



trishbreen

—property solutions—



Autumn 2016

Selling While You Buy ...

Moving house is one of the most stressful events in a person's life – even though it is usually, overall, a positive one. When the time comes to move from one home to another, there are many decisions to make; for example, whether to sell your existing house or to buy a new home first.

Unfortunately, there's no clear-cut answer that can be applied to everyone. It's helpful to take a closer look at the advantages and disadvantages for each option; which will help you make the right decision for your unique situation.



Selling before you buy

- When you sell before you buy you can wait until you get a price that you are happy with, without the pressure of needing to move quickly.
- You also get to shop around for a new place knowing exactly how much you have to spend.
- You'll also have more time to get a feel for the market and possibly more time to negotiate better deals with other buyers.
- With this option you'll also avoid the various hassles and expenses of bridging finance – something that you will need if you buy before you sell and thus own two properties simultaneously.
- The key drawback to selling first is that if your old home sells faster than you planned, you could end up having nowhere to live whilst you search for a new home.



Buying before you sell

- You can take as long as you like when looking around for an ideal new home, rather than being pressured to take the first good offer just so you'll have a roof over your head.
- On the down side you won't know how much your old home will sell for, so you won't be able to determine in your budget for a new home.
- If you buy first and it ends up taking a while to sell your old place, you might end up having to deal with bridging finance so you can fund both properties in the interim period.
- You may also feel some pressure to take a lower offer on the old place as the date of your new home settlement approaches.

Source: Open Agent & Local Agent Finder

Quote of the season:

*"it's not how big the house,
it's how happy the home"*



6 Dane Ct, Manly West - \$619,000

3 2 1 1

URGENT SALE ... Seller Moving Interstate!!

The seller has reduced the price and has given strict instructions to SELL!!

Interstate move is forcing sale & the seller will consider all offers.

DO NOT let this beautiful home slip through your hands – arrange your inspection TODAY!!

- Elevated position in private cul de sac
- Free flowing open design
- Stylish & generous formal living room
- Open plan lounge & dining areas
- Well appointed kitchen - the focal point of the home
- Master bedroom with private en-suite and walk-in robe
- Covered outdoor alfresco retreat overlooking garden surrounds
- Generous storage throughout
- Air conditioned, ceiling fans
- Single remote garage with additional storage area - can be easily returned to double lock-up garage

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RE/MAX Advantage





Dusting Off The Crystal Ball: Can We Forecast Brisbane's Real Estate Market In 2016?

We all want to know what's happening with the real estate market - much of the currency of the news media is built on fear and nothing scares people than the prospect of dropping home prices. Some experts forecast that the market is about to implode whilst others say investors should sell their shares and return to bricks and mortar.

So here's the cold hard truth about forecasting Brisbane home prices in 2016: no-one knows with any real accuracy.

Yes, there are obvious supply and demand indicators- new housing completions, population growth and employment for example. There is some science in interpreting this data and they do move up and down. There are some relatively reliable broad trends in the property market with many of the experts suggesting we are on a steady incline with prices.

Inevitably we become swamped with information, much of it meaningless garbage, but remain more confused than ever.

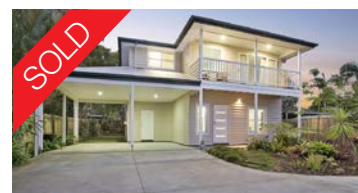
But here is what doesn't sell newspapers: real estate trends are long term and the market cycles roll on through the years. Matches, matches and dispatches – home buyers couple up and buy their first homes (if not earlier as singles), they get a bigger place when kids come along, then they downsize or depart ... and investors buy to fund their retirements. Year in year out, the cycles roll on & there is always demand for housing.

So as we look into 2016, here are two statistics to help us keep things in perspective. Australia's standard of living is now the highest in the world for any nation of more than 10 million people – sixth highest overall. And we live in one of the planet's most desirable countries.

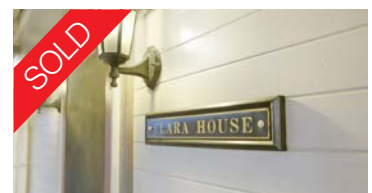
Life is good and we should look at 2016 with every reason for optimism – regardless of home prices!

Source: Rob Honeycombe

Date: December 2015



Blackwood Rd, Manly West



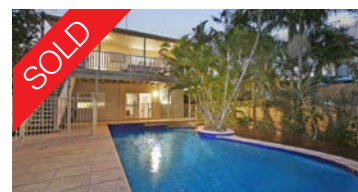
Clara St, Wynnum



Tarooko St, Manly West



Whites Rd, Lota



Picton Pde, Wynnum



Preston Rd, Wynnum West



Boxgrove Ave, Wynnum



Charlotte St, Wynnum



Empire Ave, Manly West



Abelia St, Alexandra Hills



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