

 haussrealty

The Spring Edition

— 2023 —





Welcome to our Hauss

At Hauss Realty, we believe that the property journey should be a pleasure. Our team of local experts are here to guide you through every step of the process - whether you're buying, selling, or renting. Part of the service is keeping our finger on the pulse, and building relationships, not just facilitating transactions. From Milton to Sherwood and St. Lucia to Kenmore, we know the inner workings of the market and can help you get the best result. Enjoy our seasonal brochure, we hope it offers some insight and you find it useful for your property journey.

locally yours

Market Trends for *Selling*

Spring has arrived in Brisbane, and it's shaping up to be a fantastic selling season. The city has made impressive strides in recovering its property values since March of this year. In fact, we've seen six consecutive months of rising home values, with Brisbane now only 5.5% below its record-high prices from June 2022, according to the September 2023 report by CoreLogic. What's even more remarkable is that Brisbane has outperformed all other capital cities this past quarter, with a 4.2% increase in home values. This positive trend continues despite higher living costs, low consumer sentiment, and rising interest rates.

So, why are home values still on the rise? Here are a few factors that might explain it:

- 1. High demand from interstate buyers:** Brisbane is one of the most desirable cities to live in Australia. Around 28.4% of buyers come from other states, with many finding better value for their money compared to markets in New South Wales and Victoria.
- 2. Overseas migration:** The demand for housing is being driven by both returning overseas arrivals and a decrease in departures. With fewer people leaving Australia and a low average occupancy rate in the capital cities, competition for properties is increasing.
- 3. Reduced borrowing:** Some buyers are tapping into their savings, profits, or equity from previous home ownership instead of relying heavily on borrowing. This shift may explain why home values have continued to rise, as lending volume has actually decreased.
- 4. Limited supply:** While new listings have begun to increase leading up to the selling season, overall listing volumes remain low. In fact, total listings in Brisbane are 23.8% lower than last year.

These factors combined have created a prime market for sellers and an opportunity for buyers to invest in a city that is experiencing strong growth. With Brisbane's current momentum, it is worth knowing where your property stands. Feel free to reach out to the team today.



PRINCIPAL

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Market Trends for *Leasing*

Rentals are also experiencing strong demand coming into spring, and some of the same factors affecting the realty side are ringing true for both the rental side.

We're witnessing a surge in people looking to rent from both overseas and interstate, who are seeking more in their rental properties. According to the Little Hinge July report, 25.4% of renters are coming from interstate and 6.9% are coming from overseas. To meet their needs, we now offer a Premium Rental Package that covers everything from styling to regular maintenance. This presents a golden opportunity for property investors looking for a certain type of tenant.

To cater to the increasing interest from interstate and overseas renters, we understand the importance of providing detailed listings that appeal to this group. Professional photography, floor plans, and styling can make all the difference in maximising your rental return.

In fact, due to the high demand for rentals, Brisbane has seen an impressive 8.8% increase in rental prices YOY, with a 4.2% increase in rental yield, according to CoreLogic's September 2023 report. Take a look at the suburb breakdown on the next page to see the significant shifts we've experienced across all suburbs in the West of Brisbane.

If you're looking for guidance on entering the property investment market or optimising the rental potential of your current property, reach out to our team. We can provide you with a detailed strategy to help you achieve the best returns possible.



DIRECTOR

Ana Wiggett

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Our Local Market Price Guide

Graceville

↓ Median House Price: \$1.17M,
10.3% decrease in 12 months,
↓ Average days on market: 46 days

↑ Median Weekly Rental: \$747,
3.8% increase in 12 months,
↑ Median Rental Yield: 3.3%

Chelmer

↓ Median House Price: \$1.55M,
12.5% decrease in 12 months,
↓ Average days on market: 44 days

↑ Median Weekly Rental: \$865,
24% increase in 12 months,
↑ Median Rental Yield: 3.6%

Sherwood

↑ Median House Price: \$1.33M,
7.7% increase in 12 months,
↑ Average days on market: 71 days

