

# APARTMENT

ISSUE 09  
SUMMER 19/20

In this edition of **Apartment Magazine**, we look at why you should **consider buying new** and some of the **hidden costs associated with purchasing** a property. Our team also delve into the stats and report on the strengthening market in South East Queensland, and how Kangaroo Point is being rediscovered as a dominant player in the Brisbane market.

LOOKING AT A  
STRENGTHENING  
MARKET AND HOW  
TO ACT NOW



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A close-up photograph of a hand holding a set of keys. The keys are attached to a wooden tag shaped like a house. The background is blurred, showing another person's face in the distance.

# WHY PLACE PROJECTS FOR YOUR INVESTMENT?

It's a seamless approach with your investment, from purchase to management.

Place Projects Property Management builds relationships starting with YOU. As our client, you will receive a high level of communication from experienced property managers.

We have a boutique portfolio and pay attention to maximise your investment return. We focus on tenant selection and work hard to keep your investment producing for the long term.



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Level 1, 33 Lytton Road  
East Brisbane



IS THERE ANY BENEFIT IN BUYING A NEW PROPERTY?  
APART FROM THE OBVIOUS AND DESIRABLE NEW FEEL AND LOOK,  
THERE ARE SEVERAL OTHER REASONS WHY BUYING A  
NEW PROPERTY CAN PAY OFF.



# WHY BUY NEW?

Firstly, first home buyers have a huge benefit of receiving \$15,000 cash if they purchase a new home for less than \$750,000. Secondly, the chance of unforeseen repairs is lower for newer properties and may still be covered under warranty. Additionally, body corporate contributions can be considerably less than some older units that need to boost the amount in the sinking fund.

There is also extra security in knowing that if you decide to rent out your new property that you will get a premium price compared to established properties. Not only that, but it will likely attract more tenants, thereby reducing vacancy time. This is occurring all over Brisbane where newer buildings often have lower vacancy rates than the wider market.

Last but not least, many new homes, particularly apartments, have better facilities than older properties. Pools, gyms, communal areas and facilities are generally expected these days. Developers are happy to incorporate these into their designs as they know it leads to better sales results and happy buyers.



## WHAT IS STAMP DUTY?

As one of the biggest costs of buying a property, we thought we would take a moment to explain it a little further. In short, it is a tax that the government applies to the sale of property and some other assets. It is a source of state revenue budgets allowing governments to spend on other things such as infrastructure.

Luckily Queensland has the cheapest rates of stamp duty in Australia. First home buyers pay nothing up to \$5000,000 while owner occupiers pay a much lower rate compared to investors, making it cheaper for those trying to buy a home to live in.

### QUEENSLAND

|                          |                  |
|--------------------------|------------------|
|                          | <b>\$1,050 +</b> |
| \$75,000 to \$540,000    | <b>+ 3.5%</b>    |
| \$540,000 to \$1,000,000 | <b>4.50%</b>     |
| More than \$1,000,000    | <b>5.75%</b>     |

### NEW SOUTH WALES

|                                    |                  |
|------------------------------------|------------------|
|                                    | <b>\$1,290 +</b> |
| More than \$80,000 up to \$300,000 | 3.5%             |
| \$300,000 to \$1,000,000           | 4.50%            |
| More than \$1,000,000              | 5.50%            |

### VICTORIA

|                        |                   |
|------------------------|-------------------|
|                        | <b>\$18,370 +</b> |
| \$440,000 to \$550,000 | 6%                |
| \$550,000 to \$960,000 | 6%                |
| More than \$960,000    | 5.50%             |

### SOUTH AUSTRALIA

|                        |                  |
|------------------------|------------------|
|                        | <b>\$8,955 +</b> |
| \$250,000 to \$300,000 | 4.75%            |
| \$300,000 to \$500,000 | 5%               |
| More than \$500,000    | 5.50%            |

### WESTERN AUSTRALIA

|                        |                  |
|------------------------|------------------|
|                        | <b>\$2,090 +</b> |
| \$100,000 to \$250,000 | 3.8%             |
| \$250,000 to \$500,000 | 4.75%            |
| More than \$500,000    | 5.15%            |

## COSTS ASSOCIATED WITH BUYING

One of the reasons why property is a long-term play is because of high transaction costs which can add up to tens of thousands of dollars. Here's a list of the most common costs incurred when purchasing property.

### STAMP DUTY

Perhaps the largest expenses you will incur. The rate of stamp duty increases the higher the purchase price is and can reach as high as 5.75% of the purchase price. For the average home in Brisbane (about \$650,000), the stamp duty would be approximately \$15,000 for an owner occupier.

### LEGAL AND BANK FEES.

These fees are more varied depending on the solicitor or the bank in question but can still be a few thousand dollars when all added up. These include conveyancing, mortgage registration, loan application fees etc.

### LENDERS MORTGAGE INSURANCE

This is a large expense for buyers with less than a 20% deposit. Depending on the size of your deposit this can be from 0.475% to 4.6% of the purchase price.

### INSPECTION COSTS

A building and pest inspection can be done for around \$500. These could potentially reveal issues with the property, saving you thousands down the track.





## 3 SEVEN OAKS

Seven superbly designed three-bedroom apartments featuring large private balconies and terraces.

