

WHITEBOARD

1st January 2014

Quarterly Report



The Kitchen Rules When It comes to Open Inspections.

A recent online poll which asked home buyers and owners, 'When inspecting a property, which room is the most important to you?' found that 49 per cent of 612 respondents said the kitchen was most important followed by 38 per cent saying the living area was.

However female and male respondents disagreed about which room was more important – 59 per cent of female respondents choose the kitchen as their first choice while only 37 per cent of males pointed to the kitchen, female respondents found the living area far less important than males with only 24 percent naming it the key room for an inspection compared to 56 per cent of males.

Ray White Morisset Principal David Wood said these results shed some important insight into the real estate market as buying activity accelerates through summer and as auction clearance rates continue their strong results. "We're seeing increased confidence in the real estate market and with lots of great stock on the market; buyers are going to be very selective on the properties they inspect," Mr Wood said. Mr Wood said that many buyers wouldn't necessarily be assessing a property on its existing fixtures and features but rather its scope for renovations and improvements. "Often when a buyer shows interest in a property it's because of the potential they see in it. Part of the mentality of today's buyers is assessing how much effort and additional money may be required". Both males and females agreed the bedroom was the least important room at an open inspection. *David Wood, Principal.*



LOL—Joke corner.

As a first grade teacher, I often hear from my students things going on in their family. Harry's mother was expecting, and naturally Harry was very excited. When one day Harry stopped talking about it I was concerned and questioned him why. "Well", Harry said, "my mother told me I could feel the baby moving in her stomach, I think she ate it!"



Residential Rental Update

This quarter the vacancy rate has remained steady at 1.54%. This is tipped to drop in the next few weeks due to high demand for rental properties over the Jan/Feb period. Most renters want to get settled and into new housing before the start of the school year, we also see college students getting in before the first semester. Average rent is \$326.06 p/w.



Did You Know?

Who drinks the most wine? China produces the most grapes in the world but Spain, France and Italy produce the most wine. The top ten consumer countries being—France: 30.2 Mhl USA: 29 Mhl Italy: 22.6 Mhl Germany: 20 Mhl China: 17.8 Mhl United Kingdom: 12.5 Mhl Russia: 10.4 Mhl Argentina: 10 Mhl Spain: 9.3 Mhl Australia: 5.4 Mhl

Introducing Paul Burnham.....

As the newest member of our team, Paul Burnham comes to us with many years of real estate experience including owning his own Ray White office and recently 6 years in Cooranbong. So if he looks a little familiar you know why.

Paul works hard for his vendors to ensure the best possible result is achieved, while doing everything possible to make the whole selling process a smooth and pleasant experience. Equally, he takes good care of his prospective buyers with a courteous and professional manner, listening to each person's needs and always looking for a solution. So if you are looking for an agent who really enjoys what he does and has your interests at heart, then contact Paul to arrange an appointment. *Paul Burnham, Sales Consultant.*



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Peach Melba with Whipped Ricotta Cream.

INGREDIENTS: 4 just ripe peaches, halved, stones removed. 750ml btl pink moscato. 1 vanilla bean, split, seeds scraped. 3 strips lemon rind. 1 tbs rice malt syrup. 125g fresh raspberries. 1 tbs toasted flaked almonds, to serve. Whipped ricotta cream. 100g low-fat fresh ricotta 1 tbs rice malt syrup. 1/4 tsp vanilla bean paste.

METHOD: 1. Place peaches in a large frying pan. Add wine, vanilla bean and seeds, lemon rind and rice malt syrup to pan. Bring to a simmer over medium-high heat. Reduce heat to low. Gently simmer, turning halfway through cooking, for 20 minutes or until the peaches are just tender. Cool completely in syrup. 2. Remove the peaches from the syrup. Peel and discard the skin. Set peaches aside. Bring reserved syrup to the boil over medium-high heat. Simmer, stirring occasionally, for 8 minutes or until the syrup thickens. Cool completely. 3. Meanwhile, to make whipped ricotta cream, process the ricotta, rice malt syrup and vanilla bean paste in a food processor until smooth and well combined. 4. Divide peach halves among 4 glasses. Drizzle with a little syrup. Top with the whipped ricotta and remaining peach halves. Drizzle with a little more syrup. Serve sprinkled with fresh raspberries and flaked almonds.

Cheryl Lomas, Sales Consultant.

Regional Relocation Grants

The New South Wales government have decided to revamp its grants encouraging city-based residents to relocate to regional centres. The change expands the eligibility of the \$7,000 Regional Relocation Grant to long-term renters (two continuous years in one or more homes) in metropolitan Sydney, Newcastle and Wollongong.

As part of the new changes, the state government has launched its Skilled Regional Relocation Incentive of \$10,000, aiming to encourage people to relocate for jobs unfilled in regional workforces. This grant will also be available to self-employed people, including small businesses and entrepreneurs considering a move to regional areas.

The two grants will be subject to a new minimum relocation distance requirement of 100 kilometres to ease any potential misuse of the schemes in areas that border metropolitan and regional boundary lines.

The new measures are aimed to enhance the appeal of regional relocation to an economically active demographic including young families, young professionals, small business owners and trades people.

Peter MacIntyre, Principal / Licensee in Charge.



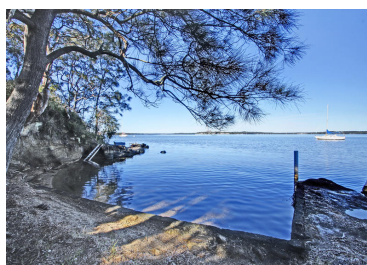
Dora Creek 90 Baker Street

\$640,000 3 1 1



Bonnells Bay 42 Kalani Road

\$575,000 5 3 2



Morisset Park 22 Henry Road

\$489,000 0 0 0



Cooranbong 2/461b Freemans Drive

\$380,000 3 2 1



Sunshine 97 Sunshine Parade

2 2 1



Morisset 89 Marconi Road

4 2 2



Windermere Park 33 Victoria Street

3 1 2



Mandalong 196 Sauls Road

4 2 6