

AWARD SUCCESS!

The team recently attended the annual awards held at The Adelaide Oval. A wonderful night overall, with many awards returning with the team back to Alice Springs.

Excellence in Marketing

No. 2 Office - Gross Commission

SA/NT No. 2 Property Management Office - No. of Managements

SA/NT No. 3 Property Management Office - Growth

SA/NT No. 3 Office - Settled Sales - SA/NT

Receptionist of the year - SA/NT Margaritha Manafe

Outstanding New Talent Property Management - Brooke Edmonds

SA/NT ELITE Award Sales Excellence - Lindsay Carey

No. 2 Salesperson - Gross Commission - SA/NT Lindsay Carey

No. 6 Salesperson - Gross Commission - SA/NT Jo-Anne Pulsford

No. 7 Salesperson - Gross Commission - SA/NT Marion Burton



Elders Real Estate Fun Run/Walk

Congratulations to all the participants in the Elders Real

Estate 10km/5km Fun Run! Thank you to Jo-Anne,

Margaritha & Lucy for helping out on the day and also the Alice Springs Running & Walking Club for holding the event!

Would also like to say thanks all of the other volunteers:

Judith & Paul Dixon, Robyn & Don Byrnes, John

Bermingham, Deb Page, Sherrie, Jill Brew and Matt Grant.



First Home Buyers

From the NT Government's Budget paper.

While the REINT has some real concerns over forecast population figures which see us go into negative population growth in 2017/18

with a predicted -0.3% population growth, we were very happy with the retention of the First Home Buyer stamp duty concession and grant, along with additional funding for the Tradie's Scheme and FHB Home Renovation Scheme.

To improve housing affordability the Territory Government introduced a substantial increase in first home buyer tax relief in September 2016, resulting in a maximum stamp duty concession of \$23,928 for established homes valued at \$650,000 or less, through the First Home Owner Discount incentive.

This measure will help stimulate the residential property market and complements the First Home Owner Grant providing \$26,000 to first home buyers, which encourages the construction and purchase of a new home.

In the year to February 2017, the number of first home buyer commitments increased by 13.6 percent to 533, which is likely attributed to the recently introduced Government incentive.

New Team Members

Elders Real Estate are very excited & honoured to welcome two new wonderful ladies to our team! Stacey Slater who has joined our property management team and Elizabeth Whitehead is our new receptionist. They are both very eager to begin their new journey with the Elders Family and we wish them all the best.



Newsletter



Real Estate

AGENCY OF THE YEAR—RATE MY AGENT

Elders Real Estate Alice Springs is proud to showcase their success as the Agency of the Year for the Northern Territory, as well as Agency of the Year Alice Springs.

“The RateMyAgent Agent of the Year Awards are the only awards which use verified customer reviews and feedback, so they’re an honest gauge of the customer service an agent has provided.” We value our clients thoughts & reviews so if you receive an email from us we would love to hear about your experience.



Tatts Finke Desert Race 2017

The 2017 Finke Desert Race is upon us again. Elders Real Estate would like to wish all competitors good luck and a safe journey there & back. To everyone camping along the track this year we wish you a fun and safe weekend!

Our office will be closed Monday 12th June.

We will resume normal business hours on Tuesday 13th June
8:30am-5:00pm.

RESIDENTIAL SALES

RESIDENTIAL HOUSE SALES – MARCH QUARTER 2017

RECORDED SALES				MEDIAN PRICE				SALES RANGE			
Location	No. Sold	% Change	% Change Annual	Total Sales Volume	Median Price	% Change Quarter	% Change Annual	Sales Below \$350,000	Sales \$350,001 To \$450,000	Sales \$450,001 to \$600,000	Sales above \$600,000
Alice Springs	60	-13.0%	42.9%	\$30,325,800	\$487,500	2.6%	1.0%	6	16	28	10

