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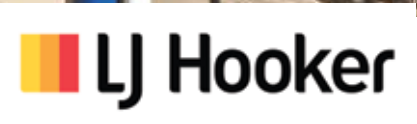
NEWS & VIEWS

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Construction commences on 191 Stratton

Construction on the \$50 million apartment project kicked off in early August, despite the headwinds in the construction industry.

Award-winning local developer, DeMartini Fletcher, has taken full control of the project by committing to the construction of the dual tower 43 apartment complex. It is the second project in the bayside area by DeMartini Fletcher, following the successful Enclave residences at nearby Wynnum.

Due for completion in the second quarter of 2024, 191 Stratton promises to revitalise the Manly Village filling in a long-standing dormant site. It offers two and three-bedroom apartments specifically designed for owner occupiers.

With nearly 50% of the project sold, the developers committed to its construction, showing faith in the bayside apartment market.

“The Manly market is very tightly held with very few new projects likely to be delivered in the next few years. There are so many positive attributes to Brisbane’s bayside and its popularity will continue to grow,” said Development Director John Lunney.

The construction industry has experienced a very difficult period in the last 12 months. Challenged by supply chain issues and spiralling inflation, many projects have been shelved.

“We decided to undertake the construction directly so that we could minimise the risks in the construction market and take complete control over the projects quality and delivery,” said Project Manager Tony Dwyer.

CBRE is currently selling the project from the display suite, opposite the site, at 188 Stratton Terrace Manly.



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10 Moreton Avenue, Wynnum
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112 Stratton Terrace, Manly
SOLD \$2,000,000



32 Granada Street, Wynnum
SOLD \$1,320,000



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Crossroads

BY BYRON FREEBORN, RAINE & HORNE WYNNUM

What do you do when you are not sure about the future? Some people batten down the hatches, others play it conservatively, and some come out to play!

Within developer circles, now's the time to start buying again. Many of these seasoned buyers have put their acquisitions on hold over the last 12 to 18 months, with the market being too hot and profit margins squeezed. Now, as every second or third potential buyer is sitting in the bleachers waiting to see what will happen, the more confident buyers – developer and non-developer – are moving forward with the house or land they want. Previously they may have settled for a home that fell short of their ideal criteria – we saw a lot of this up until late last year into early this year.

Cashed-up buyers, and buyers with lower gearing requirements (particularly those with five to 10-year purchasing horizons), have not been fazed by the interest rate question. In fact, it's been a similar scenario to the Tesla driver of late: as the fuel prices rise, the effect has been negligible.

Will the great crash occur in our local property market? Perhaps we may be more likely to see a slow and steady market for the next five-plus years (and that's guesswork at best). Current sales for the last quarter still incorporate the healthy increase that we saw over the last 12-month period.

International immigration may soon increase and create more demand for property. We have the second runway at the airport ready to go. If the airport activity ramps up, that's when the bayside suburbs may see more Bulimba/Hawthorne buyers scoot over our way to quieter waters.



Raine&Horne®



28 Pine Street, Wynnum

 5  3  3

Come Home to Luxury Living! - This stunning property is among some of the best designed houses in Brisbane.

The modern interiors are full of clean-cut lines, with bright white walls contrasted by accents of black furnishings and polished concrete floors. The house also features solid Australian black-butt timber flooring in the upstairs area and stunning marbled bench tops in the kitchen. Think you've seen style before? This property takes it to a whole new level. Entertaining will never be a chore when you've got a lush grassy backyard, patio area and a pool. What more could you want? If you're thinking, "I'd actually love a wood-fired pizza oven, too" then your prayers have been answered. The gorgeous oven takes pride of place on a second outdoor patio that is perfect for entertaining guests all year round, or even putting a fun twist on family dinners. While the design is a definite selling point, the durability and practicality of the property is the cherry on top.



