



From the desk of  
**Mathilde Lewis**



Hello again.

Welcome to the June edition of our community newsletter

The Australian housing market has emerged from the financial crisis relatively unscathed.

Consumer confidence in the property market is strong

We have seen a large increase in the number of residential property sales during the last 3 months and prices are rising despite increasing interest rates.

The Summit Property Group was founded with the genuine desire of assisting people in buying and selling homes in the Hinterland and the Scenic Rim Area.

Our goal of offering a quality service will never change.

Even if you're not ready to buy or sell a home right now, we would be happy to talk with you about the market or give you a cost and obligation free appraisal.

It's been lovely 'talking' to you again.

We hope that you enjoy this months newsletter, if you have any comments, please e-mail [info@summitpropertygroup.com.au](mailto:info@summitpropertygroup.com.au) Or, if you like answers to a specific Real-Estate question, we'd be happy to help!

Best wishes, and I'll write again soon.

*Mathilde*

0412 756 958

*Winter*

**Summit Property Group**

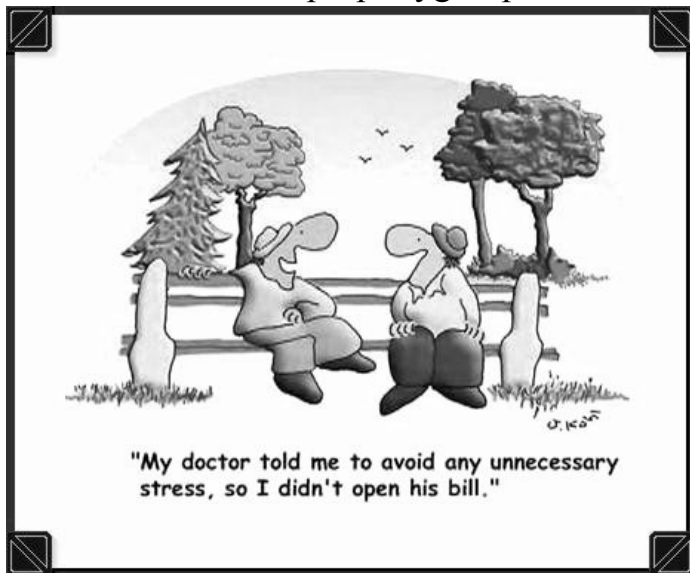
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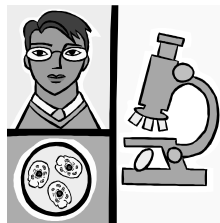
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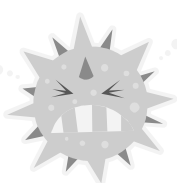


**The story behind the story of penicillin**

Most people know that the Scottish scientist Alexander Fleming discovered penicillin in some mouldy bread in his laboratory at St. Mary's Hospital in London. Penicillin was one of the first antibiotics discovered and is still one the most widely used to combat bacterial infection. Although the story of Fleming's discovery is true, he wasn't the first to observe the beneficial effects of penicillin, which is derived from the Penicillium fungi commonly found in mould.



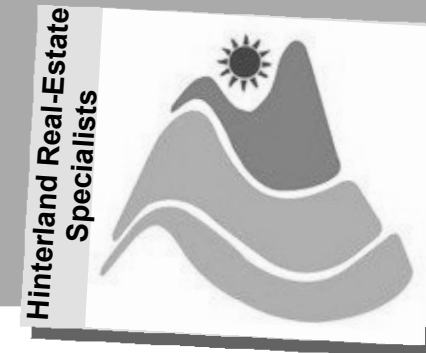
Bread with blue mould growing on it was used to treat infected wounds during the middle ages—Arabian stable masters, for example, used it to cure sores on horses. In 1896, a French medical student named Ernest Duchesne submitted a paper on penicillin's healing properties to the Institute Pasteur, but his findings were ignored because of his youth. A Costa Rican doctor, Clodomiro Picado Twight, reported similar observations on the effects of the Penicillium fungi in treating infections, but his discovery won little attention.



