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REIQ Excellence Awards recognise top agents

Following intensive deliberation from judges, the Real Estate Institute of Queensland (REIQ) is proud to announce the shortlist of finalists for the 2022 REIQ Awards for Excellence.

With 29 agency and individual categories and 180 finalists only just finding out the exciting news, this year's glittering gala awards night at the Brisbane Convention and Exhibition Centre on 29 October 2022 is set to be packed with star real estate performers and their support crews.

REIQ CEO Antonia Mercorella said each year the REIQ Awards for Excellence celebrate the very best that the Queensland real estate industry has to offer, and these finalists were one step closer to being crowned a winner.

"These awards are professional recognition at the highest level in Queensland, and with a record number of nominations this year, being named as a finalist is a significant achievement," Ms Mercorella said.

"Every year the quality of the submissions received 'wow' the judges, and it's evident from the passion and pride radiating from the submissions that nominating is a rewarding process in itself as agents reflect on their key achievements over the past financial year.

"I'd like to wish the finalists congratulations from the REIQ team and on behalf of Queensland's real estate community – you are our shining lights."

One of the finalists for 2022 REIQ Property Manager of the Year is Tammy Vitale a well-known local Property Manager and Principal of Vitale & Co Property Management Services. There are nine other nominees in this particular category.

Tammy has worked in the industry for over 15 years servicing the bayside area and she is thrilled to have been nominated for this prestigious award and recognised by her peers as worthy of such an accolade.



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For Sale

5
 2.5
 5
View By appointment
Price Make an offer

5 Ernest Street, Manly

Amazing Convenience to Suit a Growing Family

- Manly village is one favourite part and proximity to the bay and all things marine
- Freshly painted, new robe doors and new carpets to bedrooms and downstairs living
- 2 office areas at the front of house, really handy working from home and kids space for school work
- Courtyard recessed at the front with water feature and workshop built underneath front deck

Margaret Vote
0411 521 747

margaret.vote@wynnum.rh.com.au



For Sale

6
 3
 6
View By appointment
Price Make an offer

42 Adam Street, Wynnum

Large Home Close to Waterfront - Dual Living

- Classic Queenslander raised full height
- 6 bedrooms + study + 3 bathroom + 3 garages
- Triple carport with jacuzzi + 3m x 3m garden shed
- 3300mm (11ft) ceilings upstairs
- 2700mm ceilings downstairs
- VJ walls - plaster ceilings
- French bi-fold timber and glass doors
- Formal and informal living and dining

Margaret Vote
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For Sale

3
 1
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Price \$929,000

135 Many Road, Manly West

Wonderfully Liveable Home, Perfect for Outdoor Living!

- Triple garages at the rear of 688m2 block with 3000L tank/ gravel pit
- Timber lower deck with 3 person removable jacuzzi
- Huge entertaining deck off living area with local views towards city
- Corten Steel outdoor fireplace - built-in laundry on deck with roller door
- 6 burner SS BBQ and outdoor kitchen cabinets/concrete benchtops
- Studio including patio - 4.8m x 2.3m - built in cabinets (no mantel/fireplace)
- Post war home featuring leadlight front door and underneath storage

Chris Vote
0433 411 540

chris.vote@wynnum.rh.com.au

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183 Bay Terrace, Wynnum
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For Sale

405m2
 1
View By appointment
Price Make an offer

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Unsurpassed Panoramic Bay Views

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Raine & Horne



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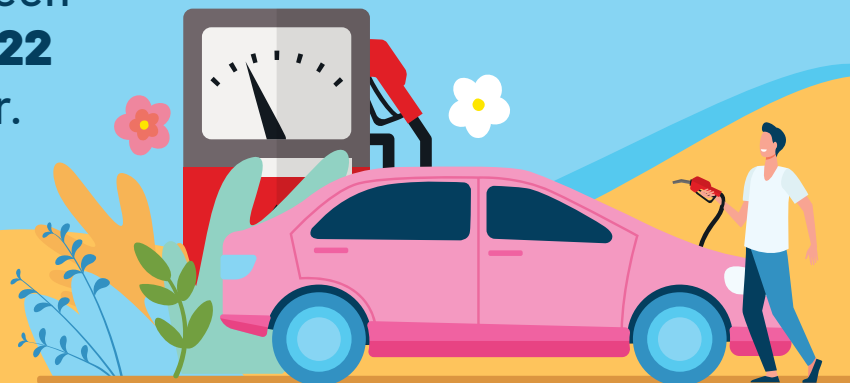
Tandi Gill
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Connect with Liza

To auction or not?