3 Seven Oaks is a new unique apartment development offering ONLY SEVEN exceptional three bedroom residences. These apartments have been architecturally designed to suit owner occupiers looking to comfortably upgrade and/or downsize.

Combining a premier elevated location, superior design and affordability, the 3 Seven Oaks offering is unrivalled. With an emphasis on quality and contemporary finishes, fixtures and fittings, each spacious apartment has been individually designed to enhance entertaining spaces along with private, comfortable living.

To learn more about these luxurious apartments contact  
Stephen Wootten | 0411 790 760 | [stephenwootten@eplace.com.au](mailto:stephenwootten@eplace.com.au)





### THE BOATYARD – BULIMBA

Now complete, with only 16 Waterfront Apartments and 11 Terrace Apartments, The Boatyard Bulimba sets a new benchmark for exclusive waterfront living.



### SEVEN OAKS – TARINGA

Only 7 exclusive apartment style residences. All feature 3 bedroom - 2 bathroom - 2 car. Specifically designed for owner occupiers seeking a quality living environment.



### ROSEWOOD GREEN – ROSEWOOD

Offering country living mixed with modern convenience, this new land estate offers a range of block sizes and house & land packages.



### THORNCLYFFE – KANGAROO POINT

Nestled into the eastern edges of one of the city's oldest suburbs, Kangaroo Point, lies an unprecedented opportunity to live on a significant piece of Brisbane's heritage – Thornclyffe Residences.

# NOW SELLING



### AURA – MILTON

Bordering the Brisbane CBD and long recognised as one of Brisbane's premium western suburbs, Milton promotes the perfect Inner-City lifestyle for anyone seeking a unique, high quality way of life. Nestled in the heart of this vibrant area is Aura Apartments.



### LOTUS TOWER – KANGAROO POINT

Now complete, Lotus Tower offers a once in a lifetime opportunity to choose any apartment within this building, inspect the final product and move in prior to Christmas. If you have ever wanted to live or own a brand-new property in the highly sought after Kangaroo Point Peninsular – this opportunity cannot be missed.



### OMEGA APARTMENTS – BOWEN HILLS

Located in Bowen Hills, and just 1 kilometre from Brisbane's CBD, Omega offers residents a well-balanced combination of convenience, tranquillity and enjoyment. While relaxing in the sky garden, occupants can take in the panoramic views of the Brisbane city skyline.



# PROJECTOR

## INNER CITY APARTMENTS MARKET REPORT SEPTEMBER QUARTER 2019

### A STRENGTHENING MARKET

217 UNCONDITIONAL TRANSACTIONS WERE RECORDED FOR THE SEPTEMBER QUARTER 2019, TOTALLING APPROXIMATELY \$149 MILLION WORTH OF APARTMENT SALES.

The Inner Brisbane apartment market has strengthened for the second consecutive quarter and continues to show promising signs for the short to medium term. An uptick in market confidence is now being aided by historically low funding costs and a sharp slowdown in new supply, swaying the pendulum further to the demand side. Developers have also responded to the owner occupier demand that has been increasing over the past two years, designing their buildings accordingly. At present, new apartments coming to the marketplace are generally in buildings of smaller scale and with a higher focus on amenity and liveability than was evident over the past few years at the peak of the cycle.

Although still coming off a low base, sales volumes more than doubled in the September quarter 2019 compared to the previous quarter. For the September quarter 2019, there were 217 new apartment sales, which is the most in a quarter for Inner Brisbane since the September quarter in 2018 and also marks a second consecutive quarter of strong sales volumes increases since the market found its floor in the March quarter 2019.

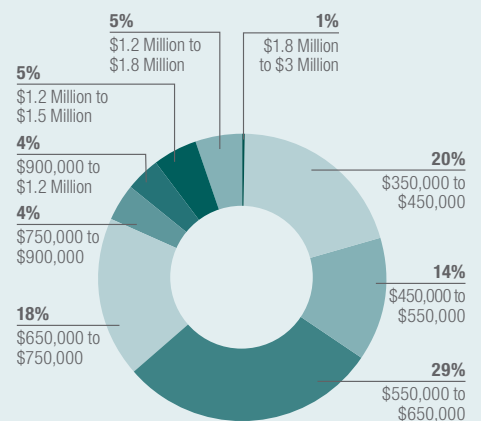
The Inner Brisbane apartment market is now showing some of the best prospects for price growth amongst all the capital cities. The Brisbane market's supply has contracted the most since its peak, while population growth is above the Australian average. The market also offers superior rental yields compared to Sydney and Melbourne and importantly, the cost of finance. Relatively, apartments remain more affordable than they were 10 years ago while, the ratio of apartment prices to houses also remains below long term averages. This in turn maintains the capacity for the Inner Brisbane apartment market to be able to sustain an increase in prices as the market's fundamentals continue to improve.

