



REAL ESTATE

NEWS & VIEWS

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ART NEWS
PAGE 17

**LOCAL TRADES
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What's new in the world of real estate?

This month we're welcoming some new contributors to Real Estate News & Views.

REIQ's CEO Antonia Mercorella explores the burning question many of us have right now: to sell or not to sell? If you're on fence, you'll appreciate Ms Mercorella's expert insights.

Interior Designer Amelia Skin gives us the drill on talented local furniture makers who are creating long-lasting items of furniture that are beautiful and functional. You may have seen their work on show in some of Brisbane's most luxurious hotels and restaurants. Incorporating locally-made furniture into a room's interior design scheme means you're supporting local designers and artisans, which is great for our local economy, and getting a quality piece of furniture with provenance.

Ben Paterson of Safeguard Inspections delves into the (not so) wonderful world of white ants. Ben highlights the warning signs you need to be aware of to identify white ants in a property, and what you can do to prevent them eating your biggest asset.

Real Estate News & Views is designed to showcase the best homes on the market this month, across a number of suburbs at various price points. Make yourself at home, relax, and enjoy the pages that follow.

If you're thinking about renovating, buying or selling, have a chat to a local agent – they live and breathe real estate, and can offer valuable insights to help you achieve the home of your dreams.

Real Estate News & Views is a monthly publication that showcases the Eastside's best homes. It has been designed to present your property in the best way possible to reach potential buyers. It's currently delivered to 38,000 homes from Carindale to Kangaroo Point and everything in between, with an additional 2,000 copies distributed to local business.

Any submissions can be emailed to sales@market2market.com.au for consideration.

Contact 0421 786 302 for more information



HOME DISTRIBUTION BREAKDOWN

SUBURB	DISTRIBUTION	SUBURB	DISTRIBUTION
BALMORAL	1,217	GREENSLOPES	2,915
BULIMBA	1,626	HAWTHORNE	1,161
CAMP HILL	3,735	KANGAROO POINT	1,962
CANNON HILL	565	MORNINGSIDE	3,309
CARINA	4,195	NEW FARM	1,520
CARINA HEIGHTS	2,424	NORMAN PARK	1,680
CARINDALE	3,557	SEVEN HILLS	560
COORPAROO	5,060	WOOLLOONGABBA	1,060
EAST BRISBANE	2,001	GRAND TOTAL	38,547

MAR/APR BOOKINGS

- Advertising cut off March 1st
- Distribution 10th March to shopping centres and 15th March into homes.

ADVERTISEMENT SIZES

Full Page	318mm deep x 265mm wide
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John Kubatov
0412 241 889

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DENIS NAJZAR**

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FOR SALE

VIEW

By appointment

AGENTS

Savva Koulouris 0431 208 199

Denis Najzar 0438 457 599

Place.





SOLD

by Chris Heneric

A block of land in Coorparoo sold for \$1.25 million.

So now the big question is:
What's your property worth?

Give me a call or text
to find out more.

Chris Heneric

0420 728 238

cheneric.coorparoo@ljhooker.com.au



11 Garie Street Wishart



Listing results in 4 days

- 1518 property property page views on realestate.com.au
- 111 saved property
- 42 attended first open house
- 18 offers
- 1 lucky buyer

Sold
More properties needed

Agent
Darrell Plumridge
0429 420 370

coorparoo.ljhooker.com.au
LJ Hooker Coorparoo



42 Ninth Avenue Coorparoo



Three decades since its last sale, this charming workers cottage still has plenty to offer new buyers. Set on a rare 744m2 block in leafy Coorparoo, the three-bedroom property is looking forward to being transformed into something new. Alternatively, restore the current house to its former glory, with plenty of appealing details throughout.

Auction
Thursday 4th March at
6:30pm, In-rooms

Inspect
Saturday 9:00am – 9:45am

Agent
Darrell Plumridge
0429 420 370

coorparoo.ljhooker.com.au
LJ Hooker Coorparoo

the right fit for you



2021 Market Update from the Eastside Team

The market is hot right now!

With an influx of interstate buyers hitting Brisbane with borders re-opening there is now more competition than ever.

If you've ever considered selling? This may be your best opportunity to do so.

Did you know we may not even need to put your property on the market? but still get a wonderful result!

