

APARTMENT

ISSUE 01
SUMMER 17/18

In this first edition of **Apartment** we discover the benefits of **buying off the plan**, explore some **exciting developments** taking place in Brisbane, and look at current trends within the **Brisbane inner-city apartment market**. We also travel to the coveted suburb of **Bulimba** to find out more about its **current property climate** and **ever-evolving lifestyle offering**.



FUTURE
GROWTH
IN PROPERTY
INVESTMENT



place
projects

BENEFITS OF BUYING OFF-THE-PLAN

Buying a property off-the-plan is a big decision. Identifying which property suits your needs, to contract signing, construction updates and through to the settlement of your new home, can be stressful if your advisors are not experts. Here are a few quick tips:



1. TIME PERIOD

Buying off-the-plan will generally involve an extended settlement period. This provides you the added advantage of having time to arrange financial affairs before settlement takes place. This may involve decluttering and planning to sell an existing property, organising your move, or renting until your new property is complete. It also provides the opportunity to save additional funds to put towards your final payment. In addition, buying off-the-plan gives you the opportunity to purchase at today's prices with time to organise finance for settlement.

2. GREATER CHOICE

As an early purchaser, you will have the added benefit of greater selection of what is available in a development that suits your criteria such as position, aspect, size and floor plan. Buying off-the-plan may also allow you the option to purchase an additional car space or storage unit, further enhancing the value of your new home.

3. FULL DISCLOSURE

Your agent should endeavour to provide you with as much information about the development, ensuring you are fully informed during the sales process. Detailed contracts and disclosure statements will inform you of what is being purchased, including lists of inclusions and appliances. Detailed floor plans will help further convey the room sizes, which can assist in planning and styling your new home.

THE GREAT START GRANT – WHAT YOU NEED TO KNOW

If you're thinking of buying or building a brand new home to the value of \$750,000, the Queensland Government offers a generous initiative to get you started.

You must be an Australian citizen or permanent resident over the age of 18, and you or your spouse must not have owned property in Australia. The \$20,000 First Home Buyers' Grant is set to reduce after December 31st 2017, so act fast to secure your dream home.



In a suburb where new developments are rare, the nine-level, Westside Indooroopilly project scheduled for completion in January 2018, will stand out from the crowd of older apartments.


WESTSIDE
INDOOROOPILLY

A RARE OFFERING



In a convenient location, Westside is right next to Indooroopilly Shopping Centre and the family-friendly Keating Park. Brisbane's city centre is approximately 9km away, while the Mt Coot-tha Lookout and Indooroopilly Golf Club are within a short 10 minute drive.

This is Indooroopilly's most exciting new development. With authentic boutique character, not only will buyers absolutely love living in these large, homely apartments, they also present potential for high yields if investing as a rental property.

Westside Indooroopilly promotes an active outdoor lifestyle with the Brisbane River and a range of parks, gardens and bike trails nearby. These apartments are also well connected, thanks to bus stops across the road and Indooroopilly Train Station only 700m away.

Indooroopilly will always remain as one of the western suburb's most sought-after residential addresses, given the high level of accessibility and proximity to major employment, education and retail nodes.



THE BOATYARD – BULIMBA

With only 16 waterfront apartments and 11 terrace apartments, The Boatyard Bulimba sets a new benchmark for exclusive waterfront living.



WESTSIDE – INDOOROPILLY

A \$67 million development comprising a collection of one, two and three bedroom apartments – a rare offering for Indooroopilly.

NOW SELLING



MANHATTAN TERRACES – WEST END

80 luxury, high end and contemporary freehold terrace homes. With New York inspired architecture and interior design, each residence is unique and individually titled.



OXLEY & BOWEN – NEW FARM

Featuring seven freehold terrace homes, Oxley & Bowen Residences is a limited offer for the astute buyer with a desire for chic inner-city living.



NIDO APARTMENTS – ASCOT

Set above the canopy in Ascot, Nido Apartments presents a combination of 12 two and three bedroom apartments set over two levels with all balconies capturing panoramic views.



BRASTED PLACE – TARINGA

Offering 18 appealing one, two and three bedroom apartments, this unique development is well suited to a range of lifestyles and opportunities.



SILK ON RACECOURSE – ASCOT

A four storey development with elements of retail and residential. Located in Ascot, Silk consists of 24 one, two and three bedroom apartments with a ground floor retail centre.

OXLEY & BOWEN RESIDENCES

This architecturally designed freehold terrace-style development reflects a relaxed approach combined with a vibrant inner-city lifestyle in the sought-after suburb of New Farm.

