



REAL ESTATE

NEWS & VIEWS



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MARCH 2022

LOOKING FOR A LOCAL PROPERTY?



SCAN TO VIEW THIS PROPERTY



WHERE DO WE GO FROM HERE?


PAGE 04

REIQ SELLER'S GUIDE TO INSPECTIONS

PAGE 07

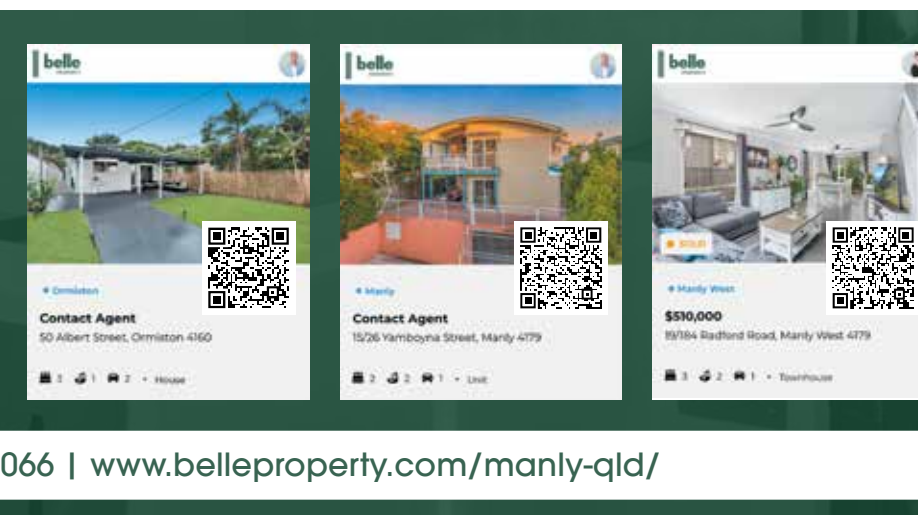
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PAGE 13




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REAL ESTATE

NEWS & VIEWS

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

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But, where do we go from here?

BY BYRON FREEBORN, RAINE & HORNE WYNNUM

“Where do we go from here?” is one of the preeminent questions of the day when it comes to owner-occupiers looking at the stunning rise in property values in their local areas.

It's a beautiful thing to see – equity has increased in one of their biggest assets, the much-loved family home is flourishing price-wise. In many cases, selling would result in a 4-5 fold increase of the original purchase – and catapult them into the next chapter of their lives with a healthy financial buffer.

But, the stumbling block is, where do they go, what are the options at hand?

The number one question is, “why sell up and move?” If you're happy where you are, and the house suits your lifestyle, stay put.

However, if there is a material gain, it may be wise to explore the options.

What we see primarily with our client base in the 50-60 plus year-old bracket is the classic “downsize” from the large two-storey home on a bigger block, to a

(usually newer build) low-set house on a smaller block. These clients want less maintenance both inside and out, no stairs, and, if possible, to be a little closer to the water.

The slight catch: this product is hard to come by. The demand for this type of dwelling means that developers/builders in that space find it more challenging to find suitable lots to build on or purchase them at a price that works with the overall feasibility, notwithstanding the building costs and timeframe blowouts.

One option our clients have explored is settling on a newer low-set home but changing the geography. This still meets their lifestyle needs but allows them to downsize their mortgage. Peter Christopherson from My Super Future says that the benefit of downsizing financially often leaves clients with extra cash that can be directed to their super funds without tax implications (speak with your financial advisor for the details).

Another option is changing the dwelling

type (i.e. moving to a villa or apartment) to ensure extra is cash leftover from the sale of their original dwelling but tweaking the geography a little to stay in the general bayside area.

Buyers may also decide to modify a home to suit a dual-living scenario. Options here include buying a dual-living property ready to move into or building or bringing in pre-built structures on a larger block of land. This scenario allows other family members to move in and live relatively independently while enjoying the benefits of combining resources with family.