For more information and an obligation free appraisal please reach out and introduce yourself. We're looking forward to hearing from you.

STACEY RITSON 0403 345 409

JOSH WARREN 0403 481 271



Hamptons-Styled Living

141 Sackville Street, Greenslopes

5 3 2 1



New Year New Home

25 Clara Street, Camp Hill

5 3 2 1



3 1 6

View By appointment
Guide Offers over \$795,000

239 Whites Road, Lota

Feels Like Home - Big 792m2 block - Garage & Workshop

- 792m² elevated corner block
- 1953's hardwood timber lowset home
- Front porch opens into entry foyer
- North-east alfresco front patio area
- Polished timber floors & 2700mm ceilings

Margaret Vote

0411 521 747

margaret.vote@wynnum.rh.com.au

3 2 2

View By appointment
Guide Offers over \$599,000

1/54 Yamboyna Street, Manly

Executive Living! Modern 3 Bedroom Apartment

- Double garage with overhead space for storage
- 3 Good sized bedrooms with built ins, shelving & A/C
- 2 Exquisite bathrooms with floor to ceiling tiles & stone tops
- Bosch appliances and Mitsubishi A/C throughout

Byron Freeborn

0416 967 802

byron.freeborn@wynnum.rh.com.au

Chris Vote

0433 411 540

chris.vote@wynnum.rh.com.au



3 2 1

View By appointment
Guide Offers over \$400,000

3/11 Tripcony Place, Wakerley

Situated in the ever popular 'Manly Views II complex'

- Fully ducted air-conditioning throughout
- Wonderfully liveable – Open plan lounge, kitchen & dining
- Powder room & laundry downstairs
- Well-appointed gourmet kitchen with S/S appliances & stone bench

Chris Vote

0433 411 540

chris.vote@wynnum.rh.com.au

2 1 1

View By appointment
Guide Offers over \$390,000

8/127 Wynnum Esplanade, Wynnum

Just Off Esplanade - Suit Investors

- 2 bedrooms with built-in robes
- Bathroom with separate bath & shower
- Galley style kitchen-plenty cupboards
- Open plan dining & living room
- Balcony with outlook to park & bay

Margaret Vote

0411 521 747

margaret.vote@wynnum.rh.com.au

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We have many different projects constantly on the go that vary from a new deck to a complete brand-new custom build. The team at Innovative Design and Build Group can work alongside you to provide expert advice so you can confidently move forward with your dream project!



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FOR SALE

Tender closing 4pm Wed 3 March,
if not sold prior

John
Kubatov
0412 241 889

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Tips for sellers when listing your property for sale

CONTRIBUTED BY MARK LILLICRAP, DBL SOLICITORS

Selling real estate is not as simple as appointing a good agent. While a good agent will help, there are things that sellers can do to increase the chances of a smooth sale, they include:

1. Obtain a Pool Safety Certificate

A Pool Safety Certificate will be current for a period of two years. If you leave obtaining a Pool Safety Certificate until your property is under contract, it may be too late, as there may be some modifications which are required. The standard terms of contract prevent the seller making modifications to the property once it is under contract.

2. Obtain an ATO Clearance Certificate where your property is likely to sell for \$750,000 or more

If your property sells for \$750,000 or more and you do not have an ATO Clearance Certificate, then the buyer must withhold 12.5% of the purchase price. A Clearance Certificate would usually be issued in a matter of days for Australian residents. A Clearance Certificate may be sought online from the ATO website and will remain valid for 12 months.

3. Identify encumbrances

Sellers must disclose encumbrances on the contract. Encumbrances may include any right vested in a third party, whether registered or not registered, which might materially

affect an owner's use of the property. Easements are a common example; however, they are easily identifiable from the title. Encumbrances may also include matters which may not be registered such as manholes and sewer lines. If you are unsure then either you, or your agent, may perform a Dial Before you Dig search to identify any infrastructure that should be disclosed to the buyer. If an encumbrance is not disclosed, then the buyer might have the right to terminate any contract.

Similarly, if you have bought in a housing estate where there are covenants on owners' rights to build, then you may be required to ensure that any future buyer signs an agreement to be bound by those restrictions. These issues should be brought to the attention of your agent.

4. Prepare a list of chattels and fixtures

The standard contract lists fixtures which are included in the sale of a house or unit which include curtains, blinds, stoves and hot water systems. Typically, dishwashers are included. Chattels are not included.

