

CALIBRE & COMMUNITY

JULY 2021



calibre REAL ESTATE

SALES | PROPERTY MANAGEMENT

[CALIBREREALESTATE.COM.AU](https://calibrerealestate.com.au)







At Calibre Real Estate we don't just focus on property – we focus on people. After all, it's the people who make a house a home. I believe that real estate is about more than simply buying and selling properties. Alice and I see our role as vital contributors to the building of neighbourhoods and suburbs, and bringing people and communities together.

We nurture community growth and development by 'giving back' to the communities in which we do business.

Justin Hagen is known for his honesty and integrity. Ask anyone who has bought or sold property with Justin and they will tell you that he's a straight talker. He is someone who doesn't build false expectations and is always true to his word.

Justin and his team have seen exceptional results over the last 6 months, with the market continuing to grow. Calibre continues to expand its unique sales marketing strategies to ensure our clients receive the best possible outcome.



JUSTIN HAGEN
LICENSED REAL ESTATE AGENT
0439 672 163
calibrerealestate.com.au

KNOWLEDGE | COMMUNICATION | RESULTS

Calibre Real Estate

Your Local Agents

PROPERTY MANAGEMENT BRISBANE

At Calibre Real Estate, we are confident in assuring our clients that we provide the highest level of service for property management in Brisbane. Our Calibre Real Estate Red Hill office is a REIQ Accredited Agency and also Platinum Members of Real Estate Excellence, keeping us always on top of legislative updates and changes. Along with our modern and innovative concepts, we keep our property owners' best interests in mind. We are confident that we will exceed your expectations of service to you as the property owner.

SELLING WITH CALIBRE REAL ESTATE BRISBANE

At Calibre Real Estate we don't just focus on property – we focus on people. After all, it's the people who make a house a home. The decision to sell your home can be challenging. Our aim is to minimise the stress involved in selling your home by delivering a level of service unmatched in the industry. First, you talk; we listen. How else will we understand your wants and needs? We then customise our selling style to match your personal requirements, at Calibre there is no 'one size fits all' approach.



Scan the QR code to visit our website





CALIBRE REAL ESTATE
MEET THE TEAM

Sales



JUSTIN HAGEN
LICENSED REAL ESTATE AGENT



ALICE HAGEN
PRINCIPAL



ADRIAN THOMPSON
LICENSED REAL ESTATE AGENT



ANDREW KEOGH
LICENSED REAL ESTATE AGENT



MARLENE BAKER
LICENSED REAL ESTATE AGENT



PETER ELLISON
LICENSED REAL ESTATE AGENT



JOSH PEAKE
PROPERTY CONSULTANT



KELLY HARDIE
PROPERTY CONSULTANT



GARUN SNOW
PROPERTY CONSULTANT



LUCY JONES
PROPERTY CONSULTANT



PAUL CONDON
PROPERTY CONSULTANT



SIMON HUGHES
PROPERTY CONSULTANT



KEATON LUCK
SALES ASSOCIATE

Property Management



ALEX ADAM
SENIOR PROPERTY MANAGER



JOSH FREW
PROPERTY MANAGER



LORRAE AITKEN
SENIOR PROPERTY MANAGER



EMILY CLAPTON
BUSINESS DEVELOPMENT MANAGER



DIANA LIN
LEASING MANAGER

ADMINISTRATION



ALEESHA PANTLIN
OFFICE MANAGER



GRACE HOLGATE
MARKETING COORDINATOR



JESSICA WEAVING
PA TO JUSTIN



GORDON ZHANG
EVERTON PARK MANAGER



168A ARTHUR TERRACE, RED HILL
LAND

NUMBER OF ENQUIRIES: 71

SOLD AT AUCTION: \$810,000

AGENT: JUSTIN HAGEN

*Average at time of selling



9 VISTA STREET, BARDON

4 BED | 3 BATH | 3 CAR

DAYS ON MARKET: 15

SUBURB AVERAGE DAYS ON MARKET: 84

AGENT: ANDREW KEOGH

*Average at time of selling



88 PINE RIVER DRIVE, MURRUMBA DOWNS

3 BED | 2 BATH | 2 CAR

DAYS ON MARKET: 8

SUBURB AVERAGE DAYS ON MARKET: 25

SOLD FOR: \$597,500

AGENT: KELLY HARDIE

*Average at time of selling



6/15 CECIL STREET, INDOOROOPIILLY

2 BED | 1 BATH | 1 CAR

DAYS ON MARKET: 30

SUBURB AVERAGE DAYS ON MARKET: 106

SOLD FOR: \$410,000

AGENT: LUCY JONES

*Average at time of selling

HOW TO BUY IN A RED-HOT MARKET

Buying a property in a red-hot market can be quite daunting and intense for buyers. You may find that the deposit you have saved no longer has the buying power it had a few months ago. After crunching the numbers, you are left scratching your head wondering how you are going to make regular mortgage payments that you would have previously considered a stretch.

