Sample property, Kallangur QLD 4503

House (1994) · 652㎡ · 3 bed · 2 bath · 4 car · Listed “Offers Over $850,000”, 7 July 2026 · Private treaty — offers over · City of Moreton Bay

Listing photography — included in your report

ESTIMATED FAIR-VALUE RANGE — GENERAL INFORMATION, NOT A VALUATION

$875,000 – $915,000

Confidence: moderate. Derived from the automated valuation estimate ($872k–$958k), 13 recorded Kallangur sales Feb–Jul 2026, and two disclosed-price campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified approvals on key improvements. Method: page 16.

The floor is not the value

The $850k “offers over” floor sits below the automated-estimate band — a competition anchor. The same floor on 40 Torrens Rd closed at $828k.

The extras are unverified

The powered shed, enclosed patio and second carport carry no sighted approvals yet — they are the value and the risk.

Momentum with a clock

Kallangur is +14.8% in 12 months and sells in ~22 days — but this campaign is at day 25 and was re-advertised 31 July.

This report is general information and education only. It is not financial, legal or property advice, and not a valuation. Full disclaimers and methodology: page 16.

THE 60-SECOND READ

the whole report on one page — details and sources on pages 3–16

ADVERTISED	ESTIMATED RANGE	TOTAL UPFRONT AT FLOOR	RENT ESTIMATE
$850k floor	**$875–915k**	**$883,875**	**$680–740/w**
"offers over" · day 25 · re-advertised 31 Jul	TBG range within the automated-estimate band $872–958k	incl. QLD duty $31,275 at the standard rate (home concession ≈$24,100, page 8) + conveyancing + inspections	4.2–4.5% gross at the floor (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($872k–$958k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom sales cluster $795k–$905k, 4-bedroom and premium sales reach $1.02M — then tempered because the improvements that justify the top end (powered shed, enclosed patio) are unverified. Result: **$875,000–$915,000**.
2. **The market is genuinely warm but not blind:** homes here sell in a median 22 days, yet both recent campaigns that disclosed a price and ran past ~3 weeks sold below it — including the suburb's other "offers over $850k", which closed at $828,000.
3. **The vendor holds a 17-year equity cushion** (bought $338k in 2009) — no forced-sale pressure, but every sale locks in a large win, so clean certain offers get taken seriously.
4. **The property's premium features may not appraise:** bank valuers credit land, beds and baths — not powered sheds and enclosed patios. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified building approvals, an unknown tenancy, 1994-era services, termite history and flood-mapping-driven insurance costs — each is checkable before offering, and each converts to information a buyer can act on.

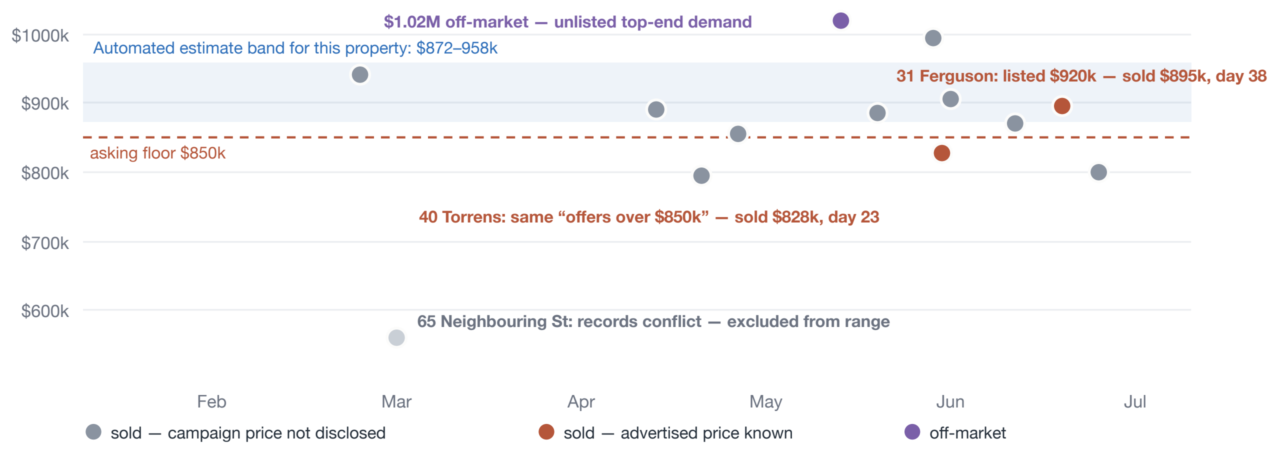
FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ City of Moreton Bay building-records search — every structure on the 652m² lot (powered shed, enclosed patio, second carport, garden shed).
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Tenancy status — sight the lease or secure vacant possession in the contract.
- ☐ Building & pest plus electrician — shed structure, sub-circuits, RCDs, 1994 switchboard; termite management evidence.
- ☐ Two insurance quotes with the council Flood Check report in hand — premiums vary by thousands and affect serviceability.