↑ Median Weekly Rental: \$732,
12.7% increase in 12 months,
↑ Median Rental Yield: 3.2%

Corinda

↑ Median House Price: \$1.15M,
5.3% decrease in 12 months,
↑ Average days on market: 40 days

↑ Median Weekly Rental: \$655,
3.1% increase in 12 months,
↑ Median Rental Yield: 3.4%

Indooroopilly

↑ Median House Price: \$1.41M,
0.5% increase in 12 months,
↑ Average days on market: 48 days

↑ Median Weekly Rental: \$750,
7.1% increase in 12 months,
↑ Median Rental Yield: 3.3%

Oxley

↓ Median House Price: \$746K,
10.1% decrease in 12 months,
↓ Average days on market: 47 days

↑ Median Weekly Rental: \$595,
8.2% increase in 12 months,
↑ Median Rental Yield: 4.1%

St Lucia

↑ Median House Price: \$1.71M,
4.2% decrease in 12 months,
↑ Average days on market: 44 days

↑ Median Weekly Rental: \$770,
13.2% increase in 12 months,
↑ Median Rental Yield: 2.6%

Toowong

↓ Median House Price: \$1.4M,
0% change in 12 months,
↓ Average days on market: 41 day

↑ Median Weekly Rental: \$720,
16.1% increase in 12 months,
↑ Median Rental Yield: 2.8%

Taringa

↑ Median House Price: \$1.56M,
7.4% increase in 12 months,
↑ Average days on market: 32 days

↑ Median Weekly Rental: \$750,
25% increase in 12 months,
↑ Median Rental Yield: 2.8%

Yeronga

↑ Median House Price: \$1.2M,
12.7% decrease in 12 months,
↑ Average days on market: 63 days

↑ Median Weekly Rental: \$690,
15% increase in 12 months,
↑ Median Rental Yield: 3%

Quality matters

32 BALDERSTONE ST, CORINDA



ABOUT THE HOUSE

At Hauss Realty, we were recently given the opportunity to sell this stunning new build in Corinda. Among the numerous new builds we encounter, this particular home truly captured the hearts of many. The developers of this property demonstrated incredible attention to detail throughout the construction process. The result was a stunning home that exuded quality design and finishes, leaving no aspect untouched or unrefined.

WHAT WE DID

We understood the importance of every little detail in this property, and we made sure our marketing strategy reflected that. Our polished pre-sale video captured the essence of the property, creating interest before it even went to market. In addition, we created detailed 3D model videos, high-quality bespoke marketing collateral and copywriting to give the property the attention it deserved.

RESULT

The property sold for a remarkable \$2.29 million, setting a record for small lot new builds in the Corinda area. The meticulous attention to detail in its design, coupled with our premium marketing efforts, contributed to this outstanding result. The buyers were truly impressed by the quality at every turn, which ultimately delivered the desired outcome for our client.



Designer detail ...

This home is the epitome of modern luxury. Every aspect has been carefully curated to exude opulence, from the majestic cathedral ceilings to the exquisite lighting and fixtures. The attention to detail also extends beyond the interior, with a pristine heated saltwater pool nestled in a beautifully landscaped garden. As one wanders effortlessly across the top-end timber floorboards in this spacious build, you quickly realise why this home achieved unrivalled success.

Recently Sold by Hauss



61 Glenwood Street, Chelmer

3 bedrooms 2 bathrooms 2 cars 607 SQM

Sold: 1.235 million



32 Balderstone Street, Corinda

5 bedrooms 3 bathrooms 2 cars 405 SQM

Sold: 2.29 million



43 Bute Street, Sherwood

3 bedrooms 1 bathroom 1 car 708 SQM

Sold: 1.16 million



9 Min Min Court, Durack

4 bedrooms 2 bathrooms 3 cars 1230 SQM

Sold: 970K



96 Leybourne Street, Chelmer

4 bedrooms 3 bathrooms 4 cars 711 SQM

Sold: 1.5 million



36 Harrowby Street, Corinda

3 bedrooms 3 bathrooms 3 cars 954 SQM

Sold: 1.72 million

Selling Your Home

So you are looking to sell your home, we've helped hundreds of locals through this process and we'd love to help you too. So what does the process look like? We've stepped out the key stages we take our sellers on.

