



...ask

Madeleine

Your Real Estate Partner

T: 07 3355 6845

F: 07 3355 5572

M: 0413 733 617

E: mhicks.evertonpark@ljh.com.au

W: askmadeleine.com

August 2011 Edition

Selecting Your Agent

The selection of the right agent to market your home is a priority when placing your property on the market. "Knowing what to look for in your agent is critical to making the sale of your property not only successful but easy," said Madeleine Hicks of LJ Hooker Everton Park.

Madeleine's tips on agent selection:

1. Don't Appoint an Agent Based Upon Commission

Whilst it is hard to resist a bargain, don't select your agent just because they are offering the lowest fees. The truth is often an agent that easily negotiates their fees will be in the habit of not negotiating correctly. After all, if they are so keen to lower their own money, imagine how effective they will be with yours.

2. The Best Agent May Not Quote The Highest Price

Don't be fooled into selecting the agent solely because they gave you the most attractive price for your property. The truth is market conditionings dictate your selling price, not your agent.

3. Make Your Expectations Clear

Feedback, communication and openness are important ingredients for success. Let your agent know exactly the type and frequency of communication that you expect.



Feature Property 130 Streisand Drive, McDowall

4 3 2

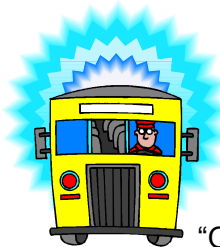
The vendors are yelling SELL, SELL, SELL! This property NEEDS a new owner.

Located adjacent to parkland it features four bedrooms, ensuite upstairs plus all living down with an extra bathroom plus office. Kitchen and second living area open out to a great entertainment area. Beautiful landscaped gardens and side access complete this home.

Flutterby and ask...to make it yours



*Thought for the month...
Happiness is not a station you arrive at, but a manner
of travelling. ~ Margaret Runbeck ~*



Transport—The Key to a Buyers Heart

Forget water views, house hunters are more impressed by quality transport facilities nearby. That's the view of leading agent Madeleine Hicks of LJ Hooker Everton Park.

"Of course buyer's consider a range of factors when purchasing, however being close to quality transport, services and facilities are among the leading considerations taken into account by savvy buyers," explained Madeleine.

It seems that buyers are looking for more than just the number of bedrooms, living space or the in-ground pool. In fact, a reliable train or bus service is generally high on a purchasers list, particularly when the costs of commuting a car are taken into account.

Proximity to such services can add thousands to the value of your home and can be a major selling point.

Tax Time Tips

It's tax time and property investors should show caution when preparing their returns. Here are some tips:

1. All rental income from your investment property must be included in your return.
2. Your rental property's rates, interest, insurance, agents fees, depreciation and capital works can all be claimed as a deduction.
3. Repairs and improvements are totally different and are to be claimed in different ways. Seek professional accounting advice.
4. Keep receipts, statements etc.
5. Maintain source documents like loan agreements & depreciation schedules.



Grant and duty come in to effect

MARNIE LUDGATE
ludgatem@qst.newsltd.com.au

THE scrapped stamp duty concession will cost home buyers up to \$8000 extra for their purchase from this week.

The State Government's two Budget announcements – to remove stamp duty concessions for people who change their principal address and the \$10,000 grant for new home buyers – came in to effect on August 1.

LJ Hooker Everton Park agent Madeleine Hicks said the flurry of buyer activity in the three weeks up to the Monday deadline was now likely to retreat.

"For the first time in nearly 18 months, last week I had multiple offers on a property," she said. "There was huge pressure on a lot of buyers who didn't want to incur the extra stamp duty."

Ms Hicks said she expected market activity would now flatten.

She said by introducing the grant but removing the concession, the Government was "giving with one hand but taking much more with the other hand".

New Listing 3/654 South Pine Road, Everton Park

2  1  1 

Flutterby and ask...because this is FABULOUS VALUE.

Realistic Sellers who understand the market are ready to move. This two bedrooms modern unit is centrally located within a small complex of four. Modern Kitchen, bathrooms, huge garage and clean lines. Make a move now before it's gone.

Flutterby and ask Madeleine to make it yours.

