



# Jaimie's Newsletter

from the desk of  
Robina Village Real Estate!

**DON'T SIGN  
ANYTHING!**

Phone: 07 5562 2522 (24 hrs)

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A well known cricket commentator is famous for his frequent exclamations..."It's all happening". Although he was referring to the vagaries of that majestic and mysterious game, he might well employ those words in relation to the interesting changes taking place on our political and economic landscapes.

With the calling of the Federal election, there exists now a palpable relief that the circus and the uncertainty will soon be over. Although the outcome appears to favour one side (here I shall definitely refrain from specific comment lest I offend half of my readers), I confess to be exceedingly doubtful that any monumental improvement will appear in the short term.

Confidence is an ephemeral concept - no one knows exactly at what point it begins to dissipate nor for that matter when it starts to bloom. The Gold Coast, whose level of unemployment is closer to 10% than the stated national average, may unfortunately be the laggard in any recovery if indeed there is one, taking place. I have less interest in the large capital cities than in my own backyard patch because it is my immediate neighbours who are struggling, my small business connections who talk of the reticence on the part of consumers to spend, and my personal clients who, when thinking of selling, are forced to confront the unpalatable truth.

Can we celebrate the recent reduction of the interest rate? Now at an historical low, it is a frank admission that our economy needs further assistance if we are to return to the rates of growth indispensable to countervail our burgeoning debt levels, I hope it works, though the experience of near zero interest rates in Europe and the US for the last 4 years has seen no tangible evidence that greater spending has been induced.

In theory the property market ought to benefit. Why not borrow now - push the prices of houses higher (rising home prices being the barometer of a healthy economy) and then stimulate the illusion of wealth judged by equity in property? But, excuse me, were these not symptoms of the sub-prime crisis, overvalued property and borrowers unable to meet their commitments?

One of my favourite philosophers, Jim Rohn speaks of the parable of the seasons. No matter how austere the winter, summer will provide a bountiful harvest, but only if sufficient planting and preparation has taken place in spring.

But the caution is to be wary of wasting the summer riches lest we suffer the deprivations of the harsher times which approach once more. Such a beautiful, yet simple allegory!

In our business, we are frequently called upon to deal with people whose circumstances have dramatically changed. Whether it be selling up to be closer to family or grandchildren, or to escape the ever constricting financial constraints that are making lives "not much fun any more", we, as agents, must sometimes become intimately acquainted with our clients' situation.

What an honour and privilege it is to be entrusted with the duty of, not merely selling a home, but helping someone achieve their goal...or dream.

This, we never take lightly at Robina Village Real Estate, and I am proud to say our team cares less about the sale than for the welfare of our clients whose needs we see as paramount.

In the current climate, with people needing to sell their home - and often facing a loss on their original purchase, it is imperative that they select the best method of sale. May I implore prospective sellers to reject auctions. They get lower prices and advertising only benefits the agent. Stay clear of price ranges - it is nonsense to believe a buyer will pay more than the lowest price in the range. Choose an agent you like, put a price on your home and trust your agent's advice. It is that simple!

Best wishes,

**Jaimie Juriansz**

**Ps .**

We welcome your observations, comments and criticisms. As we tentatively embrace the benefits of technology, we have set up a Robina Village Facebook page, where we hope to add the odd word of wisdom or advice from time to time.

We would dearly love to hear of your experiences, suggestions and ideas, so please feel free to share them with us.