### SUMMARY OF THE SEPTEMBER 2019 QUARTER

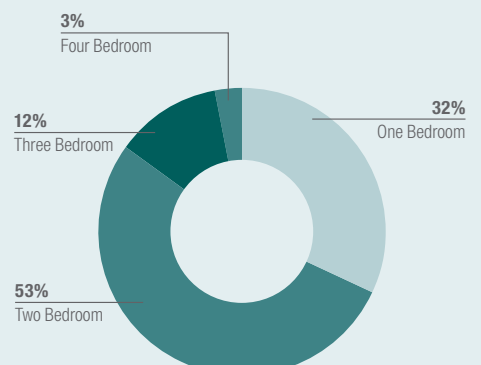
- 217 unconditional sales occurred during the September quarter 2019. Although coming off a low base, this level of sales is 119% more than the previous quarter.
- The weighted average sale price for the September quarter 2019 was recorded at \$688,134 following strong interest for apartments in lower price points.
- Silk One in Woolloongabba was the standout performer for the quarter, recording 81 unconditional apartment sales. The development offers views into the Gabba sports stadium and is well positioned to take full advantage of the revitalisation occurring in Woolloongabba.
- During the September quarter 2019, the majority of new apartments sold unconditionally were two bedroom apartments which accounted for 53% of all sales for the quarter. One bedroom apartments accounted for 32% of sales while three bedroom apartments accounted for a further 12% of new apartment sales.
- The \$550,000 to \$650,000 price bracket was the most common for new apartment sales during the September 2019 quarter accounting for 29% of sales. This was followed by the \$350,000 to \$450,000 price bracket which accounted for a further 20% of sales for the quarter.
- There are currently 44 new large scale apartment buildings in Inner Brisbane with apartments available for sale of which 17 have 10 apartments or less remaining.
- There are currently just 1,235 new apartments available for sale throughout Inner Brisbane which is just 1.7% higher compared to the previous quarter. This is the first increase in available supply since the December 2017 in which time available supply has contracted by 40%.

- With few new developments entering the marketplace, the proportion of new apartments that have now completed construction continues to increase, reaching 71% in the September quarter 2019 compared to 65% in the previous quarter.
- Remaining supply consists primarily of two-bedroom apartments, which account for 55% of all remaining new apartments. One-bedroom apartments account for a further 24%, whilst three-bedroom apartments account for a further 16% of remaining new apartments.
- 70% of developments in the future apartment pipeline are deferred or abandoned. Developments in the application stage account for just 11% of all developments whilst the remaining 19% are at the approval stage and awaiting construction.

### Unconditional Sales by Price Point



### Unconditional Sales by Bedroom Configuration



# CBD PRECINCT

The CBD precinct has recorded two unconditional new apartment sales for the September quarter 2019 at a weighted average sale price of \$1,525,000.

- Both of these sales occurred in Brisbane's largest apartment building "Skytower" which completed construction earlier this year and is now 92% sold out.
- There are currently only 243 new apartments available for purchase throughout the CBD precinct.
- Consistent with the overall market, the majority of this remaining supply is in two-bedroom configurations, accounting for 55% of all new apartment supply in the CBD precinct. 21% is in one-bedroom configurations, with a further 14% in three-bedroom configurations. The remaining 10% is made up of four bedroom and penthouse apartments.
- Of all the new apartments in the CBD precinct, only 443 Queen, accounting for 16% of total supply, has not completed construction. Additionally, two thirds of currently available new apartments in the CBD precinct have now completed construction.

| Development        | Suburb | Status             | Total units | Sold to Date | Available for sale | September Qtr 2019 |
|--------------------|--------|--------------------|-------------|--------------|--------------------|--------------------|
| The Midtown        | CBD    | Completed          | 144         | 129          | 15                 | 0                  |
| Skytower           | CBD    | Completed          | 1,092       | 1007         | 85                 | 2                  |
| Mary Lane          | CBD    | Completed          | 184         | 124          | 60                 | 0                  |
| 443 Queen          | CBD    | Under Construction | 264         | 181          | 83                 | 0                  |
| CBD PRECINCT TOTAL |        |                    | 1,684       | 1,441        | 243                | 2                  |

# NORTH OF THE RIVER

32 unconditional transactions; weighted average price \$932,813.

The weighted average sale price of the North of the River precinct remained at heightened levels as a result of low levels of available supply and consumer demand for high quality apartments. However, with a lack of new developments in the precinct, sales volumes remained fairly steady at 32 sales for the September quarter 2019. The western side of this precinct now has only 65 new apartments available for sale as the majority of supply now resides in the suburbs of Bowen Hills, Newstead and Hamilton. High quality developments close to the riverfront aimed at owner occupiers continue to lead the way for the precinct.

- "Anthology" in New Farm tops the precinct for most unconditional sales for the quarter. This boutique upper end development recorded nine sales for the quarter. The waterfront development "Gallery House Stage 2" in Hamilton, followed with an additional six sales for the quarter.

- The weighted average sale price for the September quarter 2019 was recorded at \$932,813 – 1.5% higher than the previous quarter and a significant 37% higher than the same period 12 months prior. However these heightened quarterly weighted average prices are a direct result of buyer demand for better quality apartments and reflective of available stock throughout the precinct.
- During the September 2019 quarter, the North of the river precinct recorded a total of 32 unconditional new apartment sales. The most popular price bracket was from \$350,000 to \$450,000 which accounted for 19% of sales. This was followed by the \$450,000 to \$550,000, \$1.2million - \$1.5million and \$1.5million - \$1.8million price brackets which all accounted for 16% of sales each for the quarter.
- Demand was fairly split between one, two and three bedroom apartments for the September quarter 2019 throughout the

North of the River precinct. Three bedroom apartments (37%) accounted for the highest proportion of new apartment sales followed by one bedroom apartments (31%) and two bedroom apartments (22%).