Where things may become clouded might things like plumbed fridges, large potted plants (which would usually be chattels) and home theatre and entertainment systems.



The best advice is to make sure that your agent is aware of those things which you intend to take and those things which are to remain so that the contract is clear about those items.

A good agent will typically speak with you about the above points at the time of listing your property. Being ready makes that process easier and clearer.

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More Information: 1. Offer available for eligible First Time Buyers approved for their first home loan with loan to value ratio (LVR) greater than 80% and up to 95% including LMI premium at time of formal approval. LVR stands for the initial loan to value ratio at loan approval. LVR is the amount of the customer's loan compared to the Bank's valuation of the property offered to secure the loan expressed as a percentage. First Time Buyers are applicants applying for their first home loan for their first property. For joint applications, at least one applicant must be a First Time Buyer. Available on New Owner Occupier & Investment loans with Principal & Interest repayments. Not available on Interest Only repayments. Offer current as of 13 July 2020. Offer may be varied or withdrawn at any time. Min loan size of \$250k. Max one security property per application. Excludes Line of Credit, Construction Loans which remain on Interest Only repayments after completion of the initial Interest Only period. Land Only Loans, RAMS Fast Track home loans, company and trustee borrowers, refinances, and switches and refinances of home loans within the Westpac Group which includes RAMS, St George, Westpac, Bank of Melbourne and BankSA. Offer not available in conjunction with RAMS New Purchase Buyer \$2,000 Rebate offer. Lender's Mortgage Insurance premium will be reduced for eligible customers up to a max of \$5,000 with a premium of at least \$1 payable for LMI by the customer. This will be reflected within the Home Loan Agreement. Where the LMI premium is more than \$5,000, RAMS will pay \$5,000 towards the premium. The balance of the LMI premium will be payable by the customer. LMI subject to approval and customer must adhere to LMI obligations during the loan agreement. Lender's Mortgage Insurance (LMI) is issued to Westpac Banking Corporation ABN 33 007 457 141 (Westpac) by Westpac Lenders Mortgage Insurance Limited ABN 60 074 042 934, Australian credit licence 388077 a subsidiary of Westpac. This information does not take into account your personal circumstances. Terms, conditions and limitations apply. Credit criteria, fees and charges apply. Funds to cover transaction costs are required. Residential lending is not available for Non-Australian resident borrowers. RAMS Financial Group Pty Ltd ABN 30 105 207 538, AR 405465 Australian Credit Licence 388065. Credit Provider & issuer of RAMS Deposit Products: Westpac Banking Corporation ABN 33 007 457 141 AFSL and Australian credit licence 233714.



To sell or not to sell...that is the question

BY ANTONIA MERCORELLA – CEO, REAL ESTATE INSTITUTE OF QUEENSLAND

At the time of writing, it marked the one year anniversary of the very first case of COVID-19 detected in Australia. While it's not exactly the kind of occasion any of us wish to celebrate, it's a good reminder of just how far we've come in successfully tackling this pandemic in Queensland. But as we continue to navigate through the tail end of COVID-19, you'd be forgiven for questioning whether it's actually the right time to sell your property.

While Queensland real estate has remained relatively resilient over the last 12 months, particularly given the economic impacts of COVID-19 and resulting recession, Brisbane in particular has enjoyed substantially improved demand across the entire market, with transactions currently higher than pre-pandemic figures.

With property prices forecast to perform strongly for the remainder of 2021, it's fantastic to see Brisbane reached a record-breaking \$720,000 median price in the latest quarterly results on the back of 4.4 per cent annual growth (September 2020). It's a remarkable difference when compared with this time last year when the market recorded a quarterly decrease of 0.4 per cent and a median price of \$670,000. Considering the challenging conditions Brisbane's property market has faced, it's defied countless predictions of crashing to achieve new highs. Importantly, confidence is key when it comes to the property market so it's good to see that consumer confidence continues to strengthen too (in fact, it's risen consecutively week on week for the last four months to December 2020 to reach a 10-year high).