Hope is not gone! Opportunities in the property market will always be there. We just have to be more tactical with our approach and get our research done.

Where former times having a mortgage pre-approval would win the day, you will now have to be more strategic with your decision making and take more time to find exactly what you want and can afford.

1. Work with local Real Estate agents

Working with local Real Estate agents, rather than waiting for internet listings to pop up, can pay off. As Real Estate agents, our job is to find you that perfect home. If you are a serious buyer, get in touch with us and let us know the type of property you are looking for. If you express interest in our properties, we will send you new listings as soon as they come to market and before they are more broadly advertised. And who knows, you might even be able to secure a property before it even goes on the market.





2. Arrange your finances

If you have not already, it is non-negotiable that you have your finances arranged. During a hot market, property waits for no buyer. Ensure you have stamp duty discounts and any grants you are eligible for arranged. These are a blessing and a curse. They boost your capacity to buy, but also contribute to the strength of the market.

3. Negotiation strategy

Have a negotiating strategy in mind. When the opportunity arises for the right property, you are prepared. Price discounts are almost non-existent right now, averaging just 2.7% across all capital cities. A low-ball bid will take you off the board – avoid that.

Many buyers will win a property by offering a shortened or extended exchange period to suit the seller. So, try to be flexible and creative in your approach.

4. Research

It's also really important to properly understand the actual state of the market, you can't always trust what you see on TV or online, don't get sent into a panic based on one headline. Do your own research. Real estate isn't one market, but thousands of micro-markets. Rather than making assumptions, get in contact with us to chat about your local suburb trends and prices. Our door is always open.

Finally, don't be put off by the strength of the market. There is a lot of academic research about the folly of trying to time market slumps and recoveries. If the time is right for you to buy a home, take your time, be diligent and you'll find your dream home.

UNDERSTAND YOUR PROPERTY VALUE IN THREE WAYS

There are three key elements to focus on when trying to estimate the value of your property. Understanding these elements makes it easier to add value to your investment in the future.

Those three elements are Land, Dwelling and Extras.

Land

There's not much you can do about the land. Your location, size, and scope of your land are not in your control but it pays to be mindful of them when you buy.

Consider how you can use the land to its best advantage. Can you improve access to the property, or enhance its privacy, or how it can be used with landscaping? Is there additional room for expansion in the future? Such approach can offer a valuable payback.



Dwelling

The value of your dwelling is determined by its age, materials, and state of repair. While there's not much you can do about the age of your property, you can freshen up the exterior, especially the frontage. In all probability, a fresh coat of paint and new gutters will significantly improve the appearance and increase your property value.

As for the interiors, look for properties that have great potential. Today's buyers embrace open-plan living and love kitchens that flow into the living room and ideally out into the garden. The number of bedrooms is always critical, so if you have one doubling up as an office or handicraft room, return it to its original purpose prior to placing your property on the market.

Kitchen and bathroom upgrades can add value to the property. However, try not to go overboard. As we mentioned in our previous blog, try and aim your renovations towards the mid-market. Feel free to visit our website for more information.

Extras

Having a 'wow' factor will improve the value of the property. It can either be inside or outside of the home.

A great entertaining area is a winner with buyers at the moment. Other factors such as swimming pools and spas can be a little tricky as those go down well with young families, while others see them as a maintenance burden. So, before investing in the 'wows', be sure to do thorough research on your potential market or feel free to speak with one of our agents.

Simple things like new appliances can also impress. Make sure they're all the same brand and in the same style. Stainless steel is the classic.

If you can obtain planning permission for an additional storey or an extension, then you should consider if buyers will reward you for the additional cost and work. When considering changes like this, it is better to talk to your local real estate agent as we can advise you on the latest buyer trends.



