



# REAL ESTATE

NEWS & VIEWS

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# Make changes now to avoid the energy price soar predicted for 2023

FROM FALLON SOLUTIONS



With the 30% increase in electricity prices predicted for 2023, now is a great time to start making changes in your home to avoid feeling the pinch of high energy bills. There are a number of simple and effective steps you can take to reduce your energy consumption, save money on electricity and help protect the environment.

## 1. Invest in a home solar power system

Solar power systems help reduce electricity bills and put money back into your pocket. As solar energy is generated during daylight hours, you will be using solar power to offset your home's electricity usage while reducing your energy costs.

## 2. Update old or worn-out appliances to new ones with a higher energy star rating

Replacing outdated or broken appliances with fresh and more efficient models boasting higher energy star

ratings is one of the most viable methods to not only conserve electricity but also significantly reduce your utility bills.

## 3. Add window dressings for increased insulation

Adding curtains, blinds or awnings to your home can help insulate it from the elements and keep your heating or cooling in.

## 4. Switching lightbulbs from halogen to LED = less heat

Switching to LED lights and bulbs is one of the most effective ways of reducing your electricity bills and saving energy costs with LED's using up to 90% less power than traditional halogen bulbs.

Overall, there are many simple and cost-effective changes you can make to your home that will help reduce energy costs and avoid the forecast energy



price hike in 2023. Remember, Fallon Solutions is always here to help with your solar system, lighting, and any electrical needs.

Reference - <https://www.money.com.au/research/energy-saving-changes>

## OUR NEWEST STAFF MEMBER



### Eleni McKenna

Has Joined Our Team

She is a well known Property Manager in the local area and has over 15 years industry experience. Landlords and tenants love her and we are delighted she is joining our team. Give her a call on 3348 6753.

**REMEMBER IT'S EASY TO MAKE THE CHANGE**



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sorrentinoproperty.com.au



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For Sale



4 2 1

**49 Hannam Street, Wynnum West**

**View** Contact agent  
**Price** Make an offer

**Strongly Built and Wonderfully Liveable Family Home**

- 3 bedrooms upstairs - 1 bed/study downstairs
- Main bedroom with air-conditioning and robes
- Stunning polished hardwood timber floors upstairs
- New tiles downstairs
- Insulation in the roof with ceiling fans throughout
- Brand new classic-look kitchen with stone benchtops
- Natural gas connection - lots of soft close drawers

**Margaret Vote**  
**0411 521 747**

margaret.vote@wynnum.rh.com.au



For Sale



3 1 2

**53 Hannam Street, Wynnum West**

**View** By appointment or advertised open home  
**Price** Offers over \$729,000

**7.7kw Solar - Elevated Outlook - Bay Breezes**

- 2 big timber decks at the back and side of home - with sail
- Ramp access from laundry to level backyard for pets and children
- Fully fenced and beautifully private and ideal for entertaining
- High set timber home with garage/bar/storage underneath

**Margaret Vote**  
**0411 521 747**

margaret.vote@wynnum.rh.com.au



For Sale



3 2 2

**190 Pine Street, Wynnum**

**View** Contact agent  
**Price** Offers over \$899,000

**Very Private - Amazingly Spacious - Walk to Everything**

- Central Wynnum location
- Low set brick home with colorbond roof
- Remote garage door to double car accomodation
- Fully fenced and private 483m2 block with front and back yard
- Good size entertaining patio under main roof opens to front garden
- 2nd courtyard that connects to kitchen, bedroom 1 and back garden

**Margaret Vote**  
**0411 521 747**

margaret.vote@wynnum.rh.com.au

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



For Sale



495m2

**Lot 10/145 Prospect Street, Wynnum**

**Price** Offers over \$720,000

**Superb Location, Bay Breezes on a Quiet Street!**

- Situated on the high side of the street - elevated location
- Well sought after location
- Plenty of regeneration and revitalisation underway
- Close to water front, access to motorway
- Walking distance to local cafes
- A quick drive to the shopping hub of Wynnum
- Good local primary and high schools

**Byron Freeborn**  
**0416 967 802**

byron.freeborn@wynnum.rh.com.au

**Raine & Horne**



POWERED BY LJ Hooker  
Property Centre



Ani graduated as a Hairdresser and taught as a Teacher from age 19. Ani with her strong determination and ability opened her first of many Businesses, they were built on dedication, communication, trust, and long hours on her feet, Ani refuses to let obstacles get in her way, it must be the Spanish temperament she says with a laugh. Ani speaks 6 languages. Ani listens to her vendor's fears, and frustrations, and needs to negotiate with strength on their behalf, as well as find solutions for buyers when those obstacles arise.