Floor plans are a spacious 297m² to 370m²; the equivalent to a large, freestanding family home. Featuring three levels of luxury and adorned with superior finishes, each residence offers three bedrooms, two bathrooms, powder rooms on each level, and a sleek, well-equipped kitchen with butler's pantry.

While majority of sales at Oxley & Bowen Residences have been to local owner-occupiers, there has also been strong interest from Sydney – Brisbane expats looking to buy now and return home in a few years.

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*"IMAGINE YOUR
OWN PIECE OF
NEW FARM."*

THINGS TO CONSIDER WHEN PREPARING A PROPERTY FOR RENT

So you've just purchased your first investment property?

Congratulations! Before you sign the documents to list your property for rent, take some time to consider how the home presents. You must try to appeal to as many prospective tenants as possible. The age and location of your property will help determine whether any improvements should be made. Money spent in the right area will limit the amount of time the property is vacant.

Replace old fixtures and fittings like light bulbs and switches, fans and door handles. Invest in new blinds if the curtains are dated and worn. A lick of paint will make a big change to appearance. Opt for a neutral tone throughout and stay true to the age of the property. Maintain the lawn and gardens. Ensure the grass is green, freshly mowed and weeds removed. Most importantly, have quality photos taken. A minimalist and clutter free property will always present better.



THE RISE OF THE TOWNHOUSE

City-fringe villas and townhouses have emerged as the latest trend in the Brisbane property market. These boutique projects, typically offering only a small number of residences, have become an alternative to apartment living in Brisbane's suburbia.

With low body corporate fees and low property maintenance, townhouses have become popular with first home owners, downsizers and investors seeking a cheaper alternative lifestyle to an expensive freestanding home.

Built with the owner-occupier in mind, well-designed townhomes provide open plan living, expansive and free flowing interior spaces to capture optimal natural light and in most cases,

a private outdoor area with a small yet practical lawn. Designed for those looking for an easier lifestyle, townhouses can provide the essential comforts, quality and value for owner occupiers or tenants.

Locations are typically within easy access to the Brisbane CBD, public transport, shopping centres and medical and financial services.

PROJECTOR

INNER CITY APARTMENTS MARKET REPORT SEPTEMBER QUARTER 2017

BRISBANE MARKET OVERVIEW

220 UNCONDITIONAL TRANSACTIONS WERE RECORDED FOR THE SEPTEMBER 2017 QUARTER, TOTTALLING APPROXIMATELY \$136 MILLION WORTH OF APARTMENT SALES.

Sales volumes declined across Brisbane's inner city suburbs during the September 2017 quarter as the apartment market continues to face challenges including the effect of subdued investor participation.

220 unconditional apartment transactions occurred during the September 2017 quarter in Inner Brisbane as a response to stricter lending conditions and continued press about an apparent oversupply. Compared to last quarter, the number of unconditional sales in Inner Brisbane declined by 24%, however, when compared to the same period in 2016 this decline in sales volumes is much more pronounced at 59%. In contrast, the weighted average sale price remains higher than the September 2016 period by 6%.

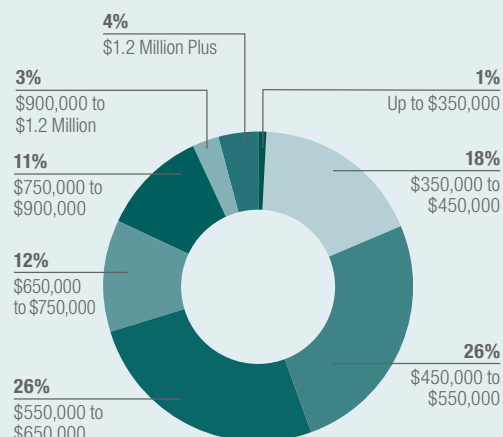
Summary of the September 2017 Quarter

- There are currently 63 projects being sold off the plan in Inner Brisbane.
- A weighted average sale price of \$654,710 was recorded for the September quarter 2017, representing an increase of 6% from the corresponding period 12 months prior.
- Brisbane 1, located in Brisbane's South of the River precinct, was the top performer for the September 2017 quarter, recording 30 unconditional sales.
- Two bedroom apartments continued to account for the majority of unconditional sales, accounting for 62% of all sales during the September 2017 quarter. One bedroom apartments accounted for 26% of unconditional sales, whilst three bedroom apartments accounted for a further 11%.
- The most common price points of off the plan apartment sales during the September quarter, 2017, were the \$450,000 to \$550,000 and \$550,000 to \$650,000 price brackets, accounting for 26% of all sales each.
- The majority of remaining apartments are in two bedroom configurations, which account for 54% of all remaining apartments. One bedroom configurations account for 25% of remaining off the plan apartments and is followed by three bedroom configurations, which account for a further 19%.
- There are currently 1871 apartments remaining for sale representing a supply of 25 and a half months.
- The proportion of deferred apartment projects in the development pipeline has increased to 45% of all projects as a result of various factors, including softening sales rates, stricter lending policies and higher construction costs.