On Sept. 28, 1928, Fleming noticed blue-green mould growing on a plate of Staphylococcus bacteria that had accidentally been left open. The mould produced a halo of inhibited bacterial growth, from which Fleming concluded

that the mould contained a substance that resisted the bacteria.

It wasn't until the 1940s, though, that the active ingredient in Penicillium was identified and doctors began using it to treat infections.



**Hello!**

This issue of *In Touch* is being sent to you courtesy of the **Summit Property Group**

It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to friends, staff and colleagues

Enjoy!

**Mathilde Lewis**  
0412 756 958



**Funny Bone**

Time may be a great healer, but it's a lousy beautician.



**Talk is cheap because supply exceeds demand.**

An optimist thinks this is the best possible world.  
A pessimist fears this is true.

**In just two days, tomorrow will be yesterday.**

I am a nutritional overachiever

**I plan on living forever, So far, so good**

Practice safe eating—always use condiments

**Age doesn't always bring wisdom. Sometimes it comes alone.**

The real art of conversation is not to say the right thing at the right time, but to leave unsaid the wrong thing at the tempting moment.

**A day without sunshine is like night**

**Selling Savvy**

**Top 9 Tips To Get Your Home Sold**

Our local real estate market changes quickly. Yet, no matter if it's a buyer's market or seller's market, there are proven techniques that can help you get your home sold. That's why, before you decide to sell, it pays to know how to beat the neighbourhood competition -- before you list your home for sale. To help you sell smarter -- and for the best price -- here's our top-nine list of real-world tips to get your home sold -- not just listed.



**1 Go With a Pro** Relying on a real estate professional -- like us -- helps you navigate the ever-changing real estate landscape. We help you every step of the way, starting with navigating through the ocean of data about home prices, sales trends and expectations, through scheduling, paperwork, legal pitfalls, negotiating and making sure your home settles in a timely manner. Our professionalism and service is what we offer to get your home sold quickly for the best possible price, no matter what the market.

**2 Price It Right** Price will make or break your home sale. Price it too high and your listing will simply languish. Buyers in today's market are savvy and know the value of homes like yours. We can help you make sense of the sales data available and price your home to bring buyers in -- and encourage offers. If you price the home slightly under the current trends, this strategy can work to your advantage to create excitement about your home.

**3 Stage It** Nothing says "welcome home" better than a clean, clutter-free and bright space. Take time to deep clean (make everything shine), clear off (no piles, no clutter, box up knick knacks and personal flair) and brighten up (repaint, clean windows, open curtains, etc.). Make the beds and set the table. Put out flowers in the kitchen or dining room. Keep your home looking inviting and ready for entertaining at any time, and you'll invite offers.

**4 Entice Buyers** Serious buyers might be on the fence between your home and another property. Be detailed in what conveys with the home and make clear what is negotiable, as well. (Do you really want to disassemble the kids' playground and lug it to your new home? Be realistic and realize that the more move-in ready your home is, and the more value a buyer gets, the more enticing it is.

**5 No Surprises** For peace of mind and to reassure buyers there are no hidden surprises in your home, consider getting a home inspection before listing. Make the information available to buyers, helping them feel confident there are no serious defects or major problems in your home and your buyers will be interested in your home above others.

**6 Green It Up** Take small steps to make sure your home puts its best "green" foot forward. Replace light bulbs with CFLs (compact fluorescent light bulbs). Make sure you capture all rainwater and consider taking advantage of the Governments 'solar' incentives.

Continues on page 2



**Thyme Tea May Ease Coughs**

The next time you have a bad cough that isn't responding to traditional treatment, brew a cup of thyme tea (a cup of boiling water poured over a teaspoon of dried thyme). Herbalists say that thyme leaves contain thymol and carvacrol, volatile oils that loosen thick mucus in the respiratory tract, which reduces irritation and soothes the throat.

## Calender Our community

- Beechmont School Working Bee Sunday 6th June 9am to 12 noon
- Queens's Birthday P/H 14th June
- Beechmont Community Markets Sunday 20th June 8am > Midday at the B'mont community centre
- SIDS Red Nose Day 25th June
- Give Me 5 For Kids Appeal to raise funds for children's wards during June

Obligation Free Appraisals

## Hinterland

## Real-Estate

Are you thinking of Selling?  
If so, we would LOVE to talk to you.

