



## Market enters a quiet phase

By David Evans, Principal

**F**ollowing the surge in property sales last year and in the first couple of months this year, the market has now entered a quieter phase, though demand hasn't dropped as much as expected following the termination in December of the boost to the Government's First Home Owner Grant.

The drop-off in first home buyers is mainly the result of these buyers bringing forward their purchases to benefit from the grant. However, the return of investors to the market has partially compensated for this drop off.

One of the problems in the market right now is that some sellers, influenced by press articles, have become convinced we're back in a boom and are reluctant to set prices that meet today's market.

The problem is these articles are based on sales statistics that are as much as six months out of date. We're now in a different market and sellers need to adjust their expectations.

If you're prepared to meet the market there are still buyers around.

As agents, we are months ahead of newspaper statistics in picking up trends in the market.

We have a good idea of what buyers are prepared to offer today for properties in your street.

This comes from feedback at home opens and constantly monitoring all sales in your suburb and your street, including asking prices, prices actually achieved, days on the market etc.

We will be upfront in telling you what we think your property is worth in today's market.



This well presented, 4 bedroom home in Butler with a below ground pool sold less than a week after being listed for sale

### Median House Prices

Source: REIWA

	Yr to Jun 09	Yr to Sep 09	Yr to Dec 09	Yr to Mar 10	% change 5 years
Clarkson	\$380,000	\$380,000	\$385,000	\$389,500	13.3%
Hillarys	\$715,000	\$705,000	\$740,000	\$750,000	9.1%
Joondalup	\$470,000	\$470,000	\$470,000	\$470,000	9.7%
Rockingham	\$340,000	\$349,500	\$365,000	\$375,000	8.5%
Wanneroo	\$377,000	\$378,500	\$380,000	\$385,000	12.1%
Warwick	\$455,500	\$460,000	\$470,000	\$485,000	13.1%



9409 7577

www.davidevans.com.au



INSIDE

- Investors - don't fail to read this
- Free property investor guide
- Maximum Joondalup exposure

# Investors – get those tax deductions right!



**As tax time approaches, Belynda Graham, manager of our Ocean Keys Rentals Office,**

**has called on investors to ensure they take full advantage of tax credits due to owners of investment properties.**

Belynda, who heads a team of seven people who manage some 400 investor properties, says one of the areas where some investors miss out is depreciation.

To get the maximum tax benefit, she adds, you should talk to people with particular expertise in this complex field, such as your financial advisor or a recognised property tax depreciation expert.

“They will set out what you are entitled to claim. In all likelihood, you will be able to increase your depreciation tax deduction.”

Belynda, who has been with David Evans for 13 years, started the Rentals Office at Ocean Keys seven years ago working from a desk in the sales office. Today, she heads a substantial Property Management division with a dedicated team of seven specialists – an office which in May was commissioned

to manage a further 25 properties.

They must be doing something right – almost all their new managements are the result of recommendations, referrals or repeat business.



## Don't miss out on this simple FREE property investment guide

### **Do you understand the basics of investing in real estate?**

In order to help you get a clear and simple understanding of what's involved, we now have available our highly prized guide titled: *A Guide for Investing in Rental Property*.

In this guide you will find details on the advantages of real estate investment, choosing the right property, ownership of the property, financing and gearing issues, property management and matters related to rental income and expenses.

Give us a call and we'll make sure you get your copy. If you'd prefer to discuss your property investment options face to face we will gladly meet with you to explain what's possible.



# Joondalup branch delivers maximum exposure for your property



The appointment of Travis Tompkin as manager of our Joondalup Branch means that six of our seven current managers were promoted

from within David Evans Real Estate, having started their careers as sales representatives.

Says Principal, David Evans, “We have a policy of giving preference to our own people when it comes to promotions. In this respect we are fortunate because, with our seven offices, we are able to provide more opportunities for advancement than most other agencies.

## ***Are you interested in a rewarding career in real estate?***

“We are always looking for motivated people to join our team, especially those seeking a career path in real estate rather than just a job. We are one of the few agencies prepared to take on and train suitable people who do not have real estate experience.”

Travis started as a sales representative in our Ocean Keys office four years ago and in 2007/8 was that office’s top sales representative. In 2008/9 he went one better becoming the top selling representative of all David Evans’ seven offices. Recently, he completed his



The Joondalup office at Shop 34 Lakeside Joondalup Shopping City

Triennial Certificate.

Travis believes that when it comes to service David Evans Joondalup’s main strength is its focus on constant feedback to its clients. “Also, in addition to the usual media, we offer sellers the considerable benefit of direct exposure to hundreds of thousands of people through our seven offices, six of them located in busy shopping centres.

“This wide coverage

means we are best placed to bring buyers to your home who may not have considered looking in your suburb. Experience shows that many buyers end up purchasing property in suburbs other than those in which they were originally interested.”

If you’d like a challenging career – one where you are directly rewarded for your efforts – contact one of our offices for an interview.

## **April 2010 vacancy rates – rental properties (Source: REIWA)**

- Perth Overall – 4.2%
- North Coastal – 4.4%
- Western Suburbs – 4.5%
- Fremantle – 3.3%
- Rockingham/ Kwinana – 2.9%



# We do it better because we've been doing it longer!



**DAVID EVANS**  
**REAL ESTATE**



Member



Quality  
Endorsed  
Company

[www.davidevans.com.au](http://www.davidevans.com.au)

For your free market appraisal call your local branch today

Head Office 9409 7577

Wanneroo 9405 1999

Ocean Keys 9407 8988

Warwick 9246 3777

Joondalup 9300 3933

Whitfords 9401 4411

New office now open in Rockingham 9529 2033