



GET REAL (estate) NEWS

Your (not so) regular update on all things Scott BJ Properties



Hey y'all



Can you imagine yourself this time last year? What were you up to? Watching the footy every weekend and gearing up for the finals in September? Organising your next overseas holiday or getting ready for a friend or rellie to come and visit? Who would have imagined that only a few months later we would have gone through such a tumultuous time. Never in my life could I have imagined that for weeks and months on end we had to distance ourselves from others and almost shut down the whole country. And who would have guessed that toilet paper would become an in-demand product. One thing this pandemic has taught me is to value what I have as you never know when it may be taken away.

Did you manage to learn a new task over the lockdown? Take up a new hobby or start a side-job? Yea me neither. I am extremely grateful to live in Perth, Western Australia. We have a wonderful country filled with (mostly) wonderful people and as a bonus we have a lovely little moat around us to keep us safe 🛡️. I am extremely grateful for the way in which we have managed to subdue COVID 19 in WA which has enabled us to get back to our regular lives as much as possible. If you want a bit of an update on the Perth real estate market have a read at the article below.

So in things non-COVID 19 related I've been setting myself some goals. I always do and I'm fairly good at keeping to them however lately I've been a bit lax. I'm now super energised to achieve what I set out to do. The reason is because the reward I'm giving myself is a mountain biking trek along the Munda Biddi Trail from Perth to Albany (roughly 1000km). It has been a dream of mine for a number of years but now I'm fully focused. I've even borrowed a MTB and have been doing the odd ride around Kings Park in preparation. Funny how my "reward" for achieving my goal is a week of suffering and sore legs as I aim to ride over 100km a day and sleep in open sided huts

on hard shelf-like beds. Each to his own I guess. 😁 If you look at the photo above (on the right) you'll see my first MTB attempt. Wow it was fun! I may have gone arse over tit more times than I'd like to admit (you may notice the blood dripping down my right shin) but I'd happily donate a bit of the red stuff to the MTB gods if it meant I could enjoy that thrill again. Fingers crossed I can get a few more skills and I won't have to however.

In my last email I wrote that some pumpkins had self-seeded and taken over my back

yard. Well I'm happy to announce they produced about 6/7 nice sized pumpkins which I'm currently working through and giving away to friends/family/neighbours. In their place a few paw paw trees have popped up. Seems like the birds love dropping the seeds in my back yard and I'm not complaining. Looking forward to some paw paw smoothies in the near future.

Well I'd better stop my blabbering and let you get on to the rest of the newsletter. I'd love to catch up sometime so please drop me a line if you're keen.

Ciao,

Scott BJ



"We are extremely grateful to Scott Banister-Jones of Scott BJ Properties for helping us to sell our Nedlands family home of 33 years.

Scott's pleasant manner, professionalism, sound advice, fuss-free and no fanfare approach was particularly important to us.

Scott managed to achieve our best expectations at the first Home Open.

We highly recommend Scott Banister-Jones to anyone contemplating the sale of their home."

Perth Real Estate

What a few months we've been having! I really thought that the property market in Perth would be in the doldrums for the rest of the year at least. How wrong I was.

It seems the confidence we were seeing in the property market prior to the COVID 19 pandemic has returned plus some. Perhaps it's because people are feeling more confident in our economy and our ability to roll with the punches or perhaps people are sick and tired of being cooped up in someone else's rental property during the lockdown but things have really picked up since restrictions have eased. REIWA figures show we had a 45% increase in sales compared to the year prior in June and even had a week with over 1000 sales occurring. That hasn't happened since 2013. Initially I thought that those figures might just be attributed to land

sales however it really isn't. I've personally seen a trebling of numbers of buyers through my home opens, more competition for properties and a number of properties receiving multiple offers. I guess a lot of people are seeing the security in owning property whether it's a place to live or as an investment.

So where to from here? I honestly don't know. However I'm a glass half full kinda guy and I feel that with our strong economic foundations here in WA (AKA the mining gods shining down on us), the low interest rates for the foreseeable future and the safety that is found in owning property prices will continue to grow. Perth and W.A has a long way to go to catch up to the rest of Australia so there is definitely the potential there. I've noticed a lot more calls from investors in the Eastern states as well as returned expats who want to secure a safe investment or home for their families. This gives me confidence that there is significant demand in the market.

But then again I am a real estate agent so I'm probably lying through my teeth and stealing candy from babies so I'd advise to do your own research.



What the building bonuses can mean for you in WA

Source: REIWA

If you have been thinking about building your next home or that next big renovation, now

might be the time to put that plan into action, especially as Western Australia has the better deal compared to other states and territories.

What is the HomeBuilder scheme?

The scheme is tax-free grant program that was implemented by the Federal Government to all Australians and will provide eligible applicants with a \$25,000 grant to help renovate an existing home or build a new home.

Who is eligible for the scheme?

To be eligible for the scheme not only do you need to be an owner occupier that is looking to build a new home up to the value of \$750,000 or conduct renovations over \$150,000, but you must be an Australian citizen aged 18 years or over.

Your annual income needs to be less than \$125,000 for individual applicants or less than \$200,000 for a couple based on your 2018-2019 tax return and you are not able to access the scheme through a trust or grant.