PRICE & COMPARABLE EVIDENCE

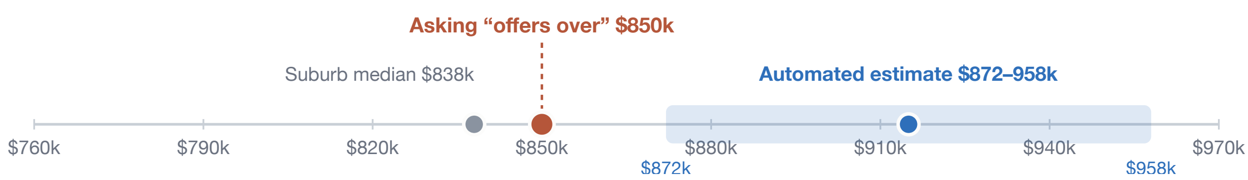
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED KALLANGUR SALE, FEB–JUL 2026



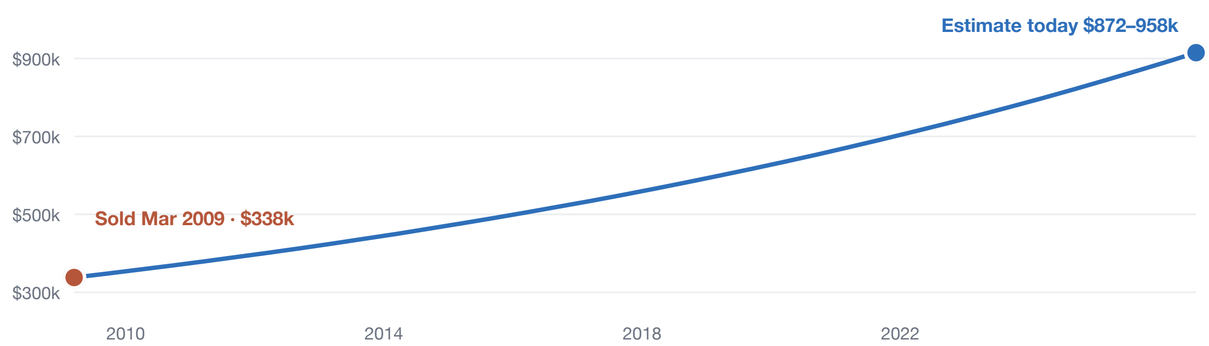
Takeaway: comparable 3-bedroom sales cluster between $795k and $905k; the sales above that carried a fourth bedroom, a pool or a full renovation. The two campaigns that showed a price both closed below it — evidence that advertised floors here are starting points, not minimums. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

WHERE THE ASKING PRICE SITS



Takeaway: the $850k floor is set below the automated-estimate band — in a rising suburb this is a deliberate under-anchor designed to attract multiple offers, not a discount.

THIS PROPERTY'S OWN PRICE HISTORY



Takeaway: one sale on title — $338,000 in March 2009 (a 5.9% compound path to today's estimate). The vendor's equity cushion means no distress, and no urgency discount to wait for.

COMPARABLE SALES — THE DETAIL BEHIND THE CHART

recorded sales and sold-listing records, retrieved 1 Aug 2026 · every row individually verified

ADDRESS	PRICE	SOLD	BED/BATH/CAR	LAND	DAYS	TYPE	KEY DIFFERENCE VS SUBJECT	VERIFIED
7 Kruger Pde	$1,020k	May 2026	4/2/2	705㎡	—	Off-market	4 bed · renovated · pool · off-market	Yes
22 Cormorant Ct	$995k	Jun 2026	4/2/2	720㎡	34	Sold	4 bed · pool	Yes
5 Bindaree Ct	$940k	Mar 2026	4/2/2	680㎡	12	Sold	4 bed · renovated	Yes
17 Wagtail Dr	$905k	Jun 2026	3/2/2	665㎡	9	Sold	3 bed · fully renovated · no shed	Yes
31 Ferguson St	$895k	Jul 2026	3/2/2	650㎡	38	Sold · price disclosed	renovated bathrooms · listed $920k — sold 2.7% under	Yes
9 Boyd St	$890k	Apr 2026	3/2/2	660㎡	11	Sold	3 bed · shed · pool	Yes
12 Willmott Ct	$885k	Jun 2026	3/2/2	655㎡	24	Sold	3 bed · closest all-round match	Yes
26 Adelong Cl	$870k	Jun 2026	3/2/2	640㎡	27	Sold	3 bed · single garage · no side access	Yes
3 Karri Ct	$855k	May 2026	3/1/2	645㎡	18	Sold	3 bed · 1 bath · original	Yes
40 Torrens Rd	$828k	Jun 2026	3/1/2	620㎡	23	Sold · price disclosed	same "offers over $850k" floor — sold $22k under	Yes
15 Marsden Rd	$800k	Jul 2026	3/1/1	600㎡	21	Sold	3 bed · 1 bath · smaller lot · busier road	Yes
8 Sarina St	$795k	May 2026	3/1/1	610㎡	16	Sold	3 bed · 1 bath · original	Yes
65 Neighbouring St	$560k	Mar 2026	3/1/1	630㎡	—	Excluded	records conflict ($560k transfer vs $640k portal) — excluded	**Conflict**

