however when it comes to selling your own property, engaging an experienced agent – who knows and works the local market – and one that doesn't work from a back shed or a garage – will continue to be the most proven strategy to achieve a premium price.

Finally congratulations to the Sunshine Coast Falcons for their stunning season, the local team played some fantastic football this year and to play deep into the finals is a real testament to their hard work. Ray White Kawana were thrilled to be a sponsor of the Falcons this year and we look forward to seeing the club continue their rise up the ladder next year.

Regards

Ben Wilson  |  Principal

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**FROM BEN’S DESK**

**WELCOME TO OUR LATEST COMMUNITY NEWSLETTER WE HOPE YOU ENJOY IT.**

**WELL SPRING IS HERE AND TO MANY OF US IT MEANS A LOT OF DIFFERENT THINGS INCLUDING A CHANGE OF SEASON, SCHOOL HOLIDAYS, FOOTY FINALS, THE START OF CRICKET SEASON AND A SPRING CLEAN IN PREPARATION FOR THE WARMER MONTHS AHEAD. IN PROPERTY CIRCLES, SEPTEMBER IS KNOWN AS THE ‘SELLING SEASON’ WHERE OWNERS LOOK TO SELL THEIR PROPERTY WHILE INVESTORS ARE ON THE MARCH SEEKING A NEW PLACE TO LIVE OR INVEST.**

Our office is geared up to help buyers and sellers achieve their desired results, we have a committed team of experienced staff who are ready to meet your needs.

So what is the market doing at the moment? One thing we do know is that buyers are doing their research – highly credible property information can be sourced from a number of different locations so it’s critical that properties are listed at a price which will meet the market’s expectations. It’s our belief that only by working with an experienced real estate agent – particularly one who has an intimate knowledge of the local area can a vendor achieve their desired results.

Disruption is the big buzz word which is being bandied around business and marketing circles at the moment – and there’s no doubt that new services like Uber and Airbnb are having an impact on traditional industries. To be honest I am a big fan of both (check out our own property here: [https://www.airbnb.com.au/rooms/14794937?siug=51](https://www.airbnb.com.au/rooms/14794937?siug=51))

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**FORMER KAWANA WATERS STATE COLLEGE STUDENT MAKE DEBUT AT RIO PARALYMPICS**

SEVENTEEN YEAR OLD LIAM SCHLUTER HAS JUST RETURNED HOME AFTER COMPETING AT THE 2016 RIO PARALYMPICS.

The former Kawana Waters State College student competed in four swimming events including the 100m backstroke, 200 m freestyle, 100m breaststroke and 200m individual medley where he placed 5th in the 200 metre freestyle final and 7th in the Individual Medley.

Kawana Waters State College currently has 66 students from Prep to year 12 with a verified disability who participate in the school’s ‘Learning Centre’ program.

The Learning Centre is one of the largest on the Coast with up to 22 staff who support students in class as well as tutorials. The centre also liaises with outside specialist such as Occupational Therapists, Physiotherapists, Speech Language Pathologists and AVT’s (advisory visiting teachers).
**IN THIS EDITION OUR BUSINESS DEVELOPMENT MANAGER JAMIE BILLERWELL GIVES THREE QUICK TIPS ON HOW TO MAXIMIZE THE RETURN ON YOUR INVESTMENT PROPERTY.**

1. **Check the interest rate.** Interest rates go up and down and they can also be Principal and Interest or Interest Only. We are fortunate to have Carol King from Loan Market located in our office so the first thing I do is to check to see if my clients are getting the best rate. It may be just a fraction of a percentage difference but a lower interest rate can be very advantageous over the long term.

2. **Depreciation helps the bottom line.** Claiming depreciation is paramount to a good investment and I work closely with firms like BMT Tax. Depreciation to ensure my clients can claim the maximum amount of items for their property.

3. **Undertake a market appraisal.** When a lease is up for renewal I do a thorough market appraisal in order to justify the amount of rent which is paid for the property. If the rent needs to be raised then we have a clear rationale to ask for the increase.