Finally, purchasing into a lifestyle Over 55's complex has become very popular for the active couples who want to keep a community connection going. This option gives them groups to join within the complex and facilities such as communal bars and golf courses. Past clients who have made that move tell me they love the lifestyle benefits. One aspect to consider with this type of investment is that, in most cases, you own the structure but not the



land and also ongoing body corporate costs that you need to weigh up against ongoing financial sustainability.

Local finance broker Dieter Stahmer, the loan broker, recommends getting back to basics. Get in the car and look at different properties. There may be options out there that you've never considered, or there may be perceived barriers around what your next property may look like. This process helps get the conversation going and exposes you to a range of options.

The above information is general in nature and does not constitute professional advice – you should seek independent financial, taxation and legal advice particular to your personal situation.



Large Family Home with a Private Sanctuary Garden!

Large, spacious interiors give you so much space to imagine and create the perfect house. Crisp white walls meet warm polished wood floors in a refreshing combination that gives the property a clean, modern feel. The large backyard is lined by a sub-tropical matured garden to create lush greenery that stimulates relaxation. In combination with the patio, this property is perfect for entertaining kids and pets, and for hosting family BBQs or Christmas lunch. The upper back deck also gives you a quiet sanctuary to relax and take in the bay breeze.

Practicality at its finest - Townhouse with large courtyard!

This townhouse is a quaint, practical residence that is sure to fulfill your every need. Perfect for first-time homeowners or downsizers. Light interiors combined with dark carpeted floors gives the design of the home contemporary air while still maintaining a sense of homeliness & comfort. Security is of the utmost importance in this gated community and with an on-site manager available to communicate with residents, you'll never be far from any assistance you need. Close by is a social scene & community is also an inviting extra that comes with the property. A shared pool and community area make it easier to make new friends with those living right next door.



Byron Freeborn
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For Sale



For Sale



3 2 2

View By appointment
Price Offers over \$450,000

21/22-37 Dasyure Place, Wynnum
Prime position - newly renovated townhouse

- Three spacious bedrooms, all with built in wardrobes
- Main bathroom with good size bathtub
- Spacious en-suite off main bedroom
- Kitchen opens onto dining area for easy serving
- Dining room opens out to your private courtyard
- Single garage with laundry and courtyard access
- Airconditioning to kitchen/dining and master bedroom

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au

4 2 2

View By appointment
Price offers over \$990,000

11 Cola Crescent, Wynnum West
Modern low set brick & tile family home

- Walking distance to Wynnum Plaza
- 4 good size bedrooms all with built-in robes
- Master has ensuite & walk thru robe
- Main bathroom & separate toilet
- Walk-in linen in hallway
- Generous kitchen with plenty bench space
- Very spacious open plan living and dining
- Separate media room adjoins main living area.

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au



For Sale



Under Offer



5 2 5

View By appointment
Price Make an Offer

5 Ernest Street, Manly

BEST BUY IN MANLY - Big Home & Pool - Walk to Village

- Room for a boat or caravan
- 2 bedrooms upstairs & 3 large bedrooms downstairs
- 2 office areas at the front of house
- Beautiful polished hardwood floors in lounge dining
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- Good size workshop with 15 amp power

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3 2 2

View By appointment
Price Make an Offer

7/11 Tripcony Place, Wakerley

Calling All Investors - Long term tenant in an ever popular complex

- Fully ducted air-conditioning throughout
- Open plan lounge, kitchen & dining
- Well-appointed gourmet kitchen with stone bench
- 3 generous bedrooms upstairs with ceiling fans and robes
- Master bedroom with Walk-in robe, en-suite & private balcony
- Private courtyard and patio area is fully fenced and low maintenance
- Alarm system and security screens to doors and windows down
- Complex facilities include a stunning pool and common area

Chris Vote
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A seller's guide to building and pest inspections

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

Traditionally, building and pest inspections in Queensland have been commissioned by the buyer once a contract is entered into with a seller.

