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PROPERTY
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ART NEWS

PAGE 9

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**PROPERTY OF
THE MONTH**

PAGE 14

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Inside this issue

Thank you for investing your time in Real Estate News & Views. We hope you enjoy this issue.

Page 4 To sell what you love, talk to someone who loves where you live

Page 8 Manly Harbour Village turns up the heat

Page 9 New works from Bronwyn Hill

Page 12 Thinking about downsizing?

Page 15 REIQ update: property investors required

Page 17 Buyer defaults, seller can forfeit deposit. Good move?

Real Estate News & Views is a monthly publication, home-delivered to Wynnum, Manly and Lota areas. Please note that if your home has a 'no junk mail' or 'Australia Post Only' label, then we are unable to deliver the newsletter to you. However, copies will be available around the local area for you to read.

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

Contact 0421 786 302 for more information.



HOME DISTRIBUTION BREAKDOWN

POST CODE	SUBURB	DISTRIBUTION
4153	BELMONT (QLD)	1034
4170	CANNON HILL	984
4154	GUMDALE	111
4154	WAKERLEY	2,386
4172	MURARRIE	1,302
4173	TINGALPA	2,739
4174	HEMMANT	807
4178	WYNNUM	4,221
4178	WYNNUM WEST	4,124
4179	LOTA	1,041
4179	MANLY (QLD)	1,185
4179	MANLY WEST	3,593
TOTAL		23,527

JULY BOOKINGS

- Advertising cut off 28th of June
- Distribution 7th of July to shopping centres and 12th July into homes.

ADVERTISEMENT SIZES

Full Page	318mm deep x 265mm wide
Half Page	135mm deep x 265mm wide
Quarter Page	68mm deep x 265mm wide (not available to real estate agents)
Strip Ad	40mm deep x 265mm wide (not available to real estate agents)

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RECORD MONTH FOR PROPERTIES LEASED

20 Cranleigh Street Wynnum West
 3/163 Stratton Terrace Manly
 1/56 Chandos Street Wynnum West
 24 Crown Street Wynnum
 2/320 Preston Road Wynnum West
 21/8 Zahner Place Manly West
 3/320 Preston Road Wynnum West
 25 Wattle Place Gumdale
 5/320 Preston Road Wynnum West
 72 Milfoil Street Manly West
 2/8 Zahner Place Manly West
 1/320 Preston Road Wynnum West
 36 Rickston Street Manly West
 6/415 Esplanade Manly



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0423 289 530





To sell what you love, talk to someone who loves where you live

FROM RAINE & HORNE WYNNUM

Chris lives and breathes Wynnum/Manly. Growing up in the area and raising two of his own boys here, Chris has a passion and enthusiasm for how amazing our local community is.

Along with his drive and sales strategies, Chris ensures his clients enjoy seamless transactions while achieving fantastic results. Chris has over nine years of experience in residential property sales and has had a hand in over \$150,000,000 of local sales.

