

# Reece Realty Newcastle

# Winter 2018 Review

## TAKE 5 with Allen

Well the days have become very short. With the sun disappearing early and going home in the dark it's a sure sign winter has set in. Back to that job list from last winter, although I'm not too sure how many jobs got done (maybe my wife will remember). One thing I *do* know is the list has grown.

My work life balance has swayed towards work lately with the activities at Reece Realty keeping myself and the team extremely busy. Reviewing the way we inform our community in general has seen improved results in both sales and property management departments.



There have been a few dramatic changes at Reece Realty with Nancy Truman retiring after 30 years in real estate in and around Newcastle and Lake Macquarie. I was fortunate enough to have Nancy as my assistant helping with the successful sale of over 300 properties.

All of us at Reece Realty wish Nancy and Les all the best in their retirement.

Presently they are travelling the great outback (mostly where there is no phone contact). My wife Irena was visiting her daughter in a little town called Jandowae which is



250km west of Brisbane and who happened to be travelling through town but our own Nancy Truman. A quick catchup over a meal then she and Les continued on their travels. Fortunately Karen and Brittany both worked closely with Nancy. Karen will continue as sales assistant with Brittany moving from reception to work full time in a sales assistant role.



Chloe Wasson

When calling or visiting the office say hello to Chloe and make her feel welcome. Chloe is undergoing her receptionist traineeship with us and has been a definite asset to the team.



We'd also like to congratulate Qiwei Qiu (Cathy) & Evan on the birth of little Eddie (3.49kg) on February 20th, 2018. Both are well and we can't wait for Cathy to return to the office...that's a hint Cathy (you can bring Eddie too).

## Market Update

Real estate is an industry that is always changing. What drives these changes is supply and demand.

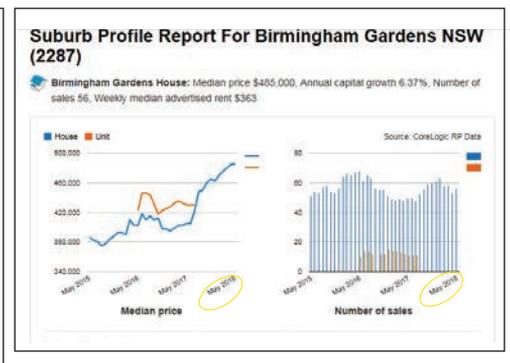
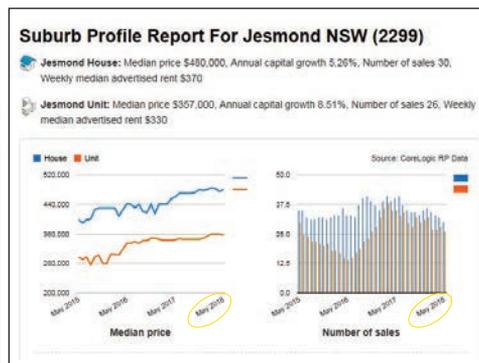
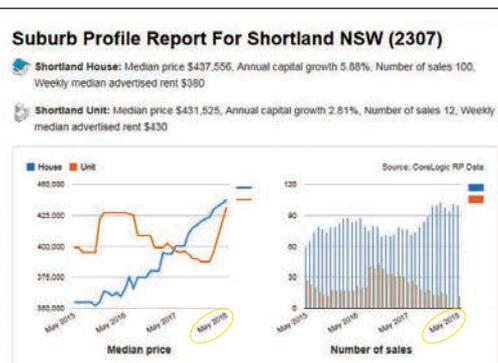
When demand is high prices tend to rise. When demand is high and supply is low, prices rise even more.

Presently we have seen a shift in supply of homes in the under \$550,000 price bracket which is where demand is highest. Properties above this price bracket in the Wallsend to Jesmond radius are taking a little longer to sell. This is because fewer

investors are buying property due to tighter lending policy with the serviceability of loans being scrutinised.

I am seeing owner occupiers being preferred by lenders so if you have a good deposit and a secure job then now could be a good time to enter the property market.

If you are considering selling your home contact the office and speak with Karen or Brittany. They will organise a time for myself or Kathleen to discuss your property and help you to set a selling plan.



Graphs sourced from [www.yourinvestmentpropertymag.com.au](http://www.yourinvestmentpropertymag.com.au)

## Improving Customer Experience

We've been reviewing our procedures and finally acquiesced to the necessities of technology. From an 'old school' perspective it can't ever replace the personal dynamic of 'face to face' but it is a vital tool in assisting to improve services and to enhance our customer's experience. Starting with our own website, we have ebooks you can view or download covering information from Property Management & Sales to a checklist for moving house. There are also links to Community & Government services that may be of assistance. You can also view new video stories from some of our amazing clients (under the 'About' menu).

