

APARTMENT

ISSUE 02
AUTUMN 2018

In this edition, we take an in-depth look at the **sales figures** of the **December 2017 quarter**. We also compare Brisbane's **best performing developments**, some newcomers that are **now selling** and what makes a **good investment**. Finally, we investigate the property market of **Indooroopilly**, once renowned for its retail, now becoming a **lifestyle hub of the inner west suburbs**.



STEADY
MARKETS &
UPCOMING
TRENDS



place
projects

8 PREDICTIONS FOR 2018

Whilst it is expected that the property market in Brisbane will continue to face a period of uncertainty, there will still be opportunities. Within the Brisbane market, there will be pockets of growth and particular submarkets which will outperform through 2018. These are our top 8 predictions for 2018.

Lachlan Walker | 0438 710 888 | lachlanwalker@eplace.com.au



1 SUPPLY CLEAN-UP

It is expected that the supply of new apartments being delivered to Brisbane will quickly dry up in 2018, whilst limitations on new product releases will restrict future supply.

2 SITE SALES

Development sites purchased on or near the peak of the market will begin to be transacted in 2018.

3 STRENGTHENING IN THE HOUSING SECTOR

Brisbane's housing market, which saw stable consistent growth in 2017, is expected to see further growth in 2018.

4 RENTAL STABILISATION

The rental market tightened in 2017 where average yields softened to between 4.2% and 4.5% in most cases. We do not expect these to soften further.

5 OWNER OCCUPIERS TO DOMINATE

Owner occupiers will be the drivers of change in the local market in 2018.

6 SALES RATES TO STABILISE

We expect sales rates of off-the-plan apartments to remain stable in 2018, reflecting long term averages.

7 LIMITED FOREIGN BUYERS

With no change in lending policy foreseeable in the short term, foreign purchasers will be limited to those who have larger deposits onshore.

8 SOLIDARITY OF PRICE GROWTH IN UPPER END

We expect this market to continue to solidify and absorb demand in 2018. A-Grade property will continue to portray value.



NIDO APARTMENTS



Upon entering each unit, a sunlit oak timber and glass stairwell links to a private and unique living space. Full height sliding doors open the apartments up to breathtaking panoramic views across Brisbane, the CBD and river. Designed with functionality in mind, the kitchen, dining and living areas provide an abundance of space and circulation.

Complimentary to the prestigious location and exclusive lifestyle, the highest quality finishes and fixtures have been used in each apartment, across the communal garden and alfresco entertaining areas.

Located only six kilometres from the CBD, Nido Apartments is set in the quiet and leafy Lapraik Street. Sitting atop a former quarry abutting Bartley's Hill, the site provides peace and privacy, only a short stroll from Sandgate and Crosby Roads.

Nido Apartments takes the greatest assets of 59 Lapraik Street in Ascot – location and views – and combines them with a carefully thought-out, unique and functional design. Nido Apartments presents an unmissable opportunity for any owner occupier.

Recently completed, each two and three bedroom apartment is set over two levels with all balconies meticulously designed to capture the essence of the location.





THE BOATYARD – BULIMBA

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



WESTSIDE – INDOOROOPILLY

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

NOW SELLING



PAVILIONS ON PARKVUE – OXLEY

Nestled in the leafy heart of the booming suburb of Oxley, these terrace homes offer open plan living, expansive glazing and free flowing interior spaces, seamlessly connecting each home with its own private and tranquil outdoor area.



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.



OUTLOOK - CHERMSIDE

This boutique townhouse project will provide spacious living and quality finishes. Outlook Chermshire presents a lifestyle that lets you enjoy the beauty of nature and the creature comforts of modern living.



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.



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.

OUTLOOK CHERMSIDE

Outlook Chermside has been carefully designed to complement its natural surroundings. This boutique townhouse project will provide spacious living, quality finishes, and present a lifestyle that lets you enjoy the tranquility of your surrounds from the comfort of a modern interior.

