



peake
REAL ESTATE

SPRING 2017

NEWSLETTER



ACCC INTRODUCES NEW LEGISLATION - WHAT IS A STATEMENT OF INFORMATION?

On 1 May 2017, changes to the Estate Agents Act 1980 came into effect to strengthen laws against underquoting in Victoria.

Under these changes, Estate Agents must prepare a Statement of Information, in an approved form, for each residential property they advertise for sale.

The Statement of Information must be:

- displayed at all open for inspections
- included with online advertising
- given to a prospective buyer within two business days of a request
- updated if there is a change in the indicative selling price.

The Statement of Information must include:

- an indicative selling price for the property. This may be a single price or a price range of up to 10 per cent. It must not be less than:
 - the agents estimated selling price
 - the seller's asking price
 - a price in a written offer that has already been rejected by the seller.
- in addition there must be details of the three most comparable properties, including the address, date of sale, and sale price; or if there are no comparable properties a statement

outlining that you reasonably believe there are less than three comparable sales within the prescribed period

- the median house or unit price for the suburb. This may be for a period of between three to 12 months, and must not be more than 6 months old.

If you are looking for a property make sure you request a copy of the Statement of information from the listing agent, it provides valuable information on similar sales and gives you more information to help with making your offer.

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PEAKE WIN ANOTHER AWARD

Our Directors recently attended the annual Real Estate Results Network Directors Conference in Queenstown and we are very proud to have come home with Sales Productivity Award this year.

We'd like to thank our clients and our team for helping us achieve this excellence award.



NEW STAMP DUTY MEASURES FOR FIRST-HOME BUYERS

Stamp duty for first-home buyers purchasing a home with a dutiable value of not more than \$600,000 has been abolished for contracts entered into from 1 July 2017.

This will make the existing first-home buyer 50 per cent duty reduction that applies to the purchase of a home with a

dutiable value of not more than \$600,000 a full exemption.

Further, duty will be phased-in for eligible first-home buyers who purchase a home with a dutiable value between \$600,001 and \$750,000. For more information, visit www.sro.vic.gov.au/news/changes-first-home-owner-grant-and-stamp-duty



Spring is often referred to as the silly season for real estate. The weather is warming, the financial year has come to an end and there is still enough time to make plans before Christmas is upon us. Activity generally booms. If you're thinking of selling, please feel free to give one of our

award winning, highly skilled team members a call on 9707 5300.

Our award winning sales team are available right now to deliver the right advice, an exceptional experience and most importantly, outstanding results.

PEAKE PERFORMERS

We'd like to introduce you to this issue's **Peake** Performers. Every issue, we focus on new **Peake** Team Members so you can get to know the Team that works for you.

NICK MCDONALD SALES CONSULTANT



What Does A Typical Monday To Friday Look Like To You?

Working hard, exercising and eating healthy.

What's Your Next Holiday Destination?

Thailand.

What's The Day You Look Forward To Most Each Week And Why?

Monday – a new week, new possibilities.

Your Favourite Restaurant?

38 Chairs.

What Is Something That We Don't Know About You?

Can fly a light plane.

On Sundays You..?

Relax, a road trip, or spending time with my German Shepherd Bella.

ANDREW BROWN LICENSED ESTATE AGENT



What Does A Typical Monday To Friday Look Like To You?

A balancing act of working hard and being a father to my 12 year old son.

What's Your Next Holiday Destination?

Somewhere warmer than Melbourne in the middle of Winter...Europe would be nice.

What's The Day You Look Forward To Most Each Week And Why?

Sunday.

Your Favourite Restaurant?

The Nautilus – Port Douglas.

What Is Something That We Don't Know About You?

I listen to Whitney Houston.

On Sundays You..?

Get up early to cycle with friends, then spend time with my son.



THE PEAKE FAMILY CONTINUES TO GROW!

Name: Dusty Robyn Hartney

Born: 22 August 2017

Weight: 2.9kg

Sarah James has just given birth to a beautiful baby girl. Both her & Dusty are doing really well, the family are thrilled to welcome their daughter/baby sister Dusty, & Sarah, Aaron, Harry & Dusty are happily settling in at home.



Name: Asher Machfud

Born: 24 July 2017

Weight: 3.24kg

We are extremely delighted to share the exciting news that proud parents Rachel & Syarif, along with big brother Charlie have welcomed a beautiful baby boy Asher into their family. Both Rachel and Asher are doing great & the happy family are savouring this joyous time.



WHERE YOU LIVE // CASEY/CARDINIA MARKET UPDATE

The last quarter has continued to see a strong sales and rental market. With demand continuing to exceed supply sale prices have continued to grow with steady increase in all Casey/Cardinia areas.

Median house prices have been recorded in the following suburbs:

Berwick - Median House Price \$600,000 an increase of 8.59% over the last year

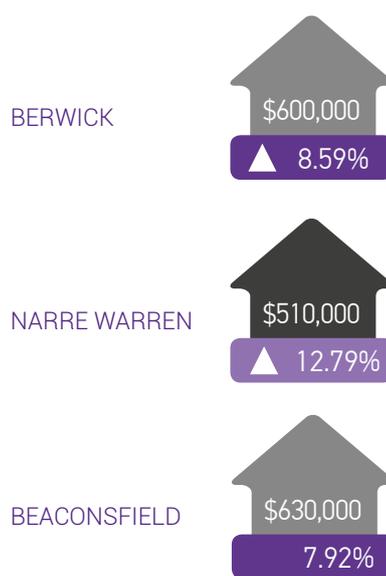
Narre Warren - Median House price \$510,000 an increase of 12.79% over the last year

Beaconsfield - Median House Price \$630,000 an increase of 7.92% over the last year

Interesting the volume of homes sold has decreased in Berwick and Beaconsfield by 24% & 70% respectively while Narre Warren has remained relatively the same. In Berwick alone the number of homes sold compared to this time last year is down by nearly 200 properties which would explain some of the record prices being achieved in this current market.

As demand continues to exceed supply we would envisage that the market will continue to stay strong throughout the Spring and Summer selling periods. If you would like to know what your home would be worth in today's market please call us today for a free no obligation chat – you may be very pleasantly surprised.

Happy Spring!



Source: CoreLogic RP Data

A FEW RECENT TESTIMONIALS FROM HAPPY CLIENTS

"We have full confidence in Kristen to obtain the right outcome whether is to sell or purchase a new property on my behalf. She is very knowledgeable, friendly, competent and keeps you updated through out the process. We would not hesitate to recommend her to prospective clients as we trust in her ability to delivery an outstanding results. We have dealt with Peake Real Estate for quite a few years now and we have been very pleased the way they have handled our portfolio."

Audrey & Jac Lam

"It was a pleasure dealing with Anne for the sale of my property. She was always enthusiastic and offered invaluable

advice during the whole process. Communication was 5 star and I was at all times kept informed on buyer feedback. I would highly recommend Anne when selling - she is an agent that really cares for her clients."

Linda

"We were fortunate enough to have Anita as our sale agent when selling our home in Beaconsfield. Anita gave my Husband and I amazing service the entire process, we moved from the area and are now living interstate and had tenants in our property at the time of selling. Anita's communication and professionalism was outstanding and first class. We

cannot thank you enough for taking the stress out of the process and achieving us a great result. We would not hesitate to recommend Anita to all our family and friends. Thank you so much. Catherine and Damian Adamson.."

Catherine

"The team at Peake Real Estate have done a wonderful job in helping us through the process of selling our house. From the get go they were professional, helpful, honest and extremely hard working. I would have no hesitation in using them again or recommending them to my family and friends."

Andrew & Olivia