However, as consumer expectations change and people become increasingly busy in a fast moving and competitive property market, we are seeing more sellers commissioning a building and pest inspection report at the time of listing. This is especially true when it comes to sellers who choose to sell their property via auction – an increasing popular method of sale in Queensland, but one that many buyers are relatively cautious about.

So why would a seller pay for a report that the buyer should pay for? It's a good idea for three reasons.

1. GET AHEAD OF THE GAME

Firstly, a building and inspection report means that a seller has an opportunity to address any issues raised in the report before listing the property. A seller may choose to address and rectify some problems before putting their property on the market. The report may also be useful when it comes to price negotiation. Buyers will often use issues raised in the building and pest report to try to negotiate the price down, arguing they will have to pay to have those issues addressed and so they want a discount on the sale price. If you've taken those bargaining chips off the table, you're potentially ahead of the game.

2. DEMONSTRATE TRANSPARENCY

And secondly, it conveys transparency and helps potential buyers have a level of confidence that they can trust the seller and get to know more about the property through the eyes of a third-party professional. It is particularly useful if the property is going to auction and buyers arrive on auction day without having done their due diligence - it is an opportunity to give buyers some insight into the state and condition of the property and identify any flaws or issues that the building may have in a written report format. Without this, some buyers may choose not to bid and may miss out on the property.

3. REMOVE BARRIERS

Lastly, a seller commissioned report may save buyers time and money. The cost of commissioning their own report can be a barrier for buyers when they need spend money on a report without knowing for sure if they will in fact be the successful buyer. It also helps take the time pressure off, when people are living busy lives and building and pest inspectors are in high demand in an increasingly rapid and competitive market where turnaround times are generally short in order to be competitive.



Although seller commissioned reports are becoming increasingly more common and can be beneficial for the reasons stated above, it is important for buyers to understand some potential risks and legal limits which may apply. If a report has been commissioned by a seller, the rules of contract law and privity apply. Generally, this means the buyer, who is not a party to that building and pest inspection contract, cannot directly rely on the report and seek compensation from the inspector for any damage or loss they may suffer if the report is defective. In some cases, to overcome this issue, inspectors may allow a buyer to pay an additional fee for the seller's report and this 'transfers' the report and contractual rights to the buyer.

Buyers should understand the potential limits that come with relying on seller's reports. In some cases, buyers may find it beneficial to review the seller commissioned report but still opt to undertake their own independent report.



Buying or selling?

Chris McKenna

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Tingalpa joins the million dollar club

BY SCOTT AUER, PRINCIPAL – RAY WHITE TINGALPA



29 Emcona Street, Tingalpa sold by Ray White Tingalpa \$1.15M February 2022

The start of a new year always invites plenty of speculation about the direction of the real estate markets. Even now entering the third month, it's hard to talk about 2022 when we are still trying to make sense of 2021! It was the most active year in the real estate market in memory.

Tingalpa saw 139 Sales in 2021 with a median sale price of \$715,000 which is up 19.3% on 2020*. Not only is the median sale price up, Tingalpa has entered the million dollar market with numerous properties selling in 2021 over the \$1million mark, and this trend has continued into 2022. The vendors of 29 Emcona St, Tingalpa were ecstatic with the recent sale of their renovated highset weatherboard home for an amazing \$1.15M, while in the next street over at 11 Puma Street sold in January for \$1.6M.

Knockdown/rebuilds are increasingly popular due to limited supply of vacant land in the area. Small splitter-blocks within 200m from a shopping centre are proving popular, while larger more complex sites are being re-considered by developers as viable sub-division projects.



Brisbane in general has had stellar population growth in recent years, driven last year by interstate migration and further pushed along this year by the reopening of international borders. This coupled with a high level of positivity in Queensland's economy going well and will do better again as it continues to operate more normally in 2022. Add to this the 2032 Olympics - while still some time away it has given Brisbane international status and this seems to have impacted local markets.