- At the end of the September 2019 quarter, there were 334 apartments remaining for sale throughout the North of the River precinct. These are mostly in two-bedroom (53%) and one-bedroom (25%) configurations.
- Of the 334 new apartments still available for sale, 46% have now completed construction. Additionally, only 12% of total new supply to the North of the River Precinct remains available for sale.
- As supply continues to be absorbed, seven of the 19 new apartment developments in the North of the River precinct now have less than 10 apartments remaining available for sale.

| Development              | Suburb           | Status             | Total units | Sold to Date | Available for sale | September Qtr 2019 |
|--------------------------|------------------|--------------------|-------------|--------------|--------------------|--------------------|
| Belise                   | Bowen Hills      | Completed          | 230         | 209          | 21                 | 0                  |
| The Yards                | Bowen Hills      | Completed          | 401         | 332          | 69                 | 0                  |
| Mode                     | Newstead         | Completed          | 158         | 157          | 1                  | 0                  |
| Nero                     | Newstead         | Completed          | 108         | 105          | 3                  | 5                  |
| Alcyone Residences       | Hamilton         | Completed          | 228         | 207          | 21                 | 5                  |
| Gallery House - Stage 1  | Hamilton         | Completed          | 170         | 155          | 15                 | 2                  |
| Pure                     | Spring Hill      | Completed          | 94          | 93           | 1                  | 1                  |
| 38 High St               | Toowong          | Completed          | 136         | 127          | 9                  | 0                  |
| Illumina                 | Toowong          | Completed          | 221         | 215          | 6                  | 4                  |
| White Dawn               | Toowong          | Completed          | 60          | 52           | 8                  | 0                  |
| Gallery House - Stage 2  | Hamilton         | Under Construction | 150         | 123          | 27                 | 6                  |
| Chester Apartments       | Newstead         | Under Construction | 170         | 152          | 18                 | 0                  |
| Ella Apartments          | Newstead         | Under Construction | 149         | 119          | 30                 | 0                  |
| Anthology                | New Farm         | Under Construction | 26          | 18           | 8                  | 9                  |
| Utopia Space             | Fortitude Valley | Under Construction | 300         | 245          | 55                 | 0                  |
| Aura                     | Milton           | Under Construction | 82          | 54           | 28                 | 0                  |
| Magnolia                 | St Lucia         | Under Construction | 34          | 20           | 14                 | 0                  |
| NORTH OF THE RIVER TOTAL |                  |                    | 2,717       | 2,383        | 334                | 32                 |



# SOUTH OF THE RIVER

183 UNCONDITIONAL TRANSACTIONS;  
WEIGHTED AVERAGE PRICE  
\$644,536

During the September 2019 quarter, the South of the River precinct recorded the majority of unconditional sales of new apartments in Inner Brisbane, accounting for 84% of total sales for the quarter. Demand for apartments in a range of price ranges occurred with a weighted average sale price of \$644,536. The precinct's strong result for the quarter was on the back of strong sales in newer developments that are better catered to the changing preferences of the market towards better quality owner occupier apartments with a focus on amenity and liveability. This strongly suggests that there is sufficient demand in the marketplace for the right product. As such, with new supply to the precinct expected to be delivered in a gradual and steady manner, developments that do come to market over the short term are likely to see strong demand if adequately designed.

- Sales volumes for the South of the River Precinct in the September quarter 2019 (183) were the highest since the September 2018 quarter (268) and increased by 258% compared to the previous quarter.

- Silk One in Woolloongabba was Inner Brisbane's best performer with 81 unconditional off the plan apartment sales for the September quarter 2019. This development overlooks the "Gabba" sports stadium and will take full advantage of the area's revitalisation and planned future amenity. West Village Stage 1 also recorded strong sales with 38 for the quarter.
- 58% of the 183 sales for the September 2019 quarter were two-bedroom apartments followed by one bedroom apartments (32%) and three bedroom apartments (8%). The remaining 2% of sales were four bedroom apartments.
- Given the large proportion of two bedroom apartment sales for the quarter, the most common price bracket was from \$550,000 to \$650,000 which accounted for a third of all sales. A further 20% of new apartment sales were recorded in the \$350,000 to \$450,000 and \$650,000 to \$750,000 price brackets.
- There are now only 647 new apartments remaining for sale throughout the South of the River precinct, accounting for just 20% of total current supply to the area but almost double the available supply in North of the River precinct.
- Remaining stock is mostly made up of two-bedroom apartments (56%) with one bedroom apartments accounting for a further 25% and three bedroom apartments accounting for 17% of available new apartment supply in the precinct.
- Of all new apartments in the South of the River precinct, approximately 66% have now completed construction. This is an increase from 45% in the previous quarter.
- There are currently 23 new apartment buildings in the South of the River precinct with apartments available for purchase. Of these, several are close to selling out with 10 developments having 10 apartments or less available for sale.

