



# INTOUCH

Spring 2009

The official Property Scene Newsletter

## New Company Newsletter

Those of our clients who look forward to our regular newsletters and Mortgage and Financial update will notice this new style of company newsletter.

The Financial Update is now provided by our new preferred Finance Broker, John Nietfield of the All Finance Group. It can be found on Page 3. I am sure you will find John's reports insightful.

We trust you will enjoy the new focus on Property Scene "Properties For Sale" on Page 2. Profiles of our team members appear on page 4.

### In this Issue:

- Market Update – page 1
- Investment Focus – page 1
- Feature Property – page 2
- Properties For Sale – page 2
- Finance & Mortgage News – page 3
- Our Team – page 4

The newsletter can be emailed to any of our clients who prefer email to print. Do not hesitate to email or phone me with your suggestions as to how we can improve. We value your feedback.



**Terry Watt**  
Managing Director/Licensee

## Investment Focus

Now seems the time for property investors who stood back over the last two years to re-enter the market.

Unlike 2007/08 Investors risk is lessened in a cycle when rental income goes close to covering mortgage interest costs. According to Gavin Hegney of Hegney Property Group, in such a period where cost of purchase is low and steady growth is maintained, any capital growth for investors becomes profit.

According to REIWA median rents in Perth remained steady during the last quarter at \$360 per week. The vacancy rate has however stretched out to 3.5%.

Christine Carey, our Senior Property Manager, reports that properties are now taking 2-3 weeks to secure quality tenants. This is considerably longer than this time last year.

## Market Update

The Perth property market appears to have returned to a more traditional or normal market with some 12,000 properties on the market as opposed to the \$18,000 at this time last year. Well priced properties under \$800,000 are selling quickly and most agencies are reporting a shortage of good stock.

According to REIWA median sales price grew by 4.6 percent in the June quarter lifting the median house price by \$20,000 to \$450,000. This was largely driven by trade up buyers buying in the \$500,000 - \$800,000 range after having sold to a first home buyer. First Home Buyer activity was at its highest for nine years in the June quarter.

Of interest is that the medium house price in Karratha and Dampier is \$835,000 and rental rates for a 4x2 is approximately \$2,000 per week. These towns will benefit most from the Gorgan LNG project at Barrow Island and will contribute some \$64 billion to Australia's GDP over the next 40 years.

According to BIS Shrapnel, despite these good housing figures, as well as encouraging reports on employment and consumer spending, Australian households should brace themselves for a run of bad economic news in the coming 12 months.

Interest rates can be expected to increase by as much as one percent over the next 18 months. Global Head of Economics at Westpac, Bill Evans expects another interest rate increase in November or possibly January 2010.

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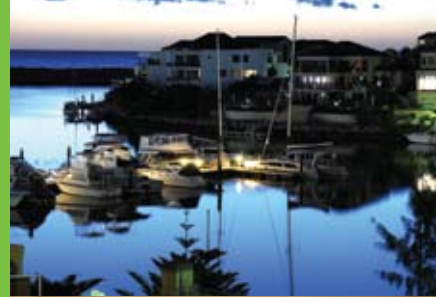
# Unique Luxury Residence in Superb Location



This magnificent residence overlooking the Marina can never be built out. It offers resort style living at its finest.

This exquisite home features polished porcelain floors, extensive slumped spectrum glass, stunning recessed ceilings, Burl timber finishing and the highest quality fixtures and fittings.

Enjoy the superb views at dusk, daytime or night. Easily secured and maintained while you chase the sun in winter.



**CONTACT  
TERRY WATT  
DIRECTOR  
0423 827 861**



**20 Swansea Promenade  
MINDARIE  
Priced from \$1.995m  
Open By Appointment**



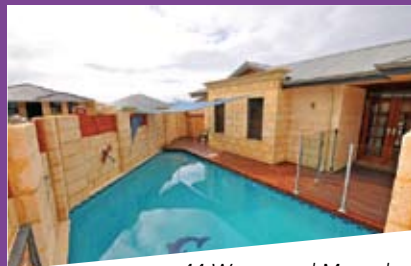
Call Jeff to view  
31 Waddington Circuit,  
KOONDOOLA

**From \$337,500**

**WHAT A SIZZLER !!!**

NOT TO BE MISSED 3x1 home, elevated from the street with big rear yard, large paved area & pergola. 2 separate living zones. Renovated kitchen with s/s appliances. All bedrooms are doubles with lots of robes. Reasonably priced & top presentation.

