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## 'Tis The Season To Be Jolly (Yes, it really IS!)

**I**t seems you can't open a newspaper or turn on the TV these days without being bombarded with doom and gloom stories about the financial crisis. Anyone would think the world is coming to an end! Yet, we have much to be thankful for.

Firstly, we are all very fortunate to live in Australia. Just in the last few weeks we have seen terrorist attacks in India and Pakistan, civil unrest in Thailand, and riots in Greece.

On the financial front, Australia is well-positioned to weather the global financial crisis better than just about any other developed nation. While other nations are having to go even deeper into the red, careful economic management over recent years has enabled us to have an economic stimulus package to cushion us from the worst of the crisis. Over 95% of Australians who want jobs have them. Our economic future won't be painless, but it should be less painful than for most other countries.



In the property market, there are early signs of a recovery. Lower interest rates and increased first home owner grants are bringing more buyers out of the woodwork. It is still definitely a buyers' market, but well-priced and well-marketed properties are definitely selling (*see story overleaf*).

Our property market will not suffer the same fate as the US market. We have not overbuilt, and there is a shortage of housing in most major cities. While we all grizzle about our banks, their strict lending criteria have meant we don't have a home-grown sub-prime crisis. We continue to have strong inward migration to QLD, and the State government has just revised upwards the housing needs over the next decade. Rapidly falling interest rates have reduced the need to sell for struggling home owners.

So sit back, relax, and enjoy the holiday season, and look forward to a brighter 2009 and beyond.

**Janet and Steve**



Janet Houlihan  
**Principal**



We're on the Web!

[www.houlihanrealtv.com.au](http://www.houlihanrealtv.com.au)

## Hot New Listings



1/11 Rhiannon Dr, Ashmore  
\$465,000

This stylish 3-bed 2-bathroom duplex, just 6 years young, has been beautifully cared for and presents as new. The floor plan really flows for easy living, making it appealing to a wide range of buyers who are after plenty of living space, low maintenance and a contemporary look.



1/27 Riverwood Dr, Ashmore  
River Views! \$435-460,000

Originally \$550,000 the sellers cop a huge loss to liquidate fast. Luxury 2 storey 4-yr-old duplex. Approx 27 sq. 3 big bedrooms, ensuite, granite kitchen, DLUG. No body corp.

**HURRY!** Unit 2 sold in 3 days, so don't miss this one!



2/445 Pine Ridge Rd, Runaway Bay  
\$429,000

Price slashed to get this gorgeous 2 storey duplex sold. A similar one sold for \$450,000 in the estate. Just 4 years young, very stylish, granite kitchen, 3 big bedrooms, study, spa bath, 2 cars. Body corp \$24 pw, pet ok. "Sandpiper on Oxley" is a small secure estate of just 14.



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mile—  
AND DELIVER!**

## Clear Signs of Life in Property Market

You know the real estate market can't be too bad when you can sell not one but two properties within three days of listing.

That's what happened at Houlihan Realty over the last few weeks, plus another two properties have been sold within three weeks, one in 10 days for the asking price!

But buyers know they are in the box seat, as there are plenty of properties on the market on the Gold Coast at present. Buyers are fussy about what properties they look at, and are not in any hurry to make offers.

Attendance at open homes has been patchy, but there has been a noticeable increase in first home buyers in the marketplace.

There are two key ingredients to selling in this market:

- the price has to be in the right ball-park, or buyers won't even bother to look, and
- the property needs a well-thought-out marketing strategy, to create competition amongst buyers to get a sale.

There ARE quality buyers out there, but unless both of these criteria are satisfied, properties will languish on the market.

The days when any agent could simply put up a sign and wait for the buyers to turn up are definitely over! Successful agents use a variety of means to attract quality buyers, including advertising, direct mail, database marketing and other methods. ▲

## QLD Stamp Duty Rates

Stamp Duty Threshold	Amount of Duty
Up to \$350,000	\$1 for each \$100 or part of \$100
\$350,001-\$540,000	\$3500 plus \$3.50 for every \$100 or part of \$100
\$540,001-\$980,000	\$10,150 plus \$4.40 for every \$100 or part of \$100
More than \$980,000	\$29,950 plus \$5.25 for every \$100 or part of \$100

Source: Courier-Mail

Note: First home buyers pay no stamp duty for homes up to \$500,000



## Recent Sales

**Riverwood Dr, Ashmore**  
\$440,000 4 year old duplex 3 bedroom ensuite. Granite kitchen, double garage.

**Riverwood Dr, Ashmore**  
\$464,000 Lovely 3 bedroom house, ensuite, two living areas, double garage on 382 sqm block.

**Geelong Ct, Eagleby**  
\$264,000 Three bedroom house on a large flat fully-fenced 699m2 block, patio.

## Recent Testimonials

▶ ▶ ▶ "After our house was on the market for 3 months, we decided to go exclusively with Janet and she had it sold in 21 days. She did a brilliant job and kept us informed all the way though.

Her attention to detail was fantastic and her sales ethic got a great result."

**5 Sarah Place, Ashmore**  
**Julie Wall**

"Janet we would like to take the time to thank you for selling our home for the listed price in only 10 days. We are thrilled with the result and found your service totally professional and caring at all times.

We would not hesitate in recommending your services to anyone wishing to sell their home in the future. Thanks again"

**36 Riverwood Dr, Ashmore**  
**Don & Carolyn Bidgood**

**DISCLAIMER: Buying or selling a property is a major decision. The information in this newsletter is for background information only, and you should always consult your advisors before signing contracts or making any major financial commitments.**

**If you no longer wish to receive communication from us, please let us know (see contact details above).**