

Sellers can be positive

■ GREG Booker, principal of