| Development                | Suburb         | Status                | Total units | Sold to Date | Available for sale | September Qtr 2019 |
|----------------------------|----------------|-----------------------|-------------|--------------|--------------------|--------------------|
| Allure Apartments          | West End       | Completed             | 53          | 46           | 7                  | 0                  |
| Atlas                      | South Brisbane | Completed             | 210         | 185          | 25                 | 6                  |
| Black Fold                 | West End       | Completed             | 40          | 29           | 11                 | 0                  |
| Brisbane 1                 | South Brisbane | Completed             | 608         | 470          | 138                | 2                  |
| Light & Co - Illuminate    | West End       | Completed             | 90          | 85           | 5                  | 0                  |
| Light & Co - Radiance      | West End       | Completed             | 139         | 137          | 2                  | 1                  |
| Olympia on Russell         | South Brisbane | Completed             | 65          | 62           | 3                  | 0                  |
| INK                        | West End       | Completed             | 107         | 92           | 15                 | 6                  |
| Soko Waterfront Apartments | West End       | Completed             | 120         | 115          | 5                  | 0                  |
| The Mews                   | Woolloongabba  | Completed             | 139         | 137          | 2                  | 0                  |
| West Village Stage 1       | West End       | Completed             | 324         | 316          | 8                  | 38                 |
| Virtuoso                   | West End       | Completed             | 77          | 68           | 9                  | 4                  |
| Boggo Road Stage 2         | Dutton Park    | Completed             | 75          | 70           | 5                  | 2                  |
| Lincoln on the Park        | Greenslopes    | Completed             | 93          | 72           | 21                 | 0                  |
| Citro                      | West End       | Under Construction    | 106         | 69           | 37                 | 0                  |
| Encore                     | West End       | Under Construction    | 60          | 30           | 30                 | 3                  |
| West Village Stage 2       | West End       | Under Construction    | 53          | 15           | 38                 | 15                 |
| The One West End           | West End       | Under Construction    | 61          | 43           | 18                 | 0                  |
| The Standard               | South Brisbane | Under Construction    | 268         | 260          | 8                  | 0                  |
| Linton Apartments          | Kangaroo Point | Under Construction    | 154         | 118          | 36                 | 0                  |
| Oxy                        | Greenslopes    | Under Construction    | 60          | 46           | 14                 | 3                  |
| Silk One                   | Woolloongabba  | Awaiting Construction | 173         | 92           | 81                 | 81                 |
| Park Central One           | Woolloongabba  | Awaiting Construction | 168         | 39           | 129                | 22                 |
| SOUTH OF THE RIVER TOTAL   |                |                       | 3,243       | 2,596        | 647                | 183                |

# SPECIAL REPORT

## BRISBANE'S MOST POPULAR SUBURBS.

Brisbane is a city of many contrasting areas. From the Inner City dense high-rise apartment landscape of Kangaroo Point to the mansions on acreage in the outer suburbs to the newly gentrified lifestyle suburbs bursting with restaurants, entertainment and retail – Brisbane has a bit of everything. But which suburbs do property owners prefer and are most likely to re-buy into?

## RE-BUYING OR NOT INTO AN AREA CAN BE ATTRIBUTABLE TO FOUR MAIN FACTORS.

1

IS THE SUBURB SIMPLY THE ACCESSIBLE AFFORDABLE OPTION FOR HOUSEHOLDS ON A TIGHTER BUDGET?

2

IS THE SUBURB HIGHLY DESIRABLE BUT SIMPLY TOO EXPENSIVE TO BUY INTO INITIALLY?

3

IS THE SUBURB JUST A GREAT PLACE THAT PEOPLE LIKE TO PURCHASE PROPERTY IN?

4

OR IS IT A NEW SUBURB ATTRACTING LOTS OF INTEREST.

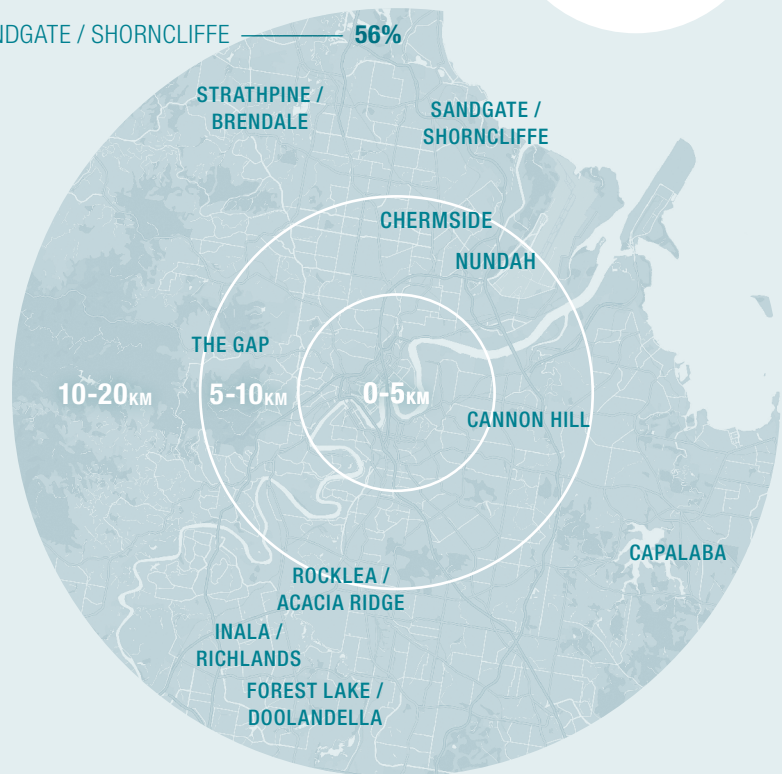
## SUBURBS WHERE PEOPLE CHOOSE TO RE-BUY INTO.