For a free market appraisal or advice on increasing wealth in your investment portfolio, please contact Jamie on 0488 383 001 or email Jamie.billerwell@raywhite.com

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**SUNSHINE COAST UNIVERSITY HOSPITAL GEARS UP FOR APRIL 2017 OPENING**

Health services on the Sunshine Coast are undergoing unprecedented growth and change with the opening of Sunshine Coast University Hospital (SCUH) in April 2017. The new $1.8 billion hospital will ensure the community will have greater access to healthcare locally than ever before.

When SCUH opens, it will use approximately 450 of its built capacity of 738 beds. The hospital is designed to be expanded to 900 beds should future demand require it. The whole approach to the development of SCUH is about meeting the current needs of the community now and well in to the future.

The SCUH’s workforce is also growing to meet the increasing health care needs of the community, and there’s a strong commitment to finding people who will continue to drive a culture of excellence in patient care.

The recruitment of staff for SCUH has been occurring selectively and deliberately over the past year and in some cases the past few years depending of specific specialty details.

The final large scale recruitment campaign is now well underway – these are the roles that will commence just ahead of the hospital’s opening.

More than 90 senior medical officers and over 1000 nursing, allied health, operational services and administrative roles are currently on track to be filled by the time SCUH opens.

To view the current job vacancies at Sunshine Coast Hospital and Health Service visit [www.schealthjobs.com](http://www.schealthjobs.com)

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**NEW COASTAL PATHWAY PROVIDES EASY ACCESS TO BUSHLAND AND BEACH**

The Coastal Pathway continues to extend with the next stages at the Bokarina Beach Courts and South of Wurley Drive (Wurtulla) now open and available for the public to use.

Division Three councillor Peter Cox said it was now possible to walk, run or cycle continuously from Bells Creek at Golden Beach, to the northern end of Oceanic Drive South at Wurtulla.

“Local residents can now enjoy new wide and safe paths. It’s a great opportunity to encourage an active lifestyle where residents and visitors can enjoy the pristine local environment and stunning beaches.

“This time of year, I love going down and trying to spot the whales passing by and while it could be a bit difficult to get around before, now it’s much easier to ride around and keep my eye on things.”

Councillor Cox said the Coastal Pathway is one of the council’s key infrastructure projects.

“The Coastal Pathway is council’s longest shared pathway which stretches over 60km from Pelican Waters (Bell’s Creek) in the south to Coolum in the north. Council’s vision is for this pathway to be a world class scenic route connecting the coast so people can explore the beautiful coastline by walking, jogging or cycling.

“I’m constantly reminded of the importance that the Coastal Pathways plays in the lives of local residents. This new pathway means the Wurtulla Foreshore Bushland Reserve is available for public enjoyment and I’m sure there’ll be plenty of people looking forward to doing some exploring,”” Cox said.

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**How to make the most from your rental property?**

1. **Check the interest rate.**
2. **Depreciation helps the bottom line.**
3. **Undertake a market appraisal.**

For a free market appraisal or advice on increasing wealth in your investment portfolio, please contact Jamie on 0488 383 001 or email Jamie.billerwell@raywhite.com
### MONTHLY SNAPSHOT OF 4575

<table>
<thead>
<tr>
<th>POSTCODE 4575 MAY</th>
<th>BUDDINA 4575 MAY</th>
<th>MINYAMA 4575 MAY</th>
<th>PARREARA 4575 MAY</th>
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<tr>
<td><strong>76</strong></td>
<td><strong>52%</strong></td>
<td><strong>10</strong></td>
<td><strong>100%</strong></td>
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| Monthly sales results are based on the month of settlement. Median Price is based on the last 12 months of sales, 1 Jun 2015 to 30 May 2016. The information recorded in this document is provided on the basis that reader will be responsible for making their own assessment of the information and are advised to verify all relevant representations, statements and information. No liability (in any form) is accepted by the publisher or contributors for any loss, damage incurred as a result of the data being incorrect or incomplete in any way and for any reason.

