



GET REAL-estate



What's Up Scott?

Howdy! A very belated Merry Christmas and Happy New Year! I hope 2019 has started well for you. Well where to begin. So much has happened since my last newsletter. If you recall (or even if you don't I'm not fussed) last time I sent out my newsletter I was booking myself in to the eating disorder clinic in Nedlands and was quite nervous (read: shitting myself) about this. Well the good news is I survived! Tada! The bad news is that it was not a very enjoyable experience. Yes I did put on weight and yes it did kick me out of some very bad habits however I found it was more of a band aid solution to a deep gash of a problem. It did have a big impact on my life and I am glad I went in. I NEVER want to do it again but I'm still glad I did it. It did make me realise how lucky I am as there are some very sick people in those hospitals and it made me thankful I'm not that far down the eating disorder rabbit-hole. It has also given me renewed energy and enthusiasm. I can now do a lot of things I would have previously found impossible. I regularly go out for meals now which was impossible for me previously.

Since leaving the clinic I've really hit the road running at work and have picked up a smattering of great properties. I also have a few coming up so if you want the inside knowledge on what's coming on the market let me know what you are after and I can keep a look out for you. If you want a bit of an update on how the market is doing check out the "Perth Real Estate" section below. I'm seeing good things happening in the Perth market this year and I think we could be in for a strong market ahead.

I've also picked up a new hobby. For a few years ago I signed up to UWA Outdoor Club's mailing list and have been receiving emails from them inviting me to go on their regular outings. A few months ago I finally went on one and had an absolute ball. I now go rock climbing with them every week. It's a lot of fun and once you get over the sore arms/fingers and the fear of falling to a horrible death you actually have a good time. The people I climb with are all really top humans so we have a grand old time. We even went on a three day trip down to Margs where we did some beautiful climbs along the coast. I've uploaded a video I took while I was down there. If you wait till the end of the 30 second video you'll see me scared out of my wits. <https://youtu.be/4YkyAdHmlPA>

I've also been trying to get out and socialise a lot more. This has included plenty of Fringe Festival shows, a couple outdoor movies and the odd Perth Festival performance. All of which have been excellent. Over the past few months I've organized a few neighborhood get-togethers. It's been a huge success and something I would like to continue doing. At the Christmas street party we had about 60 people with everyone dropping in to meet their neighbors and have a chat. Now that I have their contact details it will make future parties a lot easier as hopefully I won't have to drop hundreds of invites around the neighborhood. The Christmas party was followed by a smaller Aussie Day party after which we all went and watched the fireworks on the foreshore. To top off a great start to 2019, my veggie patch has been going gang-busters. I couldn't eat the beans quickly enough so happily gave them to neighbours and friends. I have some cherry tomatoes that are starting to fruit and the climbing spinach is slowly taking over my garden. I hope 2019 has started off on a high for you as well.

(me, trying my best to look cool) ►

Cheerio,
Scott BJ



Experts predict higher wages and more employment in W.A.

WA businesses will hire more staff and spend more on wages as 2019 shapes up as a bonanza year for the State's economy — with workers to be the big winners.

The Chamber of Commerce and Industry WA says a record number of the State's businesses are preparing to expand, hire more people and boost wages.

That means, after years of flat wages, more West Australians will be asking for a rise.

The latest WA Super-CCI Business Confidence Survey, carried out this week, offers a snapshot of State-wide economic conditions and business expectations. And the news is all positive, according to CCIWA chief economist Rick Newnham.

More than 10 times the number of business owners said they were optimistic about the future compared with June 2015, when only 5 per cent of businesses expected conditions to improve. About 35% of businesses said they expected to increase their workforce and 43% said they expected labour costs (including wages) to rise.