1.

MARKET RESEARCH

The current market is rapidly changing, and it's important to use an agent who not only understands the wider market, but also the nuances in our local area. We have a finger on the pulse and know the market movements, and what the current state is for selling your home.

2.

PROPERTY APPRAISAL

We'll do a comprehensive valuation process and assessment of your property to determine the estimated value

3.

CHOOSE A SALE METHOD

Your Hauss team will take you through your options, and we'll work with you to choose the right method, whether that's off market, on market or an auction.

4.

PREPARE YOUR PROPERTY FOR SALE

Because we deal with buyers everyday, we understand what they're looking for in a home and are able to work with you to maximise your homes value. We have our Hauss Concierge Service that offers tailored solutions for every property.

5.

MARKETING YOUR PROPERTY

Based on the sale method chosen, the Hauss team of experts will work on a range of tactics to sell your property.

6.

OFFERS RECEIVED

You're presented with the written offers from potential buyers, and we help you choose the best option based on what's important to you.

7.

CONTRACT EXCHANGE

We work with your conveyancer/solicitor to ensure a smooth process while each party exchanges contracts. We stay in contact to keep you updated on progress and timelines.

8.

SETTLEMENT

When the details of settlement are determined, the property officially changes hands. Hauss makes sure you're in the loop to ensure settlement occurs within an appropriate time frame.

9.

CELEBRATE

Your home is sold and we all share your joy in a great result!

Before &
After



DIGITAL STYLING

At Hauss, we strongly believe that property styling can significantly enhance the value of a home. Time and time again, we have observed that styled properties yield higher returns compared to those that are not styled and reduced days on market.

What's even more exciting is that digital styling has made property styling more accessible than ever. The visual results are remarkable and have the power to instantly captivate potential renters or buyers.

When it comes to viewing a property, people crave the experience of envisioning themselves living in the space. Presenting a cold, empty room or an overly cluttered one with personal belongings can easily deter many individuals. By showcasing styled furnished photos, we are able to capture the essence of the space and demonstrate how interested parties can personalise it or style it to their liking.

Reach out to the Hauss team to learn how we can elevate your property investment or home when renting or selling.

Leasing Your Property

Navigating the leasing process can be complicated, but with our experienced local help we can make this process a lot simpler for property owners. We take care in managing our clients' properties, and work through the following steps to ensure the process runs smoothly for all involved.

1.

RENTAL APPRAISAL

We'll provide a detailed appraisal and assessment of your investment property, to better understand its potential value in the rental market, and we evaluate what is currently available in your local market.

2.

BE INFORMED

A senior member of our Hauss Rental team will be dedicated to your property and equip you with all the knowledge you need around the present rental space, from current legislation, recommended insurances, pool, smoke alarms and so on.

3.

PREPARE YOUR PROPERTY FOR RENTAL

It is our job to help you obtain the best rental price for your property, so we may suggest ways to obtain better returns through improvements to the property. Our Hauss Concierge service is available to assist in this and can be tailored to meet your needs.

4.

MARKETING YOUR PROPERTY

We use a variety of marketing tools to promote your rental. Investment in photography, good copywriting and online advertising are just some of things your Hauss team member will work through with you on.

5.

THE RIGHT TENANTS

Finding the right tenant for a property we take seriously at Hauss – ensuring all checks are in place (salary, job history, references, ID's, tenant history etc), while also ensuring that they match the property and community they are wanting to be part of.

6.

LEASE AGREEMENT SIGNED

Once the right tenant is selected, we make sure all paperwork is in place and all i's are dotted and t's are crossed. Tenants are informed of all regulations and requirements and sign to agree to those terms.

7.

PROPERTY MANAGED

Your dedicated team member will look after every detail of your investment – bonds, checks, property inspections every 12 weeks, lease renewal and working with tenants. If you have a portfolio of properties, the same person from Hauss will look after all of them, available at anytime to assist.

