

BALLARAT

REAL ESTATE

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PROPERTY MANAGEMENT

QUARTERLY NEWSLETTER

WINTER EDITION 2006



A Message From Ron, Our Managing Director

The last three months have been very busy at Ballarat Real Estate Pty Ltd. We have had some tremendous results in our Residential Sales Department. Our Property Management Department has been busy with the influx of students and the hectic start to the year. Over the last month or so our Senior Property Manager, Len Dean, has been on well earned annual leave.

Business Sales have been buoyant over this period and, on Friday, our Commercial Department had an excellent result with the sale of 102 Lydiard Street North, Ballarat at Auction for \$890,000. Whilst the residential market has slowed a little, Commercial sales are very buoyant as indicated from this sale.

We still have demand from buyers looking for residential property and if you are considering selling please do not hesitate to contact us for a free market appraisal. Rest assured we are achieving the best results; after all, our top located office and home town name, www.ballaratrealestate.com.au (first on the net) ensures we are 1st stop for most buyers and more buyers (as with tenants) means better prices.

With the end of the financial year creeping up on us we wish all our Property Owners continued success in the year ahead. If you would like to discuss any property matters, please do not hesitate to contact me at any time.

Ron Morrison



“This building was sold by Ballarat Real Estate P/L on Friday for \$890,000.” -Photo from Ballarat Courier 27/05/2006

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Our Rental Team Adrian Faulkner:

Adrian Faulkner is one of our four experienced Property Managers that make up the Property Management Team at Ballarat Real Estate Pty. Ltd. Adrian is a born and bred Ballarat person with a vast knowledge of the local area. He now has his own family and they are firmly engrained in the local work force and education system.



Prior to joining Ballarat Real Estate he was in management with Coles-Myer and held a position there for over ten years.

Adrian is an extremely down to earth and approachable person who strongly endorses our Property Management Team's aim; to optimise your income, minimise your expenditure and focus on capital growth. As a property owner himself, Adrian takes pride in looking after and maintaining his real estate, so rest assured that he will promptly and efficiently take care of your investment as if it was his own.

If you need any help at all, please do not hesitate to contact Adrian as you will find a truly dedicated person who will put the time and effort in to ensure your investment is being looked after to the optimum.

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OUR AIM IS TO: OPTIMISE YOUR INCOME, MINIMISE YOUR EXPENDITURE AND FOCUS ON CAPITAL GROWTH

Always improving, Never resting!



In response to the massive level of Client and Customer usage of our hometown web site which we are told is the most visited real estate web site in Ballarat, we have recently commissioned a substantial upgrade which will be of huge advantage to our valued clients.

Our new and improved web site will feature a state of the art search function and a professionally designed user interface.

This upgrade comes at considerable expense however we believe that our investment will produce even greater traffic through the site and ultimately mean that our Vendor's and Owner's properties will be exposed to more buyers and tenants. After all, our number one aim is to 'Optimise your income, minimise your expenditure and focus on capital growth'.

Look out for the new site which will come on line in the coming weeks. In the next property management newsletter we will provide you with further information regarding the extensive features offered on the site.

Nana Morrison's Old Time Recipes

Steamed Lemon & Coconut Pudding

Ingredients:

- . 3g's butter
- . 4g's sugar
- . 3 eggs
- . 1 1/2 cups SR flour
- . Grated rind & juice of 1 lemon
- . 2 TS of coconut
- . 1/3 cup of milk
- . Castor sugar



Method:

Cream butter and sugar, add eggs one at a time beating well between each. Stir in sifted self raising flour, juice and rind of 1 lemon, coconut and milk.

Pour batter into greased baking tin and cover lightly with buttered paper.

Finally, add lid to steamer and steam for 1 1/2 hours.

Dust with castor sugar and serve with cream and ice cream as desired. This should serve about eight people.

A great treat coming into the cold winter months.

Growth of the BRE Network

In response to high demand from numerous clients in the Maryborough and District area, Ballarat Real Estate Pty Ltd has made the progressive decision to open a new Branch Office right in the heart of Maryborough to be known as "Maryborough – Ballarat Real Estate Pty Ltd"

We will bring to Maryborough innovative marketing, selling and property management systems. Our new Maryborough Office has already taken the town by storm and our team is achieving outstanding results and changing the face of real estate in Maryborough. In short we are raising the bar and setting new standards. Already our clients are thrilled with the results we are achieving and now actively spread the word that Maryborough – Ballarat Real Estate Pty Ltd is the best agent in town.

We are excited about the fact that now after 23 years of our Ballarat



clients enjoying superior service and the unbeatable advantage of our Hometown name which automatically attracts more prospective tenants, the people of Maryborough will now benefit from the same advantages.

When you are next in Maryborough why not drop in and say hello to our team who are located at 94 High Street. They would love to speak with you.

Allister Morrison
Real Estate Consultant
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Ballarat Real Estate Pty Ltd