

## Welcome to our Spring Newsletter! 15 October 2015

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## Welcome to our Spring Newsletter!

As I have written many times before, figures can be exceedingly deceptive, as indeed can be generalisations. Thus when one sees a headline â€œThe market is still going up!â€™ it is right to ask the question â€œwhat does that really mean?â€™ Does that refer to the national market as a whole or the Sydney market? The Brisbane market or the Hobart market? A recent RP Data, CoreLogic head-line read â€œCapital gains slow across the housing market in August but trend growth remains highâ€™. This was based on figures showing that dwelling values moved 5.3% higher over the last quarter for combined capital cities.

However, a closer inspection of the data reveals that while Melbourne moved 8%, Sydney 7.4% and Brisbane 2.2%, prices actually fell in Adelaide, Perth, Canberra and Darwin (sadly for the Gold Coast it doesnâ€™t rate in available statistics â€œ so we are left to speculate!). I believe our local market is pretty optimistic especially when well-priced properties are not remaining on the market too long and the only impediment to more people selling is the perennial dilemma of what and where they could repurchase. Reinforcing that confidence is here to stay while interest rates remain low - click on the following link:-

<http://www.realestate.com.au/blog/rates-tipped-to-remain-steady-as-consumer-confidence-surges/?rsf=or%3Afacebook>

In a buoyant market, a property will sell quite easily but it has long been my contention that agents do not sell houses â€œ they sell themselves (seriously â€œ the idea of *selling* a house to a woman for whom there is no appeal is as plausible as selling a car with heated seats in Darwin). Levity aside then, isnâ€™t it of paramount importance that your agent be able to *demonstrate* the absolute skill to negotiate on your behalf. After all, arenâ€™t you paying the agent to obtain not merely a good price but the highest price for your home?

Very few agents have read or studied the art of negotiation and, letâ€™s face it, lack the incentive to try for more from the buyer. After all, if a seller should reveal he is happy with \$600,000, that is often all they get. A selling price of \$610,000 only gives the agent an additional \$300 â€œ but a seller has â€œlostâ€™ a potential \$9,700. For many sellers, their home is their biggest asset â€œ and should never be treated frivolously. For some excellent tips on getting the best price for your home, please ask us and we will email you a copy of â€œGet the Highest Price for your Propertyâ€™.

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.

If you are thinking of selling, weâ€™d be happy to be interviewed by you â€œ after all choosing the right agent is so important!

## In This Issue:

**Welcome to our Spring Newsletter!**

**CURRENT Market Activity in Robina as at August 2015**

We would like to inform you of the current market activity in a different suburb with each newsletter â€” Activity for Robina is as follows:-

Median value of houses \$660,000

Median value of units \$410,000

Number of dwellings sold in Robina as of Jan15 418

The average capital growth over the last 3 years 4.6%

The average capital growth over the last 10 years 2.7%

The predicted capital growth over the next 5 years 2%

The predicted capital growth over the next 8 years 4%

### RECENT SALES: Robina

Keeping you abreast of some recent sales for Robina, we list the following properties:-

45/22 Cheltenham Dve, Robina	13/07/2015	\$385,000
8 Broadview Pl, Robina	03/09/2015	\$570,000
135 Camberwell Cct, Robina	14/08/2015	\$670,000
27 Corvus Way, Robina	24/08/2015	\$1,175mil
47/1-2 Arbour Ave, Robina	15/06/2015	\$369,000
13 Brighton Cres, Robina	10/08/2015	\$680,000

### WANT A HIGHER PRICE FOR YOUR PROPERTY?

Donâ€™t annoy your buyersâ€”.

It sounds good in theory â€” quote a low price to *attract* purchasers, and then work to get the price up from there. Then why do NO negotiation experts favour this method? It has been proven that buyers DO NOT like *bait pricing* strategies and, in fact, legislation has just recently been introduced in NSW to outlaw this practice. If a seller wants \$650,000, *why advertise offers above \$600,000 or priced between \$620,000-\$670,000?* Technically speaking, a buyer could expect to offer \$601,000 and buy the houseâ€” but is told the offer is too low. With these methods, buyers feel deceived and their natural inclination results in the lowest price they see becoming the highest price they want to pay, and many offers start well below the lowest price. This simply cannot benefit the seller!