Jeff Cook 0411 634 575



Call Simon to view  
44 Westwood Meander  
CARRAMAR

**\$695,000+**

**SIMPLY STUNNING !**

Magnificent! Features, 4 double beds + study, 2 deluxe baths (ensuite with corner spa), reverse cycle ducted air-con, porcelain tiling, gourmet kitchen, solar heated pool, triple car garage, separate outdoor entertaining areas, so much more to offer, Don't hesitate!

Simon Woodall 0422 844 404



Open by appointment  
CURRAMBINE

**From \$529,000**

**SEIZE THE OPPORTUNITY**

Beautifully renovated 4 x 2 has 2 kitchens with flexible floor plan. Open plan casual living, timber flooring, porcelain tiles, secure parking for 3 vehicles. Suit investors looking for a good return. Unique opportunity not to be missed!

Colleen Roberts 0434 422 638



Call Ron to view  
33 Voyage Road  
HEATHRIDGE

**From \$549,000**

**SUPERB QUALITY...GREAT LOCATION.**

Call Ron now to book your look at this beautifully presented 4 bedroom home in the stunning Oceanside Gardens Estate. Superbly finished and set on 500m<sup>2</sup>, 33 Voyage Road offers true value, a superb layout and a relaxed lifestyle.

Ron Barns 0414 660 19



Open by appointment  
23 Cliffside Trail  
EDGEWATER

**\$550,000 - \$590,000**

**'BEAUTIFULLY RENOVATED'**

This stylish 4 bedroom 2 bath, plus study a/c home is perfect for a young family or exec couple. Feature lounge, family room, renov s/s kitch & cas meals. Outside is perfect for entertaining with a pergola. Located near Lake Joondalup. Won't last!

Terry Watt 0423 827 861



Open by appointment  
17 St Filians Bend  
WANNEROO

**\$690,000**

**SIMPLY STUNNING !!!**

This 4 double, 2 bathroom family home is perfect for a growing family. This beautiful property rev cy a/c features, study, sunken formal lounge and dining room. The kitchen flows into the family meals and games rooms. Outside is a fantastic alfresco area overlooking the pool and stunning water feature. Retic gardens and shared bore.

Charmaine 0416 966 810



# Economic Wrap

Like the rest of the world the Australian economy continues to experience its challenges. Nevertheless there are encouraging signs that conditions are stabilising.

The Reserve Bank of Australia (RBA) left the cash rate on hold at 3 per cent for the fourth consecutive month in August in a bid to monitor existing rate cuts and stimulus measures.

The bank also continues to express confidence in the fundamentals of the Australian economy with indications that a recovery could be underway as soon as Christmas. In its quarterly Statement on Monetary Policy in May, RBA governor Glenn Stevens said there were reasonable grounds to expect a recovery to begin by then provided global conditions continued to stabilise.

The Westpac-Melbourne Institute Leading Index, which indicates the likely pace of economic activity three to nine months into the future, also forecasts a return to positive economic growth in the not too distant future although it points to a recovery next year.

The Index rose from -6.0 to -5.1 per cent in May, its first substantial increase since April 2008 and a first step

towards economic recovery.

Despite this, the Index remains deep in recession territory and a return to positive growth is unlikely before the December quarter, Westpac chief economist Bill Evans said.

On the property front the outlook is improving with Australia dwelling values recording a healthy 2.8 per cent increase in the first four months of the year, according to RP Data and Rismark.

The strong performance of the property market, particularly in contrast to countries such as the UK and USA – where prices have plummeted, highlights the solid fundamentals of Australian housing as an asset class.

With interest rates at record lows, the current market continues to represent an ideal opportunity to jump in or scale the property ladder.

If you're thinking about investing, upgrading or buying your first home, give us a call and we'll help you navigate the string of products and policies out there as well as find the most appropriate finance to suit your individual needs and circumstances.