BY SCOTT AUER, RAY WHITE TINGALPA

To auction or not? If you ask this question at a weekend BBQ you will no doubt get a barrage of opinions for and against auctioning your property. So why do owners auction their properties? And what's in it for buyers?

For sellers, auctions provide a structured process where they choose the sale date and have the simplicity of an unconditional cash contract at the fall of the hammer. Combined with a typical 30-day settlement, the seller has plenty of time to prepare for settlement day. Plus, the seller can sell prior to auction, on auction day, or post-auction if not sold under the hammer.

For buyers, the auction environment provides price transparency of other bids, as opposed to the uncertainty of the private treaty process, where you never really know where your offer needs to be to secure the property. Following the private treaty process, potential buyers often find out they were possibly very close to

the winning price but never got the opportunity to submit their final best price. With auctions, you can submit as many offers as you like until the hammer drops.

In the current market, with buyers being more measured, considered and thoughtful, the auction process brings urgency and energy to the transaction while setting a time limit of the auction day for buyers to make a decision.

Ray White data for August shows auctions having a superior clearance rate over private treaty, with a 67% auction clearance rate vs 48% for private treaty*.

With the spring selling season getting into full swing, it would be worth considering an auction for your upcoming sale.

**at 60 days on market*



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Encouraging ‘rightsizing’ is the right move, says REIQ

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

The Real Estate Institute of Queensland (REIQ) is welcoming the Albanese government’s move to introduce a Bill to parliament to encourage Australian pensioners to downsize their homes.

REIQ CEO Antonia Mercorella said giving older Australian’s an asset test exemption on their home sale proceeds would incentivise them to move into size-appropriate homes for their stage of life.

“The REIQ is an advocate for ‘right-sizing’ incentives which allow older Australians to sell the family home that is now too large and move into a better-suited sized home,” Ms Mercorella said.

“We think everyone would prefer to see properties freed up for growing ‘up-sizing’ Australian families, rather than seeing pensioners feeling financially stuck in properties that they aren’t fully utilising and aren’t fit for their needs.

“While ageing in place is a factor, we know high transactional costs is one of the reasons older Australians are reluctant to sell and are holding on to their properties, for far longer than is ideal for their circumstances.

“In the lead up to the last Queensland state election, we called for stamp duty exemptions for older Queenslanders arguing that the removal of this costly tax would provide senior citizens with an opportunity to move into more age-appropriate housing and create more housing options for young, growing families.

“The REIQ supports initiatives that make downsizing a much easier financial decision for older Queenslanders, to significantly free up much-needed housing stock, and our view is more can be done at all levels to achieve meaningful change.”



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2 1 • House

SeshGable





• Wynn timer

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3 2 2 • House

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• Hemmant

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•

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Sustainable Business Hub launches to help small businesses make big savings

CONTRIBUTED BY BRISBANE SUSTAINABILITY AGENCY

An online platform to help businesses reduce their energy, water and waste costs has been launched by Brisbane Sustainability Agency.

Lord Mayor Adrian Schrinner urged Brisbane business owners to take advantage of the Sustainable Business Hub, saying the platform would help them cut costs and operate more sustainably.

“We’re committed to ensuring Brisbane remains the most small business-friendly city in Australia, and the development of the Sustainable Business Hub is one of the many initiatives we’ve funded to help local businesses grow and succeed,” Cr Schrinner said.

“Energy, water and waste can be significant imposts so helping owners reduce these costs also helps them continue to operate.

“Many consumers are also looking for businesses that operate more sustainably so using the Hub can also help owners build their operation.”

Cr Schrinner said the Hub was another way Council was backing Brisbane small businesses.

“Small business supports thousands of families and give our suburbs their unique character, which is why supporting small businesses is central to Brisbane’s Economic Recovery Plan,” he said.

“The Sustainable Business Hub responds to feedback received from the Brisbane business community seeking Council support to reduce their business costs.”

The Sustainable Business Hub provides business owners with information, case studies, tools, special product offers and recommendations to help reduce their operating costs, while also reducing their environmental footprint.

Through the energy calculator tool, businesses can gain a greater understanding of their energy consumption relevant to their industry to help businesses learn how to make smart investments and small changes that can lead to big savings.

“Doing business more sustainably was once thought of as too costly, but there are many ways small businesses can lower their environmental impact to help make Brisbane a green, clean, sustainable city, while also growing business’ bottom line and driving the economy forward,” Cr Schrinner said.

“For example, a small change with a big impact is switching over to LED light bulbs that can last up to ten times longer than incandescent bulbs, and cost 80 per cent less to run. Through a small step like this, businesses can save up to 30 per cent off their electricity bill depending on the nature of the business and type of lighting used, as well as save money on their replacement costs.”

