



BRENTON POPP'S SOUTHSIDE PROPERTY NEWS

0409 156 706

www.BrentonPopp.com

Brenton.popp@elderscairns.com.au

Brenton Popp Real Estate Professional 

- FEATURE ARTICLE
- POPPY'S PROPERTY OF THE MONTH
- DEPOSITS, MYTHS & TRUTHS
- LOCAL RESULTS
- SUBURB REPORT
- CAIRNS CLIMATE SET TO STEAM

FEBRUARY 2015

CQ UNIVERSITY TO OPEN UP A NEW CAMPUS IN THE CBD

The university has been in talks with Singapore's Aspiat Corporation which is soon to start the first stage of a \$200 million, seven-tower project on a 24,000sq m Spence St site. It is believed the university is keen on taking several floors in the commercial tower but the first stage is not expected to be completed until 2016.

Prof Bowman said he was not sure how much space would be required but he believed it would involve a \$2m fitout plus lease payments on up to 5000sq m of space for a permanent campus. He said the current Cairns Distance Education Centre had 600 students but had run out of room at the Florence St site. He said the central city venue would be modelled on the successful CBD campuses in Brisbane, Melbourne and Sydney with the aim of building up to 1000 students initially and about 2000 in the future. This is great news for the Cairns economy!



**FEATURE
ARTICLE**

SELLING TIPS

Achieving the highest possible PRICE

In order to achieve the highest possible price we first need to make sure that **all** potential buyers have been invited to inspect your property.

So this brings us to marketing, marketing is not putting a sign out the front and hoping for the best! Marketing is about creating a perception of the property and the better the perception the more a buyer will be willing to pay for it. Then amongst the buyers we want to create competition and a sense of urgency, everything sells best fresh. Finally when we have a competitive environment your agent then needs to be an excellent negotiator. So give me a call today to find out how I will achieve a premium price for your property!



BUYING TIPS

Buy Unrenovated Property

To find value in the current hot market, you need to reduce your competition. Unrenovated properties are always considered a harder purchase as additional time, energy and money must be put towards them. We have always found a higher demand for well-renovated, designer-style properties, as opposed to 'ugly duckling' unrenovated homes. The worse the condition, the better off you'll be, as the idea is to scare away as many buyers as possible.



POPPY'S PROPERTY OF THE MONTH

13 VANDELEUR STREET

Under contract after only one week of advertising!

This quaint three bedroom home has been recently renovated and is situated in the leafy suburb of Earlville. With polished tulip oak timber floors, no rear neighbours and set amongst established homes this property has so much to offer the new owner! Featuring two separate undercover entertaining areas, 3 three bedrooms and a double bay mechanics shed. To find out the marketing strategy used to get a great result contact Brenton Popp today on 0409 156 706



LOCAL RESULTS

BENTLEY PARK



January 2015

Resolution Drive	\$368,000
Kangaroo Street half duplex	\$205,000
Kangaroo Street half duplex	\$165,000
Roderick Street	\$365,000
Pollock Close	\$500,000
Guthrie Close	\$540,000
Cliffdale Street	\$339,000
Anson Street	\$465,000



December 2014

Carron Close	\$340,000
Timberlea Drive	\$285,000
Anson Street	\$404,500
Fitzmaurice Drive	\$410,000
Herald Street half duplex	\$223,000
Starr Close	\$344,000
Herald Street	\$435,000
Adventure Close	\$272,000
Anniebuka Close	\$382,000
Casear Street	\$385,000
Resolution Drive	\$275,000

DEPOSITS MYTHS & TRUTHS

Without a deposit you cannot buy a home. And the amount of deposit you have determines the maximum price of a property you can buy. This applies to all home buyers including property investors. As the saying goes 'cash is king' and so it is for a deposit.



Saving up a 20% cash deposit is what we have traditionally done. Saving 20% is still the best thing to do, but the era of being able to do this is long gone. As is the time when banks easily gave home buyers a loan with a 5% deposit. It's still possible, but you have to have a squeaky clean application to get a yes. Getting across the line with a 10% cash deposit is very doable, as it is much more palatable to the bank. If you have less than 20% deposit you will also have to pay a substantial additional bank fee, this can be thousands of dollars. There are ways to get a deposit that doesn't involve cash. With the price of homes as they are putting a cash deposit together through saving, even if it's only 5%, isn't easy. So what is happening now is that Mum and Dad are helping the kids out by offering up spare equity in an additional property as security to cover 20% of the price of the property being purchased. And the kids end up borrowing 100% of the price. This is a strategy existing home owners can also use to buy an investment property without putting any cash into the pot. Yes it's complicated. That's why it is so important to seek out advice for your individual situation.

To get advice on how to buy your home loan is vital. For free, caring, professional advice call David Phillips on 07 4041 0855.



CAIRNS CLIMATE SET TO STEAM

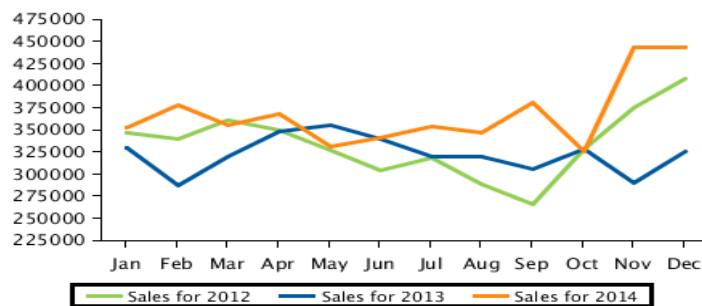
Cairns may no longer be a comfortable place to live by the end of the century with the amount of days where the temperature rises above 35C set to increase threefold. The climate report, based on recent temperature measurements – is the most comprehensive that has ever been released for Australia.



The CSIRO and the Bureau of Meteorology has released a projection of the Far North's climate by the end of the 21st century, pointing to hotter days with greater likelihood of extreme rainfall

SUBURB REPORT

Bentley Park



The Average house price in Bentley Park finished the year strong in 2014. With October seeing a drop it was a nice change to see the increase coming into the new year. If your thinking of selling 2015 is a great time to do so!