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August Newsletter - 2015 (by Jaimie Juriansz, Principal)

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Properties For Sale

SIGNS OF CONFIDENCE IN THE MARKET

There is no doubt... that after five trying years, the property market is exhibiting signs of confidence. Such an ephemeral concept; confidence can wax and wane as early as the moon, except that it lasts a little longer in any one phase. The lowest interest rates in memory, the willingness of banks to lend and fewer homes on the market are all indications of the Australian love affair with real estate. But don't you just love statistics! You can massage them, manipulate them and twist them and extrapolate them to pretty much reach any conclusion you wish.

The figures show that since 2010, the period of growth in Robina, over five years has been -1.04% for houses and -10.23% for units. Thus a property bought in 2008/09 worth pretty much the same today while units still have a way to go to avoid a substantial capital loss if sold. But if you had bought two years earlier (07/08) before the GFC, your property would be worth 17% more today! Timing is indeed everything, especially in real estate.

According to RP Data, the median household income, assuming two incomes, is \$65,000 per annum with the median housing loan repaying at 37% of income (\$24,000pa). This appears to have blown out from the accepted safety/comfort level of 30% which may explain why social commentators are so concerned with the mounting level of debt.

Some other interesting data thanks to Core Logic show that for the Gold Coast the number of sales during 2014 was 6% higher than the previous year. Similarly they are selling faster, from 85 to 73 days on the average. Units were 5% higher as time on market also improved from 105 to 92 selling days.

Other pertinent pieces of information show that the average discount from an asking price was 6.1%. So, the median house sale of \$521,000 was on the market for \$553,000 and one could safely infer that houses at the lower end of the market sold close to the asking price with the prestige homes being discounted by as much as 10%.

What does all this mean for you? If you are not selling, it doesn't matter at all. Buying and selling in the same market has always made very little difference. Granted, if you are downsizing, greater compromises are necessary as the less expensive properties, with less choice available, hold their value much more and it invariably seems you are getting less for your purchase money. Conversely, buying a more expensive home allows a greater choice and still with a more substantial 'discount' from the asking price.

At Robina Village Real Estate it is our mission to provide the finest real estate service in our city, based on the highest standard of ethics, values and client care.

In so doing, we will earn the loyalty and trust of home-sellers and buyers, who will become our life-long clients and friends because we always place their

interests ahead of our own.

This magnificent ex-prize mansion, on prestige Robina Island, sold by Robina Village Real Estate.



Other properties recently sold by Robina Village Real Estate:-

37/1 Santa Cruz Blvd, Clear Island Waters (\$353,000)

1/120 Highfield Drive, Merrimac (\$289,000)

9 Tusmore Place, Robina (\$475,000)

4/31 Tallebudgera Ck, Tallebudgera Valley (\$412,500)

36/27 Eugenia Circuit, Robina (\$356,880)

38 Merion Ct, Robina (\$545,000)

40/140 Old Coach Rd, Mudgeeraba (\$278,000)

Some interesting statistics on Gold Coast market activity in the last 12 months (core logic - 22nd August, 2015):-

Houses Sold: 7000

Median Sale Price: 535K

Average days on the market: 72

An interesting article by realestate.com on our Gold Coast 'glittering again' with growing confidence in the marketplace:-

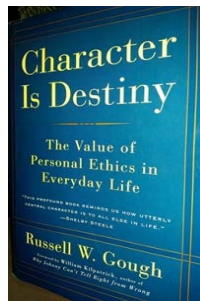
<http://www.realestate.com.au/blog/the-gold-coast-is-glittering-again/>

ETHICS AND CULTURE IN MANAGEMENT, REFLECTED IN OUR SERVICE

In a period of rapid change..... professional ethics should express the moral bond linking professions, the individuals they serve and the society as a whole (real estate clients and staff reciprocally benefit through our professional service). Being directly responsible for the provision of services and the related ethical obligations to clients is essential and is integral to our management in handling your property needs.

Robina Village Real Estate, Robina Gold Coast, value an ethical and cultural based management and training programme, investing time and resources in The Pittard Management Group Training. We provide our staff with information that inspires them to act competently and honourably, and to prospect through their real estate work. We believe that to earn a high income and to be proud of how you earned that income is only possible through skills, competence, integrity and training that is aligned with these values. ([Pittard Management](#))

<http://www.pittard.com.au>



Our Principal ~Jaimie Juriansz...

With a background of high school teaching specialising in English literature, History and French, Jaimie also spent 10 years in France and Spain where he was involved in property development. Joining Robina Village Real Estate in 1991, he eventually graduated to a managerial position, being voted Sales Controller of the Year at the Australian Real Estate awards in 2003. In 2005 Jaimie fulfilled an early goal by becoming the owner of Robina Village.