Situated in the centre of Chermside Hills and Milne Reserve, there is plenty of open space with an abundance of parks for relaxing and playing as well as kilometres of walking and bike trails.

Private and secure, this property is a must to investigate whether you are an investor or an owner occupier.

Matt Brandon | 0401 084 900 | mattbrandon@eplace.com.au

*THESE TOWNHOUSES
PROVIDE EVERYTHING
YOU NEED, RIGHT ON
YOUR DOORSTEP.*



WHAT MAKES A GOOD INVESTMENT



Investment means different things to different people. A good property investment is completely dependent on the individual's risk profile, financial position and desired outcomes.

In property, many investors allow emotion to critically influence their purchasing decision. This natural instinct is at times hard to navigate. However, a true property investment should be made on strategy and finance.

Here are a few questions you should ask yourself.

- Am I buying for cash flow or capital growth?
- To live or to rent?
- For income or as a tax minimisation strategy?
- What am I looking for in a location?
Lifestyle amenities?
Transport infrastructure?
Parks and bikeways?

The property market, like all investment markets, moves in cycles and at times, the best opportunities may stem from buying or selling against the trend in order to recognise the best price. At the end of the day, if you have done your research to mitigate risk, followed your strategy, and found something at the right price, taking the plunge is the next step.

Then enjoy the ride!

DEFENCE HOUSING – A SECURE INVESTMENT OPTION

Property investors today are seeking stability in the rental market as tenants continue to seek value and lifestyle. This impacts vacancy rates and the time that landlords are without income.

This is the main risk with holding an investment property - time vacant and frequency of vacancy whilst you own it. As a property investor, we must assume that tenants will move approximately every 12 months, and that you will probably have to fix the place up from time to time.

Buyers of Defence Housing Australia (DHA) leased properties are able to neutralise the vacancy risk and cost. DHA pays the rent a month in advance, even if the property is vacant.

DHA exists to provide quality housing and related services to Defence members and their families in support of the operational, recruitment and retention goals of the Department of Defence. It is a unique investment proposition where the Australian Government pays you the rent and maintains the property under a long-term lease arrangement – providing a secure and transparent rental return.

PROJECTOR

INNER CITY APARTMENTS MARKET REPORT DECEMBER QUARTER 2017

BRISBANE MARKET OVERVIEW

228 UNCONDITIONAL TRANSACTIONS WERE RECORDED FOR THE DECEMBER QUARTER 2017, TOTTALLING APPROXIMATELY \$160 MILLION WORTH OF APARTMENT SALES.

This comes despite challenging market conditions and a general decline in sales volumes throughout the year. Sales volumes did increase slightly in the December quarter, (by a modest 3.6%) compared to the September quarter, however, they are still 28% below the same period 12 months prior. The weighted average sale price for the December quarter 2017, was recorded at \$700,110 almost 26% higher when compared to the same period 12 months prior – portraying the shift toward owner occupier and better quality apartment product.

