

Beechmont Plateau Times

Issue 7

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Record Price for a Beechmont Lifestyle Property

“Windermere” just the name evokes a vision of splendor and classic beauty.

We were excited to be appointed the marketing agent to this beautiful property after an unsuccessful and expensive marketing attempt with a ‘Lowlands Agent’

The twenty-five year old home occupied a sensational position on a plateau in the middle of 50 acres of peace, quiet and privacy. The views though Numinbah Valley and the coastline were to die for and the Owners, Marika and Lennie were determined to achieve a price that reflected the unique opportunity the property provided.

Selling the property was a mixture of patience, skill and good marketing. Obviously there are a lot more buyers out there seeking a \$350,000 home than a property well over the million mark, so we understood from the start that we were looking for a special Buyer.



David White is to be congratulated for providing the level of service that is demanded by both Buyer and Seller in a transaction of this kind.

David took the time to show the prospective Buyers around our beautiful mountain and discussed the values and advantages of our mountain lifestyle.

When the time came to make an offer, David used the negotiating skills learned from 30 years in the industry to represent the Seller and negotiate a price that the Seller was happy to sign off on.

This is a landmark sale that raises the bar and effects the value of every property on the mountain. Please call 5533 1033 or pop into the office if we can help with your home. **DG**

When the Going Gets Tough!

That’s the time that smart people get moving.

Human beings suffer from ‘herd mentality’ they love to take action when everybody else is doing the same thing. But according to that most famous of investors, Warren Buffet; we should be **greedy when others are frightened and frightened when others are greedy**

Now that the Real Estate market is levelling off the phone is starting to ring with astute buyers looking for prime property. Why sell now?

1. As the story above suggests you can still achieve a premium on market value for your home.
2. This is the perfect opportunity to take advantage of good stock levels and bargain pricing in some areas.



Can You Turn a Falcon into a Mercedes?



Wayne, our former neighbour at Paradise Point, owned one of those Auto Barn places at Slacks Creek in Brisbane. He earned a very good living selling bits and pieces to car enthusiasts to make their cars look better and go faster. Trouble is; when the car owner wanted to trade in their car on a new one, the car dealer wouldn't give them anything like what they thought it was worth. or what it owed them. So; the answer is you can't turn a Falcon into a Mercedes.. And so the real story begins:-



Should I Sell and Move or Renovate and Stay?

Real Estate Agents often hear this question and it a hard question to answer. **You see there is an emotional answer and a fiscal answer.** The emotional answer relates to the neighbors you have known for years, the friends that your children play with every day, the schools they attend and the "Comfort Zone" that surrounds their home. Also, Owners justify their decision to renovate by saying 'they'll have to carry me out of here in a box'. It is worth noting that six years is the average time in a home in QLD.

The fiscal answer is quite different as it relates to land value. If you own an old Queenslander in Paddington in Brisbane, the decision to renovate is very different if you own a home on a building block in Lower Beechmont. If both homes are worth \$350,000 the Paddington home would have a land value component of 95%, whereas the Lower Beechmont home would be 55%.

If you spend \$150,000 renovating the Paddington home it will bring the value up to the median price of the area to \$500,000. As it is a new renovation the new value of the home will probably be \$550,000.

If you spend \$150,000 renovating the Lower Beechmont home, the home will owe you \$500,000 in an area with a median value of \$350,000. As the home is now substantially better than the surrounding homes it will be difficult to market and history would suggest that it will achieve a sale price less than it owes the Owner.

This of course is a generalisation, but it makes the point that somebody's home is usually the biggest investment they have and thought should be given to a major expense like a renovation.

It sounds awful, but most of the time people who live in a \$500,000 home want live in a street full of \$500,000 homes in an area where the median value is around \$500,000. Therefore from a purely financial point of view, if you want to upgrade you are better off selling and buying in an area of similar value homes.

Please don't confuse 'maintenance' with 'renovation', maintaining your home to a high standard will always result in a premium sale price. DG

The Key to a Happy Marriage

Kay's beautiful Mother, Diana, obviously didn't teach her daughter the secret to a long and happy marriage.

Under no circumstances, never ever catch more fish than your husband.

After a busy 18 months fighting our way through the global recession, the opportunity arose to take a couple of days off down on the beach at Cabarita.

Kay hasn't fished since the boys were little so we bought her a pair of waders and set off to the beach. After giving Kay instructions on casting a surf rod and a couple of attempts; it was decided that it would be safer if I did the casting.

With Kay's line cast out, my attention turned to my rod; just as I was about to cast, Kay said "I think I've got one". So I cast my line out and then swapped with Kay's rod with fish attached. I had just finished removing Kay's fish and re-baited when Kay called out that she thinks she



might have another one.

And so the afternoon progressed!

I spent my time getting spiked by Bream and Swallow-tail Dart, stuck with hooks as I tied new ones on in a hurry and running up and down the beach.

The result was that Kay caught four times as many fish as I did; a fact that she reminded me of as we settled down to a meal at the pub that night.

Next time I'm going fishing with Graeme; at least it's an equal contest.



A Picture is worth a thousand words. Thanks to Mitch Dickson for the photo.

New Arrivals on the Mountain

- Sharlene & Craig—7 Tarlington Road
- Nick & Jan—30 Freemans Road
- Derirck and Diana—44 Loop Road
- Lisa & Shane—148 North Road
- Shirley and Arthur—19 Cypress Court
- Cameron—23 North Road
- Michael & Helena—641 North Road
- Michael & Cassandra—96 Windabout Rd
- Victoria & Patrick - 7 North Road
- Tony—484 Beechmont Road
- Graham—59 Hoop Pine Court
- Chris & Ros - 40 North Road
- Megan & Guy 1469 Beechmont Road



June is justifiably proud of her new garden at Doncaster Drive.