Byron Freeborn
0416 967 802
byron.freeborn@wynnum.rh.com.au

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



For Sale



5 3.5 2

View By appointment or advertised open homes
Price Selling

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au

371 Esplanade, Manly

Newly Renovated Home in a Prime Location!

- Premier position and Prime location in Rose Bay, Manly
- Dual living with guest/studio at the rear with private entrance
- Newly renovated Queenslander with quality fittings and high ceilings
- Huge front alfresco deck with 180 degree bay views
- Hamptons style kitchen and bathrooms with large spacious bedrooms
- Home office located at the front of the property
- Walking distance to Manly Village, restaurants and more



For Sale



3 1 1

View By appointment
Price Offers over \$899,000

Byron Freeborn
0416 967 802

byron.freeborn@wynnum.rh.com.au

17 Hartland Street, Manly West

Endless Potential on Large 607m2 Block!

- Elevated home surrounded by a large yard
- Incredible development possibilities to suit your needs
- All rooms feature timber floorboards and bright white walls
- Stand alone studio out the back divided by a wall
- Built in wardrobes with separate kitchen and living areas
- A short drive from the Manly Boat Harbour, there's plenty to do at a convenient distance
- You can be assured it won't be available for long!



For Sale



3 1 1

View By appointment
Price Offers over \$820,000

Chris Vote
0433 411 540

chris.vote@wynnum.rh.com.au

18 Roseberry Parade, Wynnum West

Classical and Traditional Queenslander

- Polished wooden floorboards
- Back deck and yard with greenery and pebbled walkways
- 3 bedrooms, main bedroom has large built-ins
- Under house storage
- 7.1kw Air Conditioning
- Lounge opens to front veranda
- Separate dining opens to back deck
- Country style timber kitchen
- Magnificent Poinciana canopy
- Crim safe French security doors
- Screens on windows
- Charming vintage interiors



For Sale



4 2 2

View By appointment
Price Offers over \$645,000

Byron Freeborn
0416 967 802

byron.freeborn@wynnum.rh.com.au

4/4 Lewis Place, Wynnum West

Modern Townhouse with Park Views!

- Elegant three storey townhouse
- Situated within the much sought-after complex "Summerfield Terraces"
- 4 bedrooms are spread across all three storeys
- Fourth bedroom is located on the lower level with its own private courtyard
- 4 bedroom, 2 bathroom, 1 powder room
- Modern gourmet kitchen with stone counter tops and island bench
- Air-conditioning to the living area and master bedroom and all bedrooms with ceiling fans
- Remote tandem car garage

Wynnum | Manly (07) 3348 7555
183 Bay Terrace, Wynnum
rh.com.au/wynnum

Raine & Horne

News flash: property prices have already dropped – Tom Panos

BY SCOTT AUER, PRINCIPAL, RAY WHITE TINGALPA

According to a recent article by real estate industry veteran and Australasia’s number one real estate coach and trainer Tom Panos, “Property prices have already dropped. They may soften further but there are no signs there will be distress selling”.

He goes on to explain the problem with data is that it lags by up to three to four months, meaning by the time the data is collected and analysed, the market has moved again. Or put another way, markets move faster than economists, and most real estate commentary comes from economists using lagged data.

Panos bases his views on the week-to-week information he collects directly from agents, as the agents are the first to see the change in buyer behaviour. Open homes with 50 to 100 buyer groups are a thing for the history books, being replaced with a high degree of nervousness from buyers placing conservative offers below the price guide.

Take the median property price for Brisbane from June to July which reportedly dropped by only 0.1%. A comforting statistic maybe, however what it doesn’t show is the massive increase in the Days On Market, with many properties still on the market at 60 or 90 days. Vendors are being challenged to accept less than they would have achieved in the previous market. Buyers are factoring in further interest rate rises, and the prospect that they may not be able to borrow as much as they could have three or six months ago when the rates were lower.

