

# NEWS FROM RICHARD BAILEY

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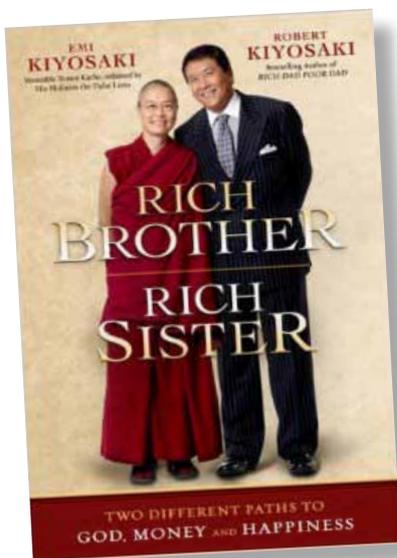
## Launceston Market Wrap

The Launceston Real Estate market has continued in a similar pattern to the previous 3 months with high volumes but little if any movement upwards in price. There are more signs that interstate investors are looking to Launceston as another safe haven for their money. Although there haven't been a lot of sales to these investors, we are finding that the enquiries (by phone or email) increased significantly.

Sales volumes have been very good for much of 2014 with a lot of action in the \$180,000 to \$350,000 range, but also we have seen some good sales in the higher price ranges.

Going to market at the right price is still imperative. The best house in the street will remain unsold if not priced correctly!

## Book of the Month



### Rich Brother - Rich Sister

Emi & Robert Kiyosaki

Together, then apart, then together again, as a brother and a sister discover the riches of life. Rich Brother Rich Sister combines the inspirational, true life stories of Robert Kiyosaki and his sister Emi Kiyosaki (Venerable Tenzin Kacho) into a book that will reaffirm your belief in the power of purpose, the importance of action, and the ability to overcome obstacles in a quest for a rich financial and spiritual life.

## A Favourite Recipe



### Korean BBQ Lamb T-bones

Serves 4

#### INGREDIENTS

- 3 pounds Australian lamb T-bone chops
- 1 cup soy sauce
- 1 cup gochujang (Korean hot pepper paste)
- ½ tablespoon sesame oil
- ½ tablespoon toasted sesame seeds, plus extra for garnish
- ½ cup packed brown sugar
- ½ cup white sugar
- ½ tablespoon minced peeled ginger
- ½ tablespoon minced garlic
- 1 ½ tablespoons finely sliced scallion, plus extra for garnish
- ½ jalapeno, cut in half, thinly sliced

#### METHOD

1. Whisk together everything but the lamb in a bowl.
2. Pour the marinade over the lamb and let sauce sit for at least 12 hours, refrigerated.
3. Grill the lamb over moderate heat until cooked to the desired temperature.
4. Top with more toasted sesame and scallions.
5. Lamb tenderloin or frenched rack can be used instead of T-bones.
6. Gochujang is available in Asian markets. Substitute another red pepper paste if necessary.

### INDICATIVE HOME LOAN REPAYMENTS

Repayments based on 30 year loan with interest and repayments at 5.28% for loans less than \$250,000 and 5.18% for loans over \$250,000

AMOUNT	WEEKLY REPAYMENTS
\$150,000	\$191
\$200,000	\$255
\$250,000	\$315
\$300,000	\$378
\$350,000	\$441
\$400,000	\$504

NOTE: The above repayments are an indication only and are subject to lenders acceptance and conditions.

“ The smallest of actions is always better than the noblest of intentions. ”  
Robin S. Sharma

# Tips for First Home Buyers

## Deposit.

Lenders want to see you have at least 5% of the purchase price as genuine savings (generally you may need 10% overall). You can top up with money from your parents or grandparents, but you have to show at least six months of your own savings. Start saving now.....

## Savings.

Set a goal for your deposit amount and save in a high interest savings account that is separated from household expenses. Set a weekly deposit goal, use direct crediting and if you are a couple, have one person's income going directly into savings.

## Reduce Debt.

Eliminate or reduce the limits on your credit cards and store cards. Lenders look at the limit on your cards, not your balance.

## Income.

Lenders like to see stability and want to see evidence that you will repay the mortgage. So you should demonstrate at least six months (but preferably one

year) of PAYG employment, or two years of financials and tax returns if you are self-employed.

## Shop Around.

You can find variable rate mortgages in the range of 4.6% to 6%. The 4.4% difference, on a \$350,000 loan over 30 years, is worth more than \$300/month.

## Marketing.

Watch out for "discount" mortgages and special low offers. The low rates last for a year or two and then revert to a much higher rate. Always look at the "comparison rate".

## Price.

Don't be disheartened if you can't buy what you want, buy the next best and build a strategy for your next property.

I reckon talking to a broker is a good start and I can give you the names of a couple of good ones.

Give me a call.

## Invermay Real Estate is now on FACEBOOK!!!



I'M AVAILABLE NOW IF YOU ARE KEEN TO CHAT...

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**Invermay Real Estate**  
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If you would like to know more about what's going on in Invermay, then join us at our Invermay Real Estate page on Facebook. It is updated weekly with point of interest videos, as well as discussions with some of Invermay's thriving local businesses.

Simply search for Invermay Real Estate on Facebook, and engage with us as we aim to develop an online hub that serves this great local community.

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