

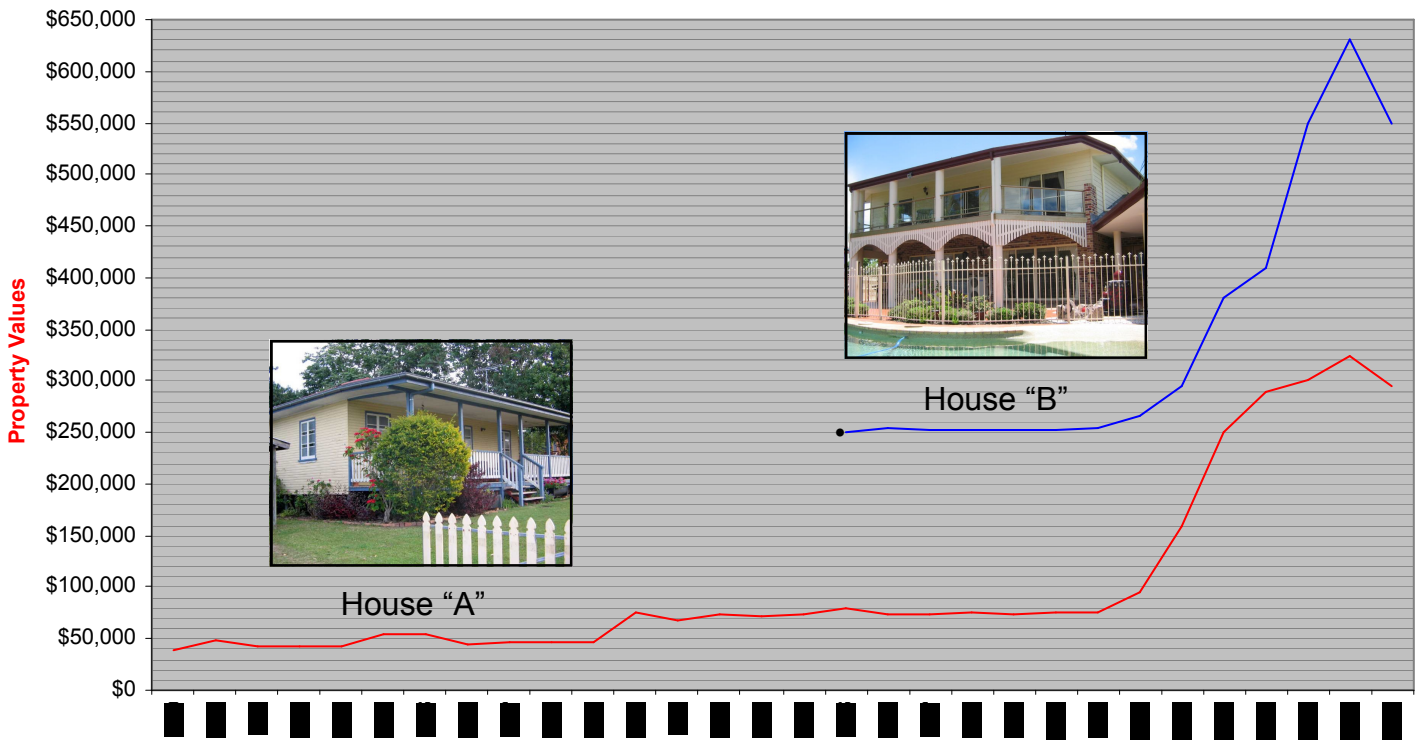


Property Extra

Volume 1208, Issue 9

Our regular newsletter is designed to keep you up to date with the Real Estate Market.

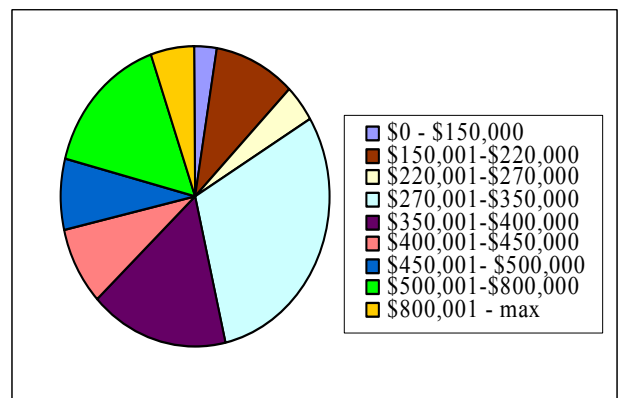
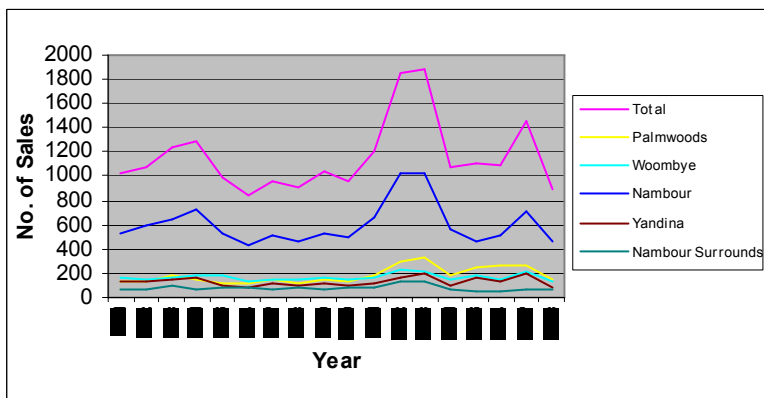
Sales Value Chart - graphs updated to September 2008



As per our last edition House "A" represents a workers cottage typical of early Nambour houses. The red line tracks the value of House "A" from \$38,000 in 1979 to \$320,000 in early 2008 and back down to \$295,000 in the current Quarter (a fall of 7.8 %).