"Days" = days on market where the campaign was public. "Verified" = price and date matched against a second independent record. Subject: 3 bed · 2 bath · 4 car · 652㎡ · 1994.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 12 Willmott Ct ($885k, 24 days) and 26 Adelong Cl ($870k, 27 days) — 3-bed, 2-bath homes on 640–655㎡ lots without the shed premium. **Upper bracket:** the five sales at $890k–$1.02M all carried a fourth bedroom, a pool or a full renovation, so they set a ceiling rather than a benchmark. **Lower bracket:** the four sales at $795k–$855k are 1-bathroom, original-condition homes — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $80k. Net effect: the range on page 1 sits between the closest matches and the upper bracket, then is tempered for the unverified approvals on page 10.

How to use this table: pick the two or three rows most like the home you are looking at, then ask the agent for the contract price on any campaign whose price was not disclosed. What sold, when, and how fast is public information — the difference between an advertised floor and a contract price is the negotiation.

SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE
$838k
houses — this property specs above the median

SOLD VS NEW LISTINGS
305 / 104
12 months — demand ≈3× new supply

MEDIAN ASKING RENT
$650/w
260 observations · suburb-wide

AVERAGE HOLD
9.6 yrs
an owner-occupier suburb that holds, not flips

MOMENTUM & SELLING SPEED

Median value growth — 12 months
+14.8%

Median value growth — 5 years
+74.2%

This campaign — days on market
25

Recent sales — median days on market
22

Takeaway: a 14.8% year is strong by any Australian benchmark and cannot simply be extrapolated — but with 305 sales against 104 new listings, the supply gap behind it is still visible. This campaign (25 days) has already outlasted the recent-sales median (22 days): not stale, but past its hottest window.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$680–740 / week	Above the suburb median, reflecting the second bathroom, side access and shed.
Gross yield at the $850k floor	4.2–4.5%	Typical for outer-Brisbane houses; excludes vacancy, management, rates and insurance.
Rental market depth	260 observations / 12 mo	A deep rental market — consistent with Moreton Bay’s tenant demand along the rail corridor.
Insurance caveat	Not yet quoted	**Data not available for this property** — SEQ storm/hail premiums, and any flood-mapping loading, can exceed $3,000/yr and change net yield. Quote before unconditional.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence ≈150㎡ lowset brick plus double lock-up garage, freestanding 9.0×6.0m powered shed via side access, enclosed rear patio (≈28㎡) with kitchenette, second carport, garden shed.

Listing photo

Powered 9×6m shed via side access

Listing photo

Open-plan living — tiled, split-system AC

Listing photo

Enclosed rear patio and shed roller door

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR KALLANGUR
Land	652㎡ · freehold · General Residential zone	Standard — 1990s estate lots run 600–700㎡
Bathrooms	2 (main + ensuite)	Standard for the era — the 1-bath original homes sit at the bottom of the range
Parking	4 spaces: double garage + 9×6m powered shed with side access	**Unusual** — the standout feature for the trade-buyer market
Construction	1994 brick veneer, tile roof, lowset	Typical era — but 30-year-old services and a timber frame that needs termite evidence
Easements	Sewer easement, rear boundary (Unitywater)	Common — confirm the shed slab sits clear of it on the survey plan
Occupancy	Recorded as rented — lease terms **not available**	—
Title (record, not a search)	Freehold · Lot / plan on title · Detached Dwelling	title record — a formal title search must replace this before contract
Approvals on file	**Not sighted** — powered shed, enclosed patio, second carport	The single highest-value check before offering (page 10)

LOCATION, AMENITY & OVERLAYS

distances are straight-line/road estimates from public mapping · overlays as recorded in public planning layers on the date shown — not a planning certificate

WHAT IS NEARBY

AMENITY	NEAREST / CATCHMENT	DISTANCE
Primary school	Kallangur State School	≈0.9 km · in catchment
Secondary school	Dakabin State High School (catchment) · Murrumba State Secondary College	≈2.6 km
Public transport	Kallangur station — Redcliffe Peninsula line · buses on Anzac Ave	≈1.3 km to station
Shops & services	Kallangur Fair (Anzac Ave) · Westfield North Lakes	≈1.5 km · 4.5 km
Health	North Lakes health precinct · Redcliffe Hospital	≈4 km · 10 km
Brisbane CBD	via Bruce Hwy / Gympie Arterial	≈27 km · 35–45 min off-peak

School catchments change — confirm with the Queensland Department of Education catchment map before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

The Mill at Moreton Bay PDA (Petrie, ≈3 km) — university campus and town centre, staged to 2030s
supports demand along the rail corridor; no direct impact on the street

Nearby development applications
Not available — City of Moreton Bay DA tracker not searched for this report

A development application on an adjoining lot, a road widening or a rezoning can change a street more than anything inside the fence. Ask for the seller disclosure statement (Form 2) and its certificates, and search the City of Moreton Bay DA tracker yourself.

