

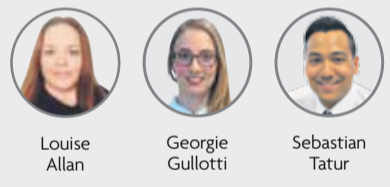


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West Hamptons sophistication

The stylish West Hamptons Apartments development within Peet Limited's popular Shorehaven at Alkimos estate is sparking a surge in buyer interest.

Registrations of interest for the development have almost quadrupled in recent weeks as buyers are drawn to the attractions of Perth's northern coastal suburbs.

Located just 150m from the stunning 1.7km beachfront and Shorehaven's landscaped four-hectare Waterfront Park, West Hamptons Apartments offers a rare, sophisticated lifestyle opportunity.

Inspired by America's New England coastal getaway style, the soft interior colours and comfortable furnishings are an increasingly popular choice, and new buyers at West Hamptons Apartments will be able to add their own Hamptons-inspired interior style with up to \$3000 (conditions apply) to spend at Pottery Barn as an added gift with their apartment purchase.

John and Rosemary (Rowie) Mai were ahead of the game when they recognised the West Hamptons' potential earlier this year, snapping up one of the stunning three-bedroom apartments.

Mr Mai has worked in construction for 30 years, and has a passion for property investment and development.

The couple was looking for a property to add to their superannuation investment portfolio.

"There are thousands and thousands of apartments around Perth," Mr Mai said.

"If you're looking to buy one, you have to look for a point of difference. This was the pick of the development as far as we were concerned.

"We have studied apartments and we knew this is what we wanted. It offers a lifestyle you won't find in a city apartment; that's exactly why we bought it."

Mr Mai said he was confident the northern corridor was a sound investment.

"I think there will be a lot of owner-occupiers at West Hamptons," he said. "It's a good development, and offers us real flexibility as a long-term investment."

West Hamptons Apartments start from \$311,000 and will be just a short stroll to Shore Cafe and the future Coastal Village Centre.

Hillam Architects, which has created some of Perth's most stunning new landmark buildings in recent years, was engaged by Peet to create West Hamptons Apartments, offering a sophisticated, urban lifestyle in a relaxed beachside setting.

The architect's masterplan allows for 68 apartments with a variety of options offered in one, two and three-bedroom configurations, ranging in size from 60sqm to 185sqm, all with quality fit-out and a choice of three stunning interior design schemes.

While the Hamptons-style of architecture and interior design – with its gabled rooflines, painted timber panelling in whites and neutrals and feature subway tiling – is an emerging trend in some of Perth's latest premium housing, West Hamptons Apartments will be the only Hamptons-style development in Perth's northern coastal corridor.

West Hamptons Apartments will also have a private central landscaped courtyard with features including outdoor showers, bicycle racks and seating perfect for entertaining.

All apartments feature balconies or terraces, many with expansive views of the Alkimos coastline.

The development is located within the established coastal community of Shorehaven and with over 900 dwellings completed or under construction, the estate offers residents landscaped parks and play equipment, a sporting ground, the popular beachside Shore Cafe, child care and medical services including a pharmacy, and a service station in addition to the stunning natural beach.

For more information on West Hamptons Apartments, visit the Sales and Information Centre at the corner of Shorehaven Boulevard and Portside Promenade, Alkimos, which is open from 10am-12pm Saturdays and Sundays.

Contact Ashlee Arnott | 0478 876 847
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www.westhamptonsapartments.com.au

Buying in competition

REIWA President
Hayden Groves



Buyers will often find themselves making an offer to purchase in competition with others.

Agents have differing approaches as to how to deal with multiple offers but normally will inform buyers that their offer is one of many.

Details of competing buyers' offers are not normally revealed (unless, of course, you're bidding at an auction) so as a buyer offering in competition with others, it is difficult to know what price and conditions will ensure purchasing success without paying significantly more than the next highest offer.

Buyers should remember that agents have a legal responsibility to act in the best interests of their Principal (usually the seller) unless it is unlawful or unethical to do so. They are paid to ensure the buyer pays the highest possible price on the best possible terms.

One of the most effective ways to achieve this and discharge their fiduciary responsibility is to have multiple purchasers competing to buy. Naturally, buyers don't like having to compete as it is almost impossible to gain a negotiable advantage in such circumstances.