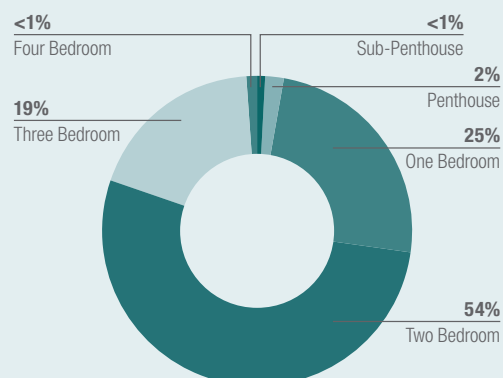
Overall, the Inner Brisbane off the plan apartment market is continuing to experience a difficult period of the property cycle.

Place advisory expects the current levels of sales volumes to continue in the short term while current supply levels continue to be absorbed and confidence gradually returns to the marketplace.

Unconditional Sales by Price Point



Unconditional Sales by Bedroom Configuration



BRISBANE CBD

As expected, the CBD precinct continues to record the highest weighted average sale price. During the September 2017 quarter, there were only 15 apartments sold over five apartment projects in the CBD precinct.

- Total unconditional sales returned to previous levels in the CBD precinct, with only 15 apartments sold.
- The CBD precinct recorded a weighted average sale price of \$771,667 for the quarter, a decrease of just over 20% from the previous quarter.
- Mary Lane recorded the highest weighted average sale price of \$1,050,000 for the September 2017 quarter.
- The majority of transactions that occurred within the CBD precinct were in two bedroom configurations, accounting for 60% of total sales. This is a change from the June 2017 quarter when one bedroom configurations accounted for the most transactions at 51% of apartment sales.
- Only 317 apartments remain available for purchase in the CBD precinct across all five projects which include The Midtown, 111 Quay Apartments, Skytower, 443 Queen and Mary Lane.
- The majority of remaining stock for sale over these five developments is made up of two bedroom apartments, accounting for 53% of available product. This is followed by three bedroom and one bedroom configurations, accounting for 23% and 22% of available stock respectively. Four bedroom configurations and penthouses account for the remaining 2% of apartments available in the CBD Precinct.

| Development | Suburb | Status | Total Units | Sold to Date | Available for Sale | Sold September 2017 Qtr |
|----------------------------|--------|--------------------|--------------|--------------|--------------------|-------------------------|
| The Midtown | CBD | Completed | 144 | 128 | 16 | 0 |
| 111 Quay Apartments | CBD | Completed | 78 | 77 | 1 | 1 |
| Skytower | CBD | Under Construction | 1,092 | 990 | 102 | 12 |
| 443 Queen | CBD | Under Construction | 264 | 135 | 129 | 0 |
| Mary Lane | CBD | Under Construction | 184 | 115 | 69 | 2 |
| CBD PRECINCT TOTALS | | | 1,762 | 1,445 | 317 | 15 |

NORTH OF THE RIVER

The North of the River apartment market remained relatively steady with a median price of \$698,276 and a total of 100 unconditional sales during the September 2017 quarter.

- A weighted average sale price of \$698,276 was recorded for the September 2017 quarter, reflecting minimal movement of less than 1% when compared to both the previous quarter and the corresponding quarter in 2016.
- The Hudson on the Mill and Ella Apartments continued to be standout performers for the precinct, recording 23 and 20 sales respectively, and accounting for 43% of total unconditional sales in the precinct.
- Two bedroom apartments were once again the highest selling configuration as they are the most available stock in the precinct, accounting for 58% of total apartment sales. One bedroom configurations accounted for 30% of apartment sales whilst three bedroom configurations accounted for a further 10% of sales for the quarter.
- At the end of September 2017, there were 557 apartments remaining for sale across the precinct representing a 17 month supply.
- The majority of remaining stock remains in two bedroom configurations, accounting for 58% of stock. This is followed by one and three bedroom configurations, representing 28% and 9% of total remaining stock respectively.

