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Welcome to the Christmas & New Year edition of my newsletter



### **First Home Owner Scheme (Deposit Gap) officially legislated**

“The First Home Loan Deposit Scheme, scheduled **to commence in January 2020**, addresses one of the greatest hurdles facing those enthusiastically saving to purchase their first home and adds to the time they need to spend saving to meet the lenders deposit requirements, or purchase expensive mortgage insurance,”

- Recently the *National Housing Finance and Investment Corporation Act 2018* was passed through both the upper and lower houses which will establish the First Home Loan Deposit Scheme.
- This will enable the National Housing Finance and Investment Corporation (NHFIC) to give **approximately 10,000 first home buyers** per year, on low and middle incomes, the ability to purchase a home with a minimum deposit of **five per cent only** instead of the current **20 per cent** of the property’s value.
- While the bank will still require **the 20 per cent deposit**, the government will provide a loan guarantee for the **15 per cent** of the property’s value. **The scheme will also remove the need for lender’s mortgage insurance**, which is typically required for deposits under 20 per cent.
- On average it can take West Aussies nearly **nine years** to save for a house deposit, which means this new scheme will allow a select few to get into the property market a lot sooner than expected.
- Singles earning up to **\$125,000pa** and couples earning up to \$200,000pa will be eligible
- Loan guarantee caps differ from state to state. For WA the max purchase price is **\$400,000** to be eligible

### **Do you know?**

The most recent census shows there are 14,261 real estate agents still working well past the age of 60. I’m part of this statistic



## What is Ergonomics?

A term you may come across when researching kitchen design is 'ergonomics'. If you're somewhat confused by what that term means exactly, it refers to efficiency within an environment specific to the person within it. By creating a space that is easier to navigate and use while we eliminate discomfort, strain and risk of injury over time. As we become more conscious of making better health choices at the office and in the home, it's unsurprising that ergonomics is now integral to good kitchen design. What you may frequently see within kitchen designs is the '**work triangle**' rule, where the three major kitchen utilities (the fridge, cooktop and sink) are placed in a triangle formation so you can easily access each zone in minimal steps.

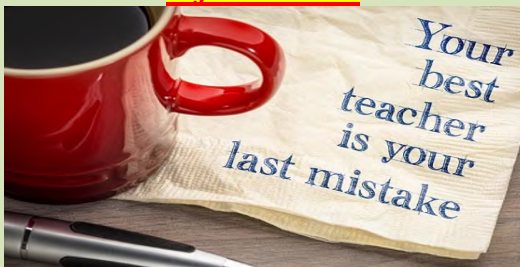
## Should you have a home open?

- It is always a matter of judgment for the seller and the agent to determine the appropriate balance between maximum exposure, constraints on cost and owner convenience.
- While websites allow sellers to provide a lot of pictures and details about the property, most buyers still want to see the property in more detail.
- A traditional way of marketing residential properties in Western Australia is to hold a home open on a weekend, as those looking to buy have come to expect them as a convenient way to inspect properties they're interested in and learn about the local market.
- In some cases, agents prefer not to hold home opens and instead arrange private viewings for the more serious inquirer, however most feel a home open attracts the widest potential buyer base, which is particularly helpful when market conditions are subdued.

## What is the difference between built strata and survey strata?

- **Built Strata** is the original form of the strata scheme and usually is found in two forms – the strata recognised before June 30, 1985, and those set up after. Most buildings in Perth constructed before 1985 are Built Strata, so they were only defined by the building itself (i.e. the internal cubic meter), which meant that ownership was only for everything inside the dwelling and fencing was not encompassed in the title. However, after 1985, part of the lot could include the land outside the building and the building structure, permitting external walls to be part of the Strata Plan.
- **Survey Strata** lots are the domains in the scheme owned individually and are defined by boundary pegs placed by a licensed land surveyor. The land boundaries are shown as survey marks on the survey-strata plan, and whilst the land is defined no actual buildings are defined. Common property areas owned by all the lot owners may exist in survey-strata and are defined as 'common property lots'. Some survey strata developments may include a commonly owned driveway and all the strata owners must contribute towards the insurance and upkeep of that common property, which has its own lot number. Not much difference between Green title & Survey Strata title.

### Life Lessons



As we bid farewell another challenging 12 months in year **2019**,  
G Hanna Real Estate would like to take this opportunity to thank all of you for your business and kindness throughout the year and wish everyone a very Merry Christmas and a safe, happy and great Year ahead.  
We look forward to continue providing you with a quality service in **2020**.