



ISSUE

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2026

# THE INVESTOR

## HAPPY NEW YEAR 2026... THE YEAR OF INCREASED EQUITY AND GROWTH

Our team has loved being of service to you, and we would like to take this opportunity to thank you for your trust and confidence in allowing our agency to manage your investment property/s.

The philosophy of our 'Year of Increased Equity and Growth' is our positive statement contribution to the New Year of believing that things are going to get better and that you as an investor are going to prosper.

### WHAT IS EQUITY?

Equity is the difference between what you owe on your mortgage and what your home is currently worth. If you owe \$250,000 on your mortgage and your home is worth \$700,000, you have \$450,000 of equity in your property. As you pay down your mortgage, the amount of equity in your home will rise.

Do you know how much equity you have in your property/ies?

Did you know that you can utilise this equity to purchase further investment properties without outlaying any money?

We encourage you to take the time to investigate the potential 'equity' in your property/ies.



## THE REAL ESTATE POWERHOUSE – WHAT IS?

Our focus for this first 2026 issue of *The Investor* is for you to be successful and to make money from investing in real estate.

So, what is the secret? What is the real estate powerhouse? How can you be a smart, successful, and a wealthy investor?

The secret is... 'data, information and knowledge,' and the real estate powerhouse is the Internet.

The Internet houses the most powerful source of data and information at your fingertips, providing you with the knowledge to assist you in becoming successful\*.

### OUR TOP FIVE INTERNET POWERHOUSE INVESTOR TIPS

1. Dedicate the time each week to search and read about property investing or subscribe to leading investment media platforms to receive automatic news updates.
2. Join an online Facebook community group in your investment suburb/s to keep up-to-date, where you can ask the locals questions, and request referrals and recommendations for different services that you may require.
3. Search and subscribe to property investing Podcasts and listen to them each week. If you are time-poor, you can always utilise your driving time in the car.
4. Search your property address online to see what results appear.
5. Register a 'Saved Search' with online property listing portals utilising your current property/ies detail types (E.g., 4 brm, 2 bath, 2 car, pool, etc.) to receive automated regular market updates on similar investment property to yours. P.T.O. >

\* Always ensure that you validate the data & information that you read on the Internet.

# DID YOU KNOW... THERE ARE FOUR WAYS TO SELL A PROPERTY?

If you are looking to buy or sell in 2026, then you need to know the different ways to buy or sell a property.

## No. #1 AUCTION

Auctions are becoming increasingly popular and a great way to sell. Particularly if there is a lot of interest in the property or unique features about the property, you cannot put a price on. When selling a property by auction, an advertising campaign and auction date will be established to create the greatest buyer interest. The seller will set their terms and conditions and a reserve (being the lowest price they will sell the property at the auction). If a property is sold at auction, there is no cooling-off period, and the buyer must pay a 10% deposit. The property is purchased as-is (generally with no subject to conditions, such as finance, building, or pest inspection approvals).

## No. #2 EXPRESSION OF INTEREST EOIs (TENDER)

An expression of interest sale is essentially a form of a closed, silent auction. The property is marketed with no list price, and buyers are invited to submit their highest & best offer in writing to purchase a property on/or before a nominated closing date & time. This property sale process can attract a greater scope of buyers who cannot meet the strict auction conditions of a sale. Sellers are not allowed to accept any offer before the pre-specified deadline has been reached. Following the closing date, the seller and their agent will review the submitted offers based on price and the terms and conditions. The main difference between an expression of interest and an auction is that offers are made private, and the buyer has one chance to submit their best offer. Effectively, the marketplace is unaware of the number of offers that have been placed or the expected price level. If the seller does not receive an acceptable offer, the property may be placed on the market as a private treaty sale, or EOIs may be called for again.

## No. #3 PRIVATE TREATY – THE TRADITIONAL ‘FOR SALE’

Investors can sometimes get confused when they see the terminology *Private Treaty*. However, it is simply a different way of saying the traditional 'For Sale.' This is where a property is listed and marketed for a specific price (E.g., \$987,000), and then buyer offers are submitted to the seller. Once a buyer places an acceptable offer, the process commences of exchanging a contract. Generally, with a private treaty sale, the buyer will request finance, valuation, building, and pest inspection clauses to the contract. There is no sale deadline or timeframe; the process is generally straightforward, with minimal pressure of a deadline date, and allows a seller to consider multiple offers.

## No. #4 DO IT YOURSELF *DIY* – PRIVATE SALE

Lastly, there is the option to sell a property privately. This is where the seller will not engage a real estate agent and sell the property independently. The seller becomes responsible for appraising, listing, and advertising the property, negotiating the sale with the buyer, and establishing the contract terms. While a private sale can be enticing to a seller, there is always the risk that the optimum conditions or maximum sale price are not achieved, resulting in lost property sale dollars/income or potentially the sale falling over if not managed correctly.

If you are thinking about selling or buying, we are here to assist, support, and guide you through the process.

## TALK TO US

ABOUT A FREE PROPERTY APPRAISAL

**BUYING, SELLING & PROPERTY MANAGEMENT**

CALL HENDRA WIJAYA ON 0414 598 865

[hendra@rwmaroubra.com.au](mailto:hendra@rwmaroubra.com.au)

IF YOU NEED ADVICE

## PROPERTY MARKET

Keeping you updated

### RECENTLY LEASED:

9/156 Maroubra Road, Maroubra  
1 Bed | 1 Bath | 2 Car  
\$750 pw

B1/158 Maroubra Road, Maroubra  
1 Bed | 1 Bath | 1 Car  
\$780 pw

### RECENTLY SOLD:

405/97 Boyce Road, Maroubra  
1 Bed | 1 Bath | 1 Car

612/19 Joynton Avenue, Zetland  
2 Bed | 2 Bath | 1 Car

Contact:

Hendra Wijaya on 0414 598 865  
Megan Widjaja on 0433 124 033

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