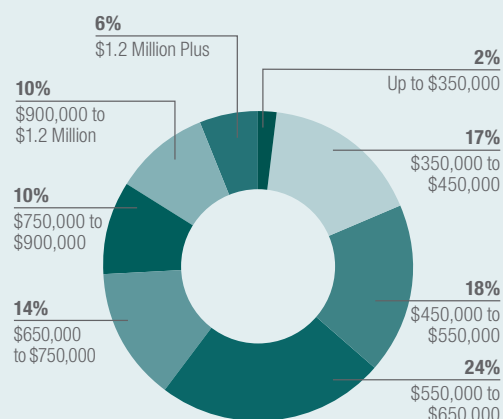
Summary of the December 2017 Quarter

- Inner Brisbane currently has 60 projects being sold off-the-plan.
- The weighted average sale price for the December quarter 2017, was recorded at \$700,110. This represents an increase of 7% compared to the previous quarter, and 26% when compared to the same period in 2016.
- Despite only accounting for 25% of remaining stock at the end of the previous quarter, one bedroom apartments accounted for 41% of all sales during the December quarter 2017.
- Two bedroom apartments continue to be the preferred configuration of buyers, accounting for 48% of unconditional sales during the December quarter 2017. However, this is down from 62% during the September quarter 2017.
- The most common price point for off-the-plan apartment sales during the December quarter 2017, was the \$550,000 to \$650,000 price bracket, accounting for 24% of all sales. This was followed by the \$450,000 to \$550,000 price bracket which accounted for a further 18% of sales for the period.
- 2,041 off-the-plan apartments remain available for sale throughout Inner Brisbane, representing a supply of 27 months. The majority of remaining apartments are in two bedroom configurations, which account for 56% of all remaining apartments. One bedroom configurations account for a 26% of remaining apartments whilst, three bedroom configurations, account for a further 13%.
- The proportion of deferred apartment projects in the development pipeline continues to increase, reaching 48%. New development applications only account for 18% of the development pipeline whilst approved development applications account for the remaining 34%. This comes as a result of increasing construction costs, stricter lending criteria and softer sales volumes compared to past periods.

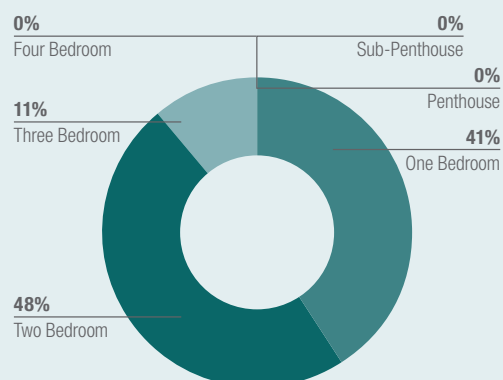
Overall, the Inner Brisbane off-the-plan apartment market is continuing to navigate a difficult period of the property cycle.

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

A consistent high performer in regards to weighted average sale price, the CBD precinct has again recorded the highest price of all Inner Brisbane precincts as a result of 24 unconditional sales.

- Sales volumes in the CBD precinct increased during the December quarter 2017, with 24 transactions being recorded. This is an increase of nine unconditional sales compared to the previous quarter
- The weighted average sale price of off-the-plan apartments in the CBD precinct increased by 45% compared to the previous quarter, topping the \$1 million mark to sit at \$1,121,875.
- **Mary Lane** recorded the highest weighted average sale price of \$1,350,000 for the December 2017 quarter, whilst **443 Queen** recorded the most sales with 16.
- One bedroom configurations were the most popular during the December quarter 2017, accounting for 42% of all sales in the CBD precinct. This is a change from the previous quarter when two bedroom configurations were the most common configuration purchased and accounted for 60% of all sales.
- There are currently 293 apartments for sale throughout the CBD precinct. At current sales volumes, this represents a supply of 37 months.
- The majority of this supply is in two bedroom configurations, accounting for 58% of all supply in the CBD precinct. A further 15% is in one bedroom configurations, 13% in three bedroom configurations and 12% in four bedroom configurations.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	December Qtr 2017
The Midtown	CBD	Completed	Completed	144	128	16	0
111 Quay Apartments	CBD	Completed	Completed	78	77	0	1
Skytower	CBD	Under Construction	Dec-18	1,092	995	97	5
443 Queen	CBD	Under Construction	Mar-18	264	151	113	16
Mary Lane	CBD	Under Construction	Nov-18	184	117	67	2
CBD PRECINCT TOTALS				1,762	1,469	293	24

NORTH OF THE RIVER

A weighted average sale price of \$667,105 was recorded for the December 2017 quarter, reflecting a decrease of 4.5% when compared to the previous quarter, but a 42% increase compared to the same period 12 months prior.

