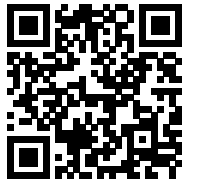




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JANUARY 2022



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Where there's a Will, there's a way

CONTRIBUTED BY THE PUBLIC TRUSTEE

Your Will is an opportunity to have your final say on the legacy you wish to leave behind and helps to protect your family's financial future. But research shows that almost 50 percent of Queenslanders do not have a valid Will.

The Public Trustee is suggesting that Queenslanders speak with a professional to develop a Will to ensure that all of their wishes are met.

Public Trustee and CEO, Samay Zhouand, said many Queenslanders may be unaware that stepchildren and stepsiblings are not automatic beneficiaries of an estate unless they have been included in the Will.

"Having a Will is one final way we can communicate our wishes with our loved ones and ensure your legacy can live on through the next generation," Mr Zhouand said.

"Where a person passes away without a Will, Queenslanders' assets would be distributed according to Intestacy Law and may not represent what a person wanted for their legacy.

"A Will is not only a way to share your wishes, but also an opportunity to protect and provide for your loved ones, such as your stepchildren, or stepsiblings, after you have passed away," he said.

To support Queenslanders to have a greater understanding of possible consequences of not having a valid Will in place, the Public Trustee created a series of illustrated stories based on real intestacy cases in Queensland.

In one of the illustrated stories, Karen and James form a relationship where James

becomes a father to two stepchildren. Karen's Will gave clear instructions to leave the estate to James and her children, but when James passed, he did not have a valid Will.

Although James would have wanted his assets to go to his stepchildren, without a valid Will, his assets were distributed as per the Succession Act 1981 and provided to an estranged relative that lived overseas.

Research suggests many Australians that do not have a Will, say they have been meaning to do it, just have not had time.

Mr Zhouand encourages Queenslanders to set aside some time to create a Will and help protect their family.

"People who plan for their future and talk to their loved ones about their life plans avoid the hardship and stress for their families at an already difficult time.

"Creating or updating a Will is easy to do through your local solicitor, legal firm or practitioner that specialises in Succession Law, or you can contact the Public Trustee for more information," he said.

Queenslanders can learn more about Intestacy Law and explore the illustrated intestacy stories by visiting the Public Trustee website: www.pt.qld.gov.au.

To access the illustrated case studies of intestacy, including the story of Karen and James, visit: <https://www.pt.qld.gov.au/wills/wills-week/queenslanders-stories/>



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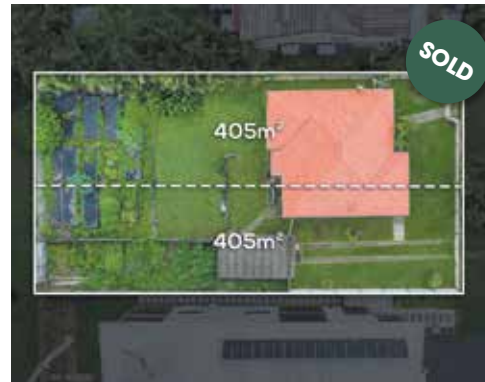
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Pool safety and how to weather storm season

CONTRIBUTED BY QUEENSLAND BUILDING AND CONSTRUCTION COMMISSION

Queensland summers are usually hot and humid, tempting many pool owners to take a dip to cool off before a storm hits.

The Queensland Building and Construction Commission advises home owners to ensure their pool complies with safety regulations and keep up with home maintenance to minimise potential storm damage.

If you have a swimming pool, it must comply with Queensland swimming pool safety laws. A swimming pool is defined as any structure primarily used for swimming or bathing, and includes some models of portable pools and spas that can hold more than 30cm of water.

To help keep children safe, ensure your pool fence measures up and is compliant. Pool gates must open outwards from the pool, be self-latching from all positions and remain closed when not in use. Anyone who props open a pool gate is liable for an on-the-spot fine.

Even if you don't have a pool, there's still home maintenance work to help prepare for storm season.

Clear any leaves and debris out of eaves and gutters so roof water drains properly during a downpour.

Do surface and garden maintenance to ensure water drains adequately and to minimise subsidence.

Make sure you are maintaining building, plumbing and drainage systems associated with your house.



While it is the season to be jolly, it is also the time to make sure things are up to scratch around the house so you don't risk damage to your home or your family.

