

NEWSLETTER

Decline in homes selling for less than \$400,000

With national home values continuing to rise, the proportion of homes which are selling for lower prices is continuing to fall, making it more difficult for lower income earners, singles and young people trying to enter the property market.

Over the past 12 months, 33.1% of all houses and 40.6% of all units sold, were priced below \$400,000 which is a fair indication of how property prices have increased over the years as shown in the table below.

Annual proportion of house and unit sales below \$400,000, individual capital cities

Capital city	Jun-96		Jun-06		Jun-16	
	Houses	Units	Houses	Units	Houses	Units
Sydney	89.5%	94.9%	35.7%	55.9%	4.5%	10.2%
Melbourne	96.7%	97.6%	64.7%	76.9%	17.6%	32.6%
Brisbane	98.3%	96.4%	70.5%	79.3%	27.9%	48.9%
Adelaide	98.8%	99.6%	80.6%	89.4%	41.7%	63.5%
Perth	97.6%	98.7%	66.3%	75.9%	19.4%	43.1%
Hobart	99.3%	99.4%	83.8%	91.8%	59.6%	79.1%
Darwin	na	na	81.3%	91.3%	18.0%	33.3%
Canberra	98.3%	99.2%	55.3%	82.5%	5.0%	45.1%
Combined capitals	95.0%	96.8%	61.4%	71.2%	19.1%	31.0%

Tips for Landlords:

How can you hold onto quality tenants?

It is just as important to hold onto good tenants as what it is to find the right tenants. Disruptions in a tenancy can be costly and sometimes stressful. Good quality tenants will provide you with regular income as well as keep your investment property in good condition.

There are three key elements to keeping good tenants:-

1. **Privacy** – Respect your tenants privacy. Make sure you give them their privacy so that they do not feel like they are living in your home. The property has to feel like their home.
2. **Attention** – Whilst respecting their privacy, you must still ensure that you attend to any repairs and/or maintenance issues promptly. They should not have to be continually chasing you to attend to a repair.
3. **Appreciation**- Showing a good tenant appreciation goes a long way. Something as simple as a Xmas card or a small gift around the holiday season shows your gratitude and can help create a bond of loyalty between yourself and your tenant.

THIS MONTH'S NEWSLETTER

- ◆ Decline in Homes selling for less than \$400,000
- ◆ Tips for Landlords
- ◆ Just Listed!
Brighton Home with Huge Work Sheds & Garages only minutes from the waterfront.
- ◆ Ways to improve your property before listing
- ◆ Recipe Corner

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5  2  8 



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Ideal for Home based Workshop/ Tradesman/ Mechanic/ Car Collectors/ Boating enthusiasts and much more.

Nestled in a quiet elevated street in Brighton , only 3 minutes drive to the waterfront yet still within close proximity to the city.





Features include:-

- Huge 3 metre high Sheds –can cater for 8 car accommodation (5 Lockup + 3 Car Ports)
- Plus: Boat/Caravan Car Port including deep storage cupboards
- Electric Gates plus 6 foot fences all round
- Solar System
- Extra large family area with Media Screen & Projector
- Renovated kitchen with Freestanding Gourmet Stove/Oven
- Relax or entertain on the large deck overlooking the Swimming Pool / Entertainment Area
- 5 Bedrooms (3 internal + 2 detached bedrooms –perfect for teenagers or boarders)
- 5th bedroom can also be used as office/ teenage retreat or man-cave
- 2 Bathrooms (1 internal + 2 detached)
- Fully Screened
- Air Conditioning & Ceiling fans



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search for this property on [Realestate.com.au](https://www.realestate.com.au)

Offers over \$745,000 - 28 Speight Street, Brighton



SELLING YOUR PROPERTY

Ways to Improve your Property before Listing

- **Repairs:** Time and money spent repairing obvious defects is rarely wasted, as buyers want a property that's in good shape. Check for visible signs of wear, inside and outside your home. Small jobs, such as filling gaps, re-grouting bathroom tiles or sanding and painting windowsills make a big difference to the appearance of your property.
- **Gardens:** In garden beds or decorative pots, healthy plants make a big difference to the way your home looks and feels, so splash out here. Try clumping bamboo for privacy and hanging baskets for a splash of colour. Inside, add a palm tree in the entrance, a weeping fig in the lounge and flowering peace lilies throughout.
- **Soft furnishings:** A new set of bed linen, towels and tableware makes any room look fresh and inviting.
- **Dehumidifier:** If it has been raining or you have a problem with damp, invest in a dehumidifier. It will make a huge difference to a musty home and you can take it with you.
- **Painting:** If the walls are seriously grubby or dingy, it could be worth spending a few dollars and a weekend slapping a fresh coat of paint on them. Buyers want bright, clean rooms and this gamble may well pay off.
- **Storage:** The less furniture, belongings and clutter you have in your home, the more spacious it appears. If you still have too much after clearing out, put it in storage and live with minimal possessions for the sale period.
- **Staging:** Having a home stylist come in and stage your home for sale can be an expense that pays off, especially if you aren't living in the house at the time. Depending on your budget, a stylist will advise or completely re-decorate in a consistent style, taking into consideration the type of house, the neighbourhood and what buyers want to see. However discuss this with your agent first.
- **Before you splash out on home improvements, first weigh up the impact.** If you replace the doors on kitchen cupboards when the insides are falling apart, buyers will wonder what else you're covering up. Any major renovations need to actually have an impact on the final sale price, so be careful when going for gold, and remember that interested buyers may not like your aesthetic. Less can be more.
- **Ultimately, what you spend and where, should depend on the likely return in the current market.** Anything you do, needs to result in a higher sale price, otherwise you've wasted your time and money.



RECIPE CORNER

Sweet Potato & Kidney Bean Stew



Serves 4 Cooking Time: 30mins Prep Time: 20mins

Ingredients

900g Sweet Potato, peeled and chopped
1 Red Capsicum, diced small
2 Cloves Garlic, crushed or chopped finely
Pinch - 1/2 teaspoon Chilli Powder
(depending how hot you like it)
1 heaped teaspoon Ground Cumin
1 teaspoon Ground Ginger
1 heaped tablespoon Peanut Butter
1 x 400g can Red Kidney Beans, drained
and rinsed
10g Coriander Leaves, to serve
450g Passata
2 tablespoons Olive Oil
Salt

Directions

Add olive oil to saucepan and set over low heat. Add garlic and cook for 40 secs on low heat, then add capsicum and continue to cook. Stirring occasionally for 3-4 minutes until the capsicum begins to soften slightly.

Add the chilli, cumin and ginger and cook, stirring for 40-60 seconds until aromatic. Add the sweet potato and toss through to coat. Add the passata, peanut butter and 1 cup of water to the saucepan and bring to boil. Cover and reduce to low heat and simmer for 20 minutes.

Add the kidney beans to the saucepan and stir to combine. Cover the saucepan and continue to cook for further 10 minutes or until the sweet potato is very tender .

Spoon into serving bowls and top with fresh coriander leaves.