Lucy Jones

Lucy is a Property Consultant with more than four years of experience in the residential property market. Lucy started in administration with Calibre, then moved to a leasing agent exceeding her KPI's she was then promoted to Business Development Manager and now works in the sales team. She works closely alongside Justin Hagen selling Brisbane's finest luxury homes.

A born communicator with unmatched enthusiasm coupled with an ability to bring down barriers and find solutions, it is easy to see why people are drawn to her for honest advice and a friendly chat. Lucy specialises in innovative and strategic marketing campaigns with a focus on negotiating the best possible outcomes for her valued clients.

Her Town Planning expertise with an honours degree from the Queensland University of Technology has taught her the importance of attention to detail and clear communication, sharing valuable insights to her clients and helping them realise the full value in their homes.

Get to know Lucy

Q: Where did you grow up?

A: Ashgrove!

Q: What is something that most people do not know about you?

A: I have a twin sister!

Q: What is one thing that can instantly make you feel better?

A: Perspective

Q: What was your first job?

A: My first paid job was babysitting for families around Ashgrove.

Q: What is your favourite thing about your career?

A: Meeting people and learning new things about property everyday.

Q: What advice would you give to your high-school self?

A: Remain open-minded, learn everyday and don't take life too seriously!



THE BLACK LAB

COFFEE CO.



THE BLACK LAB COFFEE CO.

What started between two crazy coffee aficionados as a small roaster and café; has expanded. With founders Eli and Sam, now often seen driving the Brisbane streets, delivering their caffeinated goods as well as grinding them. Their team at Blackout Paddington, continue to offer Black Lab's tasty brews and a range of specialty coffee blends and singles for everyone and their dogs.



"We have a saying here - we serve people, coffee, not coffee to people. For us, we felt that the craftsmanship of brewing coffee and the time & patience it takes to fully uncover the hidden uniqueness in each bean, was lost in today's culture of fast in-and-out cafes. We wanted to bring back the theatre of brewing techniques and share with people our passion for telling stories through coffee."



For all the coffee enthusiasts; whether it be for work or home; the Black Lab Coffee co. also offers barista courses with Sam. Bookings are available online.

Instagram: [@theblacklabcoffee](#)

Facebook: [@theblacklabcoffee.co](#)

Website: [theblacklabcoffee.co](#)

Email: hello@theblacklabcoffee.co





Come in store!

Cakes by JudyC is here to fill all your pastry and sweet - tooth needs. Come in store daily to get freshly baked cupcakes with delicious, soft centres, fresh scones with jam & cream, brownies, gluten free treats and vegan treats plus many, many more treats - or grab some mini sausage rolls, cheese tarts and quiche for a quick bite.

We also offer a range of rotating treats which are made in limited batches until sold out. Handmade apple pies, cherry pies, neenish tarts, cinnamon tea cakes and a selection of larger cakes sold by the slice, or pick up some small cakes to serve 4-6 for the office or dessert!

Celebrations!

We are here to help with all occasions. Birthdays cakes, cupcakes, engagements, corporate events and more. Jump online or give us a call to book your special occasion in! When it comes to custom cakes, we do need some notice to book you in. Otherwise, we also have some small cakes in store to be purchased over the counter for those last minute celebrations!

Instagram: @cakesbyjudyc

Facebook: @CakesByJudyC

Website: cakesbyjudyc.com.au

Email: judyc@cakesbyjudyc.com.au



Hi! We're Brooklyn Depot, the home of Hamilton's best burgers and the newest coffee & breakfast joint here on Racecourse Road!

We've just started opening up for coffee & light breakfast Tuesday-Sunday at 6:30am, with our famous lunch and dinner menu taking over from 11am till late.

We're open early doors for delicious coffee, our beans are sourced locally from Wolff Coffee Roasters down the road in Hendra. To go with your early morning cappuccino or flat white, we have fresh butter croissants and almond croissants, as well as a full range of freshly baked pies and gourmet sausage rolls. Ham & cheese croissants and ham, cheese & tomato paninis complete our solid breakfast line-up.



Come and visit us one morning, mention you saw us in Calibre & Community, and we'll sort you out with a 15% discount on your breakfast!