It's also important to note when renovating an existing property, it needs to be valued at less than the national price cap of \$1.5 million and the works must improve the liveability, accessibility or safety of your home.

What is not included in the HomeBuilder scheme?

Those who are looking to build a home as an investment property or renovate an investment are not eligible for the federal grants. You need to be living in the property or move into it once it has been built.

External renovations such as pools, outdoor spas, tennis courts, sheds or garages are also not included.



What is the Building Bonus grant?

The Building Bonus grant is provided by the State Government and is available to West Aussies who enter into a new contract to build a home on vacant land or purchase a new home being constructed under a single-tier development on a strata plan or other land survey type.

If you qualify for the building bonus grant, you will receive a grant of \$20,000 towards building your new home.

Who is eligible for the state grant?

To be eligible applicants must enter into a contract to build a new home or off-the-plan apartment between 4 June and 31 December 2020, with construction commencing within six months of entering into the contract.

You must be the registered owner of the vacant land on which the home will be built. However, it is important to note that if there is a house on the vacant land, you will receive the grant after the house has been demolished.

Unlike the Federal scheme, there is no cap on the purchase price or value of the contract and investors looking to build are still eligible.

One grant will be paid in relation to each lot of vacant land, regardless of how many homes will be built on the land and you will still be eligible for the HomeBuilder bonus.

What is not eligible?

Unfortunately, you will not be eligible for the WA grant if you are building a house for mixed use, commercial purposes, short stay accommodation or building an additional house onto land with a house already on it.

Types of homes eligible

While all dwelling types are eligible for both government schemes, such as houses, apartments, house-and-land packages, and off-the-plan purchases, it is also important to take note of other assistance packages which may be applicable to you.

If you are a first home buyer, you may be eligible for the [First Home Owner Grant](#) which is a one off payment to assist first home buyers to enter the property market.

For those looking to purchase an apartment off-the-plan, you may be eligible for the [75 per cent rebate off stamp duty](#), which is in addition to both the Federal and State Government schemes.



Build new or buy an established

home?

While these bonuses are there to help get people into their homes quicker and provide much needed jobs in WA, there is nothing wrong with buying an established property instead.

These initiatives are in play until the 31 December, so take your time and weigh up the pros and cons of both buying an established property or building new to see which option is better for you.

For example, while you get to design every aspect of your home from scratch and potentially have a bigger yard if you build in Perth's outer suburbs, if you work in the city and have to commute each day to work, look at the cost and time associated with commuting to see if you are comfortable with this.

More information

For details on the HomeBuilder scheme, make sure to visit [The Treasury website](#).

More information on the WA Government's Building Bonus scheme can be found by visiting the [WA Government website](#).

Funnies





Seven features buyers look for when purchasing a home

Author: Sjanna Sandalova

For many buyers, purchasing property is deeply personal. They are searching for a place

to call home, somewhere they can picture their family living in for many years. When selling, it is important to look at your property from a buyer's point of view.

Creative Design Director of Mr Home Staging Co, who specialise in premium real estate styling, Gregg Churchill said you'd often be surprised by the interior 'must haves' buyers look for when purchasing a home.

"Potential home buyers usually have a list of key features or wish-list in mind when they start hunting for a home, and while sellers know it's important to play up key features such as a swimming pool, many vendors neglect to emphasise some of the more mundane things home buyers look for," Mr Churchill said.

What features matter most to buyers?

While the price and location of a property are always important to buyers, it's essential that you don't overlook all the other elements that make a home worth purchasing.

To help you recognise what to accentuate in your home when selling, we asked Mr Churchill for his list of the seven home features buyers most want.

1. A second living area

Living space is paramount in the modern home, so make sure your real estate marketing mentions any extra living space you have, even if it's only a small sunroom. Open-plan living is highly sought after by home buyers. This is particularly a priority for families who have children, who are seeking enough space to allow children to play in a separate area.

2. Renovated wet areas

A renovated bathroom and kitchen are paramount. Home buyers want a huge amount of space and modern amenities in the kitchen.

3. Outdoor entertaining

Most buyers would like an outside area that flows well from the indoors. Outdoor entertaining areas are always well received by home buyers, especially covered alfresco areas.

4. Natural light

Don't underestimate how beneficial natural light is when you're selling your home, so make sure you play up this feature. Open ALL the curtains and blinds to allow natural light inside.

5. Backyard

Having enough space in the backyard to kick a football around is the great Australian dream. Some grass under foot and adequate space to play with the kids is what everyone

wants.

6. Storage

You can never have too much storage so remember to mention all your home has when marketing your property to buyers. This includes built-in wardrobes, space under a staircase, in your kitchen, bathroom or outdoors.

7. Decent-sized bedrooms

Bedrooms that offer built-in storage and enough floor space for a reasonable amount of furniture will be well received by buyers.

Scott's Spots



[14 Hyland Way, Wilson](#)

Mid to high \$600,000's

Great family home, Sub-division potential, Opposite park

5X2X2



[57/580 Hay St, Perth](#)

SOLD

10th floor stunner.

3X2X1



[97 Clifton St, Nedlands](#)

SOLD

Beautiful family home set in nature.

3X2X2



[14/389 Stirling Hwy, Claremont](#)

Mid to High \$200'000's

Superb investment or first hme.

1X1X1