



From the desk of
Mathilde Lewis



Selling your home is a big decision and using the right agent is vital.

At Summit Property Group you will receive a professional and friendly service that will achieve your goal, whether you are buying, selling or renting.

We specialise in properties in Lower Beechmont, Beechmont and Binna Burra plus surrounding areas.

You deserve great service whether you are looking for your first hinterland home, upgrading, selling your tenth home, or exploring investment opportunities. I will help you understand what is happening in the hinterland real estate market.

I am an expert at helping both buyers and sellers but even if you're not ready to buy or sell a home right now, we like to keep you up to date and informed through this newsletter and property guide.

Best wishes, and I'll write again soon.

Mathilde

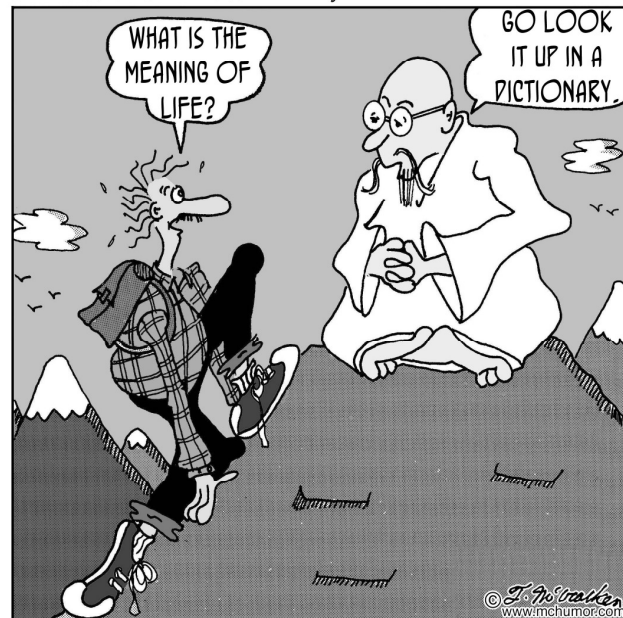
0412 756 958

Our mission statement

- To provide a high standard of ethics and values
- We will strive to earn the loyalty and trust of buyers and sellers so they become our lifelong clients
- To be professional, informative and dedicated to our clients always providing sound real estate advice
- The interests of our clients will always come first ahead of our own in each and every transaction
- We will not bend the truth to make a sale
- We will work as hard as we can to help every client achieve their dreams
- To exceed our customer's expectations
- We love to help our clients find a house that can become a happy home in our community
- Our success will be measured by the happiness of our clients

NEW!
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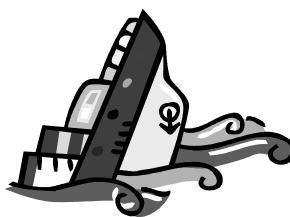
How to know if a guru has been possessed by your third grade teacher's spirit.

Time is crucial when disaster strikes

Who survives and who perishes when a disaster strikes may depend on how much time people have to react to the danger. Researchers at the University of Zurich, the Center for Research in Economics, and Queensland University looked at data from two famous disasters—the Titanic and the Lusitania.

The Titanic hit an iceberg, and the Lusitania was sunk by a torpedo. The Titanic took two hours and 40 minutes to sink, while the Lusitania went down in only 18 minutes.

The research found that a child was 50 % more likely to have survived on the Titanic, and a woman was approximately 50 % more likely to survive than a man.



On the Lusitania, however, men were almost 8 % more likely to live through the emergency.

The researchers speculate that the extra time passengers had on the Titanic allowed males to conform to social norms and give their lifeboat seats to "women and children first," whereas when men had little time to make a decision, they opted for survival over chivalry



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



How Selling a House Works

Selling a house can be a complicated process.

Whether you're a first-time home seller or not, you'll probably have a bunch of questions. Do I need a real estate agent? What's "settlement"? How much paperwork am I going to have to fill out? How can I get the best price for my house? How can I sell my house and buy a new one at the same time?

Knowing the value of your house and exercising patience and restraint are key. Get your home appraised by an agent that knows your area. In a good market, the sale price can be 10% above the appraisal. In a weaker market, the sale price may be around 5% below the appraisal figure.

Patience is key. Yes, it's true that homes can go "stale" after being on the market for too long, meaning they are no longer attracting interest from buyers. But a stale sale usually results from a seller overvaluing his or her home. The opposite can also occur: in a rush to sell a home, or to sell in time so as to move into a new house, a home can be undervalued.

Finally, if you're able, try to put your home on the market as long as possible before buying a new one. Otherwise you may end up paying two mortgages, which can be difficult to afford. If you do end up finding a house that you can't wait to buy before selling your own, you can ask your lender for a bridge loan.

Do I Need a Real Estate Agent?

- A good realtor understands the complex procedure and paperwork involved in selling a home.
- Your agent can market and list your property on multiple real-estate websites.
- You won't have to spend time scheduling and conducting tours of your home.
- An agent can help discern serious buyers from those who are simply looking.
- A good realtor knows the market and understand trends, which can help your bottom line.
- An agent has the negotiating skills to help you get a good price.
- Buyers will offer less money to someone who's not using an agent, believing the seller is trying to save money by not paying commission.

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Call it a dry run Who stays drier—the guy who runs for shelter from a rain-storm or the guy who walks there? Two meteorologists, once conducted a study to get the answer.