Gardeners; It's Time to Register For the Beechmont Spring Garden Competition on Sunday 25th October

June Haebich (Sandy Connolly's Mum) moved into her lovely home just twelve months ago and started to establish her new garden with husband Bill. June was the first to enter the garden competition and has since been joined by three others on the mountain.

We need at least twelve entries to make this work, so please call Kay at the office and register today. Also, I would like to see interest from the School, Fire Brigades Horse Club to

run cake stalls, plant stalls? To raise money for their organizations

We are proposing to have each garden "Open to Inspect" so that the community can gain ideas for their own gardens. Remember, any sort of garden can enter. DG

- 1st prize \$1,000** donated by Beechmont Mountain Sales
- 2nd Prize \$500**—Bunnings Nerang
- 3rd Prize \$250**—Laurel Cottage

Beechmont Businesses Solstice Networking

While Beechmont doesn't have a main street of shops and businesses, we do have a lively and creative local economy made up of some 60 to 70 local businesses.

On June 19, to celebrate the Winter Solstice and network in an atmosphere of conviviality, 25 Beechmont business operators gathered at Laurel Cottage.

Local food was on the agenda in every way.

Robyn Fortescue, owner of Wallaby Ridge Retreat at Wonglepong told us about how she's doing the "100 Mile Diet" at her B&B by finding and using food from within a 100 mile radius of Wallaby Ridge. The aim is to showcase local food to visitors, carve out a special niche for Wallaby Ridge in the regional tourism industry and reduce food miles, her carbon footprint and her costs.

Mike, Karen and the team at Laurel Cottage put on a marvelous menu of soup, canapés and pizza all made with local produce. The guys are a great example of combining quality with localism and we thank them for their outstanding service and hospitality.

And the raffle of local goodies raised over \$70 for the Beechmont Business and Enterprise Network - thanks to everyone who bought tickets and donated prizes. BBEN has now been able to purchase a good quality cash register for its community food enterprise B-Fresh. Thanks very much to the prize donors - Tarlington Treats and Karen's Cordials, Emweb Designs, Binna Burra Lodge and Julia Vincent - Grace Cosmetics.

BBEN is all about supporting local businesses which in turn supports our local community by providing excellent homegrown goods and services to residents. If you would like to know more about BBEN please contact Sally MacKinnon on 5533 3646 or safehaven@austarnet.com.au

One of BBEN's most important services to our community is the Beechmont Community Website and Beechmont Business Directory. Go to www.beechmont.org.au to see how many great businesses are operating here on Beechmont! **Sally McKinnon**

Beechmont Mountain Sales



**BEECHMONT BOLLYWOOD BALL
17th OCTOBER**

Come dressed for fun in your best "Bollywood" style

Mark this off on your Calendar and get your costumes ready!

In aid of the Beechmont Fire Brigade at Beechmont Hall

Enjoy a three course meal and "Bollywood Entertainment"

There will be raffles and games; get a drink from the licensed bar

Loads of fun for adults only.

"Children will be Curried"



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Beechmont Market

JULY 19



SPECIAL GUEST
Beechmont Bush Fire Brigade
Learn how to protect your property for fire season
Dr. Beechmont & Diana Barra Rd
UBD Map 45/65 8 a.m. - 12 noon
Music: 10 a.m. - 12 noon
Budaka - Drumming ensemble
New stall Holders & Performers welcome! Bookings essential Contact 0458233086 or email cheryl@beechmontmarket.com.au

Thanks to Cheryl McDonald for this sensational photo of one of Beechmont's legends—George Rankin



FREE PLANTS- Establishing a new garden? Don't miss this bargain. Established range of plants- magnolias, palms, hibiscus available now. I'm giving these away as part of a garden redesign. Only catch is that you have to come and dig them up yourself. So be quick- first in will get the best choice. Contact Shirley on 0419 800412.

GOING MAD?

Why not try Yoga?

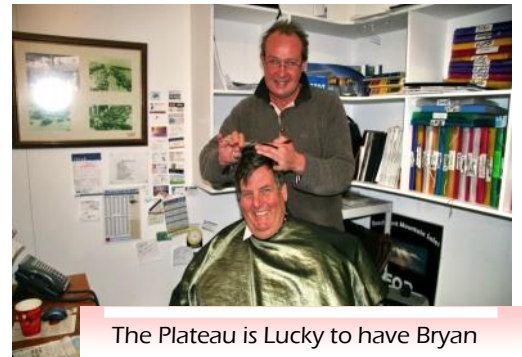
ADDITIONAL DAY & EVENING CLASSES - COMMENCING JULY 13

YOUR FIRST CLASS IS ON ME !!

CONTACT SHIRLEY ON 5533-3753

How's This for Service

Bryan Wood, Beechmont's hairdresser extraordinaire will not only come to your home, but in my case he even comes to the office. He is very good at his craft . and he is convenient Why not give him a call on 0425 315381



The Plateau is Lucky to have Bryan

The Beechmont Spring Garage Sale

SUNDAY 6th September

This was a raging success 18 months ago. The idea is to get a few neighbors

together and have a sale. Beechmont Mountain Sales will supply the signage, pay for the advertising and do all the organizing. As well as clearing out your garage, you can go around and check out what treasures your neighbors have for sale.

What's on at Laurel Cottage

First Sunday of the month

"JAZZ on SUNDAY" from 1.30pm

Third Sunday of the month

"Where's Mary" from 1.30pm

SEE YOU THERE!