## It's about you... and your mortgage.

There has been unprecedented change in the home loan market over the past year. A mortgage review has never been a better idea for every mortgage borrower. Whether a review of your existing loan or simply to discuss your future lending requirements.

- Fixed or variable interest rates.
- First Home Owners Grant
- Low Doc
- Refinancing
- Investment

Prior to any purchase it is a great idea to obtain loan pre-approval.

This will mean you are in a good position to discuss your purchase with the Property Scene sales team.

With 15 years experience in home finance I can provide you with constructive and reliable information to assist you with purchasing that dream property.

I would welcome your call at anytime.

**John Nietfield**  
Mortgage Consultant



**allFINANCE**  
SERVICES PTY LTD  
Finance Brokers Licence #993

ACCREDITED LOAN CONSULTANT  
**PLAN**  
AUSTRALIA

**MFAA**  
FULL MEMBER

**JOHN NIETFIELD**

Unit 2/ 200 Winton Road  
Joondalup WA  
T (08) 9304 1908 F (08) 9305 3605  
Mob : 0412313441  
john@allfinance.com.au

# New Beginnings

Alex and Deborah Gouges, pictured, are now the happy owners of 115 Landbeach Boulevard Butler. It is their second home and they are looking forward to enjoying the space and style their new home offers. It will also allow them to be closer to family.

Alex and Deborah were delighted with the great service provided by their Property Scene salesperson, Colleen Roberts. Alex says "her attention to detail and outstanding communication was a feature of her service. Nothing was too much trouble for Colleen".

"I'm sure if we sell in 4-5 years, Colleen will be our choice of agent" Alex said.

We at Property Scene pride ourselves on this very special service. Well done Colleen. We trust 115 Landbeach Boulevard has many special memories for Alex and Deborah.



## OUR TEAM



### RON BARNES

Having started his real estate career in mid 2001, Ron soon started building a huge base of satisfied clients that always come back, and refer family and friends. Ron has continued to expand as a salesperson, as a result his sales graph is continually growing. He strongly believes that each sale he makes provides him with a new experience that can only help with any future negotiations.



### JEFF COOK

Jeff has been successfully selling real estate in the northern suburbs since 1997. By valuing his clients' needs he has been rewarded with a very high percentage of repeat and referral business. His success is based on providing a professional service combining knowledge, experience, integrity, and plain hard work.



### SIMON WOODALL

Simon is a successful real estate salesperson who has a strong band of loyal clients. He brings a wealth of marketing, and management skills to Property Scene. Simon was number one or number two in the State Rookie Sales Awards for several months in 2007/08. He is a performer and a genuine "down to earth" guy.



### COLLEEN ROBERTS

With a banking background exceeding 18 yrs and dealing predominantly in the lending area, Colleen is well equipped to understand the complexities of the real estate process. Her knowledge, integrity, and commitment to service excellence, good work ethic together with communication skills is something she prides herself on.



### CHARMAINE JACOBS

Charmaine is an experienced real estate salesperson. She shares an excellent relationship with her buyers and sellers who appreciate her no nonsense, "down to earth" approach, her honesty and her ability to get things done.



### TERRY WATT

Terry Watt is an owner and the Licensee of Property Scene. He has 12 years experience in the real estate industry and a multi award winner. He has a large database of loyal clients who have experienced his very meticulous and personable service. He has a Degree in Communications and 20 years experience in marketing and advertising.



### CHRISTINE CAREY

With seven years experience in the real estate industry in sales, administration and property management Christine has an outstanding relationship with her owners, who appreciate her no nonsense approach, attention to detail and excellent communication skills.



### KARIN DURRHEIM

Having 10 years experience as a Property Manager and being a qualified Property Valuer makes Karin an important part of our team. Taking great pride in her work, she is committed to provide the best possible service to her clients, being property owners or tenants.



### NANKIE ACKERMANN

Nankie has been Property Scene's longest serving employee. As the company's Trust Accountant and Bookkeeper she has maintained impeccable records over the last six years and works wonderfully with our suppliers and owners.



### SONIA TRICHARDT

Sonia has many years experience in sales and office administration. Our clients love her friendly manner and attention to detail. Our sales team value the manner in which she manages the listing, marketing and settlement of the properties the company has for sale.