To read more about this go to <https://tinyurl.com/yy4uuhfx>

Perth Real Estate

What a market! Whilst some areas are selling like hot-cakes (who invented this saying anyway. I am sure there are things that sell better than hot-cakes. Like toilet paper. Everyone needs toilet paper. Selling like toilet paper... hmmm. Needs work). Anyway. Some areas are selling like toilet paper whilst others are selling like toilets. (see what I did there?... because toilets don't sell a lot... Note to self; NEVER attempt stand up comedy). Where was I? Oh yea, toilets... I mean properties. It's quite a significant difference when you study the areas that are selling. The Western Suburbs and the inner city market are already on the rise with houses selling quickly due to high demand. The further out you go however the less confidence there is in the market. I see a significant number of up-graders and downsizers spotting the bottom of the market and making the move before prices start to rise. These are the people who have owned properties before and know when to act to get a good price. They see this market as the beginning of the up-cycle and are buying in premium suburbs so the return on their investment is greater as prices rise. As with most things, the larger the investment the larger the (hopeful) return. This has been reflected in REIWA's December Quarter Update that showed the Perth median had risen 5.2% in the December quarter. This was also reflected in the number of selling days reducing by 7 days over the quarter.

There has also been a significant tightening in the rental market with the number of listings available dropping sharply. The rental vacancy rate sits at 2.8% which is the lowest it has been in 5 years. Rents have also increased slightly (up \$10 for houses and \$5 for units) which is a positive sign for landlords. I'm still finding the bottom end of the market is holding things back a bit however with the top end moving quickly and prices already beginning to improve there is a sign of things to come. Many observers have stated that the top end is often the first to move in a rising market as these buyers are often seasoned property investors and are well aware of the ups and downs of the real estate market. This means they are often better prepared to catch the bottom of the market than most. Tell ya what. I know where I'd be putting my spare money (if I had any ☺) and it's not bitcoin. Haha. So does this mean we've hit the bottom? Who knows. I'm sure as hell not saying we have as picking the bottom is like trying to guess when the toaster will pop (has anyone else tried doing this? It's not easy and my toaster has a mind of its own. One day it produces beautifully toasted brown cheeks on both sides of the toast. The next it's black on one side and brown the other and then the next it's like my bread has been dropped into the depths of hades and is little more than a chunk of charcoal). Sorry, off track again... Anyway. What I can tell you is that now seems to me like an opportune time to be buying real estate in Perth. And if you happen to want to buy one of the properties I'm selling that would be even better ;-)



Family and Domestic Violence tenancy laws now in effect

These important new laws have just come into effect on the 15th of April. Both landlords and tenants should make themselves aware of the new rules that may affect them. These are important changes that allow tenants to cancel a lease, take the perpetrators name off a lease and to change the locks on a property if they are the subject of family or domestic violence. The place to find out more information is at the Safe Tenancy WA website (<https://tinyurl.com/y4oap477>). Family and domestic violence (FDV) is a scourge on our population and these laws exist to make it safer for those effected. They are long overdue but will hopefully result in more people feeling safe in their own homes. FDV doesn't have to be actual physical harm to someone. It can be threats and intimidation and doesn't have to come from someone on the lease. These rules can apply if someone not on the lease is causing harm to the tenant.

Some of the new rules will allow tenants to:

- Terminate a lease
- Remove someone from the lease
- Have debt or damage assigned to different parties on the lease (previously all parties on the lease were equally responsible for the upkeep of the property and payment of rent)
- Change the locks without permission
- Upgrade the security of the property without permission

For more information please go to <https://tinyurl.com/y4oap477>

FIND ME A PROPERTY!!!

I have a number of clients who have all asked me to keep a look out for a property for them. Here is a short list of a few of those clients' requests and their budget.

Western suburbs single level properties that can be renovated.	Budget \$2,000,000
1st HOME BUYERS mainly looking for new apartments	Budget \$550,000
Large commercial/residential property close to the CBD	Budget \$2,000,000+
Well located, easy care house in a quiet area Claremont/Nedlands.	Budget \$2,000,000
Apartments: CBD location 2 or 3 bed, good rental return	Budget \$850,000
CBD location 1 bed with car bay	Budget \$400,000
Claremont/Nedlands 1 or 2 beds with car bays	Budget \$600,000
CBD bedsit/1 bed first home and rental	Budget \$300,000
"Renovators special" Claremont and surrounds	Budget \$1,100,000
Easy care downsizer in city and surrounds. Well located.	Budget \$1,000,000
Renovated townhouse, Subiaco to Fremantle 2/3 bed.	Budget \$1,000,000
Development blocks. With or without houses	Budget any
Large family house 3 bed + study or 4 beds. Mt Lawley, North Perth and surrounds.	Budget \$1,900,000
Modern townhouse or apartment, 2 or 3 bed, within 10km of CBD	Budget \$1,000,000
Highgate, Leederville and West Perth area. House/townhouse.	Budget \$850,000

Property Investment 101

What are the benefits of property investment?

