



Autumn 2018 Review

TAKE 5 with Allen

Exciting news travelled our way this month. We have a new granddaughter, Cordelia a healthy 4.310kg baby girl. Irena is very happy to have another girl to spoil (Adelaide & Keith adore their new sister).



In the office at Reece Realty it has been very busy during February in the Property Management department. We've not only experienced a new record for the number of tenants placed in homes but also the number of new properties landlords have entrusted the Property Management team to manage.

In any business, year on year growth is dependent on quality service, great team work and loyal clients that entrust their business to you. Importantly, people talk about their experiences, good and bad. Communication with our clients and working on

our strengths continues, so a big thank you to the team at Reece Realty and our many loyal clients.

Autumn is now here and I can honestly say I don't mind those hot humid days disappearing. Summer may be desirable when it arrives but I'm ready to say goodbye when it finishes. Many of us welcome this time of year with Easter, holiday breaks and milder weather. The days are still long enough to enjoy before and after work but most importantly it's when the fish bite best.

Time to hit the water and try some new lures snagging a good feed of fresh fish for Easter (that's been my excuse for some time to get out in the boat or Kayak. Sounds plausible to me).



The secret to Allen Reece's success....Proof he can be in two places at once!

Market update

Most of you are probably baffled about what the property market is doing. With conflicting news articles and every second pop up on social media contradicting the other, our confusion is understandable. I will give you my experiences within the day to day market I sell in, mostly within a 2km radius of our Jesmond office.

Prices in this pocket tend to range from \$400,000 to \$650,000. This includes some newer areas as well as older original Newcastle homes. I am finding the number of sales is similar to 12 months ago however what has significantly changed is *who* the buyers are. Over the past five years generally investors would account for 70% of our buyers with 60% of enquiry coming from Sydney. Over the past six months this has gradually changed. First home buyers and 'flippers' (home upgraders) account for 80% of our sales. Interestingly, in February all our sales were first home buyers. It is fantastic to see so many young families becoming property owners and turning the house they bought into a home.

Why such a dramatic change? Two things tend to drive property sales, Government policy and bank policy (changes can be driven by national and/or global agendas). How is this affecting prices within our area? Most haven't felt a significant drop in prices with suburbs like Shortland and Wallsend performing well. These suburbs are popular entry points into real estate, which brings us back to our first home buyers.

March has seen 30% of sales go to investors, with enquiry for investment properties improving. Prices will continue to be healthy but I don't see strong growth in prices at present. Over the next quarter I see more balanced demand from both first time buyers and seasoned investors.

Remember these are only my observations through listing and selling daily in this specified market. As Licensee of Reece Realty and with 15 years local real estate knowledge I've learned the importance of resilience in such a changing market.



ID Legislation - Buyers & Sellers

The need to formalise client identification has resulted from the introduction of electronic conveyancing (both settlements and lodgements) and Government changes to foreign ownership. A National strategy has been implemented and an issue has recently arisen whereby an older client selling her family home after the death of her husband did not have sufficient identification. She had no passport and only an extract of her birth certificate. This held up the transaction for some time and could have resulted in the purchaser withdrawing his offer. For more details refer to:

www.nswlrs.com.au/forms or auspost.com.au/forms/land-title.html

Purchasers are now required to sign a Purchaser Declaration to state whether they are foreign investors, Australian citizens or other ordinary Australian resident. These documents are required when paying stamp duty.

Vendors are now required to provide land tax certificates to purchasers, which includes proof of citizenship.

Many firms are adopting the 100 point check used by banking institutions as 'best practice'. Primary Documents include Birth Certificate (original only - 40pts) and valid Passport (70pts). If your name has changed (eg marriage) then your marriage certificate is also required. Secondary documents include Drivers Licence (40pts) & Medicare card (25 pts). Change of name document is also necessary.

Greater Newcastle Metro Strategy

As I mentioned in my market update, Government policy can have a far reaching impact on real estate. According to NSW Government Planning & Environment Dept. in their 'Greater Newcastle Metropolitan Plan 2036' two of the largest strategic centres in Greater Newcastle (in terms of employment) are **Callaghan University Campus & John Hunter Hospital** (core areas in my business). Key recommendations include building our economy based on Health, Education and Tourism sectors. If you're interested in finding out what Prof.Greg Clark, Global Advisor on cities, has to say about the importance of metropolitan planning in Greater Newcastle check out <http://www.planning.nsw.gov.au/Plans-for-your-area/Greater-Newcastle-metropolitan-planning/Resources>

Easter Competitions



There was a lot going on for Easter. Our Guessing Competition proved to be a distraction to our office dietary resolution (every time we walked by the display someone had to go out and buy more chocolate). We had lots of guesses offered as well as plenty of entries to our Colouring In Competition. By the time this goes to print winners will have been announced for both competitions on our website and Facebook page.

Enjoy Newcastle - The Wheel Way!

Buses around the Callaghan campus and Jesmond shopping precinct are pretty good as far as public transport goes but have you heard of Newcastle Cycleways? Formed in 1977 they're a group of people working together with State & Local Government bodies to improve bicycle facilities & promote safe, responsible use of bikes for transport, leisure & fitness in the Greater Newcastle area. The Tramway Track (Wallsend to Glendale shared pathway) was officially opened in 2012 and runs 3.65km from Ganney St Wallsend to Frederick St Glendale. It connects bike routes from Lake Macquarie to John Hunter Hospital, University of Newcastle and Tighes Hill TAFE. This corridor was once part of the former steam tramway between Wallsend and Speers Point and is just one of the many Cycling Strategy pathways created and funded by local Councils and State Government.

Check out the Newcastle Council website for maps showing current & proposed routes from Newcastle City to Callaghan campus, Fernleigh Track, Stockton Foreshore, Bathers Way Loops (Nobbys Lighthouse to Merewether Beach) & others. Find out more:

www.newcastle.nsw.gov.au/Explore/Things-to-do/Walking-cycling

Also check out newcastlecycleways.org.au ;

newcastlepushbikelibrary.wordpress.com or for 2nd hand bikes go to Bike Love Corral bikelovecorral.blogspot.com.au



Our Team Update



We'd like to welcome Kathleen Matinlassi to our sales team. Kathleen offers a fresh perspective with 18 years of buying, selling and negotiating properties. Previous experience in business development, marketing and home loans also gives Kathleen her holistic understanding of all aspects of the selling process. If you've already met Kathleen you'll attest to her warmth and genuine appreciation for the community and people she deals with. Kathleen is bringing new ideas with particular commitment to assisting those in transition from independent living to downsizing.

SOLD - All sold within two weeks on the market!

Properties recently sold by Allen - Two sold at FIRST Open Houses - over 60 people attended the Shortland openings.

Many are still looking to purchase in Shortland and adjoining suburbs.

STILL #1 agent for number of properties sold in the last 15 months in Shortland, Jesmond & Birmingham Gardens

Contact Allen to talk about your home and find out about his selling secrets to negotiating the best prices.



SOLD - SHORTLAND
7 Alderson Street



SOLD - SHORTLAND
62 King Street



SOLD - SHORTLAND
5 Macarthur Street



SOLD - WALLSEND
18 Douglas Street

22 Blue Gum Road, JESMOND

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