PLANNING & HAZARD OVERLAYS

Recorded = overlay applies to the lot · Not recorded = no overlay in the layer searched · Not available = not searched for this report

OVERLAY	STATUS	WHAT THE RECORD SHOWS	SOURCE · RETRIEVED
Zoning	RECORDED	General Residential zone — Suburban Neighbourhood precinct (City of Moreton Bay planning scheme)	City of Moreton Bay planning scheme, checked 1 Aug 2026
Flood / overland flow	NOT RECORDED	Lot not within the mapped Freshwater Creek / Pine River flood hazard overlay; low-lying lots nearby are	City of Moreton Bay Flood Check report, 1 Aug 2026
Bushfire	NOT RECORDED	No bushfire hazard overlay recorded for the lot	planning-scheme overlay maps, 1 Aug 2026
Heritage	NOT RECORDED	No Queensland Heritage Register or local heritage listing on the lot or adjoining lots	Queensland Heritage Register, 1 Aug 2026
Easements	RECORDED	Sewer easement to Unitywater along the rear boundary — confirm position vs the shed slab	title record, checked 1 Aug 2026
Mining / other	NOT AVAILABLE	Not searched for this report	—

Reading this page: nothing here is a determination. "Not recorded" means the public layer showed no overlay on the date checked; the council's Flood Check report, the seller disclosure statement and the insurer's own hazard rating are the documents that bind. Where a row says "Not available", that search was not done for this report — it is a gap, not a clearance.

PURCHASE COSTS

QLD transfer duty 2025–26 · re-run through the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised floor

ITEM	AMOUNT	NOTE
Advertised floor	$850,000	"offers over" — the contract price will differ
QLD transfer (stamp) duty	$31,275	standard rate: $17,325 + 4.5% above $540,000 (2025–26), no concession · effective 3.68%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer; solicitor typically more
Building & pest (estimate)	$600	add an electrician for the shed circuits (page 13)
Total estimated upfront	**$883,875**	**excludes loan fees, LMI, insurance and moving**

FIRST-HOME-BUYER CHECK

concessions as published for 2025–26 · eligibility is personal and must be confirmed with the revenue office

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$31,275	standard rate
Eligible first home buyer, established home	$24,100	QLD first home concession phases out between $700,000 and $800,000 — nil at this price; the home concession still applies if you move in within 1 year. Confirm with Queensland Revenue Office
Owner-occupier, not a first home buyer	$24,100	QLD home concession: 1% to $350k, 3.5% to $540k, 4.5% above; move in within 1 year and stay 1 year. The QLD First Home Owner Grant is for new builds only — nothing for established homes

REPAYMENT & DEPOSIT SCENARIOS

model guide · 6.10% p.a. indicative variable, P&I, 30 years · LMI from the TBG LMI calculator (indicative insurer schedules), capitalised into the loan

MEASURE	5% DEPOSIT	10% DEPOSIT	20% DEPOSIT
Deposit	$42,500	$85,000	$170,000
Loan before LMI	$807,500	$765,000	$680,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$32,300	$18,131	$0
Monthly repayment	**$5,089**	**$4,746**	**$4,121**
Weekly equivalent	$1,174	$1,095	$951
Total interest over the term	$992,292	$925,333	$803,475

INCOME GUIDE — 20% DEPOSIT
≈$140k+
indicative gross income to service $680,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT
≈$175k+
indicative gross income to service $839,800 — context only

ASSESSMENT BUFFER
9.10%
lenders test repayments ~3% above today's rate

These are model outputs at the advertised floor. This report assumes nothing about your income, debts or deposit and is not an assessment of you — a broker pre-assessment supersedes every figure on this page.

COST OF OWNERSHIP

indicative annual lines · TBG ownership-costs calculator (holding ≈1% of price p.a.), 1 Aug 2026 · three-state: figure / Not available / Not applicable

ANNUAL COST LINE	ESTIMATE	BASIS · WHAT TO CHECK
Council rates	$2,400/yr	City of Moreton Bay — typical residential incl. waste; confirm on the rates notice
Water & sewerage (fixed charges)	$1,300/yr	Unitywater fixed access charges; usage extra
Building & contents insurance	*Not available*	SEQ storm/hail region; premium depends on the flood-mapping result — two quotes before unconditional
Maintenance sinking allowance	$4,250/yr	0.5% of price p.a. — 1994 services push this toward 1%
Property management (if rented)	$2,829/yr	8% of rent at $680/w — only if held as an investment
Land tax	$0/yr	principal place of residence is exempt in QLD; investors have a $600,000 land-value threshold
Indicative annual holding cost — owner-occupier, known lines only	**$7,950/yr**	**plus insurance once quoted — budget $8,500+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $101,875 (excludes the price itself and loan interest)

- Upfront (duty, conveyancing, B&P) — $33,875
- Holding × 5 yrs (rates, insurance, maintenance) — $42,500
- Cost to sell (≈3%) — $25,500

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $101,875 on top of the price — $33,875 to get in, about $42,500 to hold, and $25,500 to get out again. That is the hurdle any growth or rent has to clear before the purchase is ahead.