For more tips on preparing for storms or pool safety search at QBCC.qld.gov.au.

LJ Hooker
Manly

Happy New Year

May 2022 be a healthy, safe and prosperous year ahead. If you would like a discussion regarding what your home maybe worth, please give me a call.

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Publication Update

We have introduced a new section in the centre spread of The Community Leader and Real Estate News & Views.

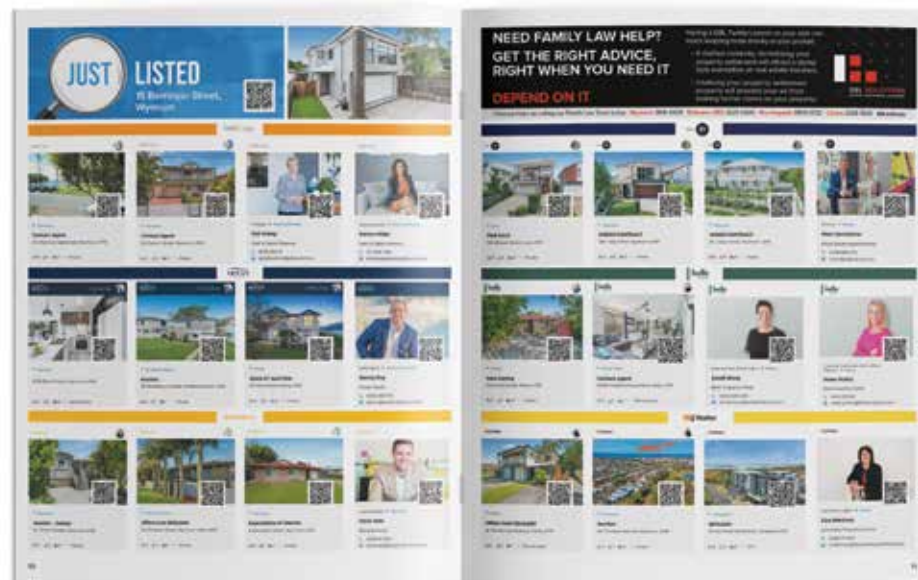
New Just Listed

The objective of the new section is to give you an opportunity to market your home to locals in an affordable way.

To help plan your campaign with your local agent, The Community Leader is distributed at the start of each month, and Real Estate News & Views is distributed in the middle of each month.

Just Listed is supported by a digital offering on The Community Leader website called Local Listings, where you can view videos, photos and find the contact details of each agent. Simply scan the QR codes and they will take you to each property.

Ask your agent for more information.



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4 2 2 • House

Real Estate Agent • Manly

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LJ Hooker Property Centre
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What price can I expect for my home?

BY THE REAL ESTATE INSTITUTE OF QUEENSLAND (REIQ) CEO ANTONIA MERCORELLA

When someone decides to sell their home one of the first questions they must consider is “what price am I willing to accept for my home?”.

In Queensland, we’re currently experiencing high buyer demand for properties and the sales market continues to exceed and defy expectations of both vendors and agents, making it very difficult to predict the price that the market values the property at.

However, before you put your home on the market, you’ll want to have an informed estimate of what you can reasonably expect to sell your property for, so you can identify outstanding offers.

No matter what your chosen method of sale is, in this heated sales market, you may receive competitive offers early on in your sales campaign as buyers attempt to take the property off the market as soon as possible. One tactic buyers may use is to put an expiry date on their offer, so you’ll want to have your ideal price parameters in mind so you can respond in a timely fashion.

It’s important to understand that there is no exact science to setting your price expectations, and no crystal ball to predict how the market will respond to your sales campaign. However, the following steps will help get you started.

STAY ON TOP OF THE LATEST SALE PRICES

The first step is to do your homework and begin your own research online. All of the major listing portals have ‘sold’ sections that will reveal the price that similar homes in your area, or even your street, recently sold for.

In this rapidly moving market, you will need to stay hot on the trail of sale prices and where possible, avoid 12-week-old sales data in order to ensure you’re not basing your figure on stale numbers. Due to some delays in revealing sales prices online, you may need to contact the selling agent of recently sold comparable properties to enquire about the sale price, before it is made public online.

