Interview with Jack from Buyers Collective.

Introducing Buyers Collective, your property partner in Australia. They're dedicated to helping you secure your dream home from Brisbane down the coast to Byron Bay, providing support every step of the way. Visit buyerscollective.com.au to take the first steps towards your new chapter in Australia.

Welcome to the New Life in Australia podcast, hosted by me, Karen Bleakley, founder of smartstepstoaustralia.com. Moving to Australia with my family was a life-changing experience, but it wasn't without its challenges. That's why I'm passionate about making the relocation and resettlement process easier for you, so you can enjoy this exciting adventure. Join me and my special guests as we share professional secrets and tips, learn from people who've made the move, and discover businesses that can help you realise your dreams.

Now is the best time to create the life you've always wanted. This podcast is here to show you what's possible and to inspire you every step of the way. Let's go.

Let's take a moment to acknowledge the Gubbi Gubbi people, the traditional owners and custodians of the land on which I live, work and play. I thank them for the privilege of being able to live in such an incredible part of the world, and I pay my respects to their elders past, present and emerging. Hey there, welcome to this week's episode of the New Life in Australia podcast.

This week, I'm talking to Jack from Buyers Collective. So Diane from Buyers Collective has been on the podcast before, so I'll pop a link to that episode in the show notes, so you can have a listen. This time the episode was all focused on what opportunities the Olympics in 2032 is going to have on the Brisbane property market.

So if you're looking at buying a home in Brisbane or the surrounding area over the next few years, this is a great episode for you and you're going to get so much value from it. So let's go ahead and get started and roll the episode. Hey there, welcome to this week's episode of the New Life in Australia podcast.

This week, I'm chatting to Jack from Buyers Collective. Hi Jack, how are you doing? And can you tell us a little bit about yourself? Hi, I'm good, thanks. Sure thing.

Yeah, I'm Jack Freestone, the founder of Buyers Collective, a boutique buyers agency based in Brisbane. My background is in property development and investing and I've been fortunate to work with over 150 property purchases and more than 20 developments from subdivisions to new builds. Buyers Collective exists to give buyers a real edge in the marketplace, whether it's their first home, a forever home or investment.

We help people buy better, avoid costly mistakes and secure properties that align with their long-term goals. That's great. And we've had Diane on the podcast before, so I'll pop an episode link to that in the show notes as well, so people can have a listen.

Can you just give us a quick recap of how the experience of using a buyer's agent can help you when you're buying your first home in Australia? Yeah, definitely. So we take the stress, the guesswork and the emotion out of buying property. So a buyer's agent works solely for the buyer, researching, sourcing, inspecting, valuing, negotiating and managing the entire process from start to finish.

We get access to off-market and pre-market properties that aren't available to the general public, so more access to more opportunities. And we bring a professional strategy to what's usually a really personal and emotional process. For first home buyers, we help them avoid pitfalls and costly mistakes and help them buy with confidence.

Yeah. And when you're arriving in a new country as well, there's so much stuff that you just don't understand about the property buying process and there's just so much that you don't get when you move here. So it's really helpful to have somebody on side that understands the local market and understands the process as well.

Absolutely. Now you're based in Brisbane as well. I'm based in Brisbane too.

So this episode is really going to be talking about buying in the Brisbane kind of area. What does the current Brisbane property market look like at the moment? Look, it is super competitive. Stock levels are high at the moment, but buyer demand still remains quite strong.

Prices are holding firm and trending upwards, especially in the inner middle rings and the different suburbs in these sorts of locations, inner south, inner north. There's still value out there, but buyers need to move quickly and have a strategy in place and be strategic when buying. Yeah.

And are there any specific suburbs that you're particularly excited about at the moment, especially for new arrivals who are looking for opportunities? Yes, definitely. Suburbs like Everton Park, Holland Park, Tarragindi and Mitchelton. They're all great for first home buyers.

They've got solid fundamentals, good infrastructure and long-term growth potential as well. If you're a bit more budget conscious, you look slightly further out in the surrounding suburbs of these ones. You can also check out areas like Chermside West and Mount Gravatt East.

They're all great locations to consider. And there's so many suburbs. I know we were really overwhelmed when it came to moving to Brisbane.

It's such a big area and there's so many suburbs all around, and they all offer a really different lifestyle opportunity as well, don't they? Yeah, they do. Yeah. So it really comes down to your specific requirements and needs.

So specifically as well today, we're going to be talking about the opportunities around the Olympics, which is coming to Brisbane in 2032. What do you think that's going to do to property prices now and over the long term? Look, it's a great question. I always like to base a lot of our planning and purchases in a new location off history.