Ask us for a free copy of â€”Get the Highest Price for your Propertyâ€” and read the helpful tips below.



Helpful tips to find an agent that is right for you....

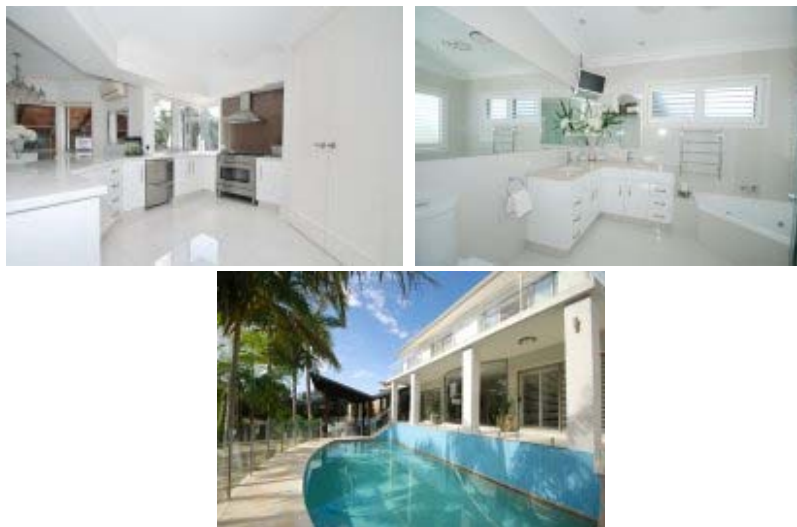
Sellers frequently use two criteria to select their agent, (1) the price given by the agent and (2) their selling fee. Unfortunately, this often leads to the agents competing on quotes. Sellers love being told what they want to hear! So naturally they often gravitate to the highest figure irrespective of the truth. How much better would it be to have a better *perspective* on the merits of each agent before discussing price? Can the agent *demonstrate* an ability to negotiate? You are paying him to get you the highest price so it imperative to focus on the skill level of the agent. The *cheapest* agent could end up the most expensive if they cost you money. After all, if you were undergoing critical heart surgery wouldn't you choose the surgeon with years of skill? even if he were more expensive?

### A SELECTION OF RECENTLY LISTED PROPERTIES

*4 Kirralee Drive, Robina*

Disappointment is not an option!! Oozing class and elegance, you won't find better quality! In a secluded corner of Robina Island overlooking parkland and a duck-filled waterway, this is a beautifully crafted home with rounded-wall edging, styled cornices and raised ceilings. You will love the open plan formal rooms with floor-to-ceiling curved-butted glass windows affording views to the pool and reserve. The piece de resistance could easily be the kitchen, with stone bench tops, gas appliances, an enormous pantry with loads of bench space - all adjoining the casual living area flowing seamlessly to a covered timber deck by the pool. For more details please [click here](#)





