



**GLENNDIAS**  
REAL ESTATE

## Monthly Newsletter

### REAL ESTATE NEWS

MAY 2015

According to a new report released by the Australian Bankers' Association, ([www.bankers.asn.au](http://www.bankers.asn.au) accessed 26/03/2015), the recent rise of Australian house prices is not unusual compared to past trends. The housing report found that the current price growth has not exceeded the peak rates that were seen before the GFC.

The report also indicated that low interest rates contributed to the strong state of household finances, with many Australian households well placed financially to withstand any interest rate rises.

Another valuable insight comes from Melissa Reynolds, General Manager of Consumer Lending at NAB (Money, October 2014 p52) who says "investors should never let possible tax savings dictate their investment decision." Many people are drawn to property based on the possible depreciation claims. While depreciation is one of the great advantages of buying new property - the downside is that a lot of new strata properties can be constructed on pieces of land that won't rise in value by much in the short term.

### QUOTE OF THE MONTH

"I AM NO GENIUS, BUT I'M SMART IN SPOTS AND I STAY AROUND THOSE SPOTS"

TOM WATSON SR  
(POPULARLY KNOWN AS THE FATHER OF IBM)

### Agency Update

It amazes me that nowadays so many businesses are differentiating themselves only on fees. One wonders where value has gone. What exactly is value? Value is defined as customer benefits less costs to the customer. Here we must clarify that costs are not just monetary but they also include effort, time, anxiety & emotional costs. We all know how frustrating it is to call an office and to be put on hold, this is an example of an emotional cost to the customer.

These days, people are time poor, increasingly stressed and less inclined to put up with poor service. Everyone is looking for solution providers who can do things for them.

We see ourselves as problem solvers, the go to people when things get hard and this we feel, is where the true value of our service lies.

### Fast Facts

"The value of household assets is greater than the value of household debt — for every \$1 of debt held by Australian households today, they have almost \$6 of assets." Steven Münchenberg [www.hotspotting.com.au](http://www.hotspotting.com.au) 14/03/2015.

60% of Australians own a pet while 11% of renting pet owners keep their pet a secret from their landlord. ANZ Property Bulletin, Issue 1 2015

### CAN WE HELP YOU?

You know that we are always available to take your call and we would love to hear from you. If you have the time for a chat give us a call and drop in.

The number is 8266 0888

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