IF HELD AS AN INVESTMENT

gross vs net · rent estimate $680–740/week

MEASURE	VALUE	READING
Gross yield at the floor	4.2%–4.5%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	3.2%–3.5%	after ~$8,500 holding; falls further once insurance is quoted
Vacancy allowance	2–3 weeks/yr	Moreton Bay rental depth (260 observations) supports low vacancy — not zero
Land tax	$0	exempt as a principal place of residence; if held as an investment, QLD land tax applies only once total taxable land exceeds $600,000 (individuals)

Insurance is the missing line on this page. In South East Queensland storm/hail cover for a house can exceed $3,000 a year and any flood-mapping loading varies sharply between insurers — two quotes before going unconditional will change the net figures above more than anything else here.

RISKS & THINGS TO INVESTIGATE

severity: MATERIAL, then INVESTIGATE, then FLAG — the order a building inspector would use

MATERIAL — Unverified approvals on the value-defining structures

No building approvals have been sighted for the powered shed, enclosed patio or second carport. Unapproved structures can void insurance, complicate finance, and erase exactly the premium this property asks. Action: City of Moreton Bay building-records search before offering; ask the seller to produce approvals (and the Form 2 disclosure) in the contract.

MATERIAL — Valuation shortfall scenario

Bank valuers credit land, bedrooms and bathrooms — not powered sheds and enclosed patios. If a lender's valuation lands near the band's low end ($872k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer.

INVESTIGATE — Tenancy status

The property is recorded as rented; lease end date and rent are not available in the data. A fixed-term lease running past settlement changes owner-occupier plans entirely. Action: sight the lease or secure vacant possession in the contract.

INVESTIGATE — 1994-era services and termite exposure

Tile roof, switchboard, hot water and four split-system units are at or beyond typical service life, and a timber-framed SEQ home needs termite-management evidence. Action: building & pest plus an electrician's inspection of shed circuits and RCDs.

INVESTIGATE — Insurance cost and flood mapping

SEQ storm/hail premiums vary by thousands per year between insurers, and the council Flood Check result drives any loading. Action: pull the Flood Check report, then two quotes before going unconditional.

FLAG — Campaign re-advertised at day 24

The 31 July refresh suggests the first offer wave has not closed it. Neutral fact; both sides can read it.

FLAG — Street View imagery is dated (Nov 2021)

The frontage matches current photography, but verify current street condition in person.

FLAG — One comparable-sale record conflicts across sources

65 Neighbouring St shows $560k (registered transfer) vs $640k (portal report). Excluded from the fair-value range; resolve only if it matters to your comparison set.

AGENT INTELLIGENCE & RECORD

public listing and agent-profile data, 12 months to 1 Aug 2026 · register check as dated below

LEAD AGENT
Megan Ferrier
Ferrier & Co Property · 07 3204 5000 · 4.9/5 (120 reviews)

SALES, LAST 12 MONTHS
41
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$845k
this campaign sits in the agent's usual price band

CAMPAIGN PATTERN
Offers-over
competition-style campaigns; day 25 here, re-advertised 31 Jul

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AGENT RECORD CHECK
Agent: Megan Ferrier, Ferrier & Co Property Licence: Not published on listing
Register searched: Queensland Office of Fair Trading licence register, QLD
Result: No disciplinary action recorded on the Queensland Office of Fair Trading licence register as at 1 Aug 2026
Checked: 1 Aug 2026 Source: official register only — quoted, not characterised
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The agent acts for the seller — and is paid when a sale happens

On a typical 2.5% commission the difference to the agent between an $850,000 and a $890,000 sale is roughly $1,000; a deal that collapses costs them about $21,000. That asymmetry is a fact about incentives, not about this agent: a firm, finance-ready written offer is worth more to the selling side than a hypothetical higher one next month.

WHAT BUYERS COMMONLY HEAR	WHAT IT USUALLY IS	QUESTIONS BUYERS IN THIS POSITION OFTEN ASK
"We have strong interest / other offers"	Urgency — often true in a 22-day suburb. The question is what is in writing.	"How many contracts issued, how many written offers?" — and whether a multiple-offer process will be run in writing.
"Offers over means the vendor wants more"	Re-anchoring above the advertised floor before any offer exists.	"What price would the vendor sign today?" — then decide from the evidence on pages 3–4, not the answer.
"The shed alone is worth $60k"	Feature-stacking at replacement cost, which valuers do not credit.	"Can you send the building approval for it?" — evidence requests are polite pressure.