When faced with buying in competition my advice to buyers is this:

- Ask the agent if there are any other offers on the property before submitting your own offer. This knowledge might influence your initial offer.
- Consider removing some of the conditions of your offer such as a Building Inspection Report clause, especially for more modern homes.
- Ask the agent about the seller's preferred settlement period and try to make your offer fit in with their needs.
- The notion that agents should assume the buyer's first offer is not their "best offer" is nonsense. A buyer who tells the agent that this is their best offer should not assume the agent thinks it is a lie.
- Know that you may only get one chance at buying the property; the seller is under no obligation to provide you an opportunity to negotiate further.
- Believe the agent when they tell you there are other offers in play. Buyers are prone to thinking the agent is telling fibs; it is rare nowadays that they are.
- Ask yourself if your best offer is really at your limit.

Please don't shoot the messenger if you miss out. Being told your offer was one of many, choosing not to submit your best offer and missing out ought not to give rise to admonishing the agent.

MORTGAGE WATCH

INSTITUTION	BASIC RATE	INTRO RATE	INTRO MONTHS	VARIABLE RATE	1YR FIXED	3YR FIXED	5YR FIXED	TOTAL FEES
Adelaide Bank	3.94	-	-	3.99	3.99	3.99	4.49	\$495
AMP	3.98	-	-	5.43	4.35	4.28	4.59	\$295-895
ANZ	4.55	-	-	5.25	4.54	4	4.74	\$600
Aussie	-	-	-	4.19	3.99	3.99	3.99	\$363
Bank of Queensland	3.89	4.46v	12	4.32	4.39	4.29	4.29	\$150-645
Bankwest	-	-	-	5.35	-	-	-	-
Bendigo Bank	-	-	-	5.38	-	-	-	\$779
Citi	4.37	-	-	5.58	4.19	4.19	4.39	\$250-649
Commonwealth Bank	4.89	4.04v	36	5.35	4.54	4.44	4.74	\$600
CUA	4.68	-	-	4.69	3.84	3.89	4.28	\$795
Goldfields Money	3.89	-	-	-	3.99	3.99	4.49	-
Homeloans Ltd	-	-	-	-	3.99	3.79	4.69	\$455
HSBC	-	-	-	5.23	3.85	3.79	4.59	\$853
ING DIRECT	4.55	-	-	4.65	3.99	3.69	3.94	\$299
Liberty Financial	4.04	-	-	4.04	4.24	4.24	-	-
LJ Hooker Home Loans	-	-	-	5.3	-	-	-	\$00-150
NAB	4.1	-	-	5.25	4.09	3.99	4.69	-
Nationwide Mortgage	-	-	-	4.57	-	-	-	\$245
P&N Bank	-	-	-	5.14	-	4.09	4.59	-
RAMS	4.3	-	-	5.2	4.39	3.99	4.19	\$880
Resi Home Loans	-	-	-	4.38	4.16	4.06	4.74	\$00-979
St.George	4.72	-	-	5.3	-	-	-	\$600-700
Suncorp Bank	-	-	-	5.4	4.54	3.99	4.84	\$600-990
Westpac	4.64	-	-	5.29	4.59	4.05	4.05	\$600

Rates current as of November 21, 2016
 For more information, visit infochoice.com.au

Introductory rate: f=fixed, c=capped, v=variable
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PERTH MARKET REAL FACTS



Property sales for Perth#

Last week	659
Four weeks ago*	559
Same week last year	606

Properties listed for sale*

Houses	15,572
Units	9720
Land	3244
	2608

Average selling days

Three months to October 2016

Private Treaty	72
Auctions	28

Properties listed for rent*

Four weeks ago	10,667
Twelve months ago	10,747
	9279

Three months to October 2016

Median rent	\$365
Vacancy rate	6.9%

Week ending November 22, 2016 #Contract sales reported by REIWA members #May have changed due to sales falling through
 *Listed on reiwa.com and other sources.



Top-selling suburbs

NORTH OF RIVER	SOUTH OF RIVER
Doubleview 10	Baldivis 10
Duncraig 9	Canning Vale 8
Ellenbrook 9	Como 8
Dianella 8	Safety Bay 7
Scarborough 8	St James 7