| Development | Suburb | Status | Total Units | Sold to Date | Available for Sale | Sold September 2017 Qtr |
|----------------------------------|------------------|-----------------------|--------------|--------------|--------------------|-------------------------|
| Pier at Waterfront | Newstead | Completed | 99 | 98 | 1 | 2 |
| Belise | Bowen Hills | Completed | 228 | 220 | 8 | 0 |
| The Hudson at The Mill | Albion | Completed | 140 | 131 | 9 | 23 |
| North Yards | Bowen Hills | Completed | 208 | 207 | 1 | 0 |
| South Yards | Bowen Hills | Completed | 182 | 180 | 2 | 0 |
| Newstead Central - Laguna | Newstead | Under Construction | 189 | 170 | 19 | 2 |
| Newstead Central - St Tropez | Newstead | Completed | 231 | 226 | 5 | 0 |
| Newstead Central - Capri | Newstead | Under Construction | 207 | 175 | 32 | 5 |
| Mode | Newstead | Completed | 157 | 139 | 18 | 0 |
| Hercules | Hamilton | Completed | 228 | 226 | 2 | 0 |
| Pure | Spring Hill | Completed | 93 | 82 | 11 | 0 |
| The Johnson | Spring Hill | Completed | 193 | 185 | 8 | 0 |
| Baxter St Apartments | Fortitude Valley | Under Construction | 56 | 44 | 12 | 0 |
| Henley Towers | Fortitude Valley | Awaiting Construction | 301 | 178 | 123 | 0 |
| Utopia Space | Fortitude Valley | Under Construction | 300 | 238 | 62 | 1 |
| The Winn | Fortitude Valley | Completed | 63 | 55 | 8 | 0 |
| Gallery House - Stage 1 | Hamilton | Under Construction | 164 | 119 | 45 | 10 |
| Chester Apartments | Newstead | Under Construction | 170 | 155 | 15 | 6 |
| Ella Apartments | Newstead | Under Construction | 149 | 98 | 51 | 20 |
| Nero | Newstead | Under Construction | 107 | 90 | 17 | 0 |
| 38 High St | Toowong | Completed | 136 | 118 | 18 | 0 |
| Landmark | Toowong | Completed | 119 | 119 | 0 | 1 |
| White Dawn | Toowong | Awaiting Construction | 60 | 52 | 8 | 0 |
| Illumina | Toowong | Under Construction | 221 | 212 | 9 | 12 |
| Augustus Residences | Toowong | Under Construction | 90 | 75 | 15 | 8 |
| Aura | Milton | Awaiting Construction | 82 | 24 | 58 | 10 |
| NORTH OF THE RIVER TOTALS | | | 4,173 | 3,616 | 557 | 100 |

SOUTH OF THE RIVER

Unconditional off the plan apartment sales declined marginally in the South of the River precinct, which recorded 105 transactions. This is approximately 8% less sales volume when compared to the June 2017 quarter.