THE BUYER'S JOURNEY FROM HERE

the usual order of events from here to settlement — each numbered step is a decision gate, not a commitment

1. **Get finance-ready** — broker pre-assessment; set your ceiling
2. **Gather the evidence** — listing pack · approvals · title · this report
3. **Inspect hard** — building & pest + shed electrical
4. **Offer in writing** — clean terms, pre-approval attached
5. **Conditions period** — finance · valuation · re-open on findings
6. **Unconditional, then settle** — 30 days · insure from contract day

HOW BUYING WORKS IN QUEENSLAND

typical practice vs the practice that protects the buyer · general information — your conveyancer confirms the specifics

STEP	TYPICAL PRACTICE	PROTECTIVE PRACTICE	WHY IT MATTERS HERE
Contract & cooling-off	Treat the cooling-off period as the safety net.	QLD gives buyers a **5-business-day cooling-off period** on private-treaty contracts (terminating costs 0.25% of the price) — none at auction. Finance and building & pest conditions in the standard contract are the real exits; use both.	Conditions are negotiated before signing — each one is also a renegotiation checkpoint.
Disclosure	Rely on the listing and the agent's word.	Since 1 Aug 2025 sellers must give a **seller disclosure statement (Form 2)** plus title search, plan and prescribed certificates before you sign; it does not cover structural condition, pests or unapproved works. Order the building-records search and inspections yourself.	Every issue found before offering is information; found after, it is a cost. A defective Form 2 gives a termination right up to settlement.
Deposit & settlement	Accept the marketed 10% / 30 days as fixed.	An initial deposit on signing with the balance on unconditional is common; both amount and timing are negotiable, and certainty on them has value to a seller.	Sellers prefer a clean, finance-ready 30-day settlement over a higher conditional number.
Risk & timing	Insure at settlement.	In QLD the property is at the buyer's risk from **5pm the next business day after the contract date** — insure on signing. Settling into storm season (Nov–Mar): inspect drainage, roof and AC under load.	Insurance from contract, not settlement, is standard practice in Queensland.

OFFER & CONTRACT CHECKLIST

the clauses and documents buyers in this position commonly ask their conveyancer about — general information; your conveyancer drafts the terms

BEFORE AN OFFER GOES IN WRITING

- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval)
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price
- ☐ Building & pest clause — with the right to withdraw or renegotiate on material findings
- ☐ Electrical inspection of the shed and patio-kitchenette circuits (RCDs, 1994 switchboard)
- ☐ Approvals condition — seller to produce City of Moreton Bay building approvals for the powered shed, enclosed patio and second carport
- ☐ Vacant possession or a copy of the current lease attached to the contract, with end date and rent
- ☐ Deposit amount and timing — 10% is the marketed ask (initial + balance deposit); when it is paid is negotiable
- ☐ Settlement window — 30 days marketed; align to finance and insurance lead times
- ☐ Insurance from the contract date — risk passes to the buyer at 5pm the next business day in QLD; two quotes obtained before signing
- ☐ Seller disclosure statement (Form 2) and prescribed certificates received and read before signing; easement position confirmed against the shed
- ☐ Sunset / finance date that leaves time to re-negotiate on findings, not just to walk away
- ☐ Private ceiling written down before the first conversation — never disclosed

INSPECTION CHECKLIST — SPECIFIC TO THIS PROPERTY

1994 lowset brick-veneer house with a large powered shed and enclosed patio · hand this to the building inspector and electrician

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- ☐ Roof tiles, ridge capping and gutters — 30 years of South East Queensland storms
- ☐ Switchboard age, RCD coverage, sub-circuits to the shed and enclosed patio
- ☐ Hot-water system age and location; four split-system AC units under load
- ☐ Drainage and site fall — ask how the yard behaves in a summer storm downpour
- ☐ Shed structure — footings, slab, tie-downs, any signs of movement; carport posts and roof fixings
- ☐ Enclosed patio — waterproofing, ventilation, kitchenette gas/electrical, whether it was built as a habitable room
- ☐ Termite management system (barrier or bait) and any past treatment certificates — timber frame in a high-risk region
- ☐ Sewer easement position (rear boundary) vs the shed slab and carport

AUCTION GUIDE

how the process differs when the sale method is auction · general information about how auctions work — not bidding instructions

IF THIS CAMPAIGN CONVERTS TO AUCTION

The fall of the hammer is unconditional and there is no cooling-off — in QLD that also applies to a contract signed within two business days after a failed auction by a registered bidder. Everything on pages 12–13 — finance approval, valuation comfort, building & pest, electrical, approvals search, insurance quotes and the contract review — has to be complete *before* bidding, not after. The stages below describe how the process usually runs.