Property investment is one of the most popular forms of investment in Western Australia and has the possibility to reap many long-term financial benefits for investors.

Here are three of the top reasons so many West Australians choose to invest in property.

1. It can help set you up financially

Historically, capital growth is a major benefit of property investment and with time and patience, can significantly increase your personal value. The value of your property will almost certainly grow over time. If your rental income is greater than your expenses, then your investment property can be another source of income.

2. It's one of the safest investment options

Despite the many other investment alternatives, stocks, bonds, cash etc, investing in property is generally regarded as the safest due to its low volatility. Property also gives you an immediate return on your investment through positive cash flow, so you can start receiving income almost straight away. Because your investment is a physical asset, you can also mitigate risk by having it insured and unlike other investments, you can influence your returns.

3. There are tax benefits

Although tax benefits should not be used as a decision-making factor, it can be a benefit of investing in property. Any tax associated with the expenses paid on the investment property, such as property maintenance, council rates and property manager fees can be claimed back at the end of the financial year. Plus, if your expenses exceed your rental income, this may also provide tax benefits such as negative gearing.

These are just a few benefits to property investment, however like any business, it's wise to explore both the pros and cons. Investing in property can be a good way to grow your assets, however it's still important to define your investment objectives, do your research and seek professional help if you are unsure about any aspect of the investment.

What makes a good investment property?

There are a number of contributing factors that make up a 'good' property investment. It is important to look at your investment like a business, so thinking with your head, not your heart will get you the most out of your asset.

If you want to maximise your investment return, here are a few things to consider:

Location, location, location!

It is advised that when looking for an investment property, to think like a tenant. A property in a sought after location will inevitably grow in value. Close proximity to schools, public transport and public facilities is desirable. It's also a good idea to look for areas where significant infrastructure projects are planned.

When doing your research, it is valuable to think outside the box. Chances are if you are reading about a 'boom suburb' then it is probably too late to buy in that area. Investors need to use their knowledge to try and predict areas of long-term growth, which is where the advice of a professional who works in the industry (hint, hint. Call me) could prove invaluable.

The right property

Your investment objectives will help shape the type of property that you purchase. Are you looking for a property with sub-division potential, a property with a standalone house in good condition or a strata titled property?

You will need to assess how much of your own money you will need to cover expenses. If you need to spend a large amount of money on improving the property and making it attractive, will it get covered by the cash flow produced by the property? And will it lead to higher rental returns and better capital gains? You need to tackle any planned renovations with an investment strategy to ensure you are not just throwing away your cash.

With the Perth property market starting to show signs of recovery and stabilisation, buyer confidence means competition could increase, so you may find yourself having to act fast to secure your ideal property.

Irish Joke of the month
(Sorry if you're Irish, you know I love you all)

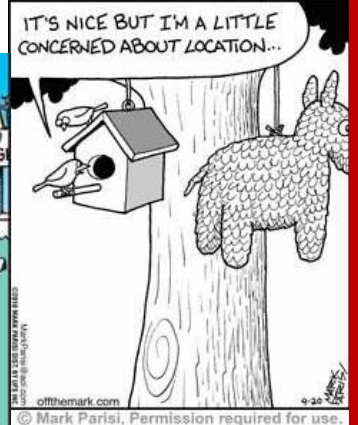
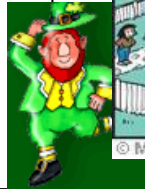
One night, Mrs McMillen answers the door to see her husband's best friend, Paddy, standing on the doorstep.

