



# BRENTON POPP'S SOUTHSIDE PROPERTY NEWS

0409 156 706

[www.BrentonPopp.com](http://www.BrentonPopp.com)

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

Brenton Popp Real Estate Professional 

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## FEATURE ARTICLE

### PURCHASING PROPERTY USING YOUR SUPER FUND?

Using a self-managed super fund (SMSF) to buy property is becoming increasingly popular but the decision to acquire property through your SMSF is one that requires careful consideration.

There are significant advantages to having a property in an SMSF, including tax – your super fund will be taxed at 15 per cent – which is considerably lower than most people's personal tax rates. If the property is sold during the accumulation phase, the capital gains tax is calculated at a discounted rate. If the asset is sold while the super fund is in pension phase, it's tax free.

However, there are a few things to bear in mind if you plan on setting up an SMSF specifically to buy property. To read the full article go to [www.BrentonPopp.com](http://www.BrentonPopp.com) and select the 'News' tab or send an email to [Brenton.Popp@elderscairns.com.au](mailto:Brenton.Popp@elderscairns.com.au)



## SELLING TIPS

### Understanding Your Buyers

Different kinds of properties suit different kinds of buyers. What a young professional couple is looking for is unlikely to be the same as that which appeals to a growing family. Empty-nesters have different needs again. If you can second-guess the kind of people who may be attracted to your property you can:

- Craft your marketing accordingly
- Better understand how you can go about preparing your home for sale

Ask your friends who they think your property may appeal to most. Then talk to me about how we would market directly to that demographic.

## BUYING TIPS

### How to find value and recognise a good buy?

Step one in purchasing any property is the ability to identify a good deal – and it all comes down to homework. Do your due diligence and undertake a sales comparison of similar properties that have sold in the last three months in your chosen area. Also consider engaging a buyer's agent who has access to detailed sales data and is experienced in valuing property based on its location, existing condition, accommodation, style and land size/content. Also, always organise a pre-purchase building report. If there are structural building issues and maintenance concerns, it may give you some leverage in getting the vendor to negotiate the price downwards

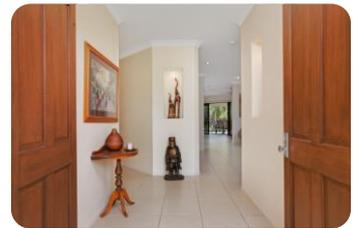
## POPPY'S PROPERTY OF THE MONTH

### 18 FITZMAURICE DRIVE

This prestigious Dixon home is surrounded by quality homes in the sought after estate - Silkwood Ridge.

Imagine sitting in the tropical pool at the end of a long day, surrounded by beautiful low maintenance gardens. Or cooking up a feast in the chef's kitchen while friends enjoy the space of the generous living area which flows out onto the enticing undercover patio.

Featuring high ceilings, extra-large carport, study nook, a huge master bedroom and generous ensuite this luxurious home is so close to everything the Southside has to offer. A great choice of Schools, shops, Sugar World and the future Town Centre.



## LOCAL NEWS



## WHAT'S HAPPENING IN OUR AREA

**Edmonton Local Ambulance Committee:** meets first Monday each month @ Edmonton Ambulance station, Coates Street from 5.30pm. Enquiries PH: 0407 695 891.  
**Zumba for Seniors:** Edmonton Masonic Hall, Mill Road every Thursday @ 9.30am. Fun and social, low impact dance fitness class for seniors. Enquiries PH: 4033 5315.

**Indoor Bowls:** St Theresa's Southside Indoor Bowls Club - social bowls on Mondays from 12pm-4pm @ Fretwell Park, Robert Rd, Bentley Park. New players welcome. Enquiries PH: 4045 1149.

**Gordonvale Bingo:** every Thursday morning @ Gordonvale RSL, 94 Gordon Street, 9.30am- 2.30pm. Morning tea includes unlimited tea & coffee.

**JP Signing Sessions:** Coles Sugarworld, Edmonton every 2nd Thursday 3pm-7pm; Mt Sheridan Plaza Wednesdays and Saturdays 11am-2pm; Gordonvale RSL every 2nd Friday of the month 10am- 2pm; Hambledon House Community Centre every last Friday of the month 10am-2pm. Any JPs interested in volunteering, please PH: 0434 510 333 or email: qjacs@ig.com.au.

## HOW TO BUY YOUR DREAM HOME

Free report!

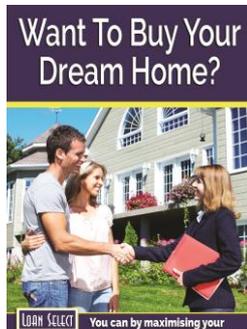
Let's face it if you want to buy your own home you will need to borrow the majority of the money needed to pay for it.

There are three criteria that a bank will use to determine the amount they will lend you, getting these ducks in a row before you apply for a home loan will maximize how much they will lend you. The banks do not tell you what the details of their criteria are, you will only learn them the hard way, when a bank declines your home loan application.

This report will show you the 3 simple things you need to know and do, before you go near a bank. Here's just a portion of what you'll learn:

- **How to maximize the deposit you have to put towards your home purchase.**
- **How to apply to a bank so they will lend you the most given your individual situation.**
- **How to free up your income to put towards your home loan repayment.**
- **How to avoid being refused a home loan from a bank.**
- **And much more!**

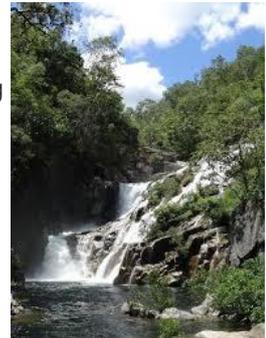
If you want to buy your dream home get your free copy of this valuable report now, simply call me,  
**David Phillips**  
07 4041 0855.



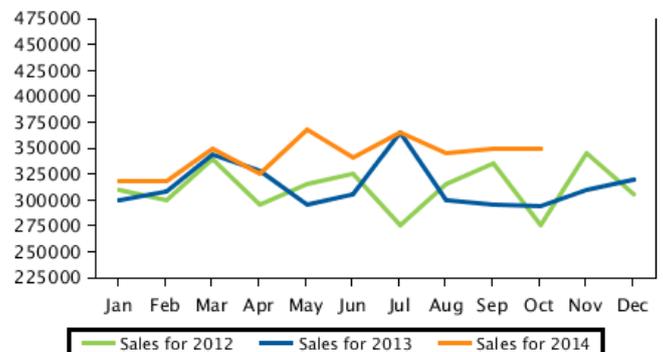
## SAVE BEHANA GORGE

We ask for your support in stating your objection to Queensland Government that we the people do not want KRA38 included in the town plan, and request that KRA38 to be removed from the Single State Planning Policy and all associated mapping.

Behana Gorge is under threat and we need your help. The Queensland Government is insisting that Cairns Regional Council include a site at Behana Gorge, as listed KRA38 (key resource area) into their town plan. Cairns Regional Council do not want it included, they have rejected three applications since 1992 for this site to be developed into a quarry.



## SUBURB REPORT



The Edmonton suburb has performed very well this year. As indicated by the orange line on the chart above, we can see that the average sale price for 2014 has been higher than the previous two years