The Sustainable Business Hub provides many low-cost solutions and behavioural change tips that businesses can implement to maximise profits and minimise their environmental footprint.

“Whether it be switching to GreenPower, investing in solar power or small-scale behavioural changes such as switching off lights and computers overnight and encouraging double-sided printing at your workplace, every bit counts, and I encourage businesses to visit the Sustainable Business Hub for solutions to reduce their costs through doing business more sustainably,” Cr Schrinner said.

To find out more about savings that are good for business and the planet visit the Sustainable Business Hub at www.sustainablebrisbane.com.au/hub/



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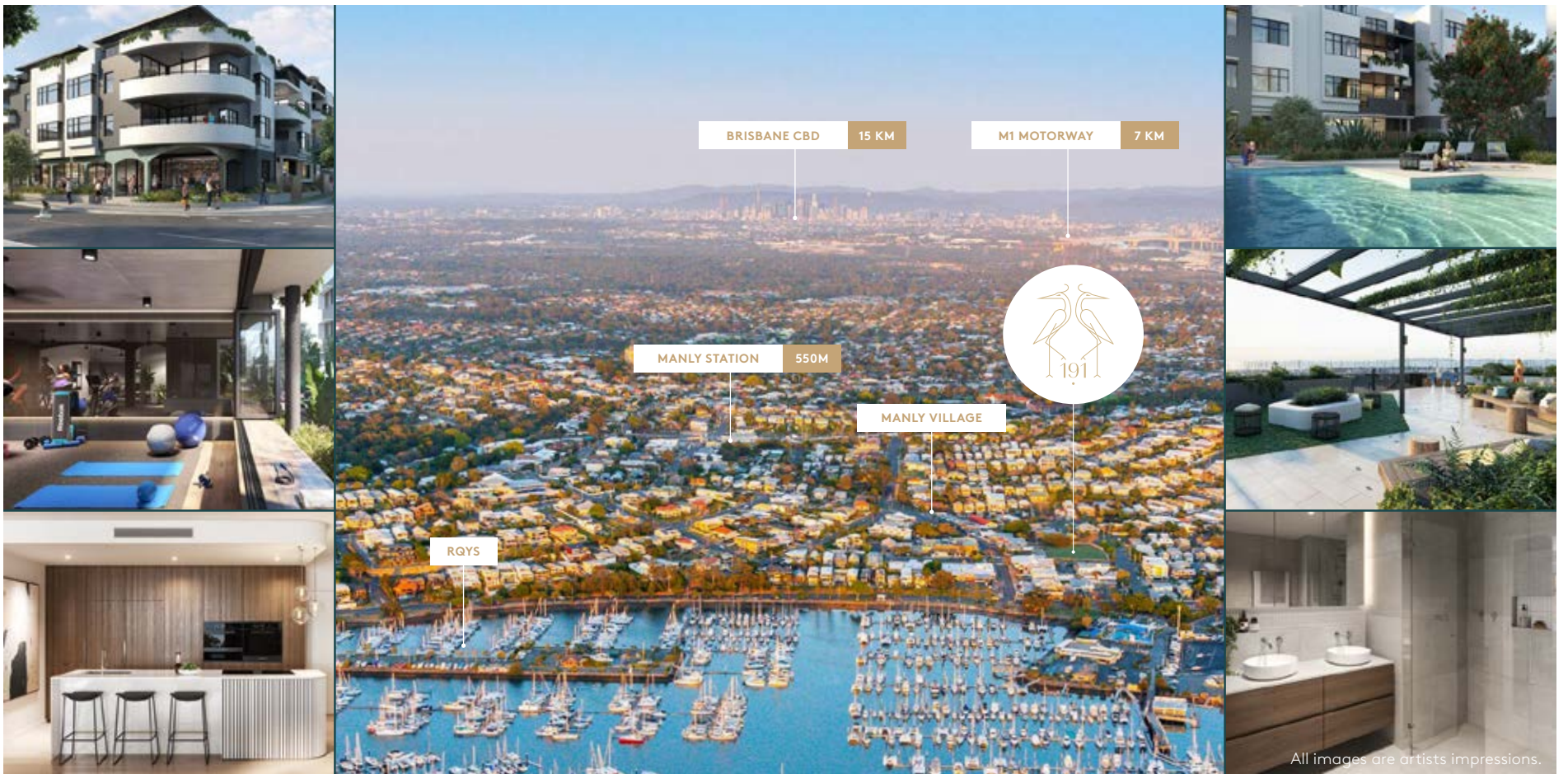
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