Moving on to lunch and dinner, we have a full range of mouth-watering burgers to get your hands on. All of our beef burgers are made with perfectly seasoned 100% grass-fed angus patties, so you can be confident that you're getting the best of the best. Crispy chicken burgers and vegetarian/vegan burgers complete our line-up of handcrafted burgers. Fully loaded hot dogs, classic sandwiches and a range of awesome sharing starters are just a few of the other things you can expect to see when you dine in with us.

We're open Tuesday-Sunday 6:30am-late, with a few offers currently available for our loyal local customers:

- All day, every day, our house beer is sitting at \$5 a schooner!
- Tuesday is home to our awesome 241 Tuesday deal; buy any burger on the menu and get another one for free!
- 9am-10am every day is our coffee happy hour. Grab a coffee, any shape, any size, for just \$3!

We're also on all your local delivery platforms if you don't fancy venturing out in the chilly Queensland Winter.

Stay safe, look after each other, and we'll see you soon for a coffee!

Laurson & The Team @ Brooklyn Depot Express, Hamilton

Instagram: @brooklyndepotg

Facebook: @brooklyndepotsouthbank

Website: www.brooklyndepotog.com.au

Email: laurson@brooklyndepotog.com.au

Address: Shop 6/33 Racecourse Road, Hamilton QLD 4007

Instant Pot Osso Buco

INGREDIENTS

- 1/4 medium onion chopped
- 1 small carrot chopped
- 2 cloves garlic sliced
- 1 slice veal or beef shank about 1 pound
- 1 cup white wine Pinot grigio/Italian white preferred
- 1/2 cup passata or crushed tomatoes
- 1-2 sprigs fresh herbs I just used 1 sprig of oregano

STEPS:

1. Roughly chop your onion, carrots, and garlic.
2. Preheat your instant pot to saute high and add 1-2 tablespoons oil. Pat dry your shanks and season generously on both sides with salt and pepper.
3. Once your instant pot is hot enough, brown your shanks 1-2 minutes per side.
4. Remove the shank and add your onion, carrots, and garlic. Cook until soft – 2-4 minutes.
5. Add the wine and deglaze, scraping the brown bits with a wooden spoon. Reduce until about half the wine is left – 2-3 minutes.
6. Add passata, herbs if using, and the shanks to the pot. Set pressure to high and braise for 1 hour. Quick release when done and serve, garnish with grated Grana Padano or Parmigiano Reggiano cheese, red pepper flakes, and flat leaf parsley as desired.



Roasted Cauliflower Hummus

INGREDIENTS

Roasted Cauliflower:

- 1 head cauliflower, cut into florets
- 1 tablespoon olive oil
- 1/2 teaspoon kosher salt
- 1 teaspoon each paprika, cumin, and oregano
- a pinch of black pepper

Hummus

- 2 cans of chickpeas, rinsed and drained
- 1/4 cup olive oil
- 1/4 cup water
- 2 cloves garlic
- 1 1/2 teaspoons kosher salt
- juice of two lemons (more or less to taste)

STEPS:

1. Cauliflower: Preheat the oven to 220 °C. Place the cauliflower on a baking sheet with parchment paper. Drizzle with oil, and toss with the spices. Roast for 25-30 minutes.
2. Hummus: Optional: Peel the skin off all your chickpeas. This takes a while (about 20 minutes) but results in THE SMOOTHEST HUMMUS of your life. After the optional peeling, place chickpeas in blender or food processor with the olive oil, garlic, salt, and lemon juice. Blend until very, very smooth.
3. Optional: Arrange a thick swoop of hummus on a plate. Top with cauliflower. Add chopped tomatoes, fresh parsley, harissa, a soft boiled egg, whatever suits your fancy. Finish with olive oil, salt, and pepper. YUM. Happy days.



Oreo Sushi

INGREDIENTS

- 24 oreos separated (one package)
- 1/4 cup milk

STEPS:

1. In a food processor, blitz the oreos until they become fine crumbs. Add 3 tablespoons milk to the food processor and blitz until the cookies combine with the milk to become a ball of dough.
2. Take the ball of oreos and gather it together on a sheet of plastic wrap. Press the dough down into a rough square shape. Use a rolling pin to roll everything into an even layer, about 1/4 inch thick. Trim off the sides so it's a perfect square.
3. Take the oreo cream and mix it together in a bowl with 2 teaspoons of milk until it is smooth and creamy.
4. Evenly spread the oreo cream onto the oreo square.
5. Roll up the oreo dough, using the plastic wrap to help you. You can wrap up the roll in plastic wrap and pop it in the fridge to firm it up a bit, if desired.
6. Unwrap the roll, slice, and enjoy!