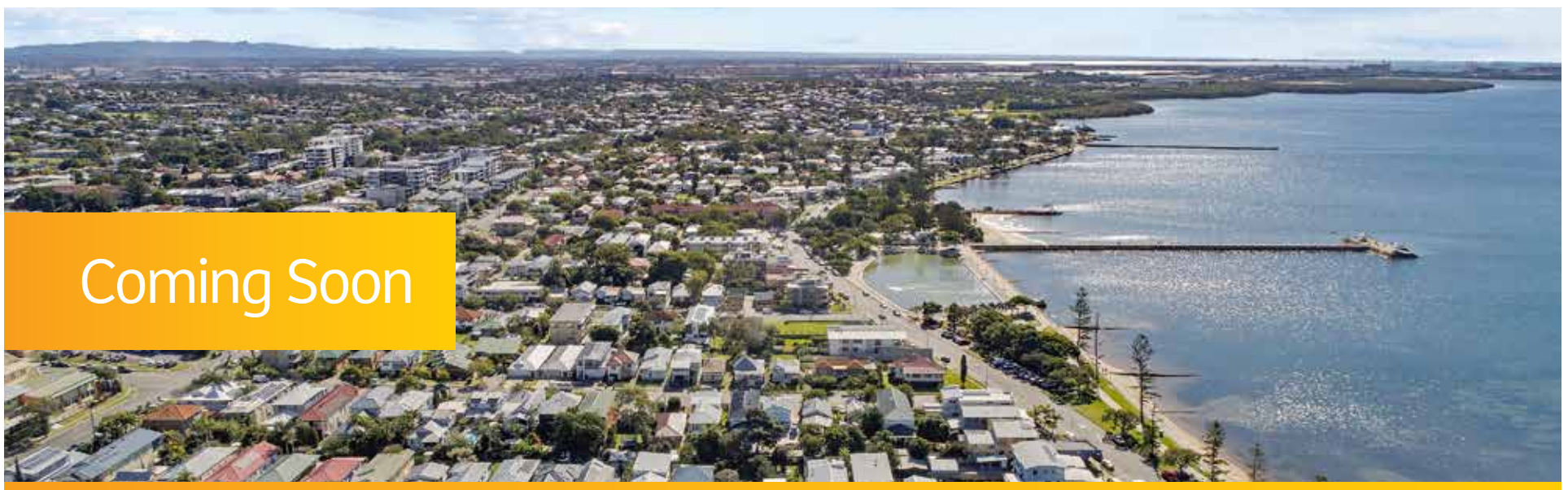
With an in-depth understanding of the Bay area, and under the training and guidance of Principal Margaret, Chris has really established his portfolio in the area. With his caring nature and young drive, Chris is a go-getter with a can-do attitude.

Chris caters to his sellers' and buyers' needs by using his extensive knowledge and efficient communication skills to ensure every sale is executed smoothly.

Chris has the drive and determination to one day become Principal of this family business.



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Coming Soon

Highly sought-after position hitting the market

This stunning 405-sqm property located on a sought-after street of Wynnum with a view of the water, and plenty of bedrooms for the family; will be hitting the market soon. Please, contact Margaret Vote today to register your interest.

5 3 1



Margaret Vote
0411 521 747
margaret.vote@wynnum.rh.com.au

Wynnum | Manly
07 3348 7555
rh.com.au/wynnum



3 3 6

24 Malabar Street, Wynnum West

View By appointment

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au

Chris Vote
0433 411 540

chris.vote@wynnum.rh.com.au

Family Friendly Home

- 3 very generous bedrooms, the master has a walk-in robe and ensuite
- 2 separate lounge rooms and dining room
- Large kitchen with plenty of bench space and a walk-in pantry
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- Big bathroom and separate toilet
- Downstairs also has a shower, toilet and laundry

4 3 2

1601/86 Berrima Street, Wynnum

View By appointment

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au

Justin Smith
0414 230 753

justin.smith@wynnum.rh.com.au

Luxury Wynnum Skyhome

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2 2 1

1/65 Ronald Street, Wynnum

View By appointment

Chris Vote
0433 411 540

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Oahu apartments is Bayside living at its best

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3 2 2

13/4 Lewis Street, Manly West

View By appointment

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- Stainless appliances and induction cooktop
- Open-plan living and dining
- Crimsafe security doors and windows
- Double garage with remote access
- Plantation shutters/blockout blinds

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Manly Harbour Village turns up the heat

CONTRIBUTED BY MANLY HARBOUR VILLAGE

A wonderland by the water's edge, Manly warmly welcomes you this winter.

There are so many reasons to live in Manly Harbour Village, with the best in shopping, dining, sailing and lifestyle right at your doorstep. The natural beauty of southern Moreton Bay is a perfect backdrop for locals who love the great outdoors, offering the ideal balance between relaxation and sophistication – and investors are taking notice.

The area is currently undergoing a 'glow-up' as new bud lighting trees adorn the high street of Cambridge Parade, beautifying the already charming precinct. Further Brisbane City Council plans for the Manly Harbour Village marina and precinct area are now underway, with improvements including bespoke seating with LED

lighting, new shade trees and refreshed garden beds, plus expanded creative lighting with projection artworks designed by local artist Delvene Cockatoo-Collins in the plan.

The harbourside precinct already boasts a wide variety of premium dining options, including Tide on the Jetty, Shucks Bar, SeaVibes, Marina Crest, and fire-powered newcomer The Arsonist sparking excitement in the area. The Manly Esplanade is a picture-perfect place to walk up an appetite, or simply sit back and take in the spectacular winter skies over the bay.