House "B" was built in 1995 and represents the new generation of Nambour houses. The blue line "B" tracks the value from \$250,000 in 1995 to \$630,000 at the start of 2008, down to \$550,000 in the current quarter (a fall of 12.7%).

Sales Volume Chart: Shows the changes in sales activities in the Nambour Area Sales Value Splits: July to September 2008



Sale volumes are showing an interesting trend; from 290 in the first quarter of 2008 to 151 in the current quarter. If the declining trend continues we will see perhaps fewer than 600 sales in our patch next year compared to, for example 1453 in 2007, 1095 in 2006, 1101 in 2005, 1848 in 2002, and 955 in 2000.

For more properties visit www.keylinerealty.com

Keyline Realty - Nambour

First Home Buyers

There is continuing good news for first home buyers; no stamp duty up to \$500,000 and an increase in the first home buyer's grant to \$14,000 for existing homes and \$21,000 for new dwellings.

All Buyers

The news is equally good for all potential buyers with interest rates now sitting around 7.5% and more cuts tipped for the near future to bring rates down to around 5%.

Unfortunately, there is still the reality of the global financial crisis and the question of whether Australia can avoid recession is yet to be played out.

Government Action

The Federal Government, with our locals Kevin Rudd and Wayne Swan at the helm, has taken steps to protect Australia from the crisis. It has elected to guarantee all bank deposits (authorised deposit-taking institutions) for a period of three years. The purpose is to ensure that banks remain safe.

Other Government initiatives are a little more contentious, the bailout of ABC Learning, and the ongoing subsidies to the car industry. Fundamentally, these are designed to help working families and minimize risk of unemployment.

When is the time to buy?

Trying to pick the market is a gamble. In our local area most properties have already shed between 7.8% and 12.7%. Will this continue? Who knows! Interest rates coming down will make it easier for current owners to keep up repayments and also easier for new buyers to buy.

For those out there who have been watching the market, here are a few things to consider:

- If you are buying and selling in the same market the timing doesn't matter
- If you are upgrading (small to big), a declining market is the best time to move
- If you are buying your first home the best time is when you have arranged the deposit and have the security to make the repayments (the first home grant makes now look appealing)
- If you have found a home that represents great value for money, buy it!!

Currently we have a lot of great value homes and lots of buyers, so don't miss this window of opportunity.

Population Growth / Housing Demand

In 2007, the Australian population increased by approximately 332,000 (147,500 natural increase and 184,500 migration). This year migration is expected to increase by around 30,000 skilled workers. This will bring our population to around 21.5 million

There will continue to be the obvious spin off in the demand for housing; by how much, no one knows as we have also noticed a trend to house share and to stay with extended families. However, there will remain a healthy demand for new housing.

Recently Sold Properties - Since our last newsletter we have sold over 40 properties. The following is a sample:

34/18 Doolan St, Laurel Springs	\$183,250	8 Muirfield Cres, Nambour	\$360,500	14 Kundart St, Coes Creek	\$492,000
1 Jeanette Ave, Nambour	\$310,000	16 Parsons St, Nambour	\$378,650	53 Wappa Falls Rd, Yandina	\$500,250
11 Bega St, Burnside	\$320,000	44 Hocking St, Nambour	\$388,000	13 Kerada Rd, Rosemount	\$548,000
4 Reynolds Cl, Nambour	\$345,000	8 Homestead Pl, Woombye	\$415,000	47 Mundoo St, Coes Creek	\$650,000

Getting the loan that's best for you.

When a financial institution receives your application, the credit assessor is under pressure to tick all the boxes as fast as possible, he or she may have a target of 20 – 30 applications to be processed daily, so it's paramount that your application is clean and tidy with all the right information.

If the Credit Assessor has to seek more information, your application is pulled out of line and put in the "pending bin" causing real delays. The most common cause for delay is insufficient or incorrect information.

Income Verification: Wages - The bank will be looking for consistent income over at least one, preferably two years.

PAYG - normally two recent payslips are required showing all YTD figures and last year's tax return or group certificate.

Self employed - two years financials, tax returns and assess notices.

100 Point ID: Good copies of your driver's licence and your passport or birth certificate are required. Are all the names consistent?

Credit Check: If there are any defaults on your credit file or loan statements show payments in arrears, a signed letter of explanation must be provided in all instances.

It's a good policy to check your credit file every now and then. It is free if you can wait 2 weeks or you can have it within 24 hours for \$29.95. Go to <http://www.mycreditfile.com.au>

Please don't act without seeking professional advice. I am readily available to answer your questions, so feel free to call me **Greg Watford** Optimum Planning - Buderim (07) 5456 2788 or email greg@optimumplanning.com

Nursery News - Opportunity

Congratulations to Isabel from our administration team. She and her husband Gavin are expecting their first child. Isabel plans to be a home mum for a while which means that we will be seeking a replacement.

If you know of someone special with good negotiation skills, experience in data and Microsoft suite etc. and who might enjoy outside activities such as attending inspections then have them email their resume to Lam@keylinerealty.com

Marketing / Blatant Waste

In a recent local "Property Guide", we counted over 20 pages of properties for sale submitted by the one agency group and of course paid for by sellers. That's approximately \$60,000 most of which is wasted.

To illustrate our point: do we see the supermarket chains advertising everything they have in stock? No. They understand marketing and they produce a "specials" list which in turn attracts customers.

We at Keyline understand marketing; **All we have to do is have buyers find us. We then introduce them to the home of their dreams.** We don't need to ask our sellers to pay for advertising.

We get great results and many thanks from appreciative sellers.