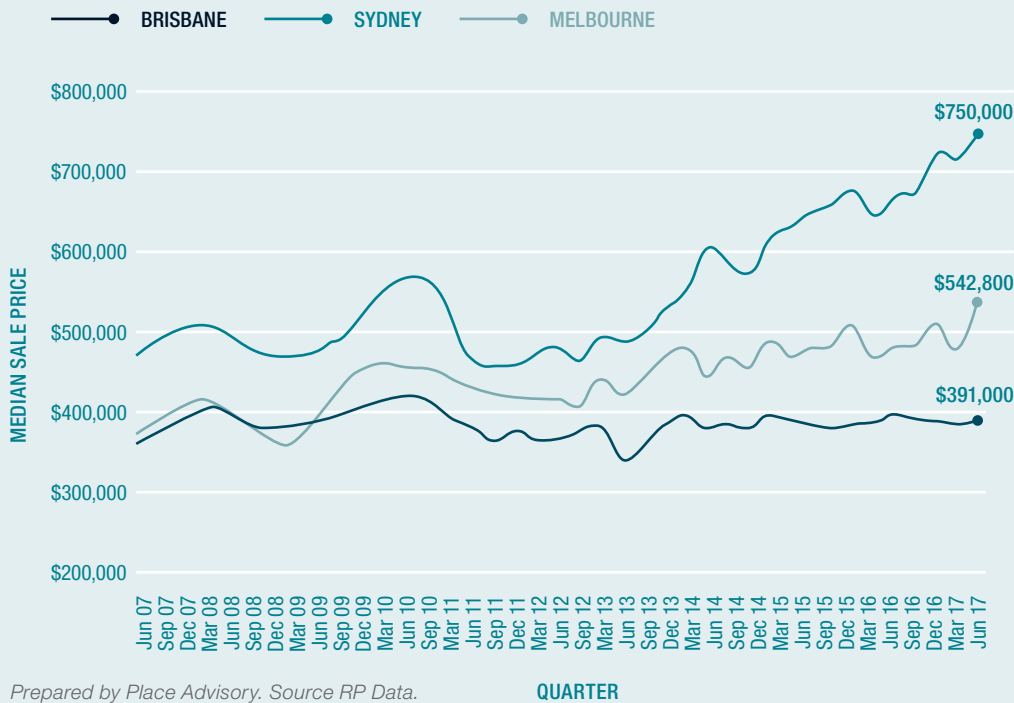
- A weighted average sale price of \$601,905 was recorded for the September 2017 period, representing approximately an 8% decrease on the June 2017 quarter. However, this is still approximately 9% higher than the September 2016 quarter.
- The majority of stock sold during the September 2017 quarter were unsurprisingly two bedroom apartments as they are the most prominent configuration of available stock. Two bedroom configurations accounted for 65% of unconditional sales, followed by one bedroom configurations which accounted for 23% of sales. Three bedroom configurations accounted for a further 11% of all sales in the precinct whilst, sub-penthouses accounted for the remaining 1%.
- 997 apartments remain available for sale throughout the South of the River precinct. These are largely made up of two bedroom configurations which account for 51% of available stock. One bedroom and three bedroom configurations account for 24% and 23% of remaining stock respectively, whilst, four bedroom, penthouses and sub-penthouse configurations account for the remaining 2% of available stock.
- Princess Regent no longer has any apartments available for sale and will be removed from Place Advisory's future reports.
- Off the plan apartment stock in the South of the River precinct is approximately 75% sold.
- At the end of September 2017, a supply of approximately 28 months of apartments remains for sale when considering current sales rates.

105
UNCONDITIONAL
TRANSACTIONS;
WEIGHTED AVERAGE
PRICE \$601,905

| Development | Suburb | Status | Total Units | Sold to Date | Available for Sale | Sold September 2017 Qtr |
|---|----------------|-----------------------|--------------|--------------|--------------------|-------------------------|
| Emporium Residences & Emporium Apartments | South Brisbane | Under Construction | 221 | 214 | 7 | 0 |
| Citro | West End | Under Construction | 106 | 67 | 39 | 0 |
| Light & Co - Radiance | West End | Completed | 139 | 130 | 9 | 2 |
| Light & Co - Illuminate | West End | Completed | 90 | 74 | 16 | 12 |
| INK | West End | Under Construction | 107 | 87 | 20 | 0 |
| Olympia on Russell | South Brisbane | Completed | 65 | 62 | 3 | 0 |
| Brisbane Casino Towers | South Brisbane | Under Construction | 378 | 373 | 5 | 0 |
| Virtuoso | West End | Under Construction | 77 | 49 | 28 | 4 |
| Black Fold | West End | Under Construction | 40 | 38 | 2 | 0 |
| Oxley and Stirling | South Brisbane | Under Construction | 218 | 215 | 3 | 0 |
| Brisbane 1 | South Brisbane | Under Construction | 608 | 443 | 165 | 30 |
| Skyneedle Stage 1 | South Brisbane | Under Construction | 110 | 81 | 29 | 0 |
| Princess Regent | Woolloongabba | Completed | 78 | 65 | 0 | 22 |
| Atlas | South Brisbane | Under Construction | 210 | 169 | 41 | 2 |
| Soko Waterfront Apartments | West End | Completed | 120 | 84 | 36 | 0 |
| Allure Apartments | West End | Under Construction | 53 | 41 | 12 | 2 |
| Ferry Rd. | West End | Awaiting Construction | 60 | 20 | 40 | 1 |
| The One | West End | Under Construction | 61 | 24 | 37 | 3 |
| The Mews | Woolloongabba | Under Construction | 140 | 120 | 20 | 0 |
| Linc | Kangaroo Point | Completed | 45 | 44 | 1 | 0 |
| Affinity | Kangaroo Point | Completed | 44 | 40 | 4 | 1 |
| Corde Residences | East Brisbane | Under Construction | 60 | 47 | 13 | 2 |
| The Marc | Kangaroo Point | Completed | 69 | 56 | 13 | 0 |
| Boggo Road Stage 2 | Dutton Park | Under Construction | 75 | 53 | 22 | 1 |
| Linton Apartments | Kangaroo Point | Under Construction | 144 | 110 | 34 | 0 |
| Lincoln on the Park | Greenslopes | Under Construction | 93 | 39 | 54 | 0 |
| The Duke | Kangaroo Point | Under Construction | 125 | 114 | 11 | 12 |
| Eastpark | Bulimba | Under Construction | 80 | 36 | 44 | 0 |
| Florence | Greenslopes | Awaiting Construction | 107 | 44 | 63 | 2 |
| Maasra Apartments | Coorparoo | Awaiting Construction | 131 | 17 | 114 | 0 |
| Lume | Kangaroo Point | Under Construction | 119 | 53 | 66 | 0 |
| Oxy | Greenslopes | Under Construction | 60 | 14 | 46 | 9 |
| SOUTH OF THE RIVER TOTALS | | | 4,033 | 3,023 | 997 | 105 |