- **Obsidian** was the standout performer for the precinct during the December quarter 2017, recording 52 unconditional sales. **Gallery House Stage 2** also recorded strong sales with 37 for the period.
- Two bedroom apartments were once again the highest selling configuration, accounting for 50% of all apartment sales for the precinct. However, this proportion is down from 58% during the previous quarter. One bedroom configurations were next, accounting for 43% of sales, whilst three bedroom apartments accounted for the remaining 7%.
- At the end of December 2017, there were 914 apartments remaining for sale across the North of the River precinct, representing a 21 month supply at current sales volumes.
- The remaining stock consists mostly of two bedroom configurations, accounting for 55% of all remaining stock. This is followed by one bedroom configurations, accounting for 33% and three bedroom configurations, representing a further 6% of remaining apartments. The remaining 6% of apartments in the precinct are sub-penthouses and penthouses.
- The most common price point for apartments sold during the December quarter 2017, was the \$450,000 to \$550,000 price bracket, accounting for 26% of all sales. This was followed by the \$550,000 to \$650,000 price bracket which accounted for a further 23% of apartment sales for the period.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	December Qtr 2017
Pier at Waterfront	Newstead	Completed	Completed	99	99	0	1
Belise	Bowen Hills	Completed	Completed	228	220	8	0
The Hudson at The Mill	Albion	Completed	Completed	140	134	6	3
North Yards	Bowen Hills	Completed	Completed	208	207	1	0
South Yards	Bowen Hills	Completed	Completed	182	180	2	0
Newstead Central - Laguna	Newstead	Under Construction	2018	189	174	15	4
Newstead Central - St Tropez	Newstead	Completed	Completed	231	226	5	0
Newstead Central - Capri	Newstead	Under Construction	2018	207	178	29	3
Mode	Newstead	Completed	Completed	157	139	18	0
Hercules	Hamilton	Completed	Completed	228	226	2	0
Pure	Spring Hill	Completed	Completed	93	82	11	0
The Johnson	Spring Hill	Completed	Completed	193	185	8	0
Baxter St Apartments	Fortitude Valley	Under Construction	2018	56	44	12	0
Henley Towers	Fortitude Valley	Awaiting Construction	2018	301	178	123	0
Utopia Space	Fortitude Valley	Under Construction	Oct-19	300	239	61	1
The Winn	Fortitude Valley	Completed	Completed	63	56	7	1
Gallery House - Stage 1	Hamilton	Under Construction	Dec-18	169	116	53	5
Gallery House - Stage 2	Hamilton	Awaiting Construction	Unknown	150	37	113	37
Chester Apartments	Newstead	Under Construction	Jun-20	170	155	15	1
Ella Apartments	Newstead	Under Construction	Jun-20	149	100	49	2
Nero	Newstead	Under Construction	2018	107	90	17	0
38 High St	Toowong	Completed	Completed	136	119	17	1
White Dawn	Toowong	Awaiting Construction	Mar-18	60	52	8	0
Illumina	Toowong	Under Construction	2018	221	216	5	4
Augustus Residences	Toowong	Under Construction	Mar-18	90	81	9	6
Aura	Milton	Awaiting Construction	Mid 2018	82	31	51	7
Magnolia	St Lucia	Awaiting Construction	2019	38	5	33	5
Obsidian	Milton	Awaiting Construction	Jun-20	288	52	236	52
NORTH OF THE RIVER TOTALS				4,535	3,621	914	133

SOUTH OF THE RIVER

A weighted average sale price of \$619,366 was recorded for the December 2017 period, representing an increase of 3% when compared to the previous quarter but a 4% decline compared to the December period in 2016.

