purchase real estate from SMSFs (*Self-Managed Super Funds*) as long as strict legal requirements are adhered to.

Previously, purchasing investment properties with Super has been difficult due to the high upfront capital required. These changes have made it possible to borrow up to 80% for residential property and 70% for commercial.

There are a number of factors that should be discussed with your financial advisor or accountant to become more aware of the legal requirements for investing with your superannuation. Some questions to ask: Is your current superannuation enough to purchase another property? Is it financially viable for you to have a SMSF? Will the rental returns sustain the investment?



SMART MONEY SAVING TIP

With the average family feeling the pinch of tighter money, every extra dollar can assist. If you have not done so yet, consider having your wage transferred to your mortgage account, reducing your weekly interest, which can save you thousands.

Pay your living expenses on your credit card and then before the interest period occurs transfer the balance from your mortgage to the card. To make this interest saving work, you must have an achievable budget (not overspend) and ensure that the credit card is paid on time.

URGENT

If you are going away, especially overseas, for any reason at any time, and if there is an emergency and we may not be able to contact you easily, please let us know an emergency contact person before you go.

OR

Better still, let us know your emergency contact person now so we can hold it on record with instructions permanently for those urgent times when you are unavailable.

DON'T FORGET

To let us know if your insurance details change as we may need to contact them in emergency.

MAKING
REAL ESTATE WORK
FOR YOU

