



SALES NEWSLETTER

January 2010

SUSTAINABILITY DECLARATION

The Queensland Government has passed new legislation in November 2009, which now makes it compulsory for all sellers of residential property in the state, to complete a sustainability declaration on their property before it is marketed for sale. This law is now in effect from 1st January, 2010, and also applies to properties that were already listed prior to this date.

The declaration is a compulsory checklist that must be completed by the seller for every house, townhouse or unit which will inform buyers about the sustainability features of the property, and increase community awareness of the value of such features. The declaration identifies the dwelling's sustainability features in four key areas: energy, water, access, safety.

The declaration is being introduced because of growing concern about the impacts of climate change, and the need to improve the sustainability performance of existing housing in Queensland. Encouraging prospective buyers to make informed choices about the sustainability performance of residential buildings is becoming increasingly important.

Properties with a greater number of sustainability features potentially have lower energy costs and use less water. They can also be more comfortable to live in, and generate fewer greenhouse gas emissions. Homes with access and safety features may be more liveable for occupants during their various life stages and can reduce potential risks around the home such as trips and falls.

The declaration and further information can be obtained from your real estate agent or www.dip.qld.gov.au

Source : REIQ Journal (December 2009)

QUESTIONS TO ASK POTENTIAL LENDERS

When doing your research on which type of loan to apply for, or when your Mortgage Broker or lender recommends a loan, here are a few questions you could ask them;

1. What types of loans do you offer and what are the benefits of each of these?
2. Do you have fixed rate as well as variable rate loans? What is the cost of switching from one to the other down the track?
3. What are your current fixed and variable loan interest rates and what is the comparison rate?
4. What other facilities are attached to the loan eg credit cards, cheque accounts, etc
5. Are there any loan application or establishment fees?
6. Do you require mortgage insurance and if so how much will this cost me?
7. Can I repay part or all of the loan? What is the minimum amount required? Is there a fee?
8. Can I make extra repayments ie weekly or fortnightly throughout the life of my loan? Is there a fee for this?
9. Can I access any extra money I pay into my mortgage? How quickly can I redraw this and is there an associated cost?
10. What are your fees for late interest payments?
11. How long does it usually take to process a loan application?



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'GREEN LOANS' FOR HOMEOWNERS

Westpac has introduced interest-free "green loans" worth up to \$10,000 to homeowners wanting to make their homes more sustainable.

The Federal Government's Green Loans Program was introduced in July 2009 to assist families to install solar, water saving and energy efficient products to reduce greenhouse gas emissions.

The program includes a free home sustainability assessment, which is the first step in qualifying for an interest-free loan of up to \$10,000 over four years. A qualified home sustainability assessor visits the household and investigates energy and water consumption patterns to identify actions that households can take to save energy and water.

Each household then receives a tailored report outlining recommended actions ranging from small things like switching to energy efficient light bulbs to larger scale changes such as installing rainwater tanks and solar panels. Households may wish to access a green loan to make the larger scale improvements.

Westpac's new Green Loan includes no monthly service fees, establishment fee or prepayment fees and it is interest free, repaid over a maximum of four years.

Source : *Quartile Property Report (13 November 2009)*

MAKE LIGHTING WORK FOR YOU

Good lighting can be a definite plus when selling your home, but don't despair if you don't have floor-to-ceiling windows in every room. Simply make sure the lights work, as many prospective buyers flip the light switch

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when they walk into a room. Avoid harsh lighting; you want to create a warm glow. Regardless of how you have been using the house, take a look now and create some ambient lighting for each room; work rooms such as the kitchens and laundry can use brighter lights, while bedrooms and lounge areas might look best when lit with a couple of strategically-placed lamps.

Natural light should always be flaunted, so be sure the windows are clean and in good repair. If you have blinds, shutters or curtains, clean them too, then either push them out of the way or show them to best advantage without reducing the light.

Source : *Quartile Property Report (3 September 2009)*

PROPERTY OF THE MONTH UNITS 3 & 4/361 ALFRED STREET, MACKAY \$363,000 EACH (NEG)



An exciting chance to secure one of these very classy, upmarket inner city units.

- * 2 x bedrooms, carpet, built-ins, fans
- * Air conditioned
- * Tiled, open plan living area
- * Modern kitchen
- * Modern bathroom
- * Private courtyard & balcony
- * Fully renovated