Ani's walked the line and understands with empathy when she comes across it with her vendors, it is crucial and important to be in tune with what you think your property is really worth and be true to yourself. Ani began in a Boutique Real Estate in Toowong, after a couple of years moved to a franchised Real Estate in Toowong then followed them to Eight Mile Plains at their new office and lastly their Springwood office for several years. This gave Ani knowledge of the different market trends in different areas as written above, Ani has built relationships throughout the Bayside and beyond. Ani is now back where she has owned properties as well as a landlord herself and has sold in Wynnum, Manley, and Lota.

## What Clients Say About Ani

### “ Goes above and beyond

Ani is an attention to detail person who always has everyone's needs at the top of her list. Her priorities are her customers. Nothing is too hard and always with a smile. I would highly recommend Ani, she is an exceptional real estate agent.

- Seller

### “ Incredible

Ani is always professional and provides you with great and sound advice, she is wonderfully personable and helps you through all the necessities surrounding purchasing property. 10/10 recommend ani!

- Buyer

### “ Professional and Dedicated Service

Ani came to the sale of our property with great energy and a solid strategy that was perfect for our needs. Ani worked diligently on the execution of the sale, kept us constantly informed on progress and consistently delivered against her plans and predictions. We have enormous confidence in Ani, her knowledge of the industry and her approach. Recommended most highly.

- Seller

**Ani Jones** Licenced Real Estate Agent

0407 771 997 [ajones@ljhpc.com.au](mailto:ajones@ljhpc.com.au)

*Thinking of Selling?*  
Contact Ani Jones today



# Sash & Gable Property: giving back to the community

BY GAIL GOBEY, PRINCIPAL, SASH & GABLE PROPERTY

**The decision to establish a community-based real estate agency was paramount to Ian and me – it was a huge gamble back in 2016 when Sash & Gable Property was born.**

We invested in real estate in the bayside area, and most importantly, the community welcomed us, for which we are incredibly grateful.

Our mantra has always been to back locals by supporting trades and services, never doubting our local community.

However, the missing piece of the puzzle was the chance to give back to our community and feel confident that our contribution would remain here. Supporting the newly-established Bayside Community Fund has allowed us to do that. We at Sash & Gable Property are so excited to be able to give back to the community that has supported us.

A percentage of digital real estate advertising fees for properties featured on The Community Leader website will be donated to the community via the Bayside Community Fund and through donations to local charities.

Pictured on page 23 is Bayside Community Fund Chairman Mike Sarquis, Ian Gobey and Gail Gobey, with vendors John and Marg Boland at their property, 21 St Catherine's Terrace, Wynnum, selling via Sash & Gable Property. One-hundred dollars from the advertising of their home will go back to the community.



REALTY  
*Stacey Lee*

## Your investment property matters to us

BY STACEY PENNICOTT, STACEY LEE REALTY

Investing in property is one of the most exciting times of your life, but without the proper assistance, it can become one of the most stressful experiences.

You need a team working on your behalf you can trust, whether you are buying an investment property, looking for a competent team to manage your property, or looking to sell your investment property or home.

Our team has a combined experience of more than 40 years, and we can use this to ensure you have a great real estate experience. Our focus is on you – our client. We are a small team, emphasising communication and building relationships with owners, tenants, tradespeople, buyers and sellers. We ensure open, honest communication, and we care about all parties.

We are proud that many of our tenants have become investors and trusted us with their investment properties. They know we treat all clients with respect, and we ensure their property experience is our priority. Our strong relationships are why so many clients have chosen us as their agency and why they continue to bring us additional properties.

We can assist you with your real estate needs, so call us on 3399 2966.



