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Have you ever wondered why David Evans Real Estate is one of the fastest-growing real estate agencies in the Northern Corridor in the last decade?

More properties

David Evans has around 300 properties listed at any one time, located in all coastal suburbs north of Perth and covering a huge price range.

More purchasers

David Evans sales staff have hundreds of purchasers who are ready to buy immediately. This is supported by the fact that David Evans finalised well over 1000 successful sales in 2007.

More performance

With over 100 sales and customer service staff located in six prime locations, David Evans has the right people in the right places to make sure every sale is handled fast and smoothly.



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DAVID EVANS
REAL ESTATE

June 2008
News



Those property sales figures could be giving you the wrong idea!

By David Evans, Principal

From your comments it has become obvious that REIWA’s quarterly figures are causing considerable confusion among property owners.

The reason is that the figures you will see published in the press reflect trends over the previous 12 month period rather than the previous quarter.

In other words, the growth rate shown for the March 2008 quarter does not reflect the growth over the period January to March 2008. Rather it relates to the 12-month period from April 2007 to March 2008.

A published growth rate of 10% over the 12 month period could well be disguising the fact that while strong growth was experienced in the first 6 months (April to September 2007), prices may have gone into reverse in the last six months (October 2007 to March 2008).

In order to give you a better idea of what is really happening in your area we have therefore decided to publish in this newsletter, REIWA’s median prices as recorded over four consecutive quarters. Keep in mind, however, that these too are 12 month median prices and not figures for a three month period.

A further word of warning. The statistics you read in the newspaper are already well out of date when published. Some of the sales recorded in the March 2008 statistics could have occurred as much as six months before you get to see them.

The only way in which you can easily determine what your home is worth right now is to talk to a local real estate agent who has current information on the market. In the end there is no substitute for decades of local knowledge and experience.



This well presented Wanneroo home was recently bought by a first home buyer for \$382,500. In today’s market there are a number of homes and units available at prices that make real sense not only to first home buyers but also to investors.

Median House Prices

Source: REIWA

	Yr to Jun 07	Yr to Sep 07	Yr to Dec 07	Yr to Mar 08	Average % change 5 years
Clarkson	\$380,000	\$385,000	\$395,000	\$395,000	22.1%
Hillarys	\$750,000	\$767,500	\$767,500	\$780,000	17.4%
Joondalup	\$485,000	\$495,000	\$495,000	\$485,000	17.7%
Wanneroo	\$385,000	\$390,000	\$390,000	\$395,000	20.3%
Warwick	\$450,000	\$453,000	\$451,500	\$457,500	18.0%

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INSIDE

- Looking for a property manager focussed on protecting the value of your asset?
- Join us at the exciting new Wanneroo Central

Looking for a property manager focused on protecting the value of your asset?



Karyn Matthews

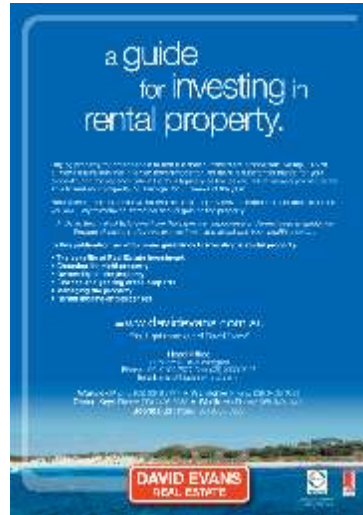
With demand for our services running at all time highs in the area, we have further expanded our Ocean Keys Rentals office.

In future this dedicated property management office, which currently manages almost 300 properties, will be run by a staff of six, including three property managers.

In line with the expansion Karyn Matthews has been promoted from Assistant Property Manager to Property Manager.

If you would like to know more about investing in property call our Ocean Keys office or any of our other offices to get your copy of our instructive new publication - A Guide for Investing in Property.

This brief, easy to understand guide will give you valuable information on the benefits of real estate investment, choosing the right property, ownership, financing and gearing of the property, rental income and expenses, and managing the property.



And if you are tired of trying to manage your own property or are not satisfied with the management service you are currently receiving, pop into one of our rental offices and find out what we can do to take the hassle out of property management and to enhance the value of your asset.

Increased migrant intake could spur renewed investor interest

Reports that Australia is to boost its annual inflow of migrants to 300,000, including an increase of 31,000 in the skilled migration program, could spur investors to re-enter the property market.

According to Immigration Minister, Senator Chris Evans it is hoped that most migrants will end up in areas where their skills are really needed such as WA, Queensland and South Australia.

The Housing Industry Association has predicted a shortfall of 25,000 houses in WA in less than two years time because of strong population growth and a lack of construction. The WA Chamber of Commerce and Industry said recently that its research found WA would need an extra 400,000 workers over the next decade.

Strong population growth, particularly when accompanied by a housing shortfall, is one of the main drivers of strong rental demand. And strong rental demand means a healthier return on investment for property investors.

With house prices currently in a correction phase, it seems logical that longer term investors should once again have a serious look at opportunities on the local property market.

Join us at the exciting new Wanneroo Central



An artist's impression of part of the new centre when completed in August.

Branch Manager, Andy von Bredow.

Our Wanneroo office will be one of the first, along with Coles, to relocate to new refurbished premises as part of Stage 1 of the redevelopment of the Wanneroo Central Shopping Centre.

When completed this centre promises to present a state-of-the-art shopping experience with two supermarkets, a discount department store, offices and more than 40 speciality stores. It will feature the latest in retail design.

The David Evans Real Estate office first saw the light of day in the Wanneroo Central Shopping Centre in April 1988.

Over the years it has grown steadily to satisfy the demand from home owners in the city's rapidly expanding suburbs. Our relocation to the new

refurbished premises in the Centre will also see an expansion in the size of the office, with the staff of real estate professionals growing from eight to 14.

Under Branch Manager Andy von Bredow, the office will focus on the rapidly growing suburbs located on the Eastern side of Lake Joondalup which is one of the fastest growing areas in Australia.

So if you want to know what your home is worth or would merely like some advice or information on any property related matter give them a call or pop into the Wanneroo Central S/C and meet with one of our consultants. While renovations are under way, we are still in our existing office opposite Coles. After August you will find us in our new office located at the top of the travelator.

What the WA Government's stamp duty cuts will mean to home buyers

Home price	Old duty	New duty	Saving	% saving
\$100,000	\$2200	\$1900	\$300	13.6
\$200,000	\$6200	\$5035	\$1165	18.8
\$300,000	\$10,700	\$8835	\$1865	17.4
\$400,000	\$15,700	\$13,015	\$2685	17.1
\$500,000	\$20,700	\$17,765	\$2935	14.2
\$600,000	\$26,100	\$22,515	\$3585	13.7
\$700,000	\$31,500	\$27,265	\$4235	13.4
\$800,000	\$36,900	\$32,315	\$4585	12.4
\$900,000	\$42,300	\$37,465	\$4835	11.4
\$1,000,000	\$47,700	\$42,615	\$5085	10.7

The new duty scales are due to be implemented on 1 July 2008