BRISBANE, SYDNEY AND MELBOURNE APARTMENT SALES 2007-2017

Apartment development supply remains at high levels in Australia's three largest apartment markets in 2017. We compare the Brisbane, Sydney and Melbourne apartment markets and provide a summary of what development looks like in the near future.



Prepared by Place Advisory. Source RP Data.

BRISBANE APARTMENT MARKET

Median Price: \$391,000
12 Month Price Growth: -1%
10 Year Total Price Growth: 8%

SYDNEY APARTMENT MARKET

Median Price: \$750,000
12 Month Price Growth: 11.9%
10 Year Total Price Growth: 60%

MELBOURNE APARTMENT MARKET

Median Price: \$542,800
12 Month Price Growth: 12.5%
10 Year Total Price Growth: 46%

New Development

Talks of an apartment oversupply continue to paint a dull picture of the Brisbane apartment market, while demand in Melbourne and Sydney has appeared able to keep up with the supply of new apartments. Over the past 12 months to June 2017, Apartment approvals have accounted for 55% of all residential approvals in Australia. This is 2% lower when compared to the same period in 2016.

The majority of all apartment approvals in Australia, 86%, remain in the three major east coast cities of Brisbane, Sydney and Melbourne. In the year ending June 2017, the proportion of total apartment approvals has increased in Sydney and Melbourne by 5% and 1% respectively, whilst it has declined in Brisbane by 5% when compared to the same period in 2016.

Development Approvals by City

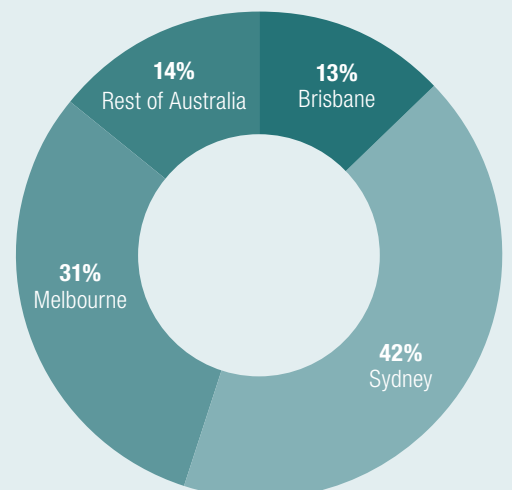
Sales volumes are declining and settlement risk is increasing due to a number of factors that affect both foreign and domestic purchasers. Purchasers are dealing with stricter lending conditions and increasing finance costs as a result of restrictions placed on financial institutions, whilst foreign purchasers are also affected by the new vacant tax, foreign ownership restrictions in large developments, capital gains tax changes and the previous stamp duty surcharge.

Apartment Market Overview

- A widening gap is occurring in the median apartment prices between the Brisbane, Sydney and Melbourne apartment markets.
- Median apartment prices for Brisbane, Sydney and Melbourne now sit at \$391,000, \$750,000 and \$542,800 respectively and is easily the largest gap recognised in over 10 years.
- Whilst the Brisbane apartment market has remained flat, there has been growth seen in both the Sydney and Melbourne apartment markets.
- Over the last 12 months the Melbourne apartment market has shown the strongest

growth in median prices, recorded at 12.5%. The Sydney apartment market was next with 11.9% growth, whilst the Brisbane apartment market declined in median price by 1%.

- Brisbane Apartments have been on average, 43% more affordable than Sydney apartments and 15% more affordable than Melbourne apartments over the past 10 years ending June 2017.
- At the current median price of \$391,000, Brisbane apartments are 92% cheaper than Sydney apartments and 39% cheaper than Melbourne Apartments.



Prepared by Place Advisory. Source Australian Bureau of Statistics.

LUXURIOUSLY CRAFTED

On the revered waterfront site of Norman R. Wright & Sons, one of Australia's finest boat builders, a new era of passionate design and uncompromising craftsmanship is born.