SEEK EXPERT ADVICE AND APPRAISALS

After doing your own online research, the next step is to begin interviewing agents who will help you refine your price and let you know how realistic your expectations are. Choose an agent who is very experienced in your area. This skilled person is an expert and will know the market intimately and will be able to fine-tune your education, helping you settle on an achievable price for your home.

A good start is an appraisal – an estimate of the sale price provided by a real estate professional. You can also ask the agent for a comparative market analysis (CMA) or a written statement for your property showing how they decided the market value of the property. This report contains information on at least three properties of a similar standard and style to yours, that have sold recently in your area (usually within around 5km).

MARKET WITH OR WITHOUT A PRICE

Given the hot competition for property, it’s not surprising that more people are opting for auction or expressions of interest methods of sale, where it’s completely up to the market to decide the price.

Property sales can be marketed with a fixed or price range or ‘offers over’. In some cases, properties may be marketed without a price or ‘expressions of interest’, ‘by negotiation’, and ‘best offers by’.

In Queensland, if the property is being sold by auction, it is unlawful to provide a price or price guide to potential buyers. However, you still need to decide what you set for a confidential reserve price for the auction. This is the minimum sale price for the property and must be put it into writing. Once bidding reaches or exceeds the reserve price, the property becomes ‘on the market’ and you must accept the highest bid as the sale price. You can decide not to set a reserve price, but this is a very risky strategy and not recommended because you are obligated to accept the highest bid – meaning the property is ‘on the market’ from the first bid.



BE REALISTIC

Bear in mind, that while it’s clearly a seller’s market at the moment, it’s important not to get too swept up in dreaming of a jaw-dropping offer. Having unrealistic price expectations may damage your prospects of a quick sale and may mean you pass on offers that you later regret.

Also be aware that most home owners look at their home through rose-coloured glasses and when they compare their home with nearby homes that sold well, affection for their own family home can blind them to differences, flaws and any issues that might affect price. Trust your agent and the advice that they give you.

At the end of the day, there is a range of factors that go into what the price could potentially be, but ultimately, it’s the market that will decide.



Buying or selling?

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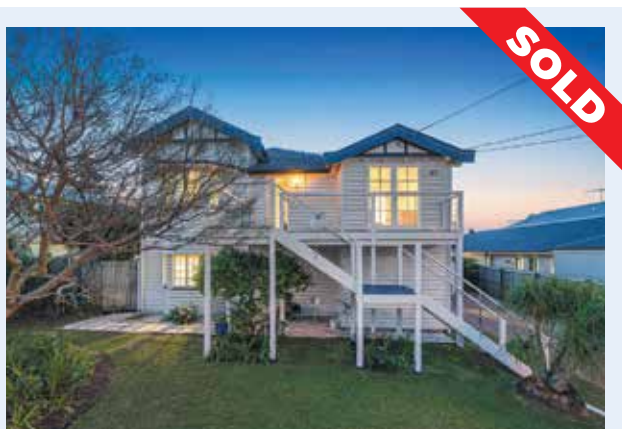
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98 Empire Avenue, MANLY WEST



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Sun still shining on Queensland property market

CONTRIBUTED BY THE REIQ

The demand for Queensland's residential property market appears to be insatiable with the latest median house price data from the REIQ showing another period of strong performance over the September 2021 quarter (July – September 2021).

Across Queensland, median house prices climbed 1.8 per cent over the quarter, with Greater Brisbane and Local Government Areas (LGAs) with tourism hotspots proving to be increasingly appealing, while growth in some regional LGAs has been rising, but volatile over the past 12 months.

Houses were snapped up in Brisbane, which achieved the highest number of house sales over the quarter (3,912), followed by the Gold Coast (2,419), Moreton Bay (1,945), Sunshine Coast SD (1,510), Logan (1,413) and Ipswich (1,366) showing lifestyle and city fringe locations remain ever popular.

Brisbane's median house price grew 4.7 per cent over the quarter to a new high of \$900,000, representing a 15.5 per cent in growth compared to 12 months prior. Greater Brisbane still offered a chance of greater affordability for those who wish to live on the capital city outskirts with a 2.8 per cent quarterly increase to \$640,000.

In terms of growth over the quarter, Noosa was the clear stand out with soaring double-digit growth of 13 per cent, down from a stellar 19.8 per cent in the June 2021 quarter. This was followed by Ipswich (8.7%), Redland and Fraser Coast (both at 6.5%), and Bundaberg (6.4%) to round out the top five growth performers.