The village hosts Manly Creative Markets every Sunday, Jan Powers Farmers Markets on the 1st and 3rd Saturday of every month, and Movies in the Park on



Supermoon over Manly Harbour

the 1st Saturday of every month, along with many other great things to see and do any day of the week.

Come and experience the magic of Manly Harbour Village, where Brisbane meets

the Bay for yourself, and see what makes the area an ideal lifestyle destination to 'Eat, Shop, Play, and Stay.'

Visit manlyharbourvillage.com for 'great days out in Manly' winter inspiration.



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New works from Bronwyn Hill

CONTRIBUTED BY LETHBRIDGE GALLERY

Bronwyn Hill's recent collection of oil paintings explore an interplay between various fruit and winged insects when the two subjects are placed together. The work focuses on the vibrancy of the contrasting colours and the different textures of these objects, composing them in a way that is both natural and artificial. The use of minimal grey backgrounds keeps the attention on the exaggerated colours, a fun diversion from the personal work in Hill's other series.

Brisbane-based, Hill is recognised for her photo-real oil paintings, with light and shadow a recurring feature along with her use of contrast of high detail and soft layering techniques.

Recently winning the 2019 Sylvia Jones Award for Women Artists at the Brisbane Portrait Prize, and the 2017 Clayton Utz Award, Bronwyn Hill has been involved in many exhibitions throughout Australia, most recently exhibiting in Melbourne and internationally in 2020 as part of a group show at CODA Gallery, Palm Desert, California, USA.

Bronwyn Hill is currently exhibiting in a group show 'Moments: A Still Life Exhibition' at Lethbridge Gallery Paddington from 28 May to 12 June 2021. All works can viewed at www.lethbridgegallery.com



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Warick & Kathy



"Liza did a fantastic job, she had my unit sold the next day at a great price. Liza worked with me, helping me get organized as everything happened so quickly. I would happily recommend her as I felt at ease every step of the way. What a great way to start my next adventure! Thanks Liza"

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Thinking about downsizing? Townhouse versus over-50s resort-style living

CONTRIBUTED BY GEMLIFE

While there will always be Australians who opt to remain in their own home after their children have left the nest, many are finding the time and effort they spend on gardening and maintenance could be put to much more enjoyable use. This is driving a new wave of over-50s 'life-sizers', many still working full or part-time, who are choosing to downsize their responsibilities to upsize their lifestyle.

As house prices continue to rise, a lot of asset-rich but cash-poor homeowners could be missing out on a big opportunity to unlock their existing home equity and start living the life they'd really like a lot earlier.

Adrian Puljich, Director and CEO of GemLife, a developer of over-50s lifestyle resorts with three estates on the Sunshine Coast, said selling a house that had grown dramatically in value over the years to buy a new home for less can be a huge benefit for downsizers.

"Homeowners can use the additional capital to invest or supplement their income to enjoy a more independent, lock-up-and-go lifestyle," he said.

"A lot of people begin by looking into apartments or townhouse living but they may be put off by having to pay stamp duty again on their new purchase, being in a complex with a revolving door of renters, or they miss a sense of community. This is where the benefits of over-50s' resort living can be well worth considering."

Because over-50s resorts are 'land lease communities', no transfer or stamp duty is payable, which results in an instant saving of \$14,067*. Ongoing site fees are similar to a townhouse complex's ongoing body corporate/strata fees, however, in a resort you benefit from so much more than just garden maintenance.

"Resort living offers a choice of sought-after coastal or country locations, stunning new architecturally-designed freestanding homes and truly inspiring resort-style facilities along with the friendship of a vibrant like-minded community," said Mr Puljich.

"Think of it this way: you would never consider buying into a townhouse complex before visiting it in person to make up your mind. Now ask yourself what's stopping you from exploring resort living? First-time visitors are nearly always blown-away."