And one thing I'd like to reference is Sydney, when they actually announced the Olympic Games in 1990 to when they held the Games in 2000. The government spent a similar amount on infrastructure projects around the city, around $8-10 billion on new stadiums, roads, highways, buildings, transport. These things make a city a much more desired location for buyers and people wanting to invest.

And Sydney saw growth across the metro locations by around 94% over that 10-year period. So say if you owned a $500,000 house, it was worth close to a million. A million-dollar house is close to $2 million by the time the Olympics came.

So if history is anything to base it off, Brisbane's got a very similar opportunity here that sort of presented itself. So the Olympics will put Brisbane on the global stage. We'll see long-term uplift in prices.

It won't be an overnight spike, but the infrastructure investment, jobs growth, population growth, it will drive steady appreciation over the next 5-10 years, I expect. Yeah. And so it's not going to be a short-term kind of thing.

It's something that's going to be a long-term trend. Yeah, definitely. We've got a housing shortage here at the moment.

There's no one really bringing a lot of stock to market. There's character overlays, height restrictions, heritage overlays as well. So it is very limited to how much stock can be brought to market, which also makes things a little bit more challenging.

And then you've got the record interstate migration and international migration. So yeah, it's not looking good for prices to come down. If someone's sort of waiting or expecting to get a bargain, it's probably not going to happen.

Yeah, but it still could be a really good investment for the future as well. Yeah, definitely. Look, it's great if you're in the market.

It's a bit of a challenge to actually buy into the market at the moment because you're competing with so many buyers. But if you're in the market, you own property, it is a great time. Are you planning a move to Australia? Or perhaps you're already here and ready to secure your dream home between Brisbane and Byron Bay.

Buyers Collective is your trusted partner in navigating the Australian property market. At Buyers Collective, they specialize in helping families, entrepreneurs, and high net worth individuals to find the perfect property, whether it's your first home, a luxury retreat, or a high yield investment. Their tailored approach takes the stress out of buying property in Australia, especially if you're unfamiliar with the process or the market conditions.

From in-depth suburb research to off-market opportunities, negotiating the best terms and guiding you through every step, they've got you covered. And the best part, you can start with a free discovery call. Head to buyerscollective.com.au to book yours today and explore how they can make your property dreams a reality.

Now, you mentioned about infrastructure projects to do with the Olympics. Are there any specific suburbs around Brisbane that are going to benefit from those? Yeah, definitely. So areas around the Gabba, Wollongabba, East Brisbane, Albion, and Hamilton North Shore will benefit directly.

But surrounding suburbs like Greenslopes, Coorparoo, and Ascot will also see strong flow-on effects from these projects. Yeah. And are there any risks or downsides that buyers need to be aware of with the Olympics coming? I mean, aside from the fact that if you're new to the country and you're trying to get your foot on the ladder here, that's probably one of the downsides if house prices are going up.

But are there any other risks or downsides to be aware of? The biggest risk is overpaying now with the hope of a short-term gain. This isn't a get-rich-quick play. It's about smart long-term positioning.

Another risk is assuming that every suburb will benefit equally, and that's just not the case. So make sure you do your research. Okay.

And so are there any areas that we should know about that maybe we should avoid buying in at the moment? Not necessarily. It's just about understanding where the infrastructure projects are going in and understanding how these things will impact a suburb or an area, whether it will be in a positive or a negative light. When the government's spending and doing these sorts of upgrades, it can impact a property or a suburb in a positive or a negative manner, depending on what the project is and what's being put there.

So I guess just make sure that you're across all of those things. Areas that are heavily dependent on one piece of infrastructure or without broader fundamentals like schools, transport and lifestyle might see short-lived gains. Stick to areas with proven demand and track records, I would say.

And in terms of transport links, what improved transport links can we expect to be put in place with the Olympics coming? Yeah. So there's some big-ticket items that include upgrades to the Gabba precinct, the Cross River Rail completion and potential Metro extensions. These projects will dramatically improve connectivity and livability amongst buyers and getting access to the CBD for work and things like that.

Yeah. So you think that's going to make an improvement for people travelling into their jobs? Yeah, definitely. People want shorter commutes, so suburbs near new or upgraded train lines, stations or busways, they'll see an increased demand and it opens up lifestyle suburbs further out as well, while still keeping the city accessible.

So is now a good time to buy in general or should we be waiting till closer to the Olympics or is now the best time to get in to kind of try and reap those benefits? Yeah, good question. So I believe that yes, if you've got your finances sorted and a clear plan, Brisbane is still more affordable than Sydney and Melbourne. And buying now gives you a head start on long-term growth.