Vendors need to consider their own personal goals and aspirations and make decisions based on quality information. Experienced agents that have seen the highs and lows of real estate markets are there to assist you with making these big decisions. As agents we have an obligation to provide all information to our clients which in a downward market is sometimes uncomfortable and confronting, particularly when we are discussing someone’s most valuable asset.

The last thing you want your agent to do is have “Happy Ears” and avoid having the challenging discussions that need to be had for Vendors to make an informed decision. Some vendors will choose not to sell and hold on to their property, and others will adjust their expectations and make the decision to sell and thus satisfy the reason why they wanted to sell originally.



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Don't risk selling your home yourself

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

In a hot real estate market with high levels of buyer demand, people may be tempted to try to DIY the sale of their property to save on agent fees, but it's important to think very carefully about the risks and pitfalls of forgoing the expertise of a real estate professional because the stakes are high.

Even if you consider yourself to be skilled in marketing and negotiation, engaging an experienced real estate agent can make a considerable difference to your final sale result, and is money well spent to maximise the return on what is likely to be your single most valuable asset.

Ensuring your property achieves its full potential is best left to a professional who intimately understands the property market and is experienced in fulfilling the myriad tasks and tactics specific to your property type and the local and current market conditions.

IT TAKES TIME AND SKILL

Selling a property involves much more than popping up a 'for sale' sign. It includes everything from: deciding the best method of sale and whether or not to list with a price, creating a compelling description of the property, organising attractive and professional photography, videography, and floorplans, booking a comprehensive marketing campaign, understanding what small renovations, repairs or styling will reap rewards, conducting open-home inspections, private inspections, previews and special open nights, forming a contract strategy to follow up potential buyers, navigating queries and offers in a timely fashion (at all hours of the day and night), and negotiating the contract which can involve managing multiple offers and counter offers. It's unusual

for a home owner to have all of these skills and to be able to manage this complex and time-consuming process as well as continue to manage their own busy life.

MARKETING MATTERS

Marketing is crucial as it's about getting as many eyeballs on your property as possible to raise awareness and interest in buying your home. After all, you can't sell a secret, and you may find yourself alone come open day if you haven't reached the right people with your marketing mix.

Real estate agents tend to have greater buying power with regards to marketing channels, due to the amount of marketing and promotion they conduct, meaning they can cast a wider net.

We've heard numerous stories where private sellers eventually seek the advice and support from an experienced real estate agent to find out where their marketing campaign went wrong and why they didn't generate any genuine, qualified leads.

NETWORKS ARE VALUABLE

After years of operating within an area, real estate agents have accumulated a substantial database of clients and interested prospective buyers that they can tap into as soon as a property has been listed for sale – a valuable resource that a private seller generally does not have behind them when they are trying to sell their home.

NEGOTIATION IS AN ART

When it comes to negotiation, a real estate agent not only has an acute, up-to-date understanding of the local market to be able to pinpoint where your property sits within it, they also act as an important facilitator between



the buyers and the seller. Real estate agents can be much more objective, rational and well informed when receiving feedback from prospective buyers. Ultimately, agents are experienced in navigating buyer objections and securing the best and highest price for the seller.

THERE ARE LEGAL RISKS

Engaging a real estate agent also ensures you minimise your exposure to risk and given it is a highly regulated industry, that your property is being sold in a legally compliant manner. Selling a house requires knowledge of various legislation, and an understanding of how to complete a contract of sale and other statutory disclosures.

IT'S WELL WORTH IT

Even in a seller's market, selling a property is no walk in the park and is a big undertaking. If you take into account the time, energy, stress, and the real risk of underselling your most significant asset or breaching legislation if you attempt to sell your property yourself, most people would agree that engaging a real estate professional is well worth their fees.



Buying or selling?