With a commitment to on-going training and self development for all staff focusing on maintaining ethics in business, the agency has recently moved to brand new premises in Scottsdale Drive close to the Robina Town Centre in the last 3 years.



HELPFUL TIPS TO FIND AN AGENT THAT IS RIGHT FOR YOU.

Before Choosing an Agent ...

Be knowledgeable about how to get the highest price for your property.

Good information is power and can help you make an informed choice about the right agent to sell your property.

Please ask for your 'free' information booklet (written and published by Gary Pittard who is an independent and well respected advocate on ethical and sensible real estate decisions) or simply go to the website link as follow:-

<https://www.youtube.com/watch?v=E5zGr8RI-kM>



New Staff Member - Angelica Rusovan

Welcoming Angelica Rusovan to our team - Angelica is already warmly respected by team members and clients alike, since commencing recently with Robina Village Real Estate. Sometimes, some people just fit in straight away!

Not only this, Angelica brings a wealth of experience. Over the years Angelica has worked in a variety of roles within the real estate field - Sales, Property Management and also Business Development. She has previously worked on some larger development sites on the Gold Coast with some of the Gold Coast's most exciting developers.

Angelica has returned with her passion for real estate after a break away wanting to utilise her skills of her Business Management degree joining Robina Village Real Estate in the position of Sales and Administration Secretary.

With the wealth of knowledge and experience in the real estate field, Angelica will be confident and happy to assist clients with their real estate needs.



PROPERTY MANAGEMENT NEWS

This Varsity Lakes property was recently leased by Lia Juriansz, Senior Property Manager, and the testimonial speaks for itself.

If you are looking for property investment management advice, we are always happy to discuss your aims and objectives. In addition, to discuss how you may best achieve your maximum rental yield.

Finding a suitably approved tenant is imperative to maintain a tenancy relationship with a high level of communication and well cared for property. Equally crucial to success is managing while understanding the necessary legislative requirements as demanded by the 400 page Residential Tenancies and Rooming Act 2008.

Robina and Varsity rental houses and units are averaging yields of around 5%, based on the last 12 months of data reports of realestate.com. Therefore, landlords are enjoying healthy increased weekly rental rates across the board. Growth for investment properties in these suburbs is continually strong. Based on current data on realestate.com, data suggests there is a high demand for properties in these areas. This is reflected in our current rental pool activity.

Testimonial (Doug and Maggie Wroe) "We first called on Lia and Jaimie when we were struggling with a recalcitrant tenant. We needed someone to come to our rescue and that is exactly what they did. Lia immediately put in place the legal procedures and had the tenant out of the property in quick time.

Not only that, she had a new tenant ready the day after repairs were completed. The new tenant she found has been a delight and now under her care we can finally "set and forget" that property. Our only regret is that we didn't call on her earlier.

In our dealings with both Lia and Jaimie we have found them thorough to an extreme. They had all procedures documented and we were astounded at the time and commitment they showed in "getting it right", a critical trait in property management.

Besides their demonstrated business acumen they are genuinely good people and we are not only ecstatic to now have them on our team but consider ourselves fortunate to be able to call them friends."





COMMUNITY WATCH

Robina is enjoying the opening and expansion to the Robina town shopping Centre with improvements to increased and more accessible parking to eateries and super- markets.



"In the confrontation between the stream and the rock, the stream always wins - not through strength, but through persistence"

(compliments Robina Village Real Estate)

Properties For Sale

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Envy No Longer...Your Lifestyle is Right Here!

\$419,000 - BILINGA

You will be amazed at the fabulous renovation.....3 bedroom unit with stunning kitchen and living areas, new bathroom and separate toilet. Tiled floors throughout leading to a cute balcony affording sea views....with the patrolled beach only metres away. Separate carport with private storage shed....only 8 in the block and very reasonable body corporate. An inspection will delight....

Property Details...



A serene back yard

\$309,500 - REEDY CREEK

Backing on to a peaceful nature reserve complete with creek, native flora and fauna, this is a delightfully presented two bathroom townhouse. Large living areas, two-way bathroom plus guest toilet and separate laundry, single garage with ample parking for additional cars. This is a fabulous investment with sitting tenants returning \$380 per week with body corporate well under \$40....

Property Details...



Just so Neat and Tidy

\$469,500 - MERRIMAC

Elevated position at the end of the cul de sac, this is a fastidiously maintained three bedroom home with generous ensuite to large master bedroom, while the other wing offers the guest rooms and main bathroom....

Property Details...