Facebook is also a good place to view what's happening within Reece Realty with giveaways available from time to time (actually, we're probably due for a new promotion soon). You know the drill, just **👍** our page and join in the exchange.

Recently we had a radio campaign on KOFM 102.9 which reached a wide audience. You may also have noticed new billboards on Newcastle Road and a standing display in the Greater Building Society premises in Jesmond.

We are as busy as ever with continued growth at Reece Realty.

Video with John & Gail from Shortland - downsizing after 53 years.



Video with Elma - selling the family home after 51 years



## Property Management

I would like to introduce Nicole who has taken over the role of Senior Property Manager. Our long standing property manager Kerry has taken a role up the coast to be closer to family and we wish her well. Nicole will be making contact with owners over the next month however if you need to discuss your property please call the office and make a time to speak with her.



While on the subject of property management, with the onset of Winter there are many homes affected by mould. This is not only a potential health hazard but can also create structural problems if left over time. Certain precautions need to be taken with the responsibility being shared with both owner and tenant.

## 2018 Budget for over 65's

From July 1st 2018 if you are 65 and over you will be able to make a non concessional contribution into your superannuation of up to \$300,000 from the sale of your principal residence (if lived in for at least 10 years). Both partners can do this which means a couple combined can contribute up to \$600,000 into their super. This is in addition to any other voluntary contributions that people are able to make under the existing contribution rules and concessional and non-concessional caps.

What does this mean for you? If you've been thinking about downsizing you may be in a position to build on your current superannuation without affecting your pension. Discuss your situation with an accredited financial advisor and then call us for a free, genuine appraisal on your property.

## What was new in 1972? Some interesting facts, whether you were there or not...

We happened upon a bundle of old magazines left over from the sale of a recent property. Many were dated 1972 and it made us wonder what was going on in Australia during that year. Firstly we checked the Realtor magazine from August 3rd, 1972 and found a property in Birmingham Gardens selling for the princely sum of \$13,600! Taken into context, according to the Australian Bureau of Statistics the average NSW wage in 1972 was \$93.10.

It was definitely an eventful year in Australia's history. Following is a list a just a handful of events:

- "It's time for a change" Gough Whitlam's memorable political campaign heralded the mood of the country.
- Construction of the Aboriginal Tent Embassy in front of Parliament House in Canberra.
- Douglas Nicholls became the first indigenous Australian to be knighted (for distinguished services to the advancement of Aboriginal people).
- Faraday School Kidnapping in Victoria (6 pupils and their teacher are held for a ransom of \$1 million)
- First aircraft hijacking on Ansett flight 232 from Adelaide to Alice Springs
- The bombing of the Sydney Yugoslav General Trade & Tourist Agency in Haymarket.
- TV & Film - Number 96, Auntie Jack, The Curiosity Show, The Graham Kennedy Show, Fat Cat & Friends, The Adventures of Barr McKenzie
- In sport - Rugby League winners - Manly-Warringah. AFL winners - Carlton. Melbourne Cup winner - Piping Lane. At Munich Olympics Shane Gould won 5 medals (3 x Gold). 17 medals were won overall by Australians across a range of disciplines. Munich Olympics are also infamous for a terrorist attack & murder of 11 Israeli athletes.
- Digital watches first introduced
- Atari released PONG, the first generation of video games
- World Leaders agree to ban biological Warfare
- Martial Law declared in the Philippines
- VW Beetle becomes the most popular car ever sold (over 15m) (Allen's preference...the Valiant)

★ **BIRMINGHAM GARDENS**  
**\$13,600**

Comfortable weatherboard, home, 3 bedrooms, sunroom bedroom, separate lounge and rooms. Garage. Neat grounds

1972

★ **BIRMINGHAM GARDENS**  
**\$449,000**

Comfortable 4 bedroom weatherboard home, 2 bathrooms, updated kitchen.....

2018

More historical facts - Birmingham Gardens was first subdivided in the 1930's and then expanded in the 1960's with land prices being the main attraction. The land was originally owned by Newcastle Wallsend Coal Co & sold to Commonwealth Oil Refineries (operated 1920-1952 - a joint Australian oil company venture with the Anglo-Persian Oil Company).

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