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**The Property Clock is Ticking . . .**

Since Christmas the market has become buoyant—with lots of buyers attending open homes, and viewing the internet—especially in the under \$500,000 price range.

Well priced properties are getting snapped up quickly. There are lots of first home buyers and investors are just getting back into the market.

More sellers are confident that values are holding and are willing to list their properties for sale, although any sellers who want boom time prices will not achieve a sale any time soon.

Similarly those buyers running around putting in silly offers because the sky is falling are also wasting their time.

The market clock above is a good barometer of where we are at and where to from here. We think we are at 7.30. Once the election is over

and the next stimulus package kicks in along with further interest rate cuts then we could hit the 8.30 mark and probably pause there for months depending on financial availability and employment issues.

Buyers with a pre-approval for their finance are in the best negotiating position.

Sellers who go the extra mile to present their homes well and have a pest and building report done prior to the property going on the market are setting themselves up well to achieve the best price and

not lose a deal because of termites or building issues that can be dealt with beforehand.

As always, when you buy and sell on the same market it doesn't matter where the market is in the cycle. You may not get a magic price for your home but then you won't be paying one either.

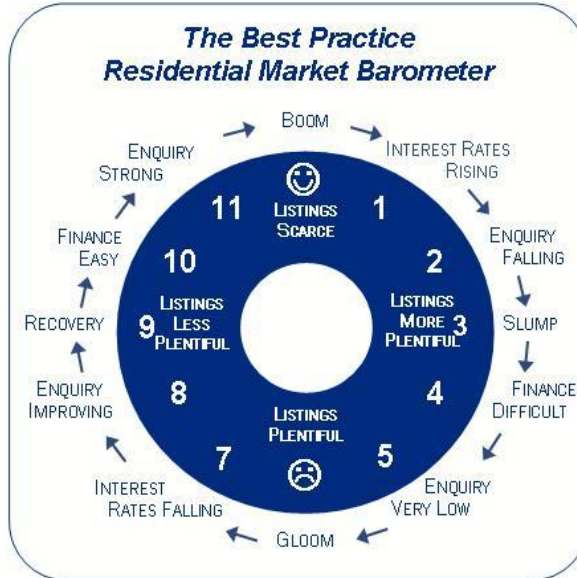


Image Source: The Real Estate Agency Best Practice Bulletin 242



Janet Houlihan  
**Principal**

**Two great properties for sale with RIVER VIEWS!**



**9 Sarah Place, Ashmore**  
**3 brm house \$479,000**

**Open Sat/Sun 11-11.45 am**

Both these contemporary properties are in the exclusive Riverside estate, with no Body Corp fees, awesome river views, surrounding parkland and walking trails.

Both have 3 bedrooms, ensuite, double garage, granite kitchen, air conditioning and fabulous outdoor entertaining areas. Low maintenance easy care blocks for a carefree lifestyle. Hurry—these won't last!



**1/29 Riverwood Drive, Ashmore**  
**3 brm duplex \$449,000**

**Open Sat/Sun 12-12.45pm**

We're on the Web!

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



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**We go the extra  
mile—  
AND DELIVER!**

## New laws for landlords thinking of selling

The Residential Tenancies and Rooming Accommodation Act 2008 was passed by Qld Parliament on 2 Dec 2008 to replace the Residential Tenancies Act. It is expected to take effect 1 July 2009.

Below are some of the key changes that will occur if you are thinking of selling an investment property soon.

- tenant able to give two weeks written notice (notice of intention to leave) in a fixed term agreement if either the premises are advertised for sale or the lessor/agent enter the premises with a prospective buyer in the first two months of the fixed agreement. This provision will not apply if the tenant received written notice of the property being for sale prior to the agreement being entered into.
- lessor/agent are not able to conduct an open house or on site auction without tenant's

written consent .

- lessor/agent must not use a photo or other image of the premises in an advertisement if the photo or image shows something belonging to the tenant unless the tenant has provided written consent.
- entry by lessor/agent cannot be made on a Sunday or public holiday; or another day after 6pm or before 8am – unless the tenant agrees. There are some exemptions to this provision, such as for remote of the properties.
- rent increase for fixed term to be the same as periodic tenancy - two months.
- rent can only be increased once during any six month period.
- lessor/agent to provide two months notice without grounds for fixed term tenancy to tenants.

Source:REIQ Fact Sheet

### “The first offer is often the best!” True or false?

**Property has its best chance of selling or renting within the first few weeks it is on the market. This is because at any point in time there is a small pool of buyers looking for a property in a particular suburb in a specific price range.**

**These people are educated to the current market conditions and will generally act quickly and with a realistic offer. The saying “the first offer is often the best” is true.**

**If the offer is rejected or not negotiated seriously, the seller may suddenly find that the original pool of buyers is exhausted and they will have to wait for new prospects to come into the market.**



## Recent Sales

**Riverwood Drive Ashmore**—\$440,000 4 year old 3 bedroom ensuited duplex with lovely river view. Granite kitchen, double garage. No Body Corp.

**Clear River Bvd Ashmore** \$390,000 4 bedroom home with potential on 400 sq m block.

**Greenbank Crct Carrara** \$445,000 Elevated, modern 3 bedroom plus study ensuited home .

## ▶▶▶ Testimonial

“I found I needed to sell my investment property at a time when the general outlook was doom and gloom, most people I spoke to said it would be difficult to sell and I would not realise a good price.

But not Janet!

When I spoke to her I was taken with her positive can do attitude, it was like selling my property was a personal challenge and she made me feel that nothing was going to be too much trouble for her.

**THANKS!**

Janet's communication about what was happening was exceptional, she kept me up to date with every step of the selling process and at no time was I left guessing at the state of progress. Janet achieved a price I was happy with and the property sold with a short time frame.

Janet has been nothing but professional in her dealings with me, my property manager and the current tenants. If you are thinking of selling I have no hesitation in recommending her to manage the sale.”

Alec Jackson,  
43 Clear River Bvd, Ashmore