Tingalpa, in particular is firmly on the map as an in demand suburb, located a mere 12kms to the city, with easy access to Brisbane Airport, Port of Brisbane and Gateway Motorway. The lifestyle convenience of good schooling, close to amenities and shopping like Westfield Carindale and the Wynnum/Manly foreshores, makes purchasing here all the

more enticing to the family-oriented buyers.

We still have extraordinary amounts of enquiries and prospective buyers attending open homes with the majority of properties selling within the first weeks on the market or prior to auction. The influx of buyers wanting to purchase in Tingalpa and surrounds has indeed pushed prices higher than we could have ever anticipated. This is all great news and what more proves what all the locals already know – Tingalpa really is a great place to live!

If you would like to know what your property value is in 2022 give me a call on 0413684268.

*Source Property Data Solutions Pty Ltd 2022 (pricefinder.com.au)



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*Data sourced from RateMyAgent

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Manly

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Wellington Point

\$1,470,000
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4 2 2 • House

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Thornlands

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SOLD Property Group

Publication Update

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

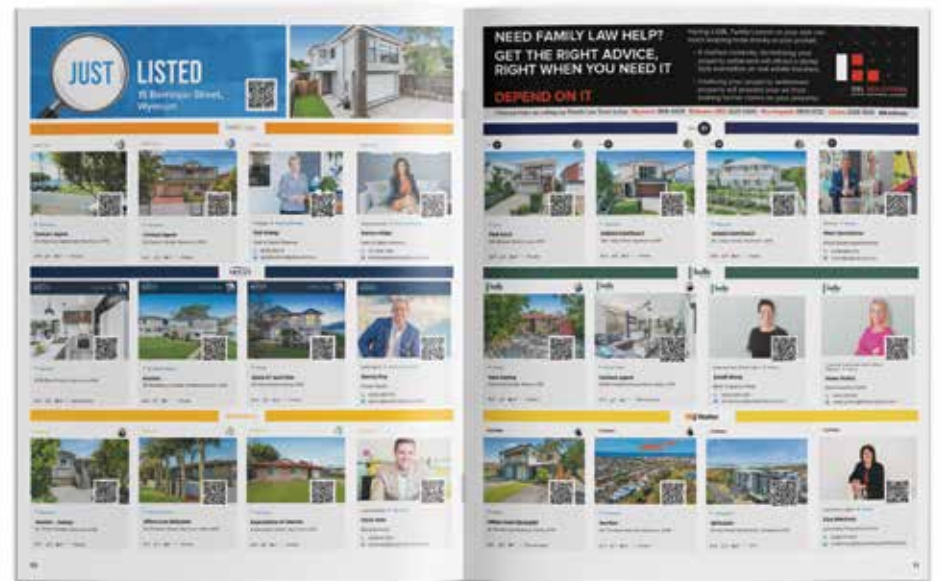
New Just Listed

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.





The great perks of regular solar checks

FROM FALLON SOLUTIONS

Taking care of your solar PV system to protect your investment makes perfect sense, and all it takes is booking a yearly professional solar check!

1. Maximum power generation

The more green power your system can generate each day, the faster it pays for itself.

Many solar owners don't know their system isn't generating the expected amount of power until the electricity bill comes in. No one likes nasty, costly surprises like high power bills.

Regularly checking that your solar panels are generating around the expected level of electricity (for the system and the current weather) helps to identify issues that can be addressed before your grid power use becomes excessive.

2. Keep repair costs down

A yearly check by a specialist solar electrician who has the experience, tools and knowledge to quickly identify faults in your solar system means you'll catch any problems early. This allows for repairs to be carried out when the issue is small, rather than waiting for complete

system failure which could be more costly to repair and may involve replacing whole components.