71
UNCONDITIONAL
TRANSACTIONS;
WEIGHTED AVERAGE
PRICE \$619,366

- The majority of stock sold during the December 2017 quarter throughout the South of the River precinct were two bedroom configurations, accounting for 48% of all apartment transactions. One bedroom configurations accounted for a further 38%, whilst three bedroom configurations accounted for the remaining 14% of all apartment transactions for the period.
- **Park Central One** and **Lincoln on the Park** were the best performers of the South of the River Precinct, both recording 17 sales for the December quarter 2017.
- 834 apartments remain available for sale throughout the South of the River precinct. These are largely made up of two bedroom configurations which account for 56% of available stock. One bedroom and three bedroom configurations account for 26% and 13% of remaining stock, respectively. Four bedroom, penthouse and sub-penthouse configurations account for the remaining 5% of available stock.
- The most common price point for apartment sales in the South of the River precinct was the \$350,000 to \$450,000 which accounted for 37% of all sales, whilst the \$550,000 to \$650,000 price bracket accounting for a further 30% of sales for the period.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	December Qtr 2017
Citro	West End	Under Construction	Mid 2018	106	67	39	0
Light & Co - Radiance	West End	Completed	Completed	139	133	6	3
Light & Co - Illuminate	West End	Completed	Completed	90	75	15	1
INK	West End	Under Construction	2018	107	87	20	0
Olympia on Russell	South Brisbane	Completed	Completed	65	62	3	0
Brisbane Casino Towers	South Brisbane	Under Construction	Sep-18	378	378	0	5
Virtuoso	West End	Under Construction	Mar-18	77	53	24	4
Black Fold	West End	Completed	Completed	40	38	2	0
Oxley and Stirling	South Brisbane	Completed	Completed	218	218	0	3
Brisbane 1	South Brisbane	Under Construction	Jun-18	608	443	165	0
Atlas	South Brisbane	Under Construction	Jun-18	210	169	41	0
Soko Waterfront Apartments	West End	Completed	Completed	120	89	31	5
Allure Apartments	West End	Completed	Completed	53	41	12	0
Ferry Rd.	West End	Awaiting Construction	Unknown	60	23	37	3
The One	West End	Under Construction	Sep-18	61	24	37	0
The Mews	Woolloongabba	Under Construction	Late 2018	140	122	18	2
Park Central One	Woolloongabba	Under Construction	Dec-18	168	17	151	17
Linc	Kangaroo Point	Completed	Completed	45	44	1	0
Affinity	Kangaroo Point	Completed	Completed	44	42	2	2
Corde Residences	East Brisbane	Completed	Completed	60	49	11	2
The Marc	Kangaroo Point	Completed	Completed	69	57	12	1
Boggo Road Stage 2	Dutton Park	Under Construction	2018	75	53	22	0
Linton Apartments	Kangaroo Point	Under Construction	May-19	144	110	34	0
Lincoln on the Park	Greenslopes	Under Construction	2018	93	56	37	17
The Duke	Kangaroo Point	Completed	Completed	125	116	9	2
Florence	Greenslopes	Awaiting Construction	2018	107	45	62	1
Oxy	Greenslopes	Under Construction	Dec-18	60	17	43	3
SOUTH OF THE RIVER TOTALS				3,462	2,628	834	71

2017 ANNUAL REVIEW

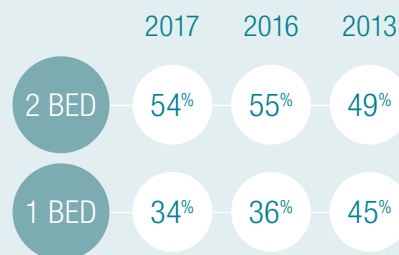


In 2017, there were 1,008 new unconditional off-the-plan apartment sales.

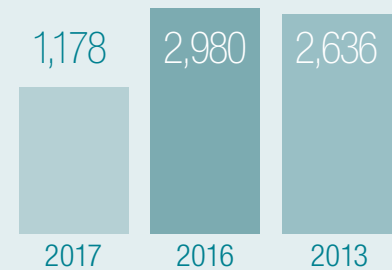
THIS LEVEL OF SALES IS 53% LESS COMPARED TO 2016 AND 65% LESS THAN 2013.

THE TREND TOWARD TWO BEDROOM APARTMENTS, AND AWAY FROM ONE BEDROOM APARTMENTS, CONTINUED IN 2017.