11/188 Stratton Terrace, Manly | 07 3399 2966

[www.staceyleerealty.com.au](http://www.staceyleerealty.com.au)

FOR SALE  
FOR RENT  
SOLD

# JUST LISTED

21 St Catherines Tce  
Wynnum 4178



Sash & Gable  
PROPERTY

Sash & Gable






Wynnum

**Expressions of Interest**  
24 Stanley Terrace, Wynnum 4178

3 2 2 • House

SORRENTINO






Manly

**For Sale**  
14 Allara Street, Manly 4179

4 2 2 • House

SORRENTINO






Wynnum

**For Sale**  
16 Tulip Street, Wynnum 4178

4 2 2 • House

UJ Hooker






Lota

**Offers over \$749,000**  
60 Cobar Street, Lota 4179

3 1 1 • House

UJ Hooker

Manly West

**Offers from \$750,000 considered**  
39 Faine Street, Manly West 4179

3 1 1 • House

Sash & Gable




Wynnum West

**Offers In High 7's Considered**  
30 Kianawah Road, Wynnum West 4178

3 1 1 • House

## LOOK LOCALLY

If you're looking for a home to buy or rent, or you need an agent to sell your home, logon to The Community Leader's website to browse local listings.

[WWW.THECOMMUNITYLEADER.COM.AU](http://WWW.THECOMMUNITYLEADER.COM.AU)



Danny Day 0402 316 039

## 155 Cambridge Pde, Manly

Unrivalled. Hampton's style in prestigious Manly location.

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danny@oceanrealty.com.au



5  4  2 



## 6 Peranga St, Manly

Outstanding opportunity. Ocean Views.

Danny 0402 316 039  
danny@oceanrealty.com.au



4  3  2 



## OCEAN REALTY WELCOMES NICOLE GARNHAM

We are excited to welcome Nicole Garnham to the team as our General Manager. She is a well known and regarded Property Manager in the Bayside area and has been in the industry since 2009. Nicole has superior legislative, best practice and procedural knowledge, and our clients and tenants love Nicole's high quality of service.

Changing Property Manager's is as easy as picking up the phone. Call Nicole today on 0456 568 667 or email nicole@oceanrealty.com.au

**TRUST. KNOWLEDGE. EXPERIENCE.**





# Year-round outdoor living solutions to transform your home

FROM SUNCOAST OUTDOOR LIVING

Queensland’s stellar climate and outdoor living go hand in hand, but at certain times of the year, it can be challenging to enjoy because of the heat, the rain, bugs, wildlife and the general mess the elements can leave behind.

What if you could increase the living space in your home, with protection from environmental nuisances, in an affordable yet beautiful way? Brisbane-based Suncoast Outdoor Living is here to help with a speciality range of quality patios, outdoor screening and pool enclosures, having expanded the range of products since their humble beginnings in 1993.

“We are one of the few companies in Australia that can offer a complete outdoor living solution,” said director Tony Mora.

“We have a unique outdoor screening system with a wide range of screens and locally manufactured insulated patio roofing.

“Our detail-focused staff provide friendly service and quality products fully customised to the client’s needs.”

The business fabricates the structures on site, not in a warehouse, to ensure that it fits millimetre-perfect.

If you’d like a cost-effective way to increase your living space, Suncoast specialises in insulated patio roofing, creating a seamless transition from indoor to outdoor living.

A Suncoast custom-made pool enclosure can add value to your home while providing UV protection, reducing water evaporation and chemical usage, and cutting down cleaning time while complying with pool safety regulations.

Suncoast expects customers to get the best possible outcome and product to suit their purpose and budget.

Importantly, these products represent long-term solutions that will last in the harsh Queensland environment.

“If you use a budget product on your house in Queensland, you need to put some money aside for when it fails,” Tony said.

Imagine coming home to no leaves on the ground, bird droppings on the outdoor furniture and having a meal with no bugs, all while feeling the fresh breeze of the outdoors.



The team loves to see the absolute joy on clients’ faces once their structure has been installed.

To find out how you can make better use of your outdoor areas all year round, contact the friendly staff at Suncoast Outdoor Living today or visit the website at [www.suncoastoutdoorliving.com.au](http://www.suncoastoutdoorliving.com.au).

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OUTDOOR PATIO SCREENS



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[suncoastoutdoorliving.com.au](http://suncoastoutdoorliving.com.au)

QBCC 1310612

# Queensland property market steadies after dizzying heights

FROM THE REAL ESTATE INSTITUTE OF QUEENSLAND

**Enduring low days on market and higher listings than pre-COVID, are indicative of a property market holding firm, according to the latest quarterly data (September 2022 qtr) analysed by the Real Estate Institute of Queensland (REIQ).**

With extraordinary double-digit annual median sale growth in most regions across Queensland, REIQ CEO Antonia Mercorella said there are plenty of reasons to remain confident in the strength and resilience of property in the sunshine state.

“The average number of days on market in Queensland is now sitting at 19 days, compared to 51 days pre-COVID,” Ms Mercorella said.

