

The **ULTIMATE** Customer Newsletter!



From the desk of
Mathilde Lewis



Hello again.

Welcome to the May addition of our community newsletter

Easter is now behind us.

The days are getting shorter and the nights are getting cooler. We are now facing autumn and winter, but don't worry—we will continue to brighten you up with our entertaining newsletters and keep you up-to-date with everything real-estate.

And boy, haven't we had a busy month.

We obtained many new listings and received lots of offers on properties from buyers looking to move to the best spot on the coast. As we speak, three properties are under contract about to go unconditional.

The 1st annual Easter Egg hunt was a great success and was **won by Dylan** who received a \$100 ToysRus voucher.

We also had our Wealth Building information night during April and we will keep you informed about the next one.



I participated in the worlds greatest shave and raised \$683 for the Leukaemia Foundation, with a special thank you to the local (business) people who sponsored me, inc Five Star Window Furnishings, Eden Seeds & Safe Solutions Termite & Pest. (total raised so far this year \$12.5 Million)

Best wishes, and I'll write again soon.

Mathilde

0412 756 958

PS: We are urgently looking for property to rent in Beechmont, Lower-beechmont and Binna Burra.

PPS: Please see page 3 of this newsletter for details on our fantastic **FREE LEGAL's** offer during the month of May.

Summit Property Group

For more information

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MCHUMOR.COM by T. McCracken



"Take me to your lawyer."

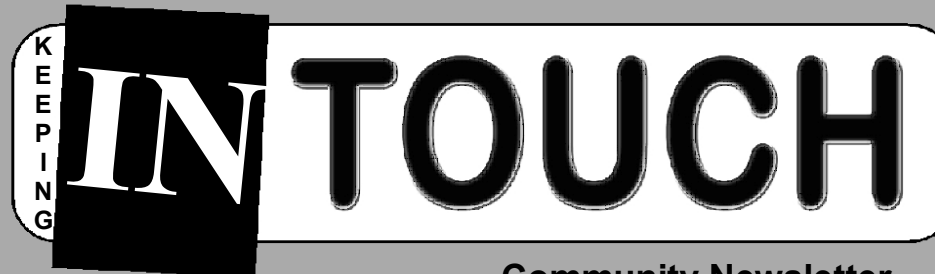
Reach for the stars and live your dreams

It's one thing to regret some of the things that you have done in your life (after all, we're all human and we all make mistakes), but living with the regret of not doing the things that you want to do is simply a waste!

Life really is short, but unfortunately many of us don't realise how short until it's too late. Either we reach the end of our own road and find ourselves uttering the words 'I wish...' or it takes the loss of someone dear to us to make us truly appreciate our own mortality and live our lives to the full.

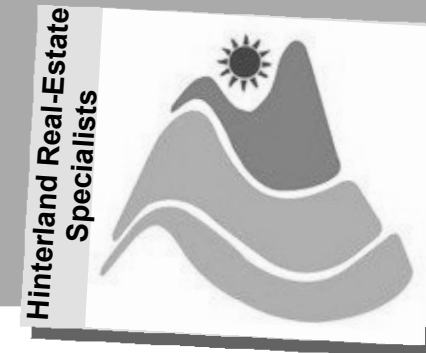
Often what stops us from taking control of our lives and striding ahead is not apathy though, but fear. Everywhere we look there are big red warning flags that signal danger and instead of looking at them logically and rationally, we simply step away from the 'danger zone'. In most cases, however, what we perceive as danger is nothing more than something new, and if we were to stop and consider the very worst case scenario if we were to go ahead, we would realise that it is actually highly unlikely to occur.

Have faith in your natural resourcefulness and your abilities and don't make 'I wish...' the last two words that you utter. Life is too precious to spend it hiding in the shadows, afraid to move. Whether you want to move abroad, start up your own business or simply have a go, be brave and bold—reach for the stars!



Community Newsletter

Summit Property Group is helping people to buy, sell or invest in Real Estate in the Gold Coast Hinterland



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

A family owned a parrot that had picked up some naughty words and squawked them at the top of its voice. Nothing seemed to shut it up.



