

## Home shortage creates a great time for sellers

By David Evans, Principal



**W**ith just 5,894 houses and 1,827 home units on the market (REIWA 12th Feb 2014) there's a severe shortage of property available in the Perth metropolitan area, creating what could best be described as a perfect time for sellers.

For a city with a population of 1.9million people the low quantity of available established homes is extraordinarily low and is a reflection of the surge in buying that has occurred since the last quarter of 2012 and throughout 2013.

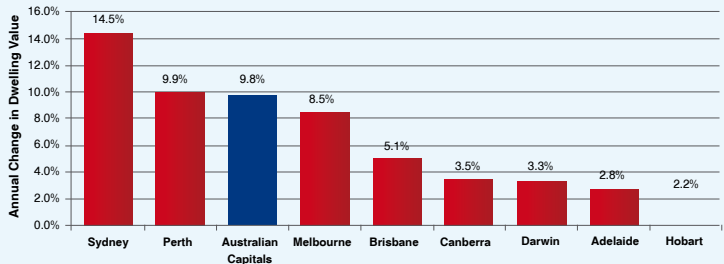
Improved home affordability because of the low interest rates and the greater level of confidence in the economy has undoubtedly been the driving force for the surge of first home buyers, investors and people upgrading their home that has occurred over the last 12-15 months.

The question arises 'what is going to happen next?', and whether it is best to sell now or later in the year.

Industry experts are expecting the market to stabilise in 2014. The buoyancy should remain for the first half but it would not be a surprise to see the Perth property market slow down a little in the latter stages of the year.

So if you're thinking of making a move this year, my suggestion is that it might be a safer bet to make it sooner rather than later.

### Annual Change in Capital City Dwelling, to December 2013



### SUBURB WATCH

	Median to Dec '13	Qty change to Median	Annual change 1 yr	Media House Rental
Clarkson	\$425,000	1.2%	8.3%	\$440
Hillarys	\$830,000	1.2%	7.1%	\$700
Joondalup	\$530,000	1.9%	5.6%	\$498
Ocean Reef	\$780,000	3.3%	9.9%	\$670
Rockingham	\$420,000	3.7%	10.8%	\$393
Wanneroo	\$457,000	0.4%	11.5%	\$440
Warwick	\$560,000	1.8%	13.9%	\$440
Safety Bay	\$417,250	1.8%	8.4%	\$380

9409 7577

www.davidevans.com.au



INSIDE

2

Is it a good time to fix your interest rates?

3

Prime building lots released in the new Santi Estate in Madeley

# Is it a good time to fix your interest rates?

**W**hile one can never be certain about the direction of interest rates, there have been a few predictions that the Reserve Bank will either keep the interest rates flat or move them upwards a little.

That suggests now could be a good time to fix your home loan interest rates as it seems unlikely that interest rates will go down any further.

If you don't currently have a fixed rate loan – or part of your mortgage as a fixed rate loan, it could be worth having a word with a finance broker as it could be in your best interests to do this.



If you don't have a finance broker, call our office. We have affiliations with several good finance brokers who we can refer you to.

## Touch of HUMOUR!

A tough old cattleman from Daintree counselled his granddaughter that if she wanted to live a long life, the secret was to sprinkle a pinch of gun powder on her oatmeal every morning.



## Meet Terasa King

**P**roperty manager, Terasa King is one serious property manager.

"I'm from the old school.

I see myself as personally responsible for ensuring my clients investment is well looked after, so the tenants I work with know I'm fair dinkum in expecting them to do the right thing by the property they lease through me," she says.

Terasa has been a property manager for over a decade now. She joined the Ocean Keys office quite recently and reports that she's loving it –because the

team there work particularly well together.

Terasa is a real people's person who will get along well with just about anyone. She was born and raised in Collie where she still has lots of friends and family. They call a spade a spade in Collie so you can well understand how this lady has become such a straight shooter.

Her background includes managing a hardware store and later working in a family's hotel before entering property management so she has a great background in working with people.



# Meet Andy Bredow

Manager, David Evans Real Estate Wanneroo office



**I**f you've ever been tempted to take a bungee jump, you should speak with Andy Bredow.

Andy hails from New Zealand, the home of bungee jumping. Before entering real estate some 10 years ago, he travelled the world setting up bungee jump venues and instructing people in bungee jumping.

Among the many places he has travelled, the work took him to Canada, Spain, the Bahamas and Bali.

So after the madcap world of bungee jumping how does he find the leap into real estate?

"I love it. You meet interesting people, you take an important role in people's lives and real estate itself is interesting and rewarding," he said.

"And what's more, David Evans Real Estate is a great company to work for so I'm very happy where I am."

Andy is a licenced Real Estate agent and has a Diploma in Property.



The granddaughter did this religiously until the age of 103, when she died.

She left behind 14 children, 30 grandchildren, 45 great-grandchildren, 25 great-great-grandchildren, and a 40-foot hole where the crematorium used to be.

## Prime building lots released in the new Santi Estate in Madeley

**I**f building a home in an attractive northern suburb could be your next move, then it's worth taking a look at the new Santi Estate in Madeley.

Andy Bredow, our Wanneroo office Manager, has handled the listing of this development and reports that sales in the first release of 30 prime building lots have been progressing particularly well. Half of them are sold.

The blocks are 403 to 477sqms in size with prices ranging from \$360,000 to \$380,000.

Madeley, named after an early landowner of the area, George Edward Madeley is 20kms north of Perth.

The suburb is bounded by Wanneroo Road to the west, Gngangara Road to the north, Hartman Drive to the east and Hepburn



Avenue to the south. It is serviced by the Kingsway City shopping Centre.

If you would like to know more about this quality subdivision, call your local office or any of our sales consultants.

# 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 an estimate on the likely selling price of your property in today's market call your local branch today...

	Head Office	9409 7577	
Joondalup	9300 3933	Wanneroo	9405 1999
Ocean Keys	9407 8988	Warwick	9246 3777
Rockingham	9529 2033	Whitfords	9401 4411