This confidence is on show at local open home inspections too across Brisbane's Eastside suburbs. According to the latest CoreLogic data, median house prices remain healthy, with the stand out suburb in terms of annual growth being New Farm – it's recorded an impressive 22.4% boost in property values. Elsewhere in the region and the numbers are positive considering conditions over the last 12 months. Some areas are performing much better than others including Cannon Hill (\$737,500/1.6% annual growth), Carina Heights (725,000/8.2%), Coorparoo (\$951,250/8.7%), Hawthorne (\$1,200,000/13.7%) and Woolloongabba (\$816,000/9.5%).

So, is it the right time to sell? The general consensus from the real estate industry as well as many economists and analysts is that Queensland's property market has been incredibly resilient throughout the pandemic, thanks to the unprecedented range of stimulus and fiscal measures from the Australian government. That said, the Brisbane market is still recovering from COVID-19 and the impacts from strict lockdowns, with total monthly property listings peaking at 30,500 in July 2020 – which is more in line with monthly listings achieved since January 2018. However, month on month listings have slipped back to record 26,643 in December 2020.



Interestingly, while Brisbane property prices are still considerably more affordable than other States, Corelogic forecasts that one in ten houses sold in Brisbane will fetch more than \$1 million within the next two years, offering some of the best prospects of long term capital growth. Where Brisbane real estate is uniquely positioned is thanks to a range of underlying strong market drivers including liveability which consists of access to jobs, proximity to amenities, and good mobility. Secondly, it's the affordability factor, with Brisbane's median house price still far lower than Sydney and Melbourne.

With historically low interest rates, the proposed wind-back of responsible lending laws and the current level of interstate migration we're witnessing, buyers are out in force. And with low stock availability across Queensland at the moment, it's a seller's market that's definitely in need of a lot more listings. So, again it begs the question, "Is it the right time to buy?" Of course, when it comes to selling your property, it depends on a range of factors, from current market conditions through to the needs of your own personal circumstances.



Place.



Selling in 2021?

+ ■ Ben Smith Team

0405 207 360 bsmith@eplace.com.au



17 Cresswell St **Sunnybank**

4 2 2

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30 Lauder St **Mt Gravatt East**

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Market to Market strongly believes that every community should have a local, printed communications piece, backed by affordable advertising. That's why in 2020 we established The Community Leader and Real Estate News & Views.

When communities band together in support of local products and services, local economies thrive. These publications are underpinned by that philosophy.

Delivered to homes and businesses throughout the eastern Brisbane suburbs, these publications provide valuable and cost effective local area advertising options.

If you need a hand in promoting your business locally, across Queensland, or throughout Australia, we'd love to hear from you.

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"We're a small, close knit family team, passionate about creating long-term relationships with our customers. Our customers definitely aren't just another number; we take the time to get to know them and their financial goals, providing them with tailored solutions for their circumstances," said Brett.

And it's not just banking they're passionate about. Brett and his team have also set down strong roots in the local community. With a strong love for footy, a sponsorship with the Brisbane Tigers Rugby Club was an opportunity Brett jumped at, and is looking forward to supporting them through 2021. They're also proud to be involved with the Fight4Balance charity, an organisation that helps support youth with learning and perceptual disabilities.

So whether you're looking to purchase your first home, are ready to refinance, are interested in opening an award-winning savings account, or want to chat business banking, Brett, Paige, Erin, and Holly are there to help.

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BOQ Coorparoo Brett Davies, Owner-Manager 3393 8444

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Brisbane region furniture designers

BY AMELIA SKIN, INTERIOR DESIGNER, SEMPER INTERIORS

The market for furniture designed and made in Australia has been continuously expanding for some time now. Buying from local furniture designers supports the local economy, and it is also better for the environment. Some of the very best Australian furniture designers are found in Brisbane and its surrounding regions. Below is a carefully curated list of some of Semper Interiors' favourite local furniture designers.



1. MAST FURNITURE

With a considered range, Mast Furniture is dedicated to producing bespoke furniture with minimal environmental impact. They use only FSC certified timber that has a traceable chain of custody from forest to completion.

Featured product: The Louis Table

Location: 2/12 Lathe Street, Virginia

2. FERRIER FURNITURE

Ferrier Furniture is a Brisbane-based furniture designer and manufacturer. They source all of their materials from local suppliers with their entire production process being completed within 10km of their workshop. Their furniture can be found at some of Brisbane's trendiest venues, including Mr Percival's, The Boundary Hotel, and The Belvedere Hotel.