“While it got as low as 16 days earlier this year, at less than three weeks during the September quarter it shows buyers still can’t afford sit on their hands if they’re serious about securing a sale.

“It’s somewhat of a relief that the frenzied buying behaviours and bullish offers spurred on by COVID-19 are behind us, but there’s still strong buyer demand and competition for scarce stock that’s driving sales across the line.

“Meanwhile, the number of listings across Queensland this quarter was also up compared to this time last year (120,407 vs 113,387) showing stock, albeit low, is still consistently coming on to the market.

“This tells us that vendors are still feeling confident about selling conditions.”

Ms Mercorella said while quarterly data provided some clues, trends were best observed over several years.

“While a steep interest rate hiking cycle and inflation are starting to slow and turn sales growth this quarter, it’s important to remember that the state’s phenomenal two-year growth spurt is a hard act to follow,” she said.

“For the July-September quarter, the state’s quarterly median house sale price is \$645,000, a minimal 0.77% dip from the previous quarter and still represents a 17.43% annual improvement.



“Similarly, the quarterly median unit sale price is \$478,750, just 0.47% less than the previous quarter, with double-digit growth of 11.06% over the year.

“We understand that based on looking at three months’ worth of data in isolation, there may be concern, but property is a longer-term investment requiring a long-term view, and certainly looking at annual comparisons paints an entirely different picture.

“Queensland still has all the right fundamentals that are the trademark of a strong property market, including being an incredibly powerful migration magnet, relative affordability advantage compared to southern states, strong demand coupled with low supply, a record tight rental market, and low unemployment.

“These are all factors that will buoy Queensland property prices, and should give buyers confidence when investing in our state.

“In saying that, there’s no denying the dampening effect of rising interest rates on sentiment and borrowing capacity, and until interest rates stabilise, buyers are likely to maintain a more cautious and careful approach.”



## Buying or selling?

**Chris McKenna**

0434 526 382

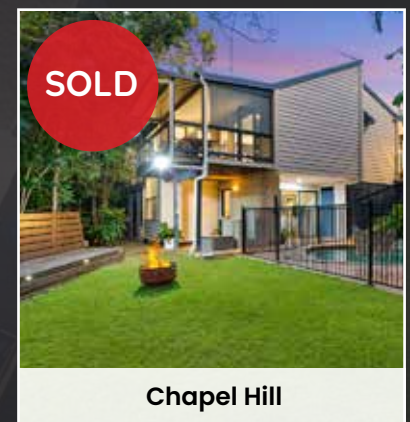
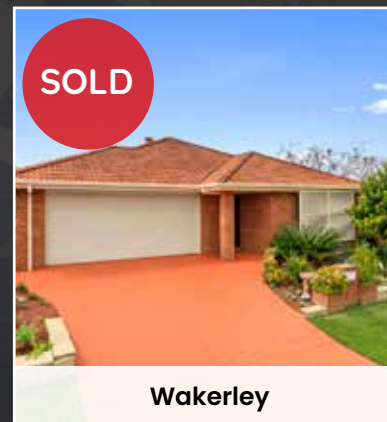
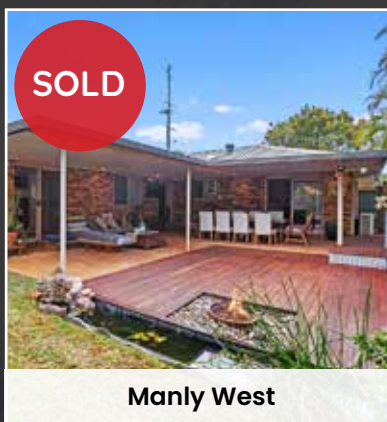
[chris.mckenna@raywhite.com](mailto:chris.mckenna@raywhite.com)

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# Recent Sales



## “ Complete success

Liza was totally efficient and knowledgeable in real estate. She was keen to sell my property. Her promotion by way of brochures, advertising and open house resulted in early sale of my property. I thank her for that.

- Seller, Wynnum West

## “ Professional and Dedicated Service

Ani came to the sale of our property with great energy and a solid strategy that was perfect for our needs. Ani worked diligently on the execution of the sale, kept us constantly informed on progress and consistently delivered against her plans and predictions. We have enormous confidence in Ani, her knowledge of the industry and her approach. Recommended most highly.

- Seller, Chapel Hill



**Liza Martinez**  
0408 111 840



**Ani Jones**  
0407 771 997

*Thinking of Selling?*

Contact Liza and Ani Today!