Raw Vegan Carrot Cake Bites

INGREDIENTS

- 1 medium carrot, peeled and chopped
- 1/2 cup almond butter
- 1/2 cup pure maple syrup
- 2 cups flaked unsweetened coconut
- 2 cups old fashioned oats
- 1/2 teaspoon salt
- 1/2 teaspoon vanilla
- 1 teaspoon cinnamon (more or less to taste)
- white chocolate chips (optional)

STEPS:

1. Add carrot chunks to the bowl of a food processor and pulse until finely chopped. (You should have a generous 1/2 cup.)
2. Remove carrots and set aside. Add oats and coconut. Pulse until coarsely ground.
3. Add all other ingredients, including the chopped carrots. Pulse until a smooth-ish, sticky "dough" forms. (You might have to push it down with a spatula a few times to help it along.)
4. Add white chocolate chips and pulse until chopped.
5. Roll into balls. Store in the fridge or freezer. Mwah! This week is looking good.



Ask Calibre

Q: Can I claim tax on my property?

A: If you are a property investor, it is advisable that you speak to your accountant about maximising your tax deductions for your property. The top five tax deductions for property investors in Australia are:

- Interest Repayments
- Property Depreciation
- Body Corporate Fees
- Land Tax
- Property Management Fees

Q: What research should I do before buying a home?

A: Working out your affordability is the first step. Contact a mortgage advisor to see how much you can borrow and then start to research the types of properties and suburbs within your budget. Carrying out due diligence on the property market will provide you with an important understanding of where and what you can buy and how much it will cost.

Q: How do I switch from my current Property Manager?

A: The process to change Property Managers is quite simple. Speak to a number of agents to compare service offerings and discuss with them specifically areas of your current agents service that is lacking. Once a decision is made, you must notify your current agent and depending on your agreement with them, you may need to put the notice in writing. If you switch to Calibre Real Estate, we will arrange all necessary documentation so that the process is hassle free for you.

Q: Do I need to get a Landlord Insurance?

A: Landlord insurance can cover you against unforeseen repair bills, possible loss of rent and even the cost of rebuilding the property if it's damaged in a natural disaster. Although Landlord Insurance isn't a legal requirement, it can provide coverage for theft by tenants, accidental glass breakage, water damage, fire or explosion and damage from a power surge. Like all important decisions, make sure you research the options and speak to a professional for further advice.

Q: I am looking to renovate my property prior to placing it on the market but I'm not sure where to begin.

A: Firstly, decide on what your budget will allow. Try to keep it simple and do not go overboard. Seek advice from property professionals who know what the market looks for in a property. We have more information on how you can renovate your property and maximise your profit on our website. Be sure to check it out before starting your renovation.

Submit your questions here



The Styled House

HOW TO STYLE A LOUNGE ROOM

The lounge room is one of the most used rooms in a home. This space needs to be styled so that prospective buyers feel at home. They must feel like it is a place they can sit down and relax with their family whether that is to watch a movie, play a game, read books, or just a place to sit and chat.

The key to a perfect lounge room style is not to clutter with too much or incorrectly sized furniture.



Lounge room furniture needs to fit the space so selecting the correct lounge or lounge plus armchairs is the first decision. Before we begin styling, we would first measure the space to ensure that we use the perfect size furniture for the area.

Do not forget a side table but only if there is space. Remember you do not want to overcrowd the room.



Next up is to choose a rug perfect for the space, the correct size and colour to compliment and not overpower the room. No matter what the flooring – carpet, cork, floorboards etc, a rug provides a layer of comfort to any space. The Styled House also sells the entire range of Bayliss and Rug Culture rugs brand new with complimentary delivery! Mention this blog to receive 15% off RRP.

To complete the perfect lounge room, it needs to be styled with accessories. This could include your favourite coffee table book; it is sure to inspire new conversations. Our favourite coffee book is currently the Tom Ford book for its boldness and monochromatic statement. Plants are also a staple in styling a lounge room as they complement any room! They are known to boost mood, productivity, and creativity. They will leave the prospective buyer with a positive vibe.

THE STYLED HOUSE GALLERY





