

# Property News

*Ideas to help you when you're buying, selling or renting*

## LIVE THE DREAM

**AUCTION: Millionaires Row Mermaid Beach**



**Saturday July 18, 10am - Details P3**

### IN THIS ISSUE OF PROPERTY NEWS:

- Sellers' Planning Checklist
- Auction A Rare Opportunity
- Now Is The Time To Invest



# Letter from the Principal

Dear Reader,

Industry observers keep predicting a slowing of the market, but as yet there is no sign of that.

Industry analyst CoreLogic RP Data has predicted that 2015 will be the year for strong growth in lifestyle markets such as ours.

Investors are increasingly entering the market, particularly those whose savings returns have been reduced by low interest rates.

Seachangers are also increasingly prominent among buyers.

When this current cycle will end, nobody really knows.

Buyers should consider that the sooner they commit, the longer they will enjoy low interest rates.

Sellers certainly shouldn't delay.



Andrew Henderson  
Principal



2406 Gold Coast Highway,  
Mermaid Beach QLD 4218

**Ph:** 07 5572 8011  
**Fax:** 07 5572 0176

**e-mail:** sales@prohenderson.com.au

**web:** prohenderson.com.au

**Disclaimer Notice:** Neither John Henderson Real Estate nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquires in order to determine whether or not this information is in fact accurate.

©Newsletter House Pty Ltd 2014  
Ph: 02 4954 2100 [www.newsletterhouse.com](http://www.newsletterhouse.com)

## Property Planning Checklist

### SELLING

To help you get a head start with planning your next move, here is a checklist that will hopefully point you in the right direction!



**Make sure your lawns are mowed and the gardens are presented at their best.** Buyers don't want to look at your property thinking this needs a lot of work.



**Ensure the entrance way is inviting.** A nicely painted door and a clean entry adds to the first impression you are trying to create.

**Add a coat of paint where necessary.** Clean or re-paint the walls, ceilings, skirtings and doors. A clean and freshly painted home invites people in!

**Clean the entire home.** Start from the windows and work your way through. Create a gleaming presentation!



**Have the carpets professionally cleaned.**



**Clear away clutter.** Buyers like the feeling that there is room to move and over packed rooms can appear cramped.

**Make sure your home is tidy.** Ensure there are no dishes lying around to be washed, make the bed and make sure the bathroom looks its best.

**Fresh flowers** and a couple of colourful magazines on the coffee table invite you to sit down and relax. Don't go over the top with strong incense or perfume as some people may have an allergic reaction.



**Leave on bedside lamps to add warmth.** In summer, leave the air conditioner on. In winter, turn on the heater or light the fire.

**Repeat visits require extra effort.** Buyers who are interested in your home are always more critical on repeat visits, so make sure the place is just as well presented the second time around!



# NE Facing Oasis in the Heart of Millionaires Row

CONTINUED FROM P.1

**John Henderson Professional's July 18 auction of a luxurious five bedroom, north east facing home at 36 Hedges Avenue, Mermaid Beach should provide a real indicator of the market's strength.**

Listing agents Michael Boulanger and Luke Henderson have received many inquiries about the home which is described as an "Oasis in the heart of Millionaires Row!"

"Sydney's much publicised property boom and record low interest rates have brought a lot of new buyers into the market," Luke said.

"Many retirees and sea-changers in Sydney have become overnight millionaires from their sales while the affordability of money means that locally there are many buyers prepared to spend up to upgrade their lifestyle."

The spectacular home comprises five bedrooms plus a large study and four bathrooms.

Architecturally designed to maximise it's highly coveted north east facing corner position, it overlooks Hedges Avenue to the north and offers views of the surf to the east.

It boasts multiple entertaining spaces and the ground floor has been designed to suit guests, providing separation and privacy with its own bedroom, bathroom and self-contained kitchenette.

Features include a large master



bedroom with ocean views, designer kitchen with oversize marble island and Miele appliances, indoor/outdoor open plan entertaining areas, and a 78,000 litre lap pool with water feature.

Hedges Avenue is the quintessential heart of Mermaid Beach providing many lifestyle options directly out the front door.

Swim, surf, cycle, walk or run. Enjoy all the cafes, restaurants and surf clubs as this location is second to none.

Michael said that the owner has committed to another property so the home will definitely be sold, either at auction or prior.

"Homes like this simply do not come up very often, particularly in the tightly held Hedges Avenue area," he said.

Don't delay contact Luke Henderson 0409 599 507 or Michael Boulanger 0433 724 335 to view this property.

The auction will be held on site at 10am on July 18 if not sold prior.

## 40 Years and still the No.1 agent in Mermaid Beach



Andrew Henderson  
Principal 0438 691 972



Luke Henderson  
Director 0409 599 507



Perry Brosnan  
0414 758 204



Jeff Burchell  
0418 141 624



Evelynne Castaldi  
0410 088 866



Nick Deane  
0414 921 112



Mike Deane  
0414 721 115



Andre Sharples  
0413 691 700



Sally Monie  
0406 538 502



Michael Boulanger  
0433 724 335



Tania Pears  
0411 135 931



Simon Francis  
0413 198 357



Cindy Katene  
0418 118 506

2406 Gold Coast Highway,  
Mermaid Beach QLD 4218

e-mail: [sales@prohenderson.com.au](mailto:sales@prohenderson.com.au)

web: [prohenderson.com.au](http://prohenderson.com.au)



**07 5572 8011**



# Reap the rewards of a tight rental market

**Question:** When is a good time to invest in property?

**Answer:** Now!

The prediction is that property investors will do well in 2015 on the back of the same tight vacancy rates and steady rent growth they enjoyed in 2014.

Nationally, advertised rents were 2.6% higher in December 2014 than they were in December 2013 for both houses and units, while across the combined capital cities house rents rose by 1.2%, compared to a stronger level of growth for unit rents which rose by 2.5%.

News Limited painted these figures as dire, but their sensationalism failed to take into account the simultaneous dramatic increase in property values and the fact that the rental market is not going to ease

any time in the near future because first home buyers have been priced out of the market and immigration numbers easily exceed the rate at which we are building accommodation.

This is good news for those who already have an existing investment property portfolio. For those who are still thinking about taking the plunge, the situation suggests that it is the right time to start.

Along with the high demand for rental accommodation, the combination of relatively low interest rates with the long-term potential for strong yields and capital gains presents the ideal conditions

for property buyers looking to get into the market. As long as you have the finances to buy, 2015 will provide you with some great opportunities to get your property investment under way or to add to a portfolio already established.

Once you've bought your property, you want it to work for you. A good strategy is to buy blue chip, median-priced properties in areas where there is always that high demand. And don't forget that proximity to facilities such as shops, transport and schools is always an advantage.

**If you're dreaming of securing your future through property investment, come in and have a chat. Your investment property is waiting for you and there's no better time than now to secure it.**

## Take the hassle out of renting your investment property



For Rent – 7 Joan Street, Burleigh Waters – \$800 per week  
4 bed, 2 bath, 2 car. Available July 29  
[www.prohenderson.com.au](http://www.prohenderson.com.au) to book your inspection online.

If you would like help renting your investment property, call us on 07 5572 8011.

Discover how easy it can be with expert advice.