Chris McKenna

0434 526 382

chris.mckenna@raywhite.com



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4  2  2  473sqm



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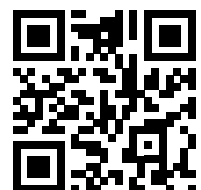
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Manly West

Price Guide \$840,000 - \$860,000
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92 Kingsley Terrace Manly \$1,800,000



As the warmth of the sun and the natural beauty of Spring begin to return, so does the level of activity we have come to expect during this special time of the year for Brisbane, as it continues to be one of Australia's best performing property markets.

If you've been thinking about a new home and would like to know the facts about our current market, start by talking to us today.

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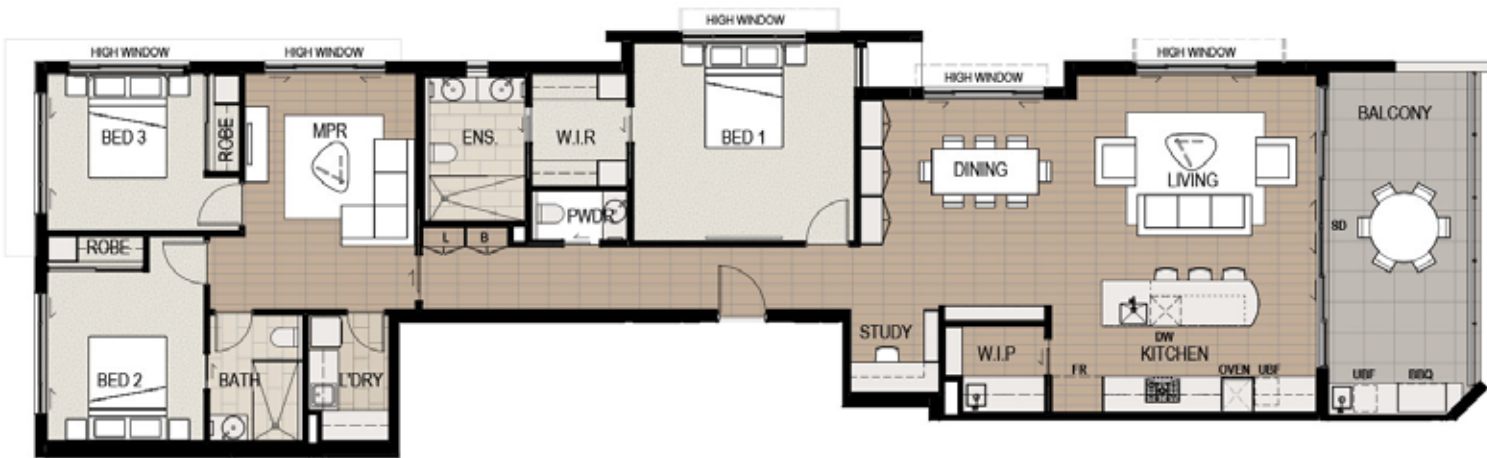
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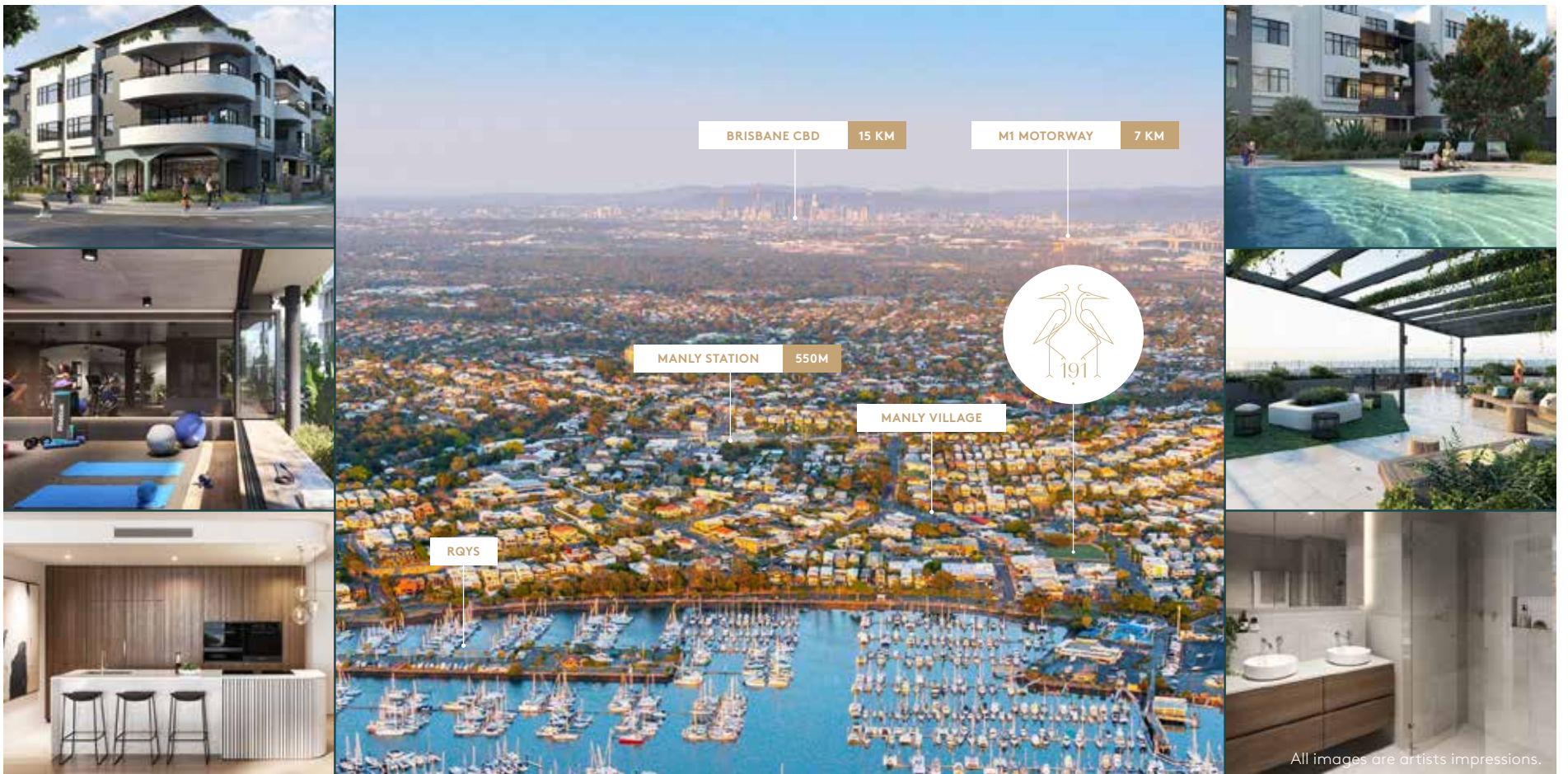


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Swan is thrilled to announce that its brand-new Tingalpa store is open for trading.

Gordon Hall (manager), Claire Neylan (showroom consultant) and Michael Laraghy (storeman) bring their collective 50 years' experience to the new store, sharing their specialised knowledge in commercial and domestic plumbing products with their customers.

Store manager Gordon Hall says the Swan motto is "Get it right the first time!"

"We have a modern showroom with Claire, our trusted and dedicated showroom consultant, who will help you with product selection for all your bathroom, kitchen and laundry needs," explained Gordon.

"We have quality products at affordable prices backed by outstanding customer service."

Renovators and tradies will be impressed with the expansive range of modern plumbing supplies which add luxury and practical convenience to every kitchen and bathroom.



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Those who are after the highest quality of service for their new bathroom or kitchen can call Gordon Hall at Swan Plumbing Supplies on (07) 55814140 or visit the store at 36 Proprietary Street, Tingalpa. If you'd prefer the convenience of shopping online, go to <https://swanbathrooms.com.au>.

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