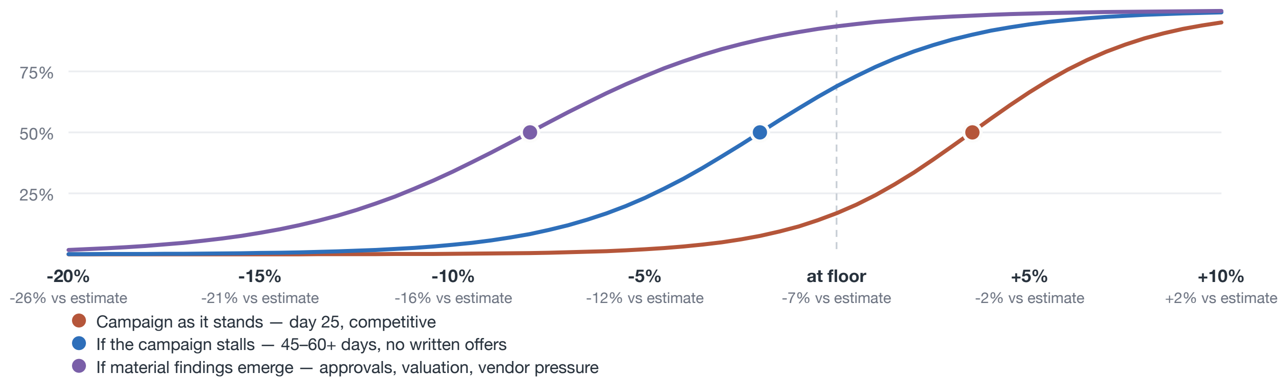
STAGE	WHAT HAPPENS · WHAT BUYERS IN THIS POSITION OFTEN DO
Before auction day	All conditions are cleared in advance — finance approval in writing, valuation comfort, building & pest, electrical, approvals search, insurance quotes, contract reviewed by a conveyancer. Nothing can be made conditional after the hammer falls.
Registration & conditions	Bidders register with ID; the auction conditions and the contract are read on the day. Buyers commonly ask beforehand whether a vendor bid will be used and how it is announced.
The private ceiling	Decided in writing before the day and treated as final. Auction design is built to move it; the number that never moves is the one written down beforehand.
Pre-auction offer	A written offer before the day is common in hot campaigns — but a pre-auction contract is usually also unconditional, so the same clearances apply. Vendors weigh certainty now against competition later.
Pass-in	If the reserve is not met, the highest bidder normally has first right to negotiate with the vendor. Terms — settlement, deposit, inclusions — are on the table alongside price at that moment.
After the hammer	Contract signed and deposit paid on the spot; no cooling-off. Insurance from exchange is standard.

THIS PAGE IS YOUR NEGOTIATION POSITION. IT IS EXCLUDED FROM ANYTHING SHAREABLE — FORWARDING IT WEAKENS YOU.

BUYER POSITION & STRATEGY — EDUCATIONAL SCENARIOS

how offers at each level have tended to play out — not instructions

INDICATIVE ACCEPTANCE LIKELIHOOD, BY OFFER LEVEL AND CAMPAIGN STATE



How to read it: pick an offer level along the bottom; each curve shows roughly how likely a written offer at that level is to be accepted under that campaign state. Calibrated to the 13 local sales on page 3 (median 22 days; both disclosed-price campaigns closed below their number). Estimates for orientation, not predictions.

Buyers in this position often consider: opening in writing at the advertised floor with pre-approval attached and the vendor's preferred terms (10% deposit, 30 days) — it forces a process response and flushes out whether competition is real; improving only against competing offers confirmed in writing; and treating the estimate midpoint (≈+8% over the floor) as the point where the question changes from "will they accept" to "should you pay it".

Scenarios that historically move prices down here: a campaign passing ~3 weeks with no written offers (40 Torrens closed 2.6% under its floor at day 23); material findings — a failed approvals search, valuation shortfall in writing, or vendor time pressure — priced as costs, not opinions; and certainty traded for price (settlement flexibility, prompt deposit, short clean contract).

The one rule that outranks everything: a broker pre-assessment sets your private ceiling before the first conversation. Write it down. Tell someone you trust. It is the single number never shared with the selling side — and this page stays private for the same reason.

UPFRONT AT THE FLOOR
$883,875
price + QLD duty $31,275 (standard rate) + conveyancing + inspections

REPAYMENT GUIDE
$4,121/mo
20% deposit, 6.10% p.a., 30 yrs · $951/week

INCOME GUIDE
≈$140k+
indicative single-income serviceability at 80% lend — your broker's number is the real one

PRIVATE — DO NOT SHARE

Prepared 1 August 2026
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LEVERAGE LEDGER

who holds what — the facts behind the curves on page 14

WHAT A BUYER HOLDS

The extras may not appraise. Valuers credit land, bedrooms and bathrooms — not powered sheds and enclosed patios. A lender's valuation near the band's low end re-opens the price.

The approvals are unproven. None sighted for the powered shed, enclosed patio or second carport. Until they are, each is a condition, a cost, or both.

The campaign was refreshed. Re-advertised 31 July at day 24 — the first wave of offers has not closed it.

Certainty is currency. The vendor asks 10% and 30 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A rising, undersupplied market. 305 sales against 104 new listings; median 22 days. Waiting costs the vendor little.

A rare specification. 652m² with side access, a 9×6m powered shed and four car spaces under $900k — emotionally priced by exactly the buyer this ad targets.