Two bedroom apartments accounted for 54% of sales, compared to 55% in 2016 and 49% in 2013 whilst, one bedroom apartments accounted for 34% in 2017, compared to 36% in 2016 and 45% in 2013.



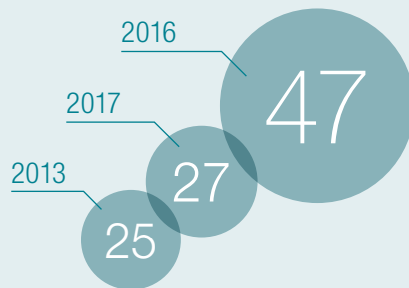
A TOTAL OF 1,178 NEW APARTMENTS ENTERED THE MARKET IN 2017. 60% LESS COMPARED TO 2016, AND 55% LESS THAN 2013.



ONLY EIGHT NEW DEVELOPMENT PROJECTS ENTERED THE MARKET IN 2017.

Significantly less than the 25 new projects in 2016, and the 30 new projects in 2013.

8



AT THE END OF 2017, THERE WERE 27 PROJECTS UNDER CONSTRUCTION COMPARED TO 47 AT THE END OF 2016 AND 25 AT THE END OF 2013.



The annual weighted average sale price increased to \$675,397 in 2017. This is an increase of 11.3% compared to 2016 and 22.1% when compared to 2013.

	2013	2014	2015	2016	2017
Projects marketed annually	69	84	86	81	72
Total annual unconditional sales	2,862	4,128	5,366	2,149	1008
Weighted average sale price	\$552,926	\$576,084	\$595,253	\$606,922	\$675,397
Approximate total gross sales	\$1.582 billion	\$2.374 billion	\$3.194 billion	\$1.304 billion	\$681 million
Total apartments released	30 projects 2,636 new apartments	34 new projects 5,295 apartments	26 new projects 4,394 apartments	25 new projects 2,980 apartments	8 new projects 1,178 new apartments
Sales ratios by apartment configurations	1 bed (45%) 2 bed (49%) 3 bed (5%) Other (1%)	1 Bed (43%) 2 Bed (50%) 3 Bed (6%) Other (1%)	1 Bed (40%) 2 Bed (55%) 3 Bed (4%) Other (1%)	1 Bed (36%) 2 Bed (55%) 3 Bed (7%) Other (2%)	1 Bed (34%) 2 Bed (54%) 3 Bed (9%) Other (3%)
Number of projects currently under construction	25	37	68	47	27



INDOOROPILLY'S MOST EXCITING NEW DEVELOPMENT IS NOW COMPLETE



WESTSIDE

INDOOROPILLY

In a suburb where new developments are rare, the nine-level, Westside Apartments at Indooroopilly stands out from the crowd of older apartments.

With comfort at the forefront of design, all residences feature a clever, operable shade-screen to allow ample warm-filtered light to fill the room, while considering environmental sustainability by reducing the need for heating and cooling.

The well-appointed kitchens are equipped with European appliances and flow seamlessly through to the living areas with private balconies, perfect for entertaining or relaxing.

Capturing picturesque views of Mt Coot-tha and the city, the rooftop terrace offers a resort-style pool, barbecue and lounge area.

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 Station only 700m away.

Westside Apartments will always remain as one of the western suburbs' most sought-after residential addresses. Given its high level of accessibility and proximity to major employment, education and retail nodes, there are only limited opportunities available.

INDOOROPILLY

THE PAST 6 MONTHS HAS
DEMONSTRATED AN EXPONENTIAL
INCREASE OF 29%.



Indooroopilly is conveniently nestled between the Brisbane River and Mount Coot-tha. Residents enjoy the benefits of Indooroopilly Shopping Centre with numerous retail and dining possibilities. This inner-west suburb also features highly acclaimed educational facilities, including many private and state schools and the University of Queensland close by. With a golf course, numerous parks and bike paths, Indooroopilly offers a desirable active outdoor lifestyle. Located just 6km from Brisbane CBD, a major bus interchange and railway station services the suburb, creating ease for commuters.