For more information, visit www.gemLife.com.au

**Based on a townhouse purchase price of \$589,000.*



Byron Freeborn

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More property investors needed now

BY ANTONIA MERCORELLA – CEO, REAL ESTATE INSTITUTE OF QUEENSLAND

The Real Estate Institute of Queensland (REIQ) has a proud history of working closely with the State Government on key issues that impact the real estate industry as well as the wider community. So, it certainly doesn't help when minor parties such as the Queensland Greens decide to recycle policy positions from years gone by and disguise them as a necessary response to tight vacancy conditions we're currently witnessing across most of Queensland. I'm of course referring to the Green's recent Private Member's Bill – *Residential Tenancies and Rooming Accommodation (Tenants' Rights) & Other Legislation Amendment Bill 2021*.

With Queensland's rental market currently under enormous pressure as more people choose to both remain as well as make Queensland their new home, it's critical we continue to attract property investors to improve rental supply and keep pace with demand so as to maintain rental affordability. What we don't need is ludicrous rental reform proposals like we're seeing from the Greens. It's completely unrealistic to expect that lessors will continue to invest in Queensland real estate if faced with untenable arrangements that don't allow them to protect the value of their asset and strips them of fundamental decision-making powers and rights.

Some of the key proposed items in the Bill include:

- Capping rent increases to once every 24 months and by no more than CPI annually;
- Scrapping "no grounds evictions" thereby preventing lessors from being entitled to end a fixed term tenancy at the end of its agreed term;
- Restricting lessors' rights to end tenancies, effectively allowing lessors to give a notice to leave only on the grounds of required occupation by the property owner (or owner's close family) or on account of major renovations to be made to the property. The *Bill* also excludes the right for owners to issue notices to leave where they intend to sell the property;
- Banning rental bidding; and,
- Allowing tenants to make property alterations without permission from the lessor.

The most damaging reform proposed by the Greens is the abolishment of a lessor's right to not renew a tenancy agreement at the end of its agreed term. In practice, this would allow a tenant to remain in a tenancy indefinitely and for as long as they wish unless the lessor can establish one of two grounds under the Greens proposal. Effectively, a lessor could only issue a notice to leave if

they or a family member intends to occupy the property or if major renovations are to be made to the property.

This reform has been cleverly disguised by the Greens as the abolishment of "without grounds terminations or evictions." What they're describing is inaccurate and misleading because under Queensland law, lessors cannot evict tenants for no reason during a fixed-term tenancy agreement. By tying the hands of lessors behind their backs, what the Greens are really seeking is for tenants to have the right to stay in a property until it suits them, to make modifications as they please and keep pets in the property without seeking consent.

Meanwhile, lessors won't be able to even request tenants pay market rent.

As a result, no lessor will choose to invest in Queensland property under these proposed laws. Investors have a range of options open to them, including shares and other asset classes. If their rights to manage an investment property are removed they'll simply choose to invest elsewhere. What we need is a regulatory framework that provides security for both tenants and lessors. A balance must be found but it won't be if the Greens have their way.

Queensland already has some of the country's most comprehensive tenancy protections in place. State laws already contain rent bidding prohibitions and strict rent increase rules and protections. What this shows is that the Greens have a legitimate lack of understanding of what's already contained within current Legislation.

The Greens further fail to understand the fact that rental caps don't do anything to resolve the reason rents are rising, which is because there are more people who want to live in Queensland

than there are dwellings for them to currently live in. According to the Australian Bureau of Statistics (ABS), Queensland has enjoyed a net inflow of about 25,000 people over the last 12 months. That's the highest level of net interstate migration Queensland has seen for around 20 years. We've also seen fewer people leaving Queensland, with departures at their lowest level since December 1994. Furthermore, in addition to high internal migration and low departure rates we've also seen the return of around half a million expats since the onset of the pandemic.

Ultimately, as migration continues and more Queenslanders remain, there will continue to be fewer rental properties. Introduce rental caps and there will be even less stock available as it vastly reduces the incentive to supply future rental housing. The ripple effect will cause renters to be further affected.

Housing by virtue is a consumer need, and follows the same basic laws of economics as other consumer needs: When the demand for a product exceeds supply, the price will rise until the quantity demanded is equal to the amount available. At some point that demand will reach its limit and a shift in momentum will see rents decrease. Like most things, the property market is subject to ebbs and flows.

What we need are more incentives to better support both increased and ongoing property investor activity in the Queensland property market and the contributions they make to the state economy. What we don't need is reckless and damaging rental reforms as proposed by political parties that don't offer any benefit Queensland's rental market whatsoever.