8.

STAY INFORMED

We use a property software where both Property Owner and Tenant can quickly get an update on their property 24/7 through an app on their phone or computer. From payments to repairs to inspections and documentation all is logged and available for both parties, so they can stay informed. We also keep you up to date with the ever-changing Residential Tenancy Legislation and provide comprehensive monthly financial records and a complete end of financial year tax statement.

Why use Hauss?

- Agent of the Year, Graceville 2022 for the sixth year in a row (2017-2022)
- Agent of the Year, Chelmer 2022
- We're 100% family run and operated. You can be sure that when you choose to work with us, you're supporting local businesses and helping to grow your community
- Our three step Hauss Guarantee ensures you can trust us at all points. Ask us about our commitment
- Our Hauss Concierge service takes care of all of the hard work that comes with selling or leasing your property - we'll take care of any tasks at all stages. It's a first for real estate, and certainly a first for real estate in Brisbane
- You'll work directly with a dedicated senior staff member from our team, who can tell you exactly what's happening at all stages of your sale or leasing journey - you can chat to us at any time.



The Hauss Team



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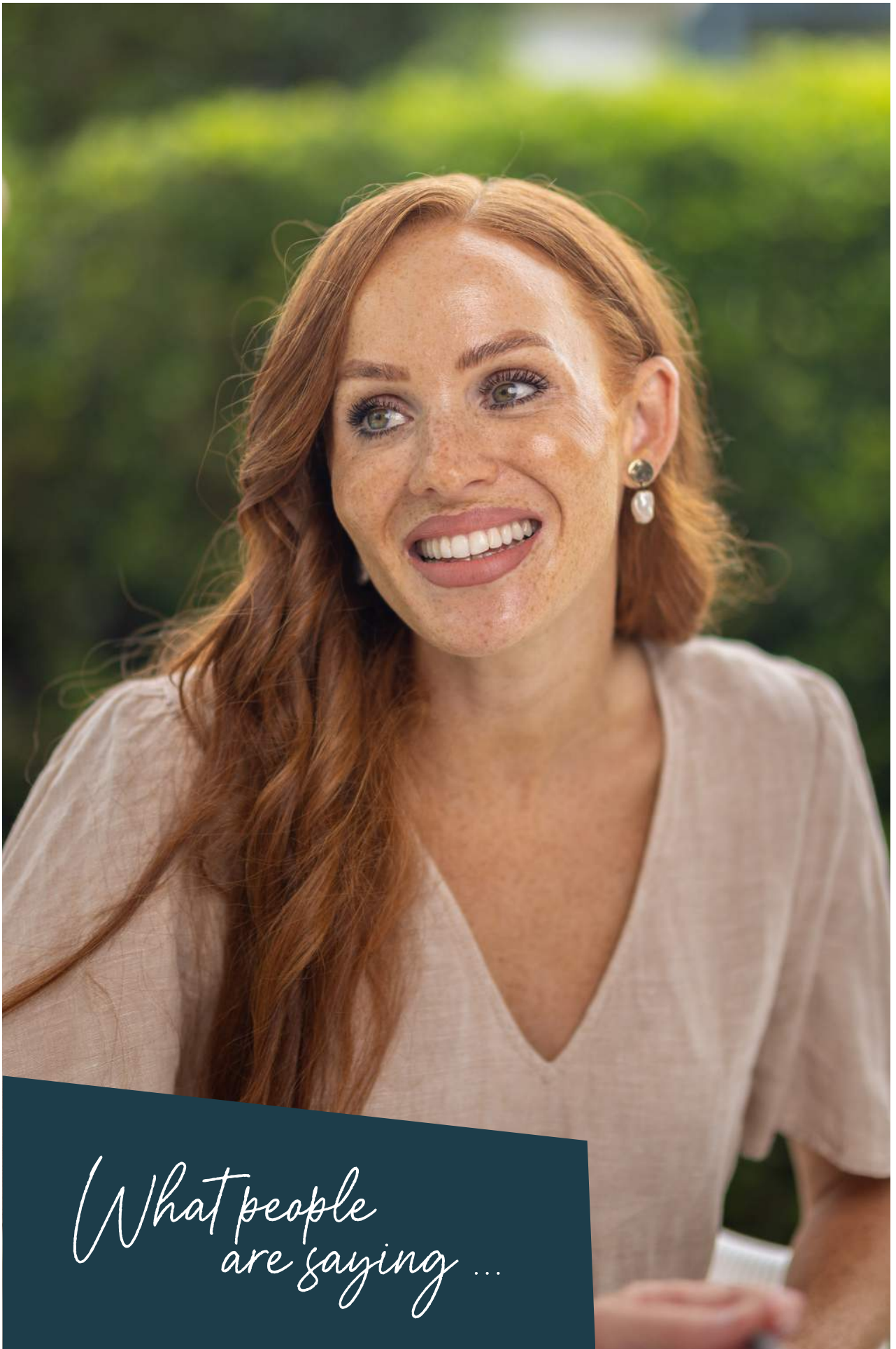