3. Safe green power production

While most solar systems installed by a reputable solar company are very durable and safe, the wear and tear from being exposed to the elements can lead to issues over time. To make sure your solar system is safely generating electricity, it's essential that any issues are repaired promptly. This is crucial to safeguard those living in and working around the property from electrical accidents.

4. Identify shonky installation

Unfortunately, not all solar installers are trained, experienced and committed to supplying you with a top-quality system that is installed correctly. Shonky installers who take advantage of unsuspecting customers for a quick dollar can leave homes with badly installed solar power systems.

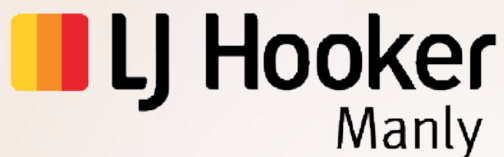
5. Recalled solar components

The list of recalled solar DC isolators on the ACCC Product Safety Recall site is remarkably long with many



of the recalled switches having been widely installed throughout the country. Unfortunately, many of these faulty solar components can cause major issues with your system that may result in fire.

During the solar inspection service, your electrician will check all parts of your system to ensure no components have been identified for a recall. If any are found, your solar electrician can repair or replace where necessary to maintain the safety of the system.



Thinking of Selling ?

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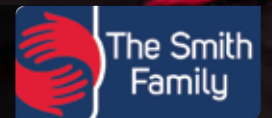
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Why window furnishings shouldn't be an afterthought

FROM ZEN CURTAINS, BLINDS AND AWNINGS, WYNNUM

Whether you're preparing for a new build or a major renovation of your existing home, considerations such as budget, electrical and structural requirements are key in getting your window coverings right. Early planning will ensure you achieve a result that is aesthetically pleasing and practical, and best suited for each application.

When selecting the right window covering or shade products to meet your specific requirements, there are several considerations.

1. Window coverings and shade shouldn't be an afterthought when planning a renovation or new build. Early consideration helps avoid costly mistakes and limits options, such as ensuring enough room for curtains and blinds in the window reveals.
2. The style of the window should be considered; casement windows and louvre windows often require very different solutions to conventional slider windows. Another example is covering sliding doors. There are a number of solutions that maximise the aesthetic appeal whilst retaining high levels of functionality.
3. Window coverings are a vital component in smart homes. A range of automation systems is now available, from Control 4 and Savant to systems such as Google Home and Apple Homekit. Considering the level of integration and the requirements early in the project will maximise the potential integration.
4. For outdoor shade products such as folding arm awnings and straight drop awnings, considering the structural mounting of the product will ensure that install costs are minimised, and flexibility is maximised. From time to time, installation of these products may require scaffolding or crane equipment. It's often best to consider the before final handover of the building.

5. The lead times for the products should also be considered. The lead time to produce a roller blind versus a custom powder coated folding arm awning with custom installation beams and brackets are different. Each window covering and shade product will have different lead times ranging from 1 to 12 weeks, with most being around 4-6 weeks.
6. Given that window coverings and shade solutions are often one of the last finishes selected in a new build, budgets are often under extreme scrutiny. If budgets are tight, staging the window coverings over several stages can often help address this. Also, drawing on the consultant's experience can often deliver the look of a high-end treatment without breaking the bank.

Early engagement with a consultant can help select products you will love whilst minimising frustration during a complicated time in any renovation or new build.



Can I install solar panels on asbestos?

ESP Projects' team is experienced in solar installation on asbestos roofs – in fact, Work Place Health and Safety have approved our method of drilling and we follow their PPE requirements with properly rated asbestos coveralls and face masks.

Starting with a free site inspection, we'll inspect your roof and advise if it's suitable for solar installation.

Provided your asbestos roof is in good condition, our team can install your solar system using professional protective PPE, drilling through silicone (which catches any fibres) to install the rail that holds the solar panels.