One day the minister was due to visit the home. The mother, in a panic, stuck the parrot in the freezer. After the minister left, she went to let it out.

When she opened the door, the parrot hopped out.

"Learned my lesson," it squawked. "No more cursing."

"Thank goodness," said the mother.

The parrot cocked its head. "One question?"

Puzzled, the woman said, "Go ahead."

The parrot leaned its head forward, gestured toward the freezer, and whispered, "What did the chicken do?"

NEW NORMAL

Full Steam Ahead For Sellers In Today's Market

Lately commentators about real estate and the economy often use the term "new normal." What exactly is the new normal?

Simply put, home sellers today need to work within the current parameters of our local real estate market -- not the averages we hear about nationally, not what we wish it used to be and not what may emerge beyond the horizon tomorrow. New rules apply. To be successful in this market, home sellers must match their expectations to the new normal.

Local sellers in this new market find motivated and qualified buyers who know home prices and value when they see it. These sellers realize homes sell quickly when they are in tip-top condition and priced right. They also discover that prices vary widely depending on many different property factors.

Buyers in the new normal find that applying and qualifying for home mortgages requires more documentation. They make adjustments for an often larger deposit, and they consider rising bank interest rates.



To navigate this new territory, our advice to sellers is based on the current real estate market conditions that allow you to make the best decision when you decide to sell your home. Here are some of the new rules to home selling in today's new normal real estate market.

Price

In the new normal, home buyers are being more conservative. Trends show consumers are saving more and spending less. The same holds true for a home purchase.

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Before you criticise someone, you should walk a mile in their shoes. That way, when you criticise them, you're a mile away and you have their shoes.

Are you a rebel without a cause?

If you've ever been accused of being stubborn, then you might want to read this. One thing to keep in mind is that when you are a rebel, you are against something. Take away the thing you're against—and where are you?

Nowhere. It'd probably be a lot better for you if you decided to make a shift from being against something to being for something.

For instance, instead of saying "I'm not going to be fat" you'll probably feel better if you say "I'm going to be thin and healthy."

In making the shift from being against something to being for something, you make the jump from being rebellious to being determined.



Calender Our community

- Anzac Day Public Holiday 26th April
- Labour Day P/H 3rd May
- 9th May Mothers Day
- RSPCA Million Paw's walk 16th May
- Beechmont Community Markets Sunday 16th May 8am > Midday at the B'mont community centre
- 19th May 'Seniors Computer Kiosk' Official Opening 10am B'mont comm. Ctr

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!

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To appeal to this suddenly savvy and very cautious home buyer, sellers need to carefully fine-tune a realistic asking price.

As real estate professionals who specialize in selling hinterland homes in your area, we track the latest sales data as well as the competition your home faces when you put it up for sale. We can provide you with all the information you need to make an informed decision and arrive at a price that will get your home sold.



Understand that buyers must feel confident they are getting the best price when they buy a home. They are acutely educated as to the value of homes in their target search area and recognize over-priced homes almost instantly.

Condition

In this new normal marketplace, price alone won't sell a home. Cautious buyers want the best value too, which means move-in condition and upgraded features. Brighten up rooms, de-clutter every space, clean every corner and freshen up every surface (some things never change).

Consider moving out unused or oversized furniture that can crowd a room. Spruce up the outside of your home with clean windows, power washing and a new paint colour on the front door to improve appeal online—and at the curb.

Don't be discouraged if your home isn't perfect. We can assist you with resources for home staging techniques to make each room in your home look its best. When your home shines, it will sell.

Amenities

Today's cautious buyers want amenities in the home they purchase to be functional, practical and money-saving. When you are thinking of renovating or fixing up your home to sell, keep this in mind. If changes to your home involve an on-going high maintenance cost (such as a spa bath or pool) or minimal energy-saving (appliances, hot water heater), prospective buyers may show less interest. The new normal is causing buyers to look to their needs first and foremost with a practical and sometimes frugal state of mind. Sellers like yourself can think conservatively too when updating your home.