Large apartments in inner-city boutique complexes are hot property, with the demand for these apartments soon to outstrip supply. Now under construction, The Boatyard Bulimba is a new boutique development set to be a stunning icon along the Brisbane River foreshore.

Designed by award winning architect Brian Donovan (BVN), these two, three and four bedroom apartments will set a new benchmark in luxury waterfront living in Bulimba. In particular, the exclusive three and four bedroom apartments provide direct frontage to the Brisbane River and a prized northerly aspect looking across the water to Hamilton Hill. Stunning and spacious, the open plan living and dining area extends onto an expansive balcony designed to capture the best of the seasons. With only one other neighbour per floor and an exclusive opportunity to purchase your own marina berth, The Boatyard epitomises waterfront living like no other.

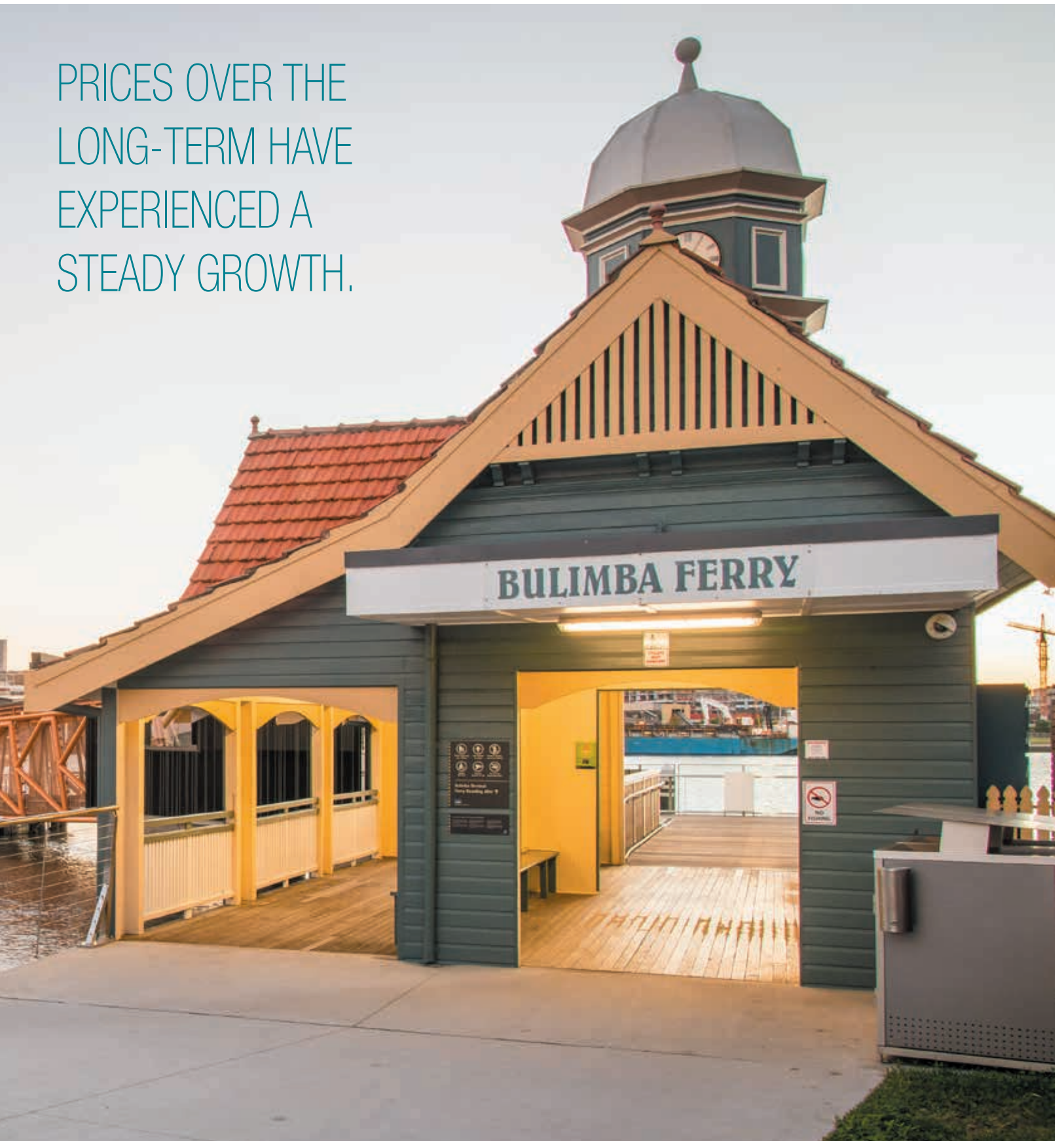
Offering 16 Waterfront Apartments and 11 Terrace Apartments, only a lucky few will have the opportunity to call The Boatyard Bulimba home.