Each donned identical cotton track suits and caps, and stepped into a downpour. One walked a 100-meter track. The other ran it. When they finished, they weighed their clothing and found that the walker had absorbed more water.

Conclusion: A person who walks through the rain will get 30 to 50 percent wetter than someone who runs through it.



Calendar *Our community*

- July 2. At noon 182.5 days will have passed so it's the halfway point of the year.
- Cunnungra Rodeo 10th July @ 1pm
- Beechmont Community Markets Sunday 18th July 8am > Midday at the Beechmont community centre
- 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 you excellent high quality service that you deserve
- 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!

Time to Sell Your House

We've said it before, but it's probably the most important part of selling your home, so we'll say it again. Don't overvalue your home. Using an appraisal helps, but in the end the market determines the price. Consider also the various attributes of your home and the area - location, schools, housing market, special amenities and home prices in the neighborhood.



Prepare your house before putting it on sale, and be ready to look at it with a critical, objective eye. Consider hiring a professional service to clean your house thoroughly, including carpets, appliances and windows. Get rid of any excess clutter. You want to communicate that this is a home that has been well maintained, and even a pile of old newspapers or kids' toys strewn in the hallway can drive a buyer away from your home and towards another.

Does your home need painting?

Do any moldings, shutters or trim need to be replaced? Touching up cracked or peeling paint

on the exterior can greatly enhance "curb appeal," or what a buyer sees when standing in front of your home. Put some flowers out front. Stand at the curb and consider whether this is a house that you'd want to visit if you happened to be driving by.

CLOSING A HOME SALE

Congratulations! You've found a buyer, agreed to a sale price and are ready to sell your home. The long, exhausting process is almost over. Now it's time to close the deal, so how is that done?

First, you're going to need a law firm that offers conveyancing. Your real-estate agent will draw up a contract of sale and help you and the buyer work out the details such as inclusions, the amount of the deposit, the settlement date and conditions such as finance and inspections.

Your conveyancing lawyer will help to guarantee that the contract is fair and works with the real estate agent, you, the buyer and the banks. Your conveyancer will calculate stamp duty and do all the relevant surges

After the contract is signed, you're just about done. All that remains is to find a removalist, hand over the keys and get out by the settlement date.



News flash: Most enjoy weekends more than work



University Researchers found workers tend to have better moods, more energy, and fewer physical complaints on the weekend. News of the incredibly obvious? Maybe not. Even people with interesting, desirable jobs reported being happier on Saturday and Sunday, which may suggest that job satisfaction isn't just a question of pay and status.

In the study, adults ages 18 to 62 completed a brief questionnaire three times a day, rating their positive and negative feelings and physical health. From Friday evening to Sunday afternoon, the subjects generally felt greater autonomy and a better sense of connection, whereas their workweek was dominated by feelings of time pressure and external demands.

Workplaces that can create a better sense of self-direction and connection may find that their employees are more engaged and productive Monday through Friday. "To the extent that daily life, including work, affords a sense of autonomy, relatedness, and competence, well-being may be higher and more stable, rather than regularly rising and falling," the researchers theorize.

An amazing deduction? Elementary, dear Watson

Sir Arthur Conan Doyle, creator of the fictional detective Sherlock Holmes, is said to have enjoyed telling a story about what happened to him at a railway station. Stepping into a cab, he dropped his suitcase onto the seat next to him and sat down, but before he could tell the driver his destination, the cabby asked, "Where would you like to go, Mr. Doyle?"

Surprised, Doyle asked whether he'd ever met the driver before.

"No, sir," said the driver. "I don't believe so."

"Then how do you know my name?"

The driver replied, "This morning's paper had a story about your being on vacation in Marseilles. This is the taxi stand where people who return from Marseilles always come to. Your skin colour tells me you have been on vacation. The ink spot on your right index finger suggests to me that you are a writer. Your clothing is very English, and not French. Adding up all those pieces of information, I deduce that you are Sir Arthur Conan Doyle." Doyle was amazed at the driver's deductive abilities.

"That and your name is on your suitcase."



An Aussie bloke and his wife were sitting in the living room and he said to her, "Just so you know, I never want to live in a vegetative state, dependent on some machine and fluids from a bottle. If that ever happens, just pull the plug."

His wife got up, unplugged the TV and threw out all of his beer.

Delicious Winter Roast

Preparation time: 10 mins
Cooking time: 1 hour 25 mins
Serves: 4

This leg of lamb is an easy to prepare winter favourite



Leg of Lamb

Ingredients

2kg leg of lamb with shank attached
Salt and pepper
2 Tbsp vegetable oil
2 lemons juiced

Method

Preheat oven to 230C.

Season meat with salt and pepper, then drizzle with oil.

Use a sharp knife to score parallel lines over the leg 2cm apart.

Put in a roasting pan and bake, turning twice for 25 minutes

Reduce heat to 160C and bake, basting several times with pan juices for 40 minutes.

Pour lemon juice over lamb and bake, basting several times, for a final 20 mins.

Rest lamb for 5 minutes before carving and serving.

Roast Vegetables

Ingredients

Carrots, Potatoes, Pumpkin, Capsicum, Zucchini, onion + 2 tablespoons of oil

Method

Cut up the vegetables and place in greased roasting tray.

Drizzle 2 tablespoons of oil over vegetables, tossing so all are well coated.

Bake for 60 minutes