Here are the top 10 suburbs (SA2 areas) in Brisbane that have historically had the highest rate of re-buying into the area when considering buyers who have purchased more than one property.

|                           |     |
|---------------------------|-----|
| ROCKLEA / ACACIA RIDGE    | 64% |
| CHERMSIDE                 | 63% |
| CAPALABA                  | 61% |
| NUNDAH                    | 59% |
| FOREST LAKE / DOOLANDELLA | 58% |
| STRATHPINE / BRENDAL      | 58% |
| CANNON HILL               | 57% |
| INALA / RICHLANDS         | 57% |
| THE GAP                   | 56% |
| SANDGATE / SHORNCLIFFE    | 56% |

THE AVERAGE REPURCHASE TIME-FRAME HISTORICALLY IS APPROXIMATELY

4.7 YEARS



## SUBURBS THAT ATTRACT THE MOST BUYERS FROM OTHER AREAS.

These suburbs may be too expensive for an initial purchase for some or offer a different lifestyle option whether that may be moving away from the CBD to the quieter suburbia or for those wanting to move closer to the action in Inner Brisbane.

|                           |       |
|---------------------------|-------|
| TOOWONG                   | 2.65% |
| SUNNYBANK HILLS           | 2.51% |
| NEWSTEAD / BOWEN HILLS    | 2.40% |
| PADDINGTON / MILTON       | 2.03% |
| WOOLLOOWIN / LUTWYCHE     | 1.97% |
| NUNDAH                    | 1.97% |
| WEST END                  | 1.94% |
| NEW FARM                  | 1.87% |
| MORNINGSIDE / SEVEN HILLS | 1.84% |
| WAVELL HEIGHTS            | 1.84% |
| BRISBANE AVERAGE          | 0.75% |



# LIVING ARCHITECTURE AT ITS VERY BEST

## LOTUS TOWER

KANGAROO POINT

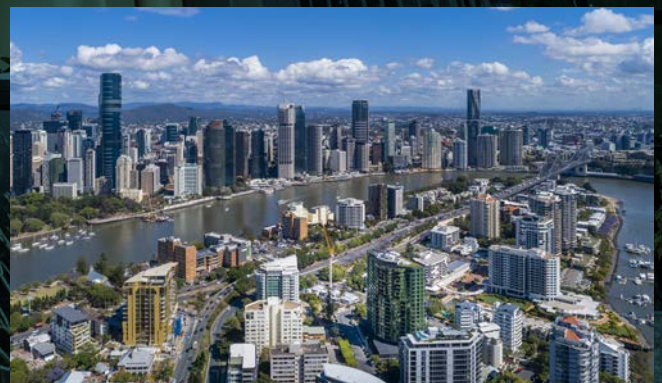
*"It speaks without imposing  
and offers an invigorating  
haven that perfectly balances  
exhilaration and tranquility."*

The four configurations of living that Lotus Tower play to their unique components, each taking a crucial place in the completed formation. Lotus Tower's townhouses, apartments, residences and penthouses each portray a marriage between form, function, nature and technology. At the roots of Lotus Tower, each day begins with a perfect balance of the elements, connecting residents with their surrounds and evoking a sense of peace.

### **1, 2 & 3 BEDROOM APARTMENTS AVAILABLE FOR SALE**

Now complete, Lotus Tower offers a once in a lifetime opportunity to choose any apartment within this building, inspect the final product and move in prior to Christmas. If you have ever wanted to live or own a brand new property in the highly sought after Kangaroo Point Peninsular – this opportunity cannot be missed.

To book a private appointment of Lotus Tower  
and to view floor plans and prices contact  
0407 710 888 | [lotus@eplace.com.au](mailto:lotus@eplace.com.au)





# KANGAROO POINT



**HOUSE PRICES IN KANGAROO POINT  
CONTINUE TO RISE** AS LAND BECOMES EVER  
SCARCER REACHING THE \$1,000,000 MARK  
IN THE FIRST SIX MONTHS OF 2019 AFTER A  
6.7% YEAR ON YEAR INCREASE.