Buying or selling?

Chris McKenna

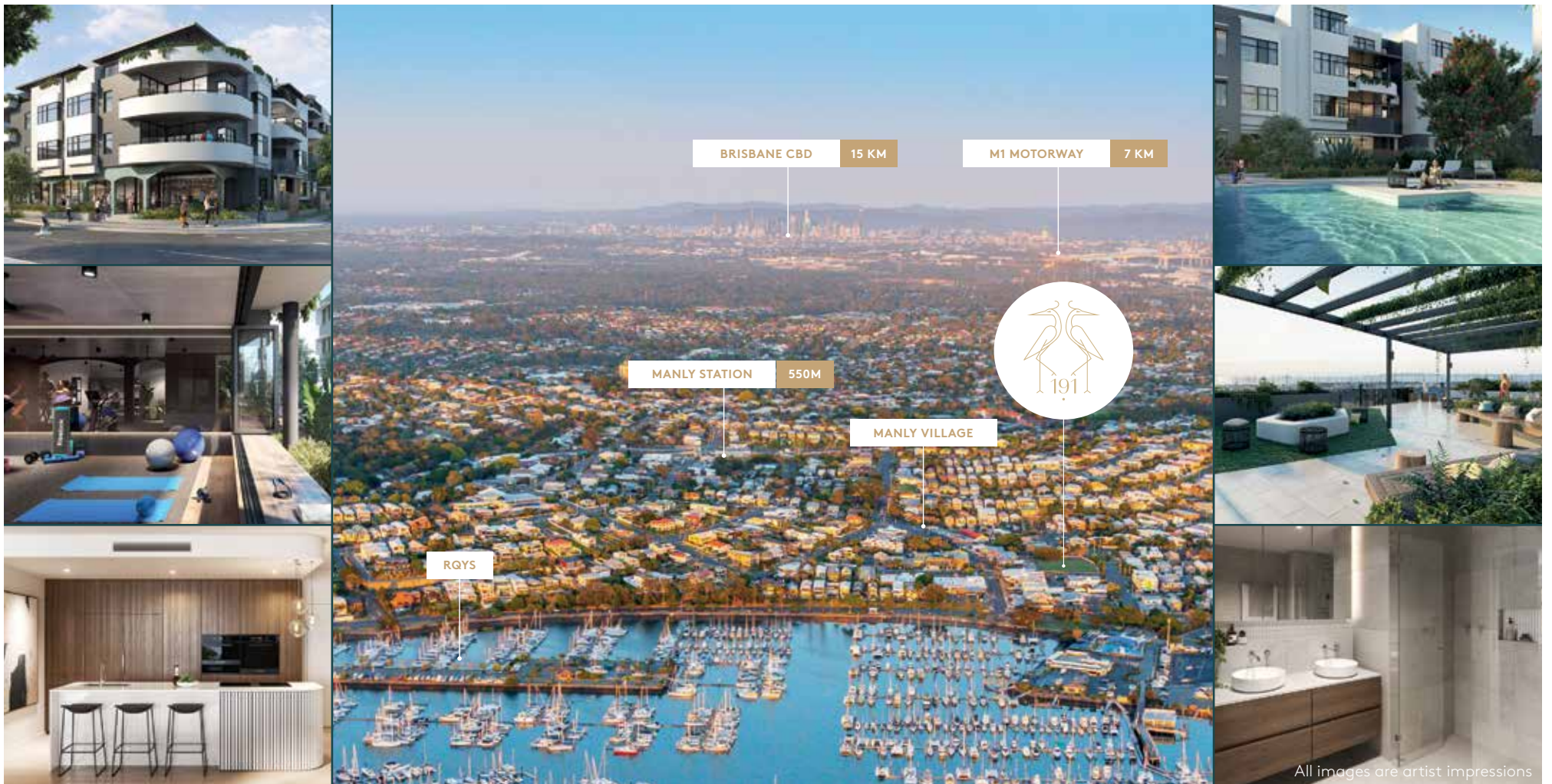
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Buyer defaults, seller can forfeit deposit. Good move?

CONTRIBUTED BY MARK LILLICRAP

In Queensland conveyancing, time is “of the essence”. Basically, that means “a day late is too late”.