RENTAL AGENT

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*What people
are saying ...*

ALWAYS KEPT UP-TO-DATE



100% Totally recommend Charles and the team at Hauss Realty. Charles has a refreshing straight forward approach. I am very happy with the outcome, which met my expectations. Even more comforting was the ongoing updates on open houses, prospects and negotiations along the way. No question went un answered and i had responses in a timely manner. I recommend Charles and the team at Hauss Realty

- Murray, Vendor

VERY PROFESSIONAL & TOTAL GENTLEMAN!



Charles was extremely good at providing updates in a timely way. He has a great knowledge of the area and can be trusted in his efforts to get the results needed. Thanks Charles!

- Russell, Vendor

INVALUABLE ADVICE & SPEEDY SALE



From the moment we contacted Tammy to the completion of our sale, we were completely happy with absolutely everything. Tammy made everything so easy for us. Her knowledge of the market and extensive database meant our sale was speedy and well beyond our expectations. The advice Tammy gave us preparing our property was invaluable. We cannot fault any part of our selling process. Clear, concise, prompt communication. Tammy is totally professional yet has a wonderfully kind and personable nature that shines through in all her interactions. Nothing was too much trouble. We highly recommend Tammy and would not hesitate in engaging her again to sell for us.

- Bec, Vendor

THE BEST OF REAL ESTATE AGENTS



Charles's extensive knowledge of the real estate market was evident in his expert advice on pricing my property, marketing strategies, and negotiation tactics. He worked tirelessly to ensure that I received the best possible price for my unit, without compromising his neutrality or integrity. I cannot express how grateful I am to Charles for his exceptional service and support throughout the entire selling process. He went above and beyond my expectations, and would highly recommend him to anyone looking for a reliable, professional, and neutral real estate agent. Thank you, Charles, for all your hard work and for helping me achieve a fantastic result. I have no doubt that your future clients will be equally impressed with your expertise and dedication.

- Jai, Vendor

TENANT/LANDLORD RELATIONSHIP- EASY AS IT CAN BE



When it comes to real estate agents I usually don't have much positive to say, however I have been blown away by these guys. They are a family business and you can tell its their passion and life hood on the line. They give you way more communication and effort then I have every experienced with other larger agents and they go out of their way to ensure the tenant / landlord relationship is as easy as it can be.

- Andrew, Landlord

TRIFECTA OF PERSONABLE, PROFESSIONAL & HONEST



It is rare to come across an agent who is the trifecta of personable, professional and honest. Every step of the sales process, Tammy was invested in the best outcome for us as sellers, made evident in her hard work and regular communication with us. Her attention to detail is second to none. She is both calm and measured in her approach to sales, conversational and not 'salesy'. There were a number of avenues we considered in the sales process and Tammy broke them down individually for us, sharing the pros and cons to each approach – giving us room to make a strong, informed decision. A wonderful process all in all. Would highly recommend Tammy.

- Nick & Kirsty, Vendors

locally yours

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