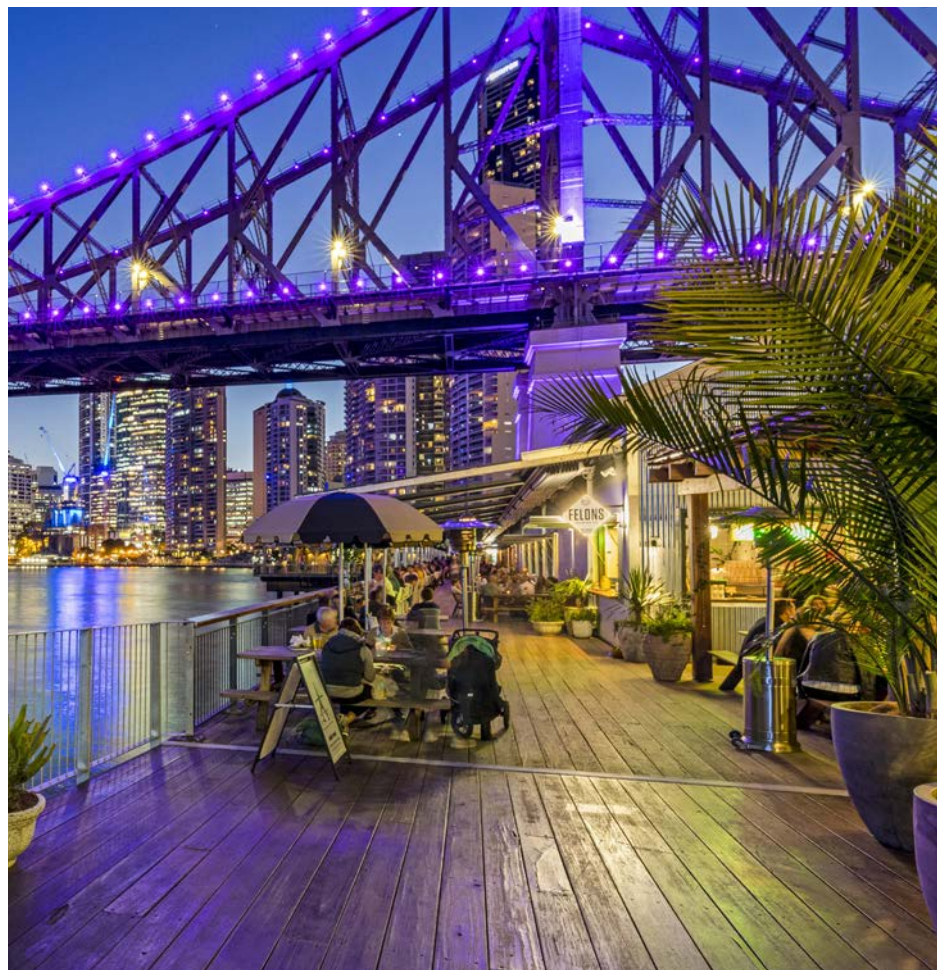




It is miraculous that Kangaroo Point has been able to maintain its quiet and peaceful atmosphere despite being right next to the CBD. Surrounded by the Brisbane River on most sides, there are incredible views to be had from the heights of the apartment buildings throughout the suburb.

Kangaroo Point's peninsular offers an inner-city hideaway with incredible up close views of the city skyline. With numerous public picnic and barbecue areas as you venture along the cliffs or along the riverside on your way to South Bank. There's a ferry service that runs through the area taking residents across to the CBD or Howard Smith wharves in no time at all. The suburb is also set to become even more connected with a new green walk bridge in the pipeline of Brisbane's green mobility plan allowing residents the ability to stroll over to Eagle Street Pier and the Botanical Gardens while ensuring the tranquillity on their side of the river is not lost.

Apartments dominate the majority of the suburb, offering incredible views and lifestyles with new high-quality developments continuing to add to the area. Apartment prices have increased only moderately in price over the past 10 years at a rate of 2% per annum meaning that excellent value can still be found here. Unlike any other major eastern seaboard city, it is still possible to see such value in the real estate market, literally only a stone's throw from the CBD.





# COMMON MISTAKES BUYING AN INVESTMENT PROPERTY



Property investment is an Australian obsession. It allows households to achieve financial freedom and set themselves up for retirement while being in control of the process. However, like all investing, property investment comes with risk. Here are some common issues where mistakes can often be made.

## NOT DIVERSIFYING ENOUGH

Buying close to home may provide a sense of security but doing so places a large proportion of your wealth in one basket. If the market where your properties are all owned turns sour your financial situation could take a turn for worse. Buying in different areas can potentially provide more stable and well-rounded investment returns.

## CHECK ADDITIONAL COSTS

Repairs and future body corporate expenses can have a significant impact on the bottom line of a property investment. Large repair costs, upcoming body corporate special levies etc can turn a positively geared property into a negative geared one overnight. Ongoing costs of a property should be a closely considered investment decision. It is also very important to have money left over for the unexpected.



## ASSUMING RECENT PRICE GROWTH WILL CONTINUE

Property markets move in cycles and generally follow a long-term trend. Therefore, just because an area has experienced strong growth over the past few years does not mean it will continue to do so in the short term. Prices can't go up by double digits every year!