### Top 7 Reasons you should use Summit Property Group to sell your Home

- 7 We offer excellent service, because we are new, we try harder.
- 6 Your property will be listed on our, as well as realestate.com and other web-sites for potential buyers to see 24/7
- 5 We constantly monitor the market to make sure your home stays competitive, we provide you with regular analyses.
- 4 We provide weekly feedback so you are never left in the dark wondering what buyers thought of your property.
- 3 You will always have someone available to help you. We ensure that you are taken good care of.
- 2 We will do our absolute best to ensure that you get the most money in the shortest time with the fewest problems.  
And...

### The #1 reason you should use Summit Property Group when selling your home...

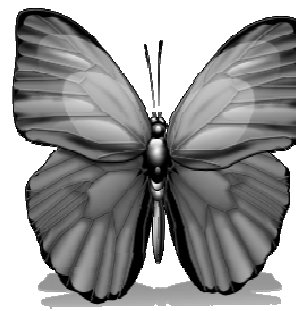
- 1 We offer a 100% Satisfaction Guarantee! If you are not completely happy with your service at any time, you can terminate your contract with us at no cost.\* Some Conditions apply

For further information, please call me,  
Mathilde on 0412 756 958  
between 8:30am to 6pm, 7 days per week

*Same day property inspections are normally available to buyers within 25 minutes so you can see the entire property and have all your questions answered. With no sales pressure—guaranteed!*

## The cocoon

One day, an opening appeared in a cocoon. A man sat and watched the struggling butterfly trying to emerge for hours. During this time, the butterfly was trying to push his wings out through his shelter, hoping to force the small hole in it to grow big enough to let him out.



It seemed to the man that the insect was not progressing. He would go as far as he could, but then he did not move. So the man took a pair of scissors and carefully enlarged the hole in the cocoon to help the butterfly out.

Naturally, it then emerged, quite easily. But the butterfly had a weak body and its crumpled wings were atrophied.

"No problem, it will develop," thought the man. And he continued watching the butterfly, expecting to see it spread its wings and fly. But... this never happened.

What happened was, the butterfly spent the rest of his life crawling on his little body, unable to use its stunted wings.

What the man in his hasty goodness, did not realize, was that the tight cocoon is a test of nature, that forces the butterfly to train its wings. It is only after he has passed this test, that he can begin to fly.

And like the butterfly, we also have filters to squeeze through, and obstacles to overcome in order to have a fulfilling life of our own. See, sometimes our fears, our failures, and our hard times are exactly what we need to experience, in order to prepare us for the next step.

If nature allowed you to advance in life without ever encountering any obstacles, we would be ill-prepared for what lies ahead. We would be like the butterfly who hasn't had an opportunity to prove his wings are worthy of flight.

### Freedom is hard won... rarely do we fly without training first.

Continued from page 1

Add a few drought-resistant regional plants to your landscaping. Small items speak big when you go to sell a home. Be sure to point out these energy- and resource-saving elements to new buyers.

**7 Know Your Competition** Take time to look around your neighbourhood. What's for sale and what are the prices and condition of the homes? Think like a buyer. With our help, you can pinpoint exactly what the real estate market is doing in your area, and we'll help you know what your home is up against and how to position it to sell against the competing homes.

**8 Pump The Buzz** Make sure your home looks great -- inside and out. We will take care to ensure that all photos taken of your home show it at its best. When your home looks good online, it entices viewers to make that all-important in-person appointment for a showing. We will market your home in all the proven methods including online promotion. Feel free to pass along your listing profile to all your contacts online, as well, and create a buzz about your property.

**9 Entertain All Offers** No matter what offers come in on your home, you must be serious about each one. We'll help you weigh the pros and cons of each offer (this stage is where our expertise is invaluable) and respond to each one thoughtfully. Our negotiating experience can assist you in getting the best price for your home.

If you have any questions about any of our top-nine tips, or want additional guidance before you decide to sell your home, feel free to contact us. We're here to help you make the best decision when you choose to sell your home.