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THE
BOATYARD
BULIMBA

BULIMBA

PRICES OVER THE
LONG-TERM HAVE
EXPERIENCED A
STEADY GROWTH.





Bulimba is a well-established, riverfront suburb located in Brisbane's middle east region. As one of Brisbane's most respected inner-city lifestyle and entertainment precincts, it is where you will find contemporary cafés, gourmet restaurants and a relaxed, charismatic charm.

Just four kilometres north east of the CBD, residents are well connected and enjoy a sophisticated inner city atmosphere. Bordering the Brisbane River affords the luxury of two ferry terminals – Oxford Street and Apollo Road. Bulimba is also located within easy access of bus and rail networks, creating a convenient commute to the CBD.

Bulimba has shown consistent growth over the years. Viewed as a multi-million dollar market, the current median house price is \$1,175,000 and apartments \$660,500. Prices over the long-term have experienced a steady growth; 3.4% for housing and 4% for apartment markets. Bulimba is considered a prestigious, family orientated suburb (68.9%), with a household median age of 37 years old and a median household income of \$2,443 per week. Offering close proximity to the CBD and ideal riverside location, Bulimba is well situated for future capital growth.

CREATING A LIFESTYLE IN BULIMBA IS SIMPLE. THE DESIRABLE AND CENTRALLY LOCATED OXFORD STREET CATERS TO EVERY FOOD, FASHION, LEISURE AND ENTERTAINMENT NEED. YOU CAN UNDERSTAND WHY BULIMBA BOASTS MAJOR DEMAND AND IS A VERY SOUGHT-AFTER SUBURB FOR BRISBANE'S INNER CITY LIVING.



PROPERTY IS A LONG TERM PLAY

In today's market, many purchasers tend to take a very short term view to investment in real estate. With the increased speed of data and information, our minds have almost been trained to expect immediate results.

Realistically however, property investment is long term and the investment strategy should be made clear from the outset.

Property is a reasonably secure, long-term investment that can earn rental income as well as realise capital gains in the future. It can also provide additional financial benefits through taxation and gearing, dependent on your personal incomes.

A recent survey undertaken of the local Brisbane market found some interesting trends from our buyers. Investors are seeking opportunities to buy in suburbs that are located further from the CBD, provided they are closer to public transport services and retail or entertainment precincts with a return of 4-6% p.a.

At the end of the day, like any investment, there are risks involved with property. However, if you seek advice from property market experts and prepare for the inevitable highs and lows, you will be well-positioned as the cycles ebb and flow.

THE ART OF DOWNSIZING



The kids have finally left home and you're rattling around in a big house with rooms you never use and require too much maintenance. Sound familiar? Time to think about downsizing.

Moving house can be a stressful event but it can also generate wealth for your retirement. There are many reasons to move, but most downsizers are looking to stay in the same suburb or move closer to family or grandchildren.

SOME TIPS TO CONSIDER:

1. Assess your belongings and work out what to preserve, sell or incorporate into your new lifestyle.
2. Declutter personal possessions – room by room – so it's not too daunting.
3. Donate or dispose – you no longer need those kids toys and school assignments.
4. Be ruthless with your wardrobe.
5. Measure furniture items you wish to keep such as personal heirlooms, antique pieces and the dining table.

It will take time to adjust and fit your life into your new home. Relax and enjoy the journey.

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BUY NOW OR BUY LATER?

This is a common question asked by people investing in property no matter where you go. It is followed by - Is now a good time to sell or buy? There is no simple answer to these questions but the circumstances that are powering you to buy or sell are unique.

You need to consider what is driving you to move your money in real estate. What are you able to achieve if you sell or buy? Will your lifestyle improve or will investing help you diversify your investments?

Good real estate practice involves engaging an agent who takes time to understand the circumstances surrounding your decision. An agent that can understand your circumstances and why you should buy or sell will help with the process of decision making.

Then the answer to buy now or buy later becomes clear no matter what the market place is doing at the time.

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Place Projects is Brisbane's premier project marketing company. Specialising in marketing off-the-plan apartment developments, we provide a full service sales organisation to the South East Queensland market. Our passion for innovation and exceptional results ensures interaction with quality people, quality properties and quality marketing.

PLC-PRO3535