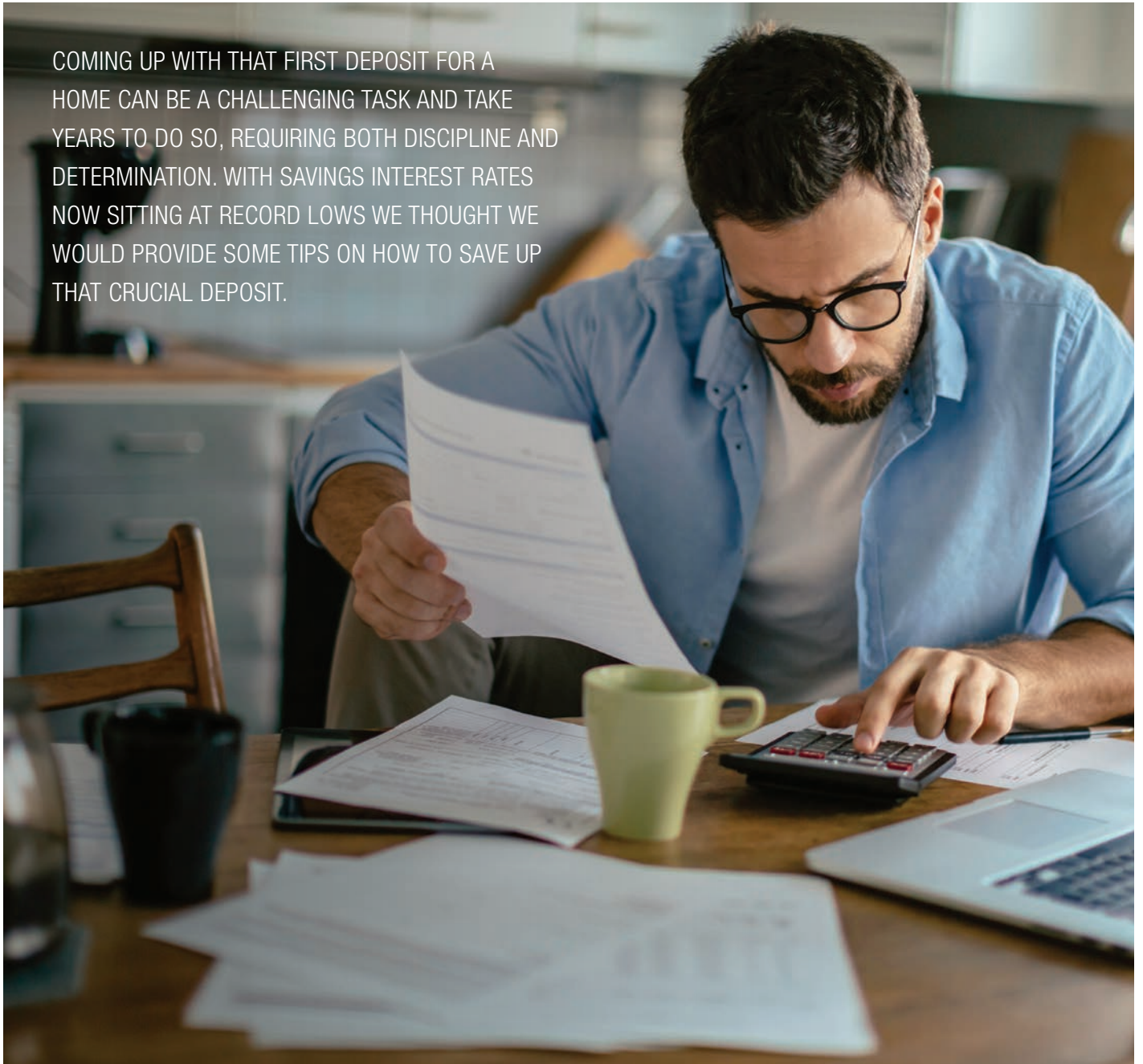
## NEGATIVE VS. POSITIVE GEARING

Each individual's tax position is different, and you should always consult your accountant or trusted advisor before making a final decision. A positively geared property will put money back into your wallet, however, don't overlook negative gearing if you are seeking to minimise your taxable income.





COMING UP WITH THAT FIRST DEPOSIT FOR A HOME CAN BE A CHALLENGING TASK AND TAKE YEARS TO DO SO, REQUIRING BOTH DISCIPLINE AND DETERMINATION. WITH SAVINGS INTEREST RATES NOW SITTING AT RECORD LOWS WE THOUGHT WE WOULD PROVIDE SOME TIPS ON HOW TO SAVE UP THAT CRUCIAL DEPOSIT.



# HOW TO BEST BUILD A DEPOSIT

## STICK TO A BUDGET

The most straight forward piece of advice, but by far the most crucial. Sticking to a budget and controlling where your money goes can save hundreds of dollars a month. Spending \$5 each day on that little luxury you don't need adds up to \$35 weekly. Knowing what expenses you have coming up, putting money away each pay and slowing down on your discretionary spending when you are approaching your limit can help you save more than you thought.

## DEALS, POINTS AND DISCOUNTS

Online promotions, reward points and waiting for discounts can really add up. For example, the end of financial year sale is a great time to get those new clothes you've been needing.

## DON'T SPEND MORE JUST BECAUSE

Tax refunds, bonuses, that magic money you find but forgot you had is a quick way to boost your savings. Stick to the same spending budget regardless of any extra money that comes your way.



place  
projects

07 3107 9223 | [research@eplace.com.au](mailto:research@eplace.com.au) | [placeprojects.com.au](http://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.

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