We are seeing prices increasing substantially every month. In a lot of these blue-chip locations, some properties are going up $5,000 to $10,000 a month, which is sort of in line with that 8% to 10% per annum. So if you own a million-dollar property and it goes up, say, 10% over a 12-month period, which is in line with the historical growth over the last, say, 20, 50 years here in Brisbane and a lot of suburbs, that property is going up by around that $100,000 a year.

It's definitely growing quickly. So what opportunities do you see for someone who's a new arrival? They're just arriving in Australia now. They're thinking about buying their first home.

What opportunities are available for them to get in the market? Yeah, the key is buying well now and avoiding mistakes that can cost you down the line. So there's an opportunity in buying something that you can add value to through a cosmetic or structural renovation where you can really manufacture equity and you're not purely reliant on market conditions. I always suggest to clients, if they're open to it, to go down that avenue.

So value-add opportunities or just choosing the right location that's not too trendy. So you know, think of a bride suburb, a suburb that's really performed really, really well. A lot of people get priced out of that suburb and you want to look at the surrounding suburbs, which are called bridesmaid suburbs, because they're usually more affordable to buy into and they're usually the next suburb that will be positioned to benefit from the bride suburb.

It just definitely makes sense to know that we've seen a huge growth. We've been in Brisbane for about 11 years now and just the suburbs growing so quickly. And yeah, we've seen that ripple going out and out further and further out with the affordability moving further and further out as well.

So there are still opportunities, I guess, if you're looking for a bigger plot and more of a lifestyle kind of opportunity to go further out as well. Absolutely, yeah. So what role could a buyers agent play in helping you make those right choices? I know you were saying like looking for places that you can add value to, maybe that you can grow with, that you don't need to move out of straight away if you have another baby or you need to expand a little bit.

What opportunities, how can you help them sort of identify those opportunities? Yeah, so we help buyers navigate the noise, you know, find value and act fast when a good opportunity comes up. We also help, you know, avoid common traps, you know, buying the wrong property, overpaying or missing key risks. If you buy the wrong property or overpay, you know, it can set you back years and take a long time to recover from.

Whereas if you've got an expert, a professional advocate that's buying property on a daily, weekly basis that knows how to spot, you know, common pitfalls and mistakes and can, you know, conduct an in-house valuation, determine the true value of the property and where it sits in the marketplace against other comparable sales, ensuring that you don't overpay. I think there's a lot of value in that because if you buy the right property, it can really propel you and your family forward, you know, whether that be into something else or if you're looking to build a property portfolio. Yeah.

Yeah, and I think there's so many things that when you're moving into a property here that you're not really considering, especially if you've moved somewhere like from the UK, you've got different temperatures, you've got different risks, you've got kind of floods and bushfires and air conditioning and all kinds of things that just make the whole process really different here. So you arrive not really knowing all of this stuff and not knowing what you should be considering for a property as well. So it really does help to have someone on your side that understands all of that stuff that can help guide you with all of it.

Yeah, absolutely. So if you had to leave us with one piece of advice for someone who was considering buying a home in Brisbane in the next few years, what would that be? Don't wait for the perfect time. Focus on buying the right property at the right price.

Time in the market is near impossible, but time in the market really does build wealth. So that's probably the one bit of advice that I would give. And where can people go to find out about you and what would be the next steps if they wanted to chat to you? Yeah, yeah, good question.

So you can find us online at buyerscollective.com.au. You can also find us on Instagram. It's just buyers underscore collective. Or just reach out directly.

I'm sure you'll probably leave our contact details in the bio. So if you're thinking about buying, that would be the first step. Booking a call.

We usually have an initial discovery call, discuss your property requirements, your goals and see if we're the right fit to be able to help you. Yeah. And is it a good idea to reach out to you before moving to Australia or is it good to get here and be finding your feet and then reach out to you? Everyone's situation is a little bit different, but I think getting in sooner rather than later, having that conversation, understanding how we might be able to assist you and your needs and yeah, taking it from there.

And especially with the Olympics coming, it's only going to get more competitive on prices and things. So it's worth reaching out to you now and getting the process started. Yeah, absolutely.

So yeah, if anyone's listening, feel free to reach out and book in a call with us. Thank you for your time today. No problem.

Thanks for having me. So thanks again to Jack for coming on and talking all about buying property in the Brisbane area on the run up to the Brisbane Olympics. It was really useful episode.

And if you want to reach out to Jack or Diane, I'll pop their links in the show notes. That's it for me this week. I hope you enjoyed the episode.

If you did, please do leave a positive review and let's get building your new life in Australia one episode at a time.