As a result, if a Buyer is late in meeting an obligation under the contract, the Buyer may be in default, meaning the Seller has various rights including termination, damages, legal fees, interest and declaring the deposit forfeited. The quickest, and sometimes most appealing remedy (at first blush at least), is the forfeiture of the deposit.

While forfeiting the deposit looks like easy cash, is it too good to be true?

Some potential consequences, which may not be immediately obvious, of a Seller terminating the contract and forfeiting the deposit include:

1. Agent’s commission. The standard terms of appointment prepared by the Real Estate Institute of Queensland provide that where the Seller is entitled to terminate a contract and forfeit the deposit, the Agent is entitled to its commission. Unless the deposit is significantly

greater than the Agent’s commission, there may be no financial gain to the Seller from receiving the deposit.

2. Delays and uncertainty involved in a resale. Having already sold his or her property to the Buyer, presumably the Seller still wants to sell the property. If a contract is terminated and the Seller still wants to sell the property, then the Seller may have to go through the process of marketing the property, negotiating a new contract and thereafter waiting for that contract to settle. If the default of the original Buyer was caused by some glitch, such as the Buyer’s bank not being ready for settlement, then that issue may be resolved in a matter of days and might enable the Seller to complete the sale of the property with the original Buyer, while avoiding the uncertainty and delays of trying to resell the property on the open market.

Obviously, the Seller should take legal advice before making any decision about a default by a Buyer. The Seller should also have some genuine discussions with the Agent

about issues such as the likelihood of the Seller reselling the property at the same price or better and likely delays associated with any resale of the property.

In short, Sellers should beware: the low hanging fruit isn’t always sweet.



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	1/91 Charlotte Street, Wynnum	N/A	2	1	1	N/A	1402/86 Berrima Street, Wynnum	N/A	2	2	1	N/A
Place. 	19 Arnold Street, Manly - Sold prior to auction	\$2.45M	5	4	4	827m ²	6 Kingsley Terrace, Wynnum - Sold prior to auction	N/A	4	2	3	607m ²
	138 Kingsley Terrace, Manly - Sold prior to auction	N/A	4	2	2	405m ²	169 Mountjoy Terrace, Manly	\$1.1M	3	2	1	405m ²
	22 Constellation Way, Wynnum	\$760,000	3	2	2	750m ²	23 Glenwood Place, Hemmant	\$575,000	3	1	2	511m ²
	6/83 Bride Street, Wynnum	\$635,000	3	2	3	N/A	15/250 Manly Road, Manly West	\$451,500	3	2	1	N/A
	25 Richard Street, Lota	\$826,000	4	2	2	N/A						

NEW LISTINGS

Raine&Horne.	24 Malabar Street, Wynnum West	\$630,000+	3	3	6	610m ²	60 Whites Road, Manly West	POA	2	1	2	810m ²
	1/65 Ronald Street, Wynnum	\$400,000+	2	2	1	750m ²	142 Carlton Terrace, Manly	POA	4	1.5	2	1153m ²
Place. 	35 Mountjoy Terrace, Wynnum	For Sale	3	2	2	810m ²	177 Carlton Terrace, Manly	For Sale	LAND			880m ²
	177 Raeburn Street, Manly West	N/A	3	1	1	716m ²	3 Gorham Street, Tingapla	N/A	3	1	2	680m ²
	21 Buderim Street, Manly	N/A	3	1	1	405m ²	191 Carlton Terrace, Manly	N/A	-	-	-	814m ²

This information has been supplied by local real estate agents. The list is not intended to be exhaustive. DBL takes no responsibility for the data which has been supplied by third parties. DBL Solicitors assists Buyers, Sellers and Real Estate Agents with all the legals of Residential Conveyancing.

