

Gold  
Coast  
Bulletin

## Property

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## Cut builds confidence

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THE reduction in Queensland's stamp duty from July 1 has already given the market a much-needed boost, Coast agents report.

A stamp-duty concession was scrapped by the Labor government in August last year and its reinstatement means buyers pay \$3500 in duty on the first \$350,000 and general rates for the remainder.

For first-home buyers, no duty applies for homes up to a value of \$500,000 and a reduced rate applies up to \$600,000.

However, unlike the first-home concession, the reinstated stamp-duty concession mean that although buyers do not have to be first-timers, they must occupy the home as their principal place of residence.

The changes mean buyers can save close to \$7000 in stamp duty on a \$450,000 family home, on which they would have paid \$13,575.

REIQ Gold Coast zone chairman John Newlands said it was a "foolish move in the first place" by the previous government.

"The REIQ saw it as a major blow when it was first announced so the reversal to this could not be better," Mr Newlands said.

"It gets it back to where it was. It gives people up to a \$7000 benefit especially on the higher end of properties – people are \$7000 better



From left, John Newlands, Lucy Cole, Andrew Bell and Despina Priala.

first-home buyers ... and we are in a climate where we will likely see more interest rate cuts."

Lucy Cole Prestige Properties managing director Lucy Cole said the change restored much-needed buyer confidence to the market.

"Anything that will boost buyer confidence and give them some rebate is extremely well received," she said.

"We are expecting a flurry of buying activity this month based on the stamp-duty concession."

Ms Cole said when the concession was ended by the Bligh government it acted as a further disincentive for property buyers.

"It just caused the mar-

reinstating the concession her firm had received many inquiries from buyers looking to take advantage.

Ray White Surfers Paradise Group chief executive Andrew Bell said the timing could not have been worse when the concession was removed last year.

"At the very time we should have been stimulating attractions to the Gold Coast ... we got rid of the concession, which was bad for real estate," he said.

Mr Bell said the announcement of the concession had the effect of making people put off buying property until after it came into place.

He said his office had already seen more buyers come forward to take advantage of the concession.

While he congratulated the Newman Government on the move he said more had to be done to reduce costs for developers.

Property law expert Despina Priala, of Priala Legal, said the concession applied to contracts signed after July 1. But if an auction agreement had been entered into before July 1 and the sale of contract was signed after that date to take advantage of the concession, then it would not be eligible.

The same rule applied to replacement contracts signed after July 1.

Ms Priala said it was difficult to tell how significant an impact the concession would have.

"When the concession was removed people were worried (buyers) had to pay more," she said.

"More people started to buy