Featured product: Signature Dining Chair and Custom Table

Location: 356 Bilsen Rd, Geebung

3. STUDIO FLEK

Studio Flek is a boutique design studio based on the Gold Coast. Their considered range includes both furniture and lighting. Their design ethos is to create timeless pieces using materials that get richer with age.

Featured product: Credenza and TT Pendant

Location: 50/15 Freemantle Street, Burleigh Heads

4. FIVE MILE RADIUS

Five Mile Radius is another incredible design studio doing their bit for the environment. They create their products by using recycled construction waste and other ethically sourced materials.

Featured product: Waste Terrazzo

Location: Gladstone Rd Studios, 13a Gladstone Rd, Highgate Hill

5. MAKIMAKI

Makimaki create beautiful custom made indoor and outdoor furniture. They provide a full service design from concept to installation for anyone looking for high-end, one-off pieces.

Featured product: Gaston Sideboard

Location: 5/623 Toohy Rd, Salisbury



John Kubatov

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How a landscape painting can transform a room

CONTRIBUTED BY LETHBRIDGE GALLERY



Landscape paintings have the power to transport audiences to another place, while giving insights into the artists' experiences and memories. Through the use of imagery, colour and tone, landscape paintings can completely transform the mood of a room.

Our first exhibition for 2021 features two talented landscape artists Riley P and Raelean Hall. Both artists use the landscape genre to evoke different emotional responses. 'I Love What You Bring...' by Raelean Hall showcases beach still-lives as temporary residencies in the pursuit of leisure, pleasure and belonging. Each work carries a storyline (or book) that touches imaginative interconnected worlds of knowing. The sand mixed with colourful towels and cold drinks radiates summer vibes, evoking feelings of warmth and joy.

By contrast, Riley P's misty and dream-like compositions create a sense of silence and calm. Exploring his love for the outdoors, his new series captures the beauty in landscapes that bring a tranquillity. Through distance and space Riley creates familiar worlds that are thoughtful and intriguing.

These two artists are great examples of how a landscape painting can transform a room by introducing emotions of serenity and calm or joy and energy. View their full exhibitions lethbridgегallery.com.

Riley P (above) and Raelean Hall (right) are showing at Lethbridge Gallery from 5 to 23 February 2021, at 136 Latrobe Terrace, Paddington. For more see lethbridgегallery.com.





Award-winning innovation with **Thinktank Architects**

THINKTANK ARCHITECTS' EARLY WORK WAS FOCUSED ON AWARD-WINNING DOMESTIC DESIGN, WHILE IN RECENT YEARS THE TEAM HAS DELIVERED MANY LARGER PROJECTS.



"We have always had a 'team within the team' delivering residential housing work," explained Director Michael Jullyan.

"We love the passion of doing housing; it's the most individual

and expressive form of architecture, and our relationship with the client and realising their dream together are some of the best and most exciting experiences we have as architects."

Thinktank's award-winning team has been doing domestic new-build and renovation designs for over 30 years, and is always at the leading edge of emerging trends.

"We are well known for our ability to translate historical styles to suit modern living," said Mr Jullyan, who spent five years as a builder of luxury homes gaining invaluable insights and experience before starting the practice.

Further international study and 20 years of resort sector work have influenced Mr Jullyan's direction for Thinktank, as seen in the firm's lifestyle-inspired designs which translate into practical, buildable and beautiful architectural solutions.

Working hard to get the most out of the land and the budget - while listening to the owner's needs and tastes - is paramount to Thinktank's successful delivery of unique and inspiring architecture which reflects and enhances every client's vision.

Level 1, 70 Bay Tce, Wynnum Qld 4178 | 07 3348 3727 | enquiries@ttarchitects.com.au

thinktankarchitects.com.au



White ant signs to look for before you purchase

BY BEN PATERSON, SAFEGUARD INSPECTIONS

White Ants, or Subterranean Termites, are the most common termite and the most destructive pest for Queensland homes. Once in your home, evidence of termites can be seen when they can strip the framework within your walls and wreak havoc with the safety of your home, which is why it's critical to recognise white ants signs on your property.

SIGNS OF TERMITE INFESTATION ON YOUR PROPERTY

Sign one: Mudding

Termite mudding is most commonly visible in old trees on the property. Termites require high humidity levels and create mud tubing in trees and timber close to structures they are feeding on. This mud tubing regulates the nest temperature.