"Hello Paddy, but where is my husband? He went with you to the beer factory."

Paddy shook his head. "Ah Mrs McMillen, there was a terrible accident at the beer factory. Your husband fell into a vat of Guinness stout and drowned."

Mrs McMillen starts crying. "Oh, don't tell me that! Did he at least go quickly?"

Paddy shakes his head. "Not really – he got out three times to pee!"



Questions to ask your agent

- How will you advertise my property? How much will it cost?
- Where will you advertise my property?
- What internet sites do you use?
- Do we need a for sale sign?
- Are home opens worthwhile?
- Do you work 24/7? If not, when are you available?
- Will you personally handle the inspections and negotiations or will I be dealing with someone else? If so, who?
- If you fail to meet any of your commitments what can I expect in return?
- How often do you report progress to me?
- How long do you expect me to sign up for?
- Can I cancel my contract if I'm not happy?
- If I cancel the contract or you don't sell my property in the time specified. How much will I owe you?
- Do you let other agents introduce buyers?
- Will that cost more if they sell it?
- What if I find a buyer?
- Are you a member of the Real Estate Institute? Is it recommended to deal with REI members?

Suburb of the month: Nedlands

The City of Nedlands had its origins in the Claremont Road District, which was created in 1893 after a petition from ratepayers who lived in the areas of Nedlands and Claremont, which had grown substantially in population at the end of the 19th century. Seven men were nominated to the new Board, which became the first local government authority for the Nedlands/Claremont area. In 1898, Claremont itself split away to form a municipal government, which still exists today as the Town of Claremont.

In 1932, the Claremont Road Board was renamed Nedlands, and on 1 July 1959, it became a city. The City was made up of four wards – Melvista, Hollywood, Dalkeith and Coastal. These wards continue to the present day.

Nedlands is an inner-western suburb of Perth. It has a diverse mixture of housing with low-cost dwellings provided for students of the neighbouring University of Western Australia and wealthy homes in the southern sector of the suburb. There is also a significant commercial sector along both sides of Stirling Highway.

Median House Price: \$1,540,000

Growth Rates	1 Year	5 Years	10 Years
Nedlands	-6.7%	0.5%	0.3%
Perth Metro Region	-1.9%	-1.3%	1.5%

2016 CENSUS SUMMARY	NEDLANDS	PERTH
Population - Usually Resident	10,194	1,943,858
Median Age of Residents (Years)	40	36
Average Household Size (persons)	3.00	3.00
Number of Occupied Dwellings *	3,557	690,280
Number of Unoccupied Dwellings	413	85,730
Median Weekly Household Income	\$2,422	\$1,643
Median Monthly Mortgage Repayment	\$3,160	\$2,000
Total Private Dwellings	3,971	776,015
Area (sqkm)	5	6,416

Scott's Spots

More properties needed for clients looking to buy.

13 Balandi Way, City Beach
From \$1,550,000
Outstanding design, brand new, uber-stylish.



134 Drabble Road, City Beach
From \$1,200,000
Renovated 4X2 house on 773sqm. Potential views from second storey



47 Goddard Street, Lathlain
Price guide \$600,000's
Family home. 4X1.5 house on 500sqm



6/60-62 Henry Lawson Walk, East Perth
EOI
Luxurious ground floor apartment with large outdoor courtyard.



160A Alfred Road, Swanbourne
High \$600's
Prime Swanny land. 454sqm.



5/37 Smith Street, Highgate
From \$280,000
Small complex. Great investment or first home



19A Herald Avenue, Willetton
SOLD
Willetton and Rossmoyne School zones, Green Title house.



208/112 Mounts Bay Road, Perth
SOLD
Great rental apartment in the heart of Perth.

35/308 Stirling Street, Perth
SOLD
Inner city investment or hip city base.



55/98 Terrace Road, East Perth
From \$840,000
A location and apartment to die for.
SOLD



3/69 Malcolm Street, West Perth
SOLD
Top quality, top of the hill, top location, top views. 4 BEDS!

24/34 Davies Road, Claremont
SOLD
A home amongst the gum trees, with lots of plum trees