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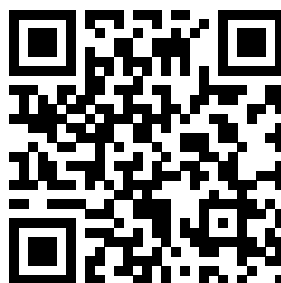
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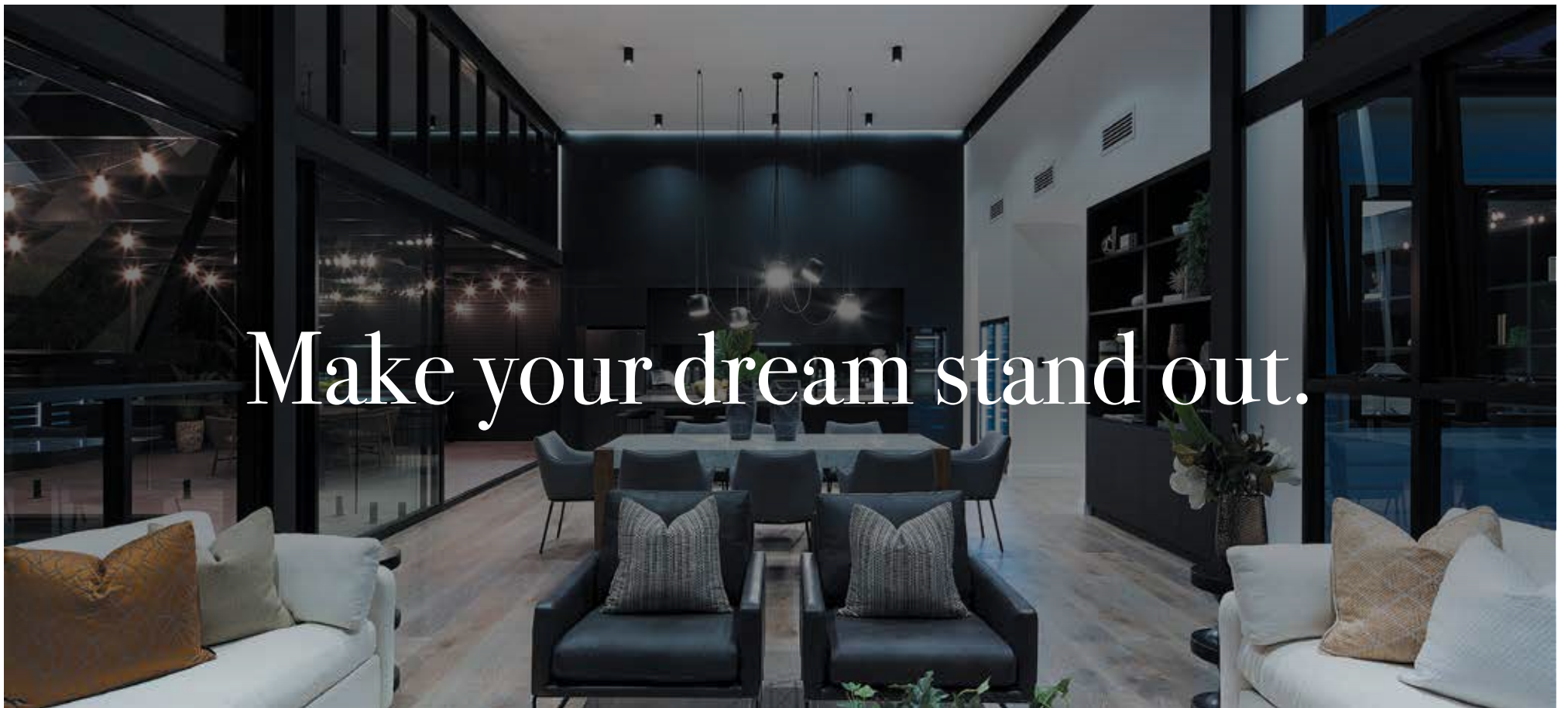
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Make the most of what you've got, and unlock your home's potential by giving it a lift. Raising your home and building underneath is a great way to double the size of your home and create more liveable spaces.

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Quality Homes Renovations' team specialises in high-quality, modern Queensland-style homes that are innovative and often admired. Working collaboratively with clients, we take into account lifestyle factors, budget, and all the small details necessary to bring a brand-new dream home to life. It's a seamless process that our clients appreciate, backed by a trusted team of professional builders who are passionate about their craft.



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If you love where you live, but your home is looking tired, it's time to consider a renovation. A quality renovation can add value to your home and enhance your lifestyle. Our experienced team can guide you through the process, whether it's a bathroom make-over, a new designer kitchen, or re-configuring your living space for the way we live today.

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