The current median house price is \$1,085,000 and apartments are sitting at an affordable \$438,000. Over the long-term, median house prices have increased by a steady 4.5% per year. However, the past 6 months has demonstrated an exponential increase of 29%. Market conditions for apartments are a little challenged at present with annual median apartment prices increasing by just 1.1% over a 5-year period. Recent performance and current median price of apartments creates a golden opportunity to enter the market.

Owner-occupiers and investors constitute an even share of the market. Indooroopilly is considered a family orientated suburb (63%) however it is also home to many students, explaining a below state average household median age of 30 years old. Residents of Indooroopilly are also higher paid in comparison to state average, with a median household income of \$1,724 per week.

OFFERING A DIVERSE ARRAY OF AMENITIES, EDUCATION OPPORTUNITIES AND A HIGH LEVEL OF CONNECTIVITY, IT IS CLEAR WHY INDOOROOPILLY AFFORDS BOTH AN APPEALING LIFESTYLE AND FUTURE GROWTH PROSPECTS.



Brisbane's riverfront market portrays some of the city's most prestigious and sought-after residential properties. With limited supply, it is a market that has seen strong growth through the years.



RIVERFRONT APARTMENTS

As a general statement, it has been well noted that sales volumes across all apartment types in Brisbane have been steadily declining since peaking in 2014. However, the most recent half of the year saw a total of 1,879 apartment sales in Inner Brisbane, of which only 147 transactions were classified as 'riverfront'.

This niche market has historically only been categorised by limited regions in Brisbane. The CBD precinct has been a strong performer for riverfront apartments over both the

short and long term, consistently outperforming the other precincts. However, we are likely to see the evolution of areas such as Newstead, Bulimba and Kangaroo Point beginning to challenge this rule of thumb.

We expect the riverfront apartment market to continue to develop and mature in the coming years, offering some amazing opportunities for owners to purchase a property in irreplaceable locations.

TOP TIPS TO PREPARE YOUR PROPERTY FOR SALE



Great presentation or minor cosmetic improvements can maximise the eventual sale price of a property. The buyer needs to feel that they can move straight in or that the property can be leased straight after settlement. In some instances, it may be beneficial to hire furniture or consult with a stylist that can incorporate items with your existing pieces.

SOME TIPS TO CONSIDER:

1. Ensure the kitchen and bathroom(s) are spotless – these rooms are often what makes or breaks a sale
2. Declutter decorator items to ensure rooms are spacious
3. Store small appliances and remove items from kitchen benches
4. Remove personal photos from display and magnets from fridges
5. Wipe walls of any marks or add a lick of paint to freshen rooms
6. Pay particular attention to marks on light switches, mirrored wardrobes and glass sliding doors
7. Ensure all light bulbs and lamps are working

The property is now ready for professional photography and your first open home.

Deborah Barbi | 0418 873 500 | dbarbi@eplace.com.au



THE VALUE OF A QUALITY TENANT

Often throughout a tenant's lease, market conditions change: sometimes for the better, and sometimes for the worse, often making the lease renewal process a delicate one.

A great tenants' value should never be overlooked. Having to go through the re-letting process, potentially recognising vacancy and loss of rental income - only to find that the property is re-let for the same amount or sometimes less - is a painful experience for an owner.

A great tenant that consistently pays the rent on time, maintains your property and reports any maintenance that may be required, is worth their weight in gold. As owners, we may sacrifice a rent increase or even consider a decrease (if the market softens) at renewal time to retain someone you know looks after your place like it's their own.

Appreciating the value of a quality tenant is vital and pays dividends to you as the property owner, in the long run.

Jeff Going | 0499 710 848 | jeffgoing@eplace.com.au

Tom Foley | 0477 778 759 | tfoley@eplace.com.au



place
projects

07 3107 9223 | research@eplace.com.au | placeprojects.com.au

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-PRO4112