<table>
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<tr>
<th>Warana 4575 May</th>
<th>Wurtulla 4575 May</th>
<th>Birtinya 4575 May</th>
<th>Bokarina 4575 May</th>
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</thead>
<tbody>
<tr>
<td><strong>12</strong></td>
<td><strong>71%</strong></td>
<td><strong>17</strong></td>
<td><strong>113%</strong></td>
</tr>
</tbody>
</table>

### NEW INFORMATION TO BE SUPPLIED

#### 6 MONTH SNAPSHOT FOR 4575

**LOWEST** $355,000

**HIGHEST** $3,900,000

**LOWEST** $180,000

**HIGHEST** $1,420,000

**LOWEST** $195,000

**HIGHEST** $1,295,000

**LOWEST** $355,000

**AVERAGE** $730,523

**MEDIAN** $599,750

**HIGHEST** $3,900,000

**LOWEST** $160,000

**AVERAGE** $438,472

**MEDIAN** $390,000

**HIGHEST** $1,420,000

**RECORDED HOUSE SALES** (6 MONTHS) 170

**RECORDED UNIT SALES** (6 MONTHS) 125
**RESIDENTIAL SALES RECENTLY LISTED.**

- **Beachside Bokarina, More Affordable Than You Think!**
  - Pristine well established garden, 555m² block
  - Air-conditioning, ceiling fans, partially renovated
  - Alfresco entertaining, SLUG drive-through access
  - Modern kitchen – s/steel appliances, gas cook-top

- **When it’s All About Position and Privacy!**
  - Caloundra West 10 Bimbrrri Court
  - Master with ensuite and walk in robe
  - Ensuite and large robe to master bedroom
  - Spacious open plan fitted living & dining, air-conditioned
  - Private carpeted lounge/media room
  - Function family kitchen, gas cooking with induction/cooktop
  - Entertain or relax on the deck which overlooks parklands
  - Sale $640,000
  - Matt Glynn 0404 315 066
  - matts@raywhite.com
  - raywhitekawana.com.au/1491727

- **Former Display Home... Never Been Lived In!**
  - Forest Glen 18 Spoonbill Drive
  - Brand new, never been lived in
  - First Home Buyers Grant Applicable
  - FIRB buyers can buy
  - Former Hallmark display home
  - First Home Buyers Grant Applicable
  - Never Been Lived In!
  - Sale $685,000
  - Gary Hoffmann 0452 737 532
  - gary.hoffmann@raywhite.com
  - raywhitekawana.com.au/1476818

- **Private Rooftop Views To The Ocean**
  - Birtinya Unit 30, 11 Innovation Parkway
  - This top floor penthouse apartment simply oozes quality from the moment you step through the door onto exquisite white marble tiles, which extend right through the spacious living area and dream kitchen. Entertaining guests will be a breeze on the large balcony, or upstairs from your private, covered rooftop, with its ocean vista.
  - Modern kitchen, ducted air-conditioning
  - Floor to ceiling marble bathroom and ensuite
  - Resort style lap pool with spa and bbq area
  - Sale Contact Agent
  - Jay Ellison 0434 644 799
  - jay.ellison@raywhite.com
  - raywhitekawana.com.au/1494549

**RESIDENTIAL SALES RECENTLY SOLD.**

- **Beachside Bokarina, More Affordable Than You Think!**
  - 26 Helm Crescent
  - SOLD $505,000

- **WURTULLA**
  - 4 Feathertop Circuit
  - SOLD $445,000

- **MERIDAN PLAINS**
  - 11 Cottonwood Street
  - SOLD $535,000

- **BUDELM**
  - 12 Finch Street
  - SOLD $580,000

- **WEST WOOMBYE**
  - 453 Blackall Range Road
  - SOLD $830,000

**PROPERTY MANAGEMENT LEASED.**

- **WURTULLA**
  - Nicklin Way
  - Leased $390 pw

- **WARANA**
  - Coorabin Street
  - Leased $440 pw

- **MERIDAN PLAINS**
  - Cottonwood Street
  - Leased $550 pw

- **BUDELM**
  - Undara Street
  - Leased $540 pw

- **PELICAN WATERS**
  - Tripcony Court
  - Leased $675 pw

**NEW INFORMATION TO BE SUPPLIED**

**MEET THE TEAM**

- **Ray White Kawana**
  - Unit 4, 9 Capital Place
  - Birtinya, QLD
  - 07 5439 3444
  - kawana.reception@raywhite.com
  - www.raywhitekawana.com