## The canine 'Super-Nose'

The infamous sense of smell with which our canine friends are endowed has been used by humans for centuries. Said to have the ability to detect smells at concentrations nearly 100 million times lower than those which can be distinguished by humans, dogs have not only proved to be invaluable in terms of hunting, but also in detecting everything from drugs and explosives to human corpses and even out-of-date foodstuffs being sold in shops. Scientists now think, however, that dogs are also able to smell illness in their human friends.



Just by sniffing samples of human breath, it is believed that the incredible olfactory organs which dogs possess can not only identify the presence of lung, breast and other types of cancers in humans, but that they can do so with an accuracy rate of between 88 and 97 per cent. When you consider that even the cancer-detecting scanners used by hospitals and costing millions cannot achieve such high levels of accuracy, that's no mean feat!

Dogs are apparently not just able to detect illness though, but they can also be trained to alert people in advance of an epileptic fit or tell those with heart conditions when they are about to suffer a seizure. With such powerful little noses, one can't help but wonder whether our hospitals might not be kitted out with food and water bowls in future, instead of all that high-tech equipment!



### The Benefits of Coffee

Scientists have found that fresh-brewed coffee contains antioxidants, phytochemicals that help support your immune system and may lower your risk for cancer and heart disease.

But drink up fast: the antioxidants remain effective in your cup for only about 20 minutes after brewing.

**Take Your First Offer Seriously.** Remember; "A bird in the hand is worth two in the bush" and it is especially relevant when talking about home-purchase offers today. Consider your offer seriously and treat them with special care

## Responding, not reacting to life

When you respond to life, that's positive; when you react to life, that's negative. Example: You get sick and go to the doctor. Chances are good that after an examination, she would give you a prescription with instructions to return in several days.

If, when you walk back in the door, the doctor starts shaking her head and says, "It looks like your body is reacting to the medicine; we're going to have to change it," you probably would get a little nervous.

However, if the doctor smiles and says, "You're looking great! Your body is responding to the medication," you would feel relieved. Yes, responding to life is good.

In recent years, there has been much turmoil in the market. People were losing their jobs. This created some unusual opportunities for many people. For example, many new businesses were created, well over half of them by women. Very few of the women had any business skills, and all of them had great financial need.

Many, possibly most, of those new businesses would never have been started had not an unfortunate event occurred in the people's lives. When those events did occur, and needs became obvious, the women chose to respond, and there is little doubt that many of them are better off now than they were before.

The message is clear: If you respond to life instead of react to it, then you've got a much better chance of achieving success.



## Men and women: Different planets, but the same health issues

Women and men are different, and that's a good thing. But they share many of the same health problems. Here is a list of the top five health threats for women:

5. Alzheimer's disease
4. COPD: Chronic obstructive pulmonary disease, a group of chronic lung conditions, including bronchitis and emphysema
3. Stroke
2. Cancer
1. Heart disease

For men, the list is similar:

5. COPD
4. Stroke
3. Injuries
2. Cancer
1. Heart disease

### Choosing the Right Olive Oil

The International Olive Oil Council offers these suggestions on choosing the right olive oil to enhance your foods:

- Mild olive oils are good for salads, vegetables, and fish, as well as for making omelettes, fried eggs, and for baking.
- Stronger, fruity-flavoured oils, with a slightly bitter taste, will bring out flavours when frying, sautéing, braising, and stewing.
- Extra virgin olive oil is best served at room temperature because high heat can destroy its delicate flavour. Save it for breadsticks, salads and other cold dishes, or sprinkle it over hot dishes just before serving.

### A Fast Way to Rehydrate

After a run or other vigorous exercise, the first thing to do is to drink a large glass of water and eat a salty snack. Ed Ryan, director of sports medicine for the U.S. Olympic Committee, says this combination will replenish the sodium and chloride electrolytes lost through sweat. Specifically, he recommends an ounce or two of a salty food -- such as pretzels, potato chips, or even French fries -- following a workout. "Proper hydration should outweigh any concern over the fat content of a few fries or chips," he says.

One can choose to go back toward safety or forward toward growth. Growth must be chosen again and again; fear must be overcome again and again.

—Abraham Maslow