Noosa also took the top spot for the highest quarterly median sale price at a staggering \$1.3m, followed by Brisbane (\$900,000), Sunshine Coast SD (Statistical Division incorporating the Sunshine Coast LGA and Noosa Shire) (\$850,000), Sunshine Coast (\$825,000), and Gold Coast (\$810,500).

Some regional centres took a step backwards including Rockhampton (-3.2%), Gladstone (-5.6%), and Townsville (-0.1%). Meanwhile, Mackay remained static. However, these LGAs posted respectable growth over 12 months, with Gladstone the stand out at a massive 15.7 per cent – its fall this quarter perhaps reflecting a correction after three strong previous quarters of growth.

Across Queensland, median unit prices rose 3.5 per cent over the quarter. Double-digit growth was seen in Mackay (17.4%, after swings down and up in prior quarters), Sunshine Coast (12.1%), and Sunshine Coast SD (11.1%), while Cairns (9.1%), Logan (8.7%), and the Gold Coast (6.3%) all performed well too. Greater Brisbane experienced moderate median unit price growth at 1.8% to reach \$420,000.

In some regions, units were a more volatile proposition with September quarter median unit prices falling in Gladstone (-14.8%), Rockhampton (-9.8%), Bundaberg (-8%), Noosa (-4%) and Ipswich (-2%) LGAs. However, these LGAs posted remarkable median unit

growth in the previous quarters, with Gladstone growing 33.4 per cent and Bundaberg climbing 22.9 per cent in the March 2021 quarter; while Noosa grew 17.4 per cent and Rockhampton grew 14.6 per cent in the June 2021 quarter.

Coastal areas understandably fetched the highest unit prices with Noosa (\$850,000), Sunshine Coast SD (\$600,000), Sunshine Coast (\$560,000) and Gold Coast (\$510,000) at the top of the charts.

REIQ CEO Antonia Mercorella said the phenomenal property price growth being experienced in Queensland was a result of a number of factors driving insatiable demand from buyers.

"Queensland hasn't experienced this sustained level of demand and accelerated growth before, but after years of modest growth, prices here are playing catch up," Ms Mercorella said.

"Even as our median prices rise, our state is still demonstrating greater bang-for-buck, with investors looking to make their real estate dollar go further, and southerners making the move keen to lap up our State's incredible liveability factor.

"It's not surprising that Queensland property is still extremely attractive, given our State's enviable lifestyle coupled with a sense of safety and relative freedoms during the pandemic, and of course our comparatively great affordability compared to our southern city counterparts.

"There's also a degree of excitement and attention that comes with the news that South East Queensland is set to stage the Brisbane 2032 Olympic and Paralympic Games, and more tangibly, the propelling forward of investment and timelines for infrastructure as a result.

"With cashed up interstate buyers comfortable with auctions and able to snap up properties with competitive offers, it's no wonder that interstate migration to Queensland is at an almost 20-year high, as southerners relocate here in droves.

"Low levels of stock, record low interest rates, high levels of consumer confidence and household savings, more flexible remote workplace arrangements than ever, and the fear of missing out, are all additional factors spurring on the rapid property price growth and are fundamental ingredients for a strong market as we head towards 2022.

"While predicting what's next is simply crystal ball gazing, the market is still going strong with 12-month growth averages indicating markets are rising right across the board. With interstate borders reopening and international border opening to come, chances are we could see a flurry of activity and an uptick in demand well into the new year."

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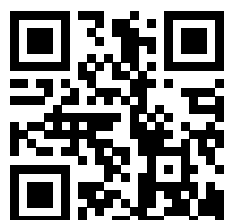
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Local Trades & Services

Since The Community Leader and Real Estate News & Views' first issues, readers have asked for the inclusion of a local trades and services section.

To kick things off, we'd like to thank the local businesses that have committed to advertising in this section. If you'd like to promote your trade or service, prices start from \$145 plus GST* per month, which includes a feature in our print and online versions of The Community Leader and Real Estate News & Views.

* Call Rhonda on 0416 245 193 or email sales@market2market.com.au. Bookings are for a minimum of 6 issues paid monthly.