The new normal is an unprecedented shift from the recent past's exuberant growth. Despite this, in our new normal we continue to sell homes, and we have buyers in the pipeline looking for their perfect hinterland home.

Give us a call on 5533 1200 anytime to discuss your real estate questions and concerns. We'd be happy to give you details on the state of the real estate market in our area today.

Cinematic lessons about conflicts and other difficulties

The movies have so much to teach us.

Here are a few important life lessons they offer:

- If you have a prolonged physical fight with another person that ends without one of you killing the other, you'll become best friends.
- If your current problem revolves around an elderly scientist, he or she will invariably have a beautiful daughter who will fall in love with you.
- If you shoot people, they will die instantly. If someone shoots you, you'll suffer a flesh wound.
- If you grunt in pain while a beautiful woman is treating your flesh wound, she will fall in love with you.
- If you compete in a game or sport against a world champion, you will win despite your lack of training. He or she will then try to kill you.
- No matter what your problem is, it's somebody else's fault.



Teach your children to be safe at any age

Parents worry about their children; it's a fact of life. Teaching them to be safe as they grow and explore is one of your most important jobs. But with so many potential threats to worry about, the task can seem overwhelming.



Here are a few basics to concentrate on:

- Discuss safety calmly. You want your children to be careful, not terrified. When you talk about safety matters, emphasize that your main concern is their welfare. Listen to their concerns, and answer their questions as clearly and honestly as you can.
- Highlight important information. Be sure your younger children know their home phone number and address, as well as contact information for another relative or trusted adult.
- Don't just talk about strangers. Attacks or abductions by total strangers are (thankfully) very rare. Let children know they should tell you anytime they're made uncomfortable by someone's behaviour, even if they know the person well.
- Play "what if?" Rules and advice can be too abstract for young minds to understand. Make it real by asking children what they would do in certain situations: If a stranger tried to get them into a car, for example, or if they got lost in a shopping centre.

Fred's mother has three children by three different fathers. One child is named April, another is named May. What is the name of the 3rd child?

The third child is named Fred

FREE LEGAL'S

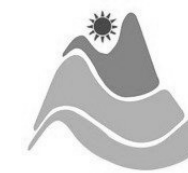
For both the buyer, and the seller

MAYHEM PROMOTION

Exchange contracts in the month of May, and summit Property Group will pay your conveyancing fees*

Mathilde Lewis 0412 756 958

E: info@summitpropertygroup.com.au
Web: www.summitpropertygroup.com.au



*On standard residential contracts with settlement prior to 30th June 2010. Excluding outlays and searches

Maximum cost for the buyer \$900 inc GST and \$600 inc GST for the seller
This offer is only valid for "Exclusive Listings" with Summit Property Group
Our preferred law firm is DK Law in Southport Phn 5571 2311

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.

The Benefits of Coffee

Scientists have found that fresh-brewed coffee contains antioxidants, healthful phyto chemicals 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.

Eat Your Broccoli

...and your cauliflower, cabbage, and Brussels sprouts. These vegetables are members of the cruciferous family and can boost your body's ability to fight cancer. According to the Leafy Greens Council, biting into a cruciferous vegetable breaks down plant cell walls, converting a compound called glucoraphanin into sulforaphane, which has been shown to help prevent breast and colon cancers.

Sweets to the Rescue

If you suffer occasional bouts of heartburn, you might consider sucking on a lolly after meals. Health experts say this encourages saliva production, which acts as a natural barrier to acid. But they caution against mint because these can stimulate acid reflux.

Accept No Substitute

It may be tempting to fulfil your "five a day" fruit and vegetable requirement with bottled vegetable juice, but it's just not the same. Nutrition experts remind us that commercially prepared vegetable juice, while more nourishing and lower in calories than fruit juices, normally contains high levels of sodium -- and much less fiber than fresh veggies. So enjoy it as a beverage, but keep plenty of "chewable" vegetables on hand as well.



Happy mothers day