



**Inside this issue:**

What's happening in the market	1
What Tenants want	2
Stamp Duty Changes	2
Recent Testimonials	2
Recent Sales	2

## What's Happening in Gold Coast Property Market

### Waiting and watching

Most buyers and potential sellers are sitting on their hands waiting to see what happens. Buyers hope the market prices will fall and sellers hope that the interest rate cycle has peaked so confidence can be restored.

### Spring rush

Spring is almost upon us and that historically is always a popular time to sell. Now that the Reserve Bank has indicated that the next move is probably going to be downward there will be more sellers and more buyers emerging to take action.

### Few buyers

For the last few months there have been lots of hits on the internet for properties but this hasn't been translating into lots of enquiry or open home visits. Buyers have had to be nurtured along and followed up tenaciously to get them over the line.

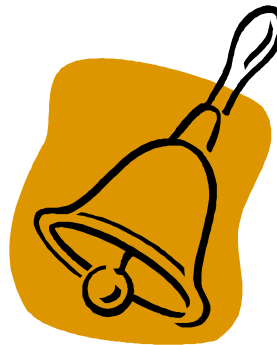
### Over-price and it will sit

Sellers have had to be patient as properties are taking much longer to sell this year. They must also be realistic with their pricing as over-priced properties are just sitting and sit-

ting, going stale as buyers sit back and watch.

### Prices soared

Luckily prices soared last year so the correction has only eaten into some of those recent gains. Also for those selling and buying on the same market conditions then it all evens out. They may not get their magic price for their house but they won't have to pay one to buy in again either.



### Strong fundamentals

Fortunately the Gold Coast property market is underpinned by strong fundamentals with strong inward migration, low unemployment, limited new land available, and a low vacancy rate. This means owning property is always going to be a great long term option here.

### No one rings a bell

The market is always cyclical and has corrections built in but the overall trend is up. So if you want to sell then get in before the spring rush and if you want to buy then be decisive and do it. No one rings a bell at the top or bottom of the cycle and by the time the stats are released 3 months can have gone by. ▲



Janet Houlihan  
**Principal**



We're on the Web!

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

## Hot New Listing



**Cheap House!  
Investors Liquidate**

**3 Geelong Ct  
Eagleby**

**Offers over  
\$259,000**

Tidy 3 bedroom home on 699 m flat, fenced block. Freshly painted, open plan living, covered patio overlooking big backyard, quiet court, handy shops, transport and schools. Great first home or investment, rent potential \$285 pw.

Ph Janet Houlihan 0407 841 667

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

## Impressions Count

### 'Turn-ons'

- Clean, bright and airy residences
- Neutral colours
- Well-landscaped gardens
- Out door living spaces including decks and covered patios
- Soft music, pleasant fragrances

### 'Turn-Offs'

- Dark and dingy rooms
- Unpleasant smells, especially cigarette smoke and animal odours
- Dirt and clutter
- Loud noise like TV or radio



9 Coolibah St  
Southport QLD 4215

Ph: 07 5531 1268  
Fax: 07 5531 0548  
Mob: 0407 841 667 (Janet)

Email: [janet@houlihanrealty.com.au](mailto:janet@houlihanrealty.com.au)  
Website: [www.houlihanrealty.com.au](http://www.houlihanrealty.com.au)

PO Box 4062  
Ashmore Plaza  
Ashmore QLD 4214

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



## Recent Sales

**Rhiannon Drive Ashmore—**  
\$470,000 6 year old 3 bedroom  
ensuited home on 382 sq m  
block. Granite kitchen, double  
garage.

**Josh Ct Ashmore -**\$421,000  
Modern 3 bedroom duplex,  
ensuite, double garage, No  
Body Corp.

**Government Rd Labra-  
dor—**\$367,500 Freestanding 3  
bedroom ensuited home in se-  
cure estate. Low Body Corp.  
Parking for 3 cars.

## Stamp Duty Changes

Four factors influencing the market are coming into play now with some believing first home buyers have been holding off waiting for the new concessions and exemptions to kick in.

(Note that Stamp Duty is now called Transfer Duty!)

1. The First Home Owner Grant increased concessions as at 1 July 2008 with the transfer duty exemption increasing from \$320,000 to \$350,000.
2. As of 1 September 2008, first home

buyers buying a home for \$500,000 or less **do not** have to pay transfer duty.

3. Home Buyers will also benefit with reduced Transfer Duty rates to bring Queensland rates into line with the other States.
4. Mortgage Duty was abolished in Queensland as of 1 July 2008.

For a full list of transfer duties payable at each price point if you are an investor, owner occupier or first home buyer refer to the Office of State Revenue website—

[www.osr.qld.gov.au](http://www.osr.qld.gov.au)

## What Tenants Want . . .

- **Value for money:** How does the rent compare with similar properties?
- **Security:** Security screens, deadlocks and window locks rate highly.
- **Good location:** Public transport, natural light, peace and quiet.
- **Cool temperature:** Reverse-cycle air-conditioning, ceiling fans, central heating.
- **Cleanliness:** Clean properties attract clean tenants.
- **Equal-sized bedrooms:** This is common feedback from tenants.
- **Everything working:** Tenants will test taps, water pressure, sliding doors, even the oven.
- **Low maintenance:** Timber/ ceramic floors and easy to care for lawns and gardens.
- **Cabling:** Wired for Foxtel/Austar, extra power points, data cabling
- **Car parking:** Ability to protect and house their car

## Recent Testimonials

“I am glad I chose Janet Houlihan to act as my agent. I live in Europe so needed to put my complete trust in my agent and Janet didn't let me down!

I needed to get the highest possible price and Janet got a record price in the estate for me in a very quick time. Nothing was too much trouble for her and she even organised roof repairs on my behalf - quotes and overseeing the work as part of her great service.

I can recommend Janet as a dependable and capable person you can trust.”

**Suzu Lubidinuese 14/199  
Government Rd, Labrador**

“We have been in the unique position of having purchased and sold our property through Janet Houlihan.

We were so impressed with Janet's thoroughness and attention to detail when we purchased, it was only natural we would engage her services to conduct our sale. Janet did not disappoint us.

She worked hard to find a buyer and achieve the best possible price. Through-out both transactions she kept us fully informed and acted in a most professional and diligent manner.

We have no hesitation in recommending Janet to any prospective buyer or seller.”

**Kevin and Lyn Picone  
10 Rhiannon Dr, Ashmore**

**THANKS!**

**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).**