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 Security Lic No. 4083376 | Solar Lic A420888

 **Solahart**
SAVE UP TO \$1,000
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 * Terms and conditions apply

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 (Selected 270L and above)

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CARPET CLEANING SERVICES

- Carpet Cleaning
- Upholstery Cleaning
- Leather Specialist
- Walk on dry
- Free Deodorising & Sanitize
- Cars & 4WD's
- Asthma friendly when requested

PEST CONTROL SERVICES QBSA 1080457

- All general pest control and rodent control
- Termite Specialists
- Pre-purchases termite inspections
- Cockroaches, Spiders, Ants, Fleas

• Free Ant treatment with Internal & External
• Free Roof Dusting Internal and External

**We are opening the doors
to something exciting.**



Gaby & Rodney McEwan, together with their experienced team are excited to announce the new McGrath Wynnum Manly Office.

They are in the process of relocating their office from Gumdale to a prominent new position in Wynnum at 70 Bay Terrace in early 2022 and look forward to helping the local community and surrounds with any real estate needs.

They are a dedicated team of real estate professionals, offering unparalleled services for both sales and property management, with over 30 years' experience between them. Backed by the McGrath systems, branding and national network, clients can expect exceptional results with us.

McGrath Wynnum Manly
07 3917 5000

Gaby McEwan
0401 781 116
Rod McEwan
0448 777 755

McGrath

mcgrath.com.au

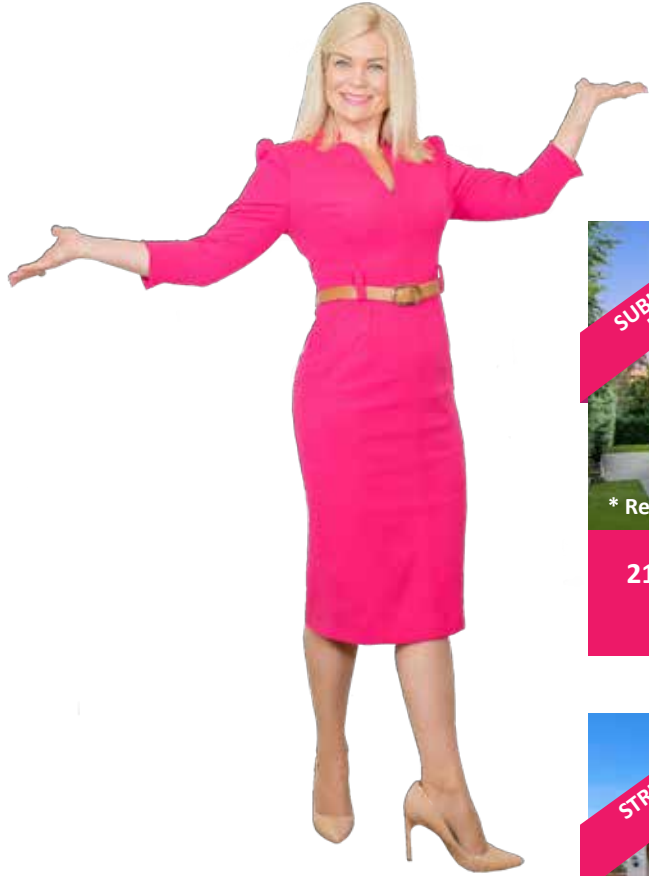
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Record prices in **90% of Sales!***

4 Days
Average selling time

* 2021 sales to October

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Check out these unbeaten 2021 PRICE RECORDS!

SUBURB PRICE RECORD*

* Residential Block

21 Hemmant-Tingalpa Road, Hemmant - \$888,000

COMPLEX PRICE RECORD

32/10 Schumann Close, Tingalpa UNDER CONTRACT

STREET PRICE RECORD

19 Stega Place, Wynnum West \$920,000

STREET PRICE RECORD

7 Begonia Court, Wynnum West \$850,000

STREET PRICE RECORD

9 Mizzen Street, Manly West \$950,000

STREET PRICE RECORD

3 Crestwood Place, Belmont \$925,000

Keryn Osgerby

📞 0421 594 529

📱 KerynOsgerby

LOCAL LISTINGS

The best way to see what local property is on the market in your community

FOR SALE

38 Palgrave Street, Tingalpa
🏠 4 🚗 1 🚿 1

UNDER CONTRACT

29 Abbeyfeale Street, Tingalpa
🏠 4 🚗 2 🚿 2

UNDER CONTRACT

4 Mitchell Place, Belmont
🏠 3 🚗 1 🚿 2

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