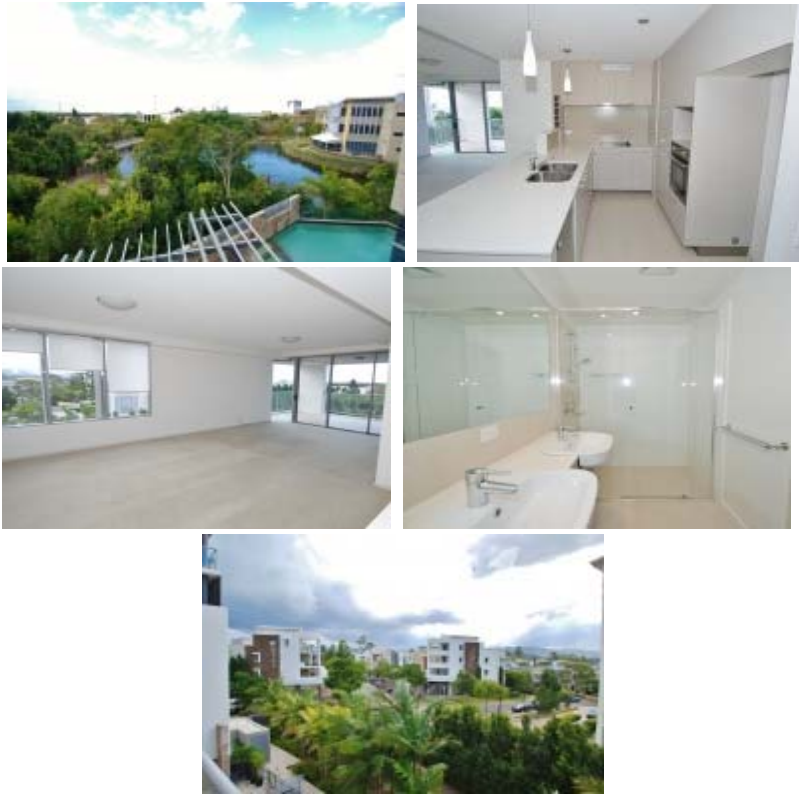
*4/265 Golden Four Drive, Bilinga*

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. For more details [click here](#)



*11/38 Riverwalk Ave, Robina*

No driving required, as you can walk to every amenity in Robina Town Centre. Tired of feeling cramped? This sundrenched apartment, facing North East gives you a sense of both light and space. The apartment features two double bedrooms with two bathrooms, very generous living areas leading to a large balcony (you'll enjoy the Christmas fireworks). In addition, boasts a good sized kitchen with ample cupboards, a stone bench to top and stainless steel appliances. Security entry for your privacy and safety, there is also a pool, sauna and BBQ facilities. For more details [click here](#)



**INTRODUCING** - Denise Le Chevallier, Sales Consultant

Having lived most of her life in Europe Denise is fluent in French, Spanish and Swedish as well as being conversant in Italian. She began her real estate career in London and upon her move to Australia was chosen by Stocklands to market their extensive portfolio. Introduced to the Jenman system, she spent several years working in Brisbane before moving to new home sales with Villa World. Her desire to help sellers and buyers in an ethical framework brought her to the Coast to join Robina Village Real Estate who is proud to have an experienced and passionate salesperson always working on her clients' behalf.



## PROPERTY MANAGEMENT NEWS

Robina and Varsity rental houses and units are averaging yields of around 5.2-5.3%, based on data reports by realestate.com.au. Landlords are enjoying healthy increased weekly rental rates across the board. Growth for investment properties in these suburbs is continually very strong. Based on current data, realestate.com suggests there is a high demand for properties in these areas. To find out if any of our prospective tenants suit your investment property and to discuss what we can offer you in management of your property contact Lia Juriansz at the office on (07) 5562 2522, mobile: 0431 997 339 or by email at rentals@rvre.com.au



## TESTIMONIALS - Property Manager

(Raymond Mulic) *I have known Jaimie since I bought the property 6 years ago. It was the biggest and scariest thing I have done entering the property market. But since I have rented the property, I always felt comfortable and secure that the place was well managed. I like to thank you, Lia, and Jaimie for always being friendly and patient towards my needs and fears. I look forward to the future with you guys still looking after my property.*

(Kate Kelly) *Thank you Lia again for your wise counsel, help and interest in our rental property. Everyone I speak to about your level of service is really very impressed. I would always recommend you to anyone wanting an excellent property manager.*

## COMMUNITY WATCH

### Gold Coast Light Rail extension - Federal Government approval

Great news for the Gold Coast with the advent of the Commonwealth Games. Malcolm Turnbull chats to Tom Tate about the Gold Coast Light Rail approval, click on the following link:-

<https://www.facebook.com/malcolmturnbull/videos/10153753236591579/>

### 20.5 million dollar Private Hospital at Robina!

Development of a Robina Private Hospital will commence shortly and will be located

across from the Gold Coast Hospital - Robina Health Precinct on Bayberry Lane. Stage one is due for completion sometime in 2016 and will offer a 90 bed sub-acute hospital, along with ancillary areas and consulting suites.



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*"If people like you, they'll listen to you ~ but if they trust you, they'll do business with you".*

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