RESIDENTIAL UNIT/TOWNHOUSE SALES – MARCH QUARTER 2017

RECORDED SALES				MEDIAN PRICE				SALES RANGE			
Location	No. Sold	% Change	% Change Annual	Total Sales Volume	Median Price	% Change Quarter	% Change Annual	Sales Below \$350,000	Sales \$350,001 To \$450,000	Sales \$450,001 to \$600,000	Sales above \$600,000
Alice Springs	32	-8.6%	6.7%	\$10,918,450	\$342,500	8.7%	5.4%	18	9	5	0



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SALES REPORT

"We are in to the busy time of year with the Territory and Federal Budgets being brought down. The concessions and grants for home buyers is continuing which is a bonus to many of the buyers that are entering the market. The Alice Springs median house price has edged up to \$487,500 and the unit price to \$342,500. This trend is likely to continue in the short term but without major increases. Interest rates have not increased this year which should be encouragement for those hesitating to borrow for a home or those existing borrowers looking to fix their home loan rates going forward. As always, properties presented well and priced for the market will sell without delay.

Our sales team are ready to supply free appraisals for owners who would like to have a better idea on where their property is placed in the market."

- Jo-Anne Pulsford, Senior Sales Consultant

BUMPY START TO 2017

'After a bump in sales volumes at the end of 2016, the first quarter of this year has seen a slide of thirteen percent in house volumes and 22 percent on unit volumes, which is not a good opening for the year.

The Alice Springs market, after a blistering few months, has quietened off with a 13% fall in volumes, but still recording a healthy 60 sales for the quarter.

The unit market saw large falls in volume across the board. Alice Springs slid this quarter by 8.6% but that is still better than this time last year by 6.7%.

Alice Springs median prices fared well with houses up by 2.6% for the quarter and up 1% annually, and unit median up 8.7% for the quarter and up 5.4% annually.

Alice Springs remained flat on house rentals with a 3 bedroom house remaining unchanged at \$490.00 per week but unit rents rose by 0.7% for a 2 bedroom unit, to \$362.50 per week.

Vacancy rates came down in most areas this quarter, which out of all this worrying news is a good sign. Alice Springs fell to 4.4% which is down 1.1% for the quarter and a sizeable drop of 4.2% from last year.'

Full article is available on the REINT website.

- Quentin Kilian—REINT Chief Executive Officer



PROPERTY MANAGEMENT REPORT

Property Management has had some exciting new changes. Our Senior Property Manager Jacqui Kerin has stepped in to the Team Leaders position to continue on building a strong and reliable Property Management team and encouraging growth and support in the near future. With those changes, our friendly and bubbly receptionist Stacey Slater has accepted a position to join the team as a Property Manager Assistant.

The team overall had quite a busy month in April with a high turnover in the current market. As a combined total, the department listed and leased 27 residential properties, one of our busiest months so far. The team are well prepared for another busy period in June/July.

A residential unit required a few cosmetic changes, the property was in a great area and to help with the re-letting time frame and attract a higher standard tenant the Property Manager and landlord worked together in having maintenance and upgrades completed. The unit has brand new carpets, fresh interior paint, crim safe installed and split systems throughout. By doing these improvements the Property Manager was able to obtain a 24% increase on top of the initial weekly rent. Repairs that have been completed are tax deductible and by looking after their property, their investment property will now look after them. - **Jacqui Kerin, Team Leader**

MEDIAN WEEKLY HOUSE RENTAL – SEPTEMBER QUARTER 2016

Location & Dwelling	Price	% Change per Quarter	% Change per Annum
Alice Springs			
2 Bedroom	\$400.00	0.0%	1.9%
3 Bedroom	\$490.00	0.0%	0.0%
4 Bedroom	\$632.50	5.4%	-1.2%

MEDIAN WEEKLY UNIT/TOWNHOUSE RENTAL – SEPTEMBER QUARTER 2016

Location & Dwelling	Price	% Change per Quarter	% Change per Annum
Alice Springs			
2 Bedroom	\$280.00	-0.9%	0.0%
3 Bedroom	\$362.50	0.7%	0.7%
4 Bedroom	\$460.00	0.0%	0.0%