



# BRENTON POPP'S SOUTHSIDE PROPERTY NEWS

0409 156 706

APRIL 2015

www.BrentonPopp.com

[Brenton.popp@elderscairns.com.au](mailto:Brenton.popp@elderscairns.com.au)

Brenton Popp Real Estate Professional 

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## ELDERS NEW ZERO LIST CAMPAIGN TAKES FLIGHT!

Elders Cairns is proud to announce their new **ZeroList** campaign which allows vendors to list their property for free! This exciting new offer has just been released and is now available to use when selling your property.

You can now list your property on the major websites such as [www.realestate.com.au](http://www.realestate.com.au), [www.domain.com.au](http://www.domain.com.au) and many more. This is a great low cost way of getting your property in front of buyers searching your area on the internet. Elders launched this great new campaign late last month and already many people have taken advantage of the savings.

Have you been asked to spend up to \$1000 on internet advertising? Not anymore! To find out more go to [www.ZeroList.com.au](http://www.ZeroList.com.au) or call Brenton on 0409 156 706

**FEATURE  
ARTICLE**

# ZERO LIST

## **SELLING TIPS**

### Don't "test" the market!

If you insist on pricing your home higher than the existing market trend with the idea that you can always lower the price, you may be sabotaging your own sale. Just asking \$2,000 or \$3,000 more than market value can mean the difference between selling quickly at a good price and delaying the sale. And don't forget, keeping your house on the market for a prolonged period can incur additional expenses like carrying costs and upkeep.

## **BUYING TIPS**

### Know your "Needs" & "Wants"

There may be a big difference between the kind of home you *want* and the kind of home you *need*. To avoid wasting time, causing yourself and your real-estate agent frustration, and running the risk of regretting your choice later, realize that it's important to satisfy the needs first and the wants last. In the long run, the greatest view in the world is not likely to make up for not having enough bedrooms.

## **POPPY'S PROPERTY OF THE MONTH**

### 21 CLIFFDALE STREET

4 Bedrooms, 2 Bathrooms and double lock up garage all for under \$350,000!

Built in 2007 this property has plenty of yard space for the family, with room for a pool an inspection on this one is a must!

The home is perfectly positioned on the spacious 620sqm block, there is side access to the large backyard which already has a garden shed. As you walk in through the front door the hallway leads you down past the master bedroom to the open plan kitchen and lounge room. Off to one side is the outdoor entertaining area and to the other side is three bedrooms with built in robes, the bathroom and the internal laundry,



## LOCAL RESULTS

## EDMONTON



### March 2015

Isabella Road	\$470,000
Stewart Street	\$210,000
Mceachan Street	\$385,000
Piccone Drive	\$409,000
Isabella Road	\$335,000
Struber Street	\$1,210,000
Claderia Street	\$370,000
Mceachan Street	\$387,000
Piccone Drive	\$425,000



### February 2015

Accatino Street	\$242,500
Mceachan Street	\$385,000
Hartil Street	\$286,000
Talisman Close	\$289,000
Thomson Road	\$430,000
Arkendeith Drive	\$325,000
Cooktown Road	\$455,500
Avoch Close	\$317,500
Piccone Drive	\$505,000
Farmer Street	\$255,000

## CAIRNS TOP SELLING SUBURBS

Last 6 months to December 2014

Houses	Sold	Median
<b>Edmonton</b>	<b>176</b>	<b>\$350,000</b>
Redlynch	103	\$450,000
<b>Bentley Park</b>	<b>101</b>	<b>\$360,000</b>
Kewarra Beach	84	\$492,425
<b>Mount Sheridan</b>	<b>84</b>	<b>\$361,250</b>
<b>Gordonvale</b>	<b>73</b>	<b>\$320,000</b>
Mooroobool	73	\$330,000
Trinity Beach	73	\$470,000
Brinsmead	65	\$435,000
Smithfield	60	\$422,500

The table above shows the number of houses sold per suburb and their median sale price. Edmonton tops the list by having over double the amount of sales as Kewarra Beach and Mt Sheridan. Demand is high on the Southside and this is driving growth throughout the region. Where do you think your home sits with the Edmonton average sale price of \$350,000? If you would like a professional opinion of what your home is worth in today's market, give Brenton a call today to book your appointment with a Local You Can Trust!

## WANT TO EARN \$500?

How would you like to earn **\$500** just by picking up the phone??  
Who do you know in your circle of friends and family that is thinking of selling their property? Refer them to me and upon settlement of the property I will pay you \$500 cash!



It's that simple! So put your thinking cap on as there is no limit to how many people you refer! Call Brenton today on 0409 156 706

## SUBURB REPORT

### Edmonton

As you can see from the graph below, the number of home sales in Edmonton is on the rise. With the rise in volume also comes a rise in the average sale price. Demand is high at the moment with listings in short supply, the competition is quickly being snapped up by the buyers.

