



**RayWhite.**

Queanbeyan

Property Report

Winter 2018

Courtesy of Ray White Queanbeyan | Jerrabomberra

# What's happening in our market?

It's not hard to notice those daylight hours shrinking, and whilst we gravitate towards the coziness of indoors, what's pulling on the strings of supply and demand in real estate in the cooler months? In the absence of rising interest rates, factors such as jobs growth, population growth, and consumer confidence play major roles – the latter being a reminder that the next election could be called as early as August!

Although the excitement of the Commonwealth Games is behind us and the winter sports cycle of AFL, NRL and Super Rugby is well underway, the property cycle keeps turning. Overall, we're seeing growth moderating. A more balanced market provides ideal conditions for those considering upsizing, as people have the confidence to sell before buying, knowing the market will not have any dramatic upwards movement. If you do decide to sell your home before purchasing another, aim to complete the whole process within six months to minimise exposure to market changes.

## Like to know what your home is worth?

If you're like most Australians, your family home is your biggest asset – and yet you possibly don't know how much this asset is actually worth. Call us today for an obligation-free market appraisal. It's easy and it's FREE!

Brad O'Mara  
Director  
Ray White Queanbeyan | Jerrabomberra



# 3 tips to secure your first investment property

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Purchasing a residential real estate investment offers many benefits, so it's unsurprising that it has become a popular way of building wealth for many Australians.

However for those branching out into property investment for the first time, it can seem like a hard world to break into. There are many tips and tricks for buying your first investment property, but the main point to remember is to prepare as best you can. With the help of an expert real estate agent coupled with your own research skills and preparation, you can ensure you're making the right decision for your portfolio.

1

## Refinance to access equity

If you're currently a home owner and have been for some time, did you know you could use your equity to purchase another property? By refinancing your home loan, you can access equity already built in your mortgage to cover the costs of a deposit, making the purchase simple and quick.

Instead of saving up for months on end to pay the deposit for a rental property, you can use money you already have to make a timely move and take advantage of the market.

2

## Think new and off the plan

One of the perks of buying properties off the plan is that only the deposit is due at the time of sale. The remainder of the balance is paid upon the completion of the home, unit or apartment, giving you ample time to get your loan finance in order. As these properties are brand new, some state governments provide concessions and grants towards the purchase of off-the-plan property, helping to reduce the amount paid for the home. For example, investors in New South Wales can access up to \$5,000 for the construction of a brand new home under \$650,000.

3

## Research the market and the property

Research is one of the most important tools you have to ensure you're making a wise investment. One of the biggest mistakes an investor can make is to not perform their due diligence for a property, potentially resulting in large losses in the long run.

Due diligence covers everything from the structural integrity of a building to the yields that it can bring as an investment. Consult with a real estate agent to determine weekly median rent figures, potential gains and expenses associated with the property.

Strata fees are one expense that buyers of apartments and units needs to keep an eye out for, as this figure could be the one thing to make or break your decision to buy a high or medium-density dwelling.

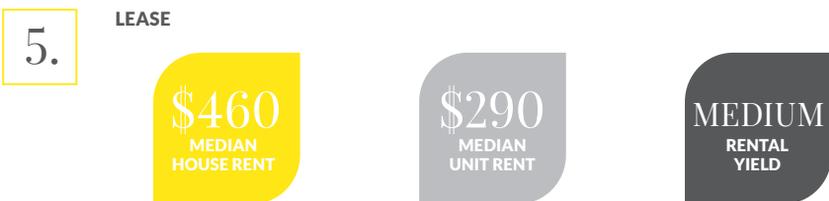
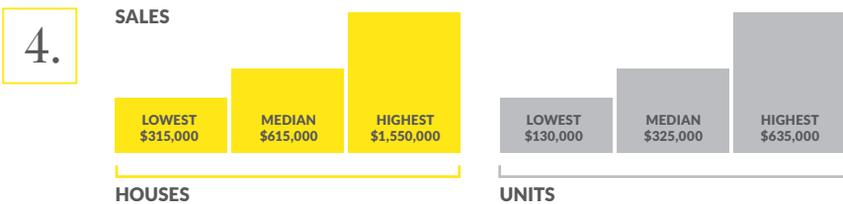
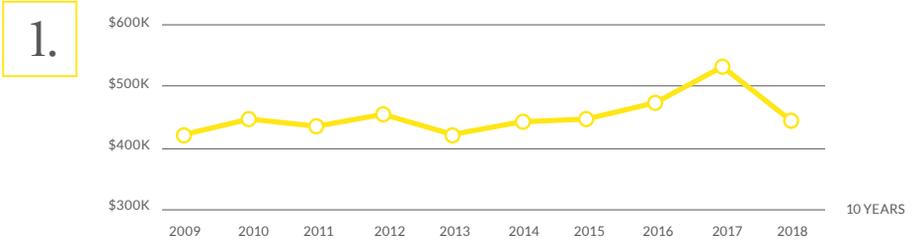
# Recent sales in your area





# Fast facts | 2620

The median sales price for houses in 2620 now sits at \$615,000. Compared to five years ago, the median sales price has increased 22% which equates to a compound annual growth rate of 4%.



# A word from our clients

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... found them to be extremely honest with their negotiations and rental appraisal...

“I have recently purchased a house from Ray White Queanbeyan & Jerrabomberra and found them to be extremely honest with their negotiations and rental appraisal. Brad made an effort to meet me at the house multiple times, while I conducted various inspections of the property and was very considerate and a warm, reliable and decent agent. I work in a commercial property profession and found Ray White to be very accurate with their understanding of the market and housing data/themes. They are very connected within the real estate industry and attracted me as a buyer through their tailored marketing techniques. I would thoroughly recommend Ray White Queanbeyan & Jerrabomberra team to any prospective seller or buyer.”

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...always provided a professional service and has an exemplary understanding of the marketplace...

“Over the past three years my wife and I have bought and sold a number properties with Ray White Queanbeyan & Jerrabomberra. Brad has always provided a professional service and has an exemplary understanding of the marketplace. We find his strong communication and honest approach refreshing when making decisions relating to our real estate matters. I look forward to working with Ray White Queanbeyan & Jerrabomberra well into the future.”

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# Your local area expert

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Director  
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"We were impressed with the professional advice and integrity that Brad demonstrated throughout our campaign and of course delighted with a sale. From the outset Brad and his team were responsive and timely keeping us updated along every step of the way. His market knowledge and friendly approach benefits sellers and buyers alike, but as a vendor I have the utmost confidence that Brad acted in our best interests and was not interested in closing the deal for the sake of "chalking one up" like so many other agents."

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"Brad took control of everything from day one and his knowledge on the real estate market was second to none. He was always enthusiastic and helpful, and everything he did and said was done with a positive attitude. You would be hard up trying to find a better agent, and I would not hesitate recommending Brad and his team for the sale of any property."

K & P MEADLEY

## RAY WHITE QUEANBEYAN | JERRABOMBERRA

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