We believe that everyone has the right to solar, as long as it's safe to do so. We're surprised at the cost some homeowners are quoted for working on an asbestos roof – there is an extra cost, but it's not prohibitive, and we know what we are doing!

How about decramastic roofs?

ESP Projects also work on decramastic roofs, which require care and 'light' walking during installation.

Following a free site inspection, we'll advise if your roof is suitable for a solar install. The cost is not prohibitive, and you can have solar power in no time with little extra cost.

ESP Projects' team are all employees, not contractors; they understand that your home is precious, and they know the value of looking after your home as if it was their own.

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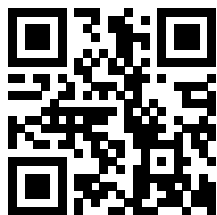
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Local Trades & Services

Since The Community Leader's first issue, 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 \$165 plus GST* per month, which includes a feature in our print and online version of The Community Leader. 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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We are very proud to introduce to the Ocean Realty team Denise Williams, our Moreton Island specialist.

Denise has been living on beautiful Moreton Island for 22 years and began working in Koorringal as resident realtor in 2005. Over that time, Denise has acquired intimate knowledge of every property in the community and feels extremely honoured each and every time she is chosen to market a home for sale. Denise is results driven and works diligently to ensure that all parties are kept informed during the sales process. She understands the intricacies involved with selling island properties and her results over 16 years speak for themselves.

Moreton Island has been referred to as the jewel of Moreton Bay and is simply paradise.

For all Moreton Island property enquiries give Denise a call.

Denise Williams M: 0418 980 932 | E: denise@oceanrealty.com.au



72 Midgen street, KOORRINGAL

4  2  599m²

DBL PROPERTY CORNER: LOCAL PROPERTY SNAPSHOT

DBL Solicitors' association with Residential Property Conveyancing spans decades. We are proud to publish the **DBL Property Corner** to give readers a snapshot of Residential Real Estate activity in your local area.

PROPERTY CORNER PROUDLY SPONSORED BY



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RECENT SALES

Raine & Horne	431 Esplanade, Manly	\$2,710,000	6	4	6	503m ²	6 Davidson Street, Wynnum	\$755,000	3	1	1	405m ²
	14 Rossinton Street, Birkdale	\$795,500	3	1	2	713m ²	5/39-41 Ariel Avenue, Kingston	\$409,000	3	2	1	161m ²
	25 Tulip Street, Wynnum	\$991,000	4	2	2	475m ²						
CENTURY 21 <small>Adams & Costello</small>	82 Bride Street, Wynnum	\$802,000	3	1	1	405m ²	86 Whitehall Avenue, Birkdale	\$1,540,000	5	3	6	2144m ²
	13 Chestnut Street, Wynnum	\$1,000,000	3	1	1	405m ²	30/20 Federation Place, Wynnum West	\$505,121	3	2	1	174m ²
	109 Greencamp Road, Wakerley	\$1,900,000	5	3	7	8014m ²						

NEW LISTINGS

Raine & Horne	20 Coolana Street, Lota	\$890,000+	3	2	3	405m ²	7/11 Tripcony Place, Wakerley	\$475,000	3	2	1	N/A
	16 Rossinton Street, Birkdale	\$850,000	3	1	2	713m ²	21/22-37 Dasyure Place, Wynnum	\$450,000+	3	2	1	N/A
CENTURY 21 <small>Adams & Costello</small>	24 Gumdale Street, Wakerley	Offers Invited	4	2	2	888m ²	32A Violet Street, Hemmant	Offers Invited	3	2	2	405
	177 Wynnum North Road, Wynnum	Offers Invited	3	1	3	733m 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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STREET RECORD

29 Athlone Street, Tingalpa
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STREET RECORD

38 Palgrave Street, Tingalpa
\$970,000

SOLD OFF MARKET

4 Mitchell Place, Belmont
\$825,000

COMPLEX RECORD

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Carina Heights \$840,000

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