

# NEWSLETTER

## COMPANY OBJECTIVE

Our aim is to bring people and property together

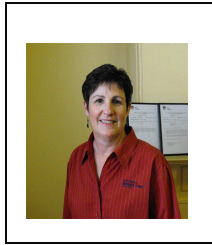
## OUR TEAM

George Bourdis – Director/Sales  
Maria Bourdis – Accounts/Marketing  
Kelvin Gilder – Sales Consultant  
Yiota Barkley – Sales Administration  
Kathy Squire – Property Manager  
Rebecca Manzie – Sales  
Administration  
Kim Cash – Administration  
Dianne Wurtz – Administration

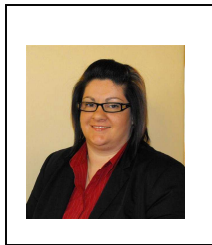
## COMPANY DETAILS

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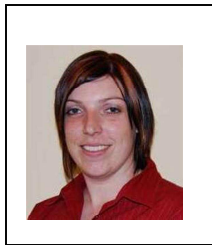
## Staff Updates...



**Kathy Squire:** In June 2011 we welcomed Kathy Squire to lead our busy Property Management division as a Senior Property Manager. Kathy has over 10 years experience in Property Management and has a thorough working knowledge of this role and current legislation. Furthermore, Kathy has a pro-active, dynamic approach to Property Management and looks forward to meeting our valued clients and welcoming new.



**Yiota Barkley:** After 14 years of working in both Property Management and Sales Administration, Yiota is taking a short break from work while she is on Maternity Leave. We sincerely thank Yiota for her valuable contribution to our office during this time and we wish both Yiota and her husband Peter all the best as they await the arrival of their baby in September. Yiota hopes to return to work in early 2012.

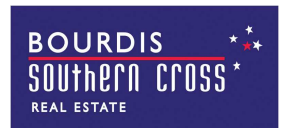


**Rebecca Manzie:** Rebecca has worked extensively in Property Management for nearly 4 years and is busily working in Sales Administration while Yiota is on Maternity Leave. Rebecca brings experience, commitment and dedication to this role. Furthermore, she enjoys working in sales and learning another aspect of the Real Estate Industry. Rebecca looks forward to assisting current and new clients with their sales requirements.



**Kim Cash:** Kim joined us in March 2011 in Administration from the Recruitment Industry and has successfully completed industry training that compliments her existing strong skill set. Kim has a strong working knowledge of office procedures and works primarily in Property Management. Kim looks forward to talking to you when you call our office next!

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## A word from The Principal George Bourdis...

Spring is well and truly upon us and an exciting period in real estate is beginning to unfold. The next three months will bring strong levels of enquiry lead by the "first home buyer" market.

Three main factors proving to be a positive stimulus for potential purchasers in the current market are:

1. Recent announcements of reductions in long term fixed rates by some of Australia's leading banks
2. Mounting pressure on the Reserve Bank to keep current rates on hold by the retail sector, business groups and homeowners
3. Financial analysts creating a strong argument to reduce the cash rate.

Increased activity from the first home buyer will have a knock on effect, liberating people who are looking to move onto their second home and so on. This will create opportunities across the board for potential vendors.

## Maria's Kitchen Corner Garlic Potato Bake

### Ingredients:

6 large potatoes, peeled and thinly sliced  
2 cloves of garlic, peeled  
½ cup shallots, sliced  
1-cup cheese, grated  
4 rashers of short rind less bacon  
300ml cream  
½ cup cheese, grated extra

### Method:

1. Preheat oven to 200oC. To assemble; Grease medium to large ovenproof dish. Layer 1/3 of potatoes; grate 1 garlic clove directly over dish. Sprinkle with bacon, shallots and cheese. Leave enough to repeat this step.
2. Arrange top layer with potatoes; season with pepper, pour cream over potatoes and sprinkle with cheese.
3. Cook for 1 hour. Serve immediately.
4. This dish is great for entertaining – simply double for large crowds. If preferred, instead of garlic you can add ½ teaspoon of curry powder to cream at final step.

### Did You Know??

**The beginning of Daylights Savings is the recommended time to replace the batteries in your Smoke Alarm.**

If you are thinking of selling, now is the time to take a strategic approach to listing your property for sale. Spring is an optimum time when buyers are looking to capitalise by taking advantage of potentially falling interest rates.

Our sales team has a current database of buyers across most price ranges that are searching for the right property. We can provide you with a Current Market Analysis based on recent sales and market activity.



**Please call us on 02 60412699 if you are thinking of selling or know of anyone who might be.**

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