No pressure to sell. Bought for $338k in 2009 — any sale is a 17-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 41 sales a year and competitive offer processes for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the advertised floor · indicative acceptance likelihood from the model on page 14 · no dollar figures — the ceiling is yours

OFFER BAND	CHANCE NOW	WHAT HAS TO BE TRUE FIRST	WHAT BUYERS IN THIS POSITION OFTEN DO
–10% and below	**≤10%**	Distress only: forced sale, major structural defect, or months of failed campaigning. None visible here.	Rarely opened here without hard evidence attached — it reads as not serious.
–3% to –5%	**≈10–20%**	Campaign passes ~3 weeks with no written offers — real in this suburb (40 Torrens closed 2.6% under its floor, day 23).	Evidence and certainty together: pre-approval, vendor's own terms, short clean contract, the comparable cited politely in writing.
At the advertised floor	**≈25–35%**	No competing written offers exist — interest that is not in writing is not an offer.	Commonly the opening written position: it starts the process and shows whether competition is real.
+3% to +5%	**≈50–65%**	Competing offers confirmed in writing; the campaign stays hot.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+8% and above (estimate midpoint)	**≈80%+**	Nothing — the question stops being "will they accept" and becomes "should you pay it".	Ceiling territory: past the estimate midpoint a buyer is paying tomorrow's price today.

Forces that push toward "just pay it": reverse anchoring (a low "offers over" floor makes anything above it feel like a win — the estimate band, not the ad, is the reference); competition heat (people pay to win, not to own — a ceiling set before entering means someone else overpaid, not that you lost); extrapolation (a +14.8% year priced in as if permanent — a deal that only works at 15% growth does not work); feature seduction (the shed-and-side-access package, priced by comparables plus a chosen, capped margin); and sunk cost (inspections and this report bought information, not obligation — the decision is re-run fresh at every gate).

METHODOLOGY, SOURCES & DISCLAIMERS

how this report was built

DATA SOURCES

Sales & property records — recorded sales, automated valuation estimate, suburb statistics, sales histories and campaign timelines, retrieved 1 Aug 2026. **Listing data** — the live listing, sold records and agent profile, retrieved 1 Aug 2026. **Street-level imagery** — frontage. **Local government** — zoning descriptors as recorded; building-approval status NOT yet searched (listed as a check). **Planning & hazard overlays** — council planning-scheme overlays, Flood Check mapping and heritage register as recorded on 1 Aug 2026 (page 7); not a planning certificate or a seller disclosure statement. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Queensland Office of Fair Trading licence register, QLD, checked 1 Aug 2026, quoted in the register's own terms (page 11). **TBG calculators** — TBG stamp_duty, lmi, ownership_costs (1 Aug 2026).

HOW THE FAIR-VALUE RANGE WAS DERIVED

Start with the automated valuation estimate ($872k–$958k, midpoint $915k). Cross-check against all 13 recorded Kallangur sales Feb–Jul 2026: comparable 3-bedroom homes cluster $795k–$905k; sales above $905k carried a fourth bedroom, a pool or a full renovation. Adjust downward for unverified approvals on the premium improvements and a realistic valuation-shortfall scenario; adjust upward for the scarcity of side-access/powered-shed stock. Result: **$875,000–$915,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

QLD transfer duty computed at 2025–26 rates (standard rate: $17,325 + 4.5% above $540,000 (2025–26), no concession): $31,275 at the advertised floor, re-run through the TBG stamp-duty calculator; the home concession ($24,100) and first home concession phase-out are taken from the published Queensland Revenue Office schedule. Lenders Mortgage Insurance figures are indicative insurer schedules (TBG LMI calculator). Repayment guide: principal & interest, 6.10% p.a. indicative variable, 30-year term. Serviceability guide assumes a single applicant, no dependants, no other debts, ~3% assessment buffer — a broker pre-assessment supersedes it entirely. Rental yield is gross and excludes all holding costs.

KNOWN DATA GAPS IN THIS REPORT

Advertised campaign prices were undisclosed for 10 of 13 recent sales (days-on-market used instead). Lease terms: not available. Building-approval status: not searched. Insurance cost: not quoted. One sale record (65 Neighbouring St) conflicts across sources and was excluded. No slot in this report is silently dropped — gaps are labelled where they occur.

QA & VERSION STAMP

every report passes the TBG QA gate before it ships

REPORT ID · REVISION	TEMPLATE · PREPARED	QA STATUS · REVIEWER
TBG-SAMPLE-QLD	**Template v6 · Prepared 1 August 2026**	**PASS · sample**
CHECKLIST APPLIED	**DATA RETRIEVAL DATES**	**AGENT RECORD CHECK**
Data Ops SOP v1 · QA checklist v1.0	**Sales & property records 1 Aug 2026 · listing data 1 Aug 2026 · QLD overlays 1 Aug 2026**	**Queensland Office of Fair Trading licence register · 1 Aug 2026**