Sign two: Hollow sounding timber

If you rap on timber with your knuckle and it produces a hollow sound, that would be because ... it is hollow. Termites like regulated temperatures and humidity and so most damage is INSIDE the wood they are eating.

Sign three: Sagging floors and doors and cracked paint or plaster

In older and wood-based homes such as Queenslanders, sagging doorways and floors can be a pretty good indicator that the house's stumps and structure have been eaten away by white ants. Likewise, cracking in walls can indicate

structural damage and is why it's essential to have a thorough inspection when buying a house to renovate or not.

Sign four: Easily damaged skirting and architraves

Ever accidentally kicked a skirting board and had it crumble easily? Termites hollow those out, too! Tapping skirting boards and architraves can quickly reveal termite damage hidden in plain sight!

Sign five: Power failure

Termites love the heat put out by electrical fittings behind walls!

HOW MODERN WHITE ANT PEST CONTROL WORKS

White Ants are symbiotic feeders. The "workers" biologically process the wood to feed the rest of the colony, so most modern pest control substances use this to their advantage.

Back in days of old, "gassing" (much like using fly spray) was the standard method of pest control. The downside to this method was that it killed the white ants local to the pesticide, but not necessarily the nest. It was also pretty bad for humans!

Modern white ant baits are designed to be eaten by the termites and taken back to the nest to be shared. The fact that white ants have cannibalistic instincts increase the effectiveness of this treatment!



CAN WHITE ANT INVASION BE PREVENTED?

There are no guarantees in life, but amazingly effective building products are designed to act as barriers to termite invasion. These barriers are non-toxic, permanent and generally don't require maintenance.

Ultimately, though, it's recommended that you have a yearly termite inspection carried out to get on top of potential pests before it becomes a headache. House hunting? Don't ignore the signs!

Ben Paterson is the Director at Safeguard Inspections, located in Brisbane's Manly West. He performs building and pest inspections on residential properties, guided by 25 years of experience and knowledge.

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Caring for your cacti and succulents

CONTRIBUTED BY ALANA SEARLE

Potted cacti and succulents are known for their hardiness and adaptability to accessorise beautifully with modern patio and indoor décor. Prolong their succulent ways with these simple steps.

Cacti and succulents love plenty of sun to produce healthy foliage and better flowering. Position displays on sunny patios and well-lit areas inside the home.

Both cacti and succulents like an open texture, free draining mix allowing optimal aeration. Searles Cacti & Succulent Specialty Mix is a specifically designed soil mix which provides excellent drainage and is boosted with long term 12 month fertiliser for healthy growth and better blooms.

Many cacti and some succulents positively flourish on minimal moisture, due to their internal mechanisms for water storage. Check the plant label of your plant for watering guidelines. If starved of water, leafy succulents shed their leaves.

Applying Searles Flourish Cacti & Succulent Soluble Plant Food during Spring and Autumn should provide them with all the food they need.

Cacti and succulents are remarkably resistant to attack by pests and diseases if given the correct amount of sunlight, water and fertiliser. Plants grown indoors should be checked for scale, aphids and mealybug.

Searles is a Queensland family-owned business.



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523m² 4 2.5 3

HAMPTONS INSPIRED MASTERPIECE!

Combining over 500m² of family space, timeless character and a striking architectural design, this exclusive Coorparoo address represents a unique offering.

Boasting multiple indoor-outdoor living areas and up to five bedrooms, the Tri-level design caters superbly to family, entertaining and guests. Meanwhile, its high-end quality build and finishes and inclusions promise a superior level of luxury and sophistication.

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Auction

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Balmoral 14 Thorpe Street

860m² 4 4 4

Superbly Located Block of Flats with Development Options!

Presented to the market for the first time in over 16 years. Seize this very rare opportunity to secure one of the few remaining large development blocks in the Oxford Street precinct. Currently receiving a rental return of \$60,164PA.

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Bulimba 12/42 Johnston Street

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Luxurious Brand New Townhouse!

Only just completed and in one of Brisbane's most prestigious suburbs, this beautifully appointed townhouse offers an incredible lifestyle in a location rivalled by none. Located near the front of the Tribeca complex, this three-bedroom home offers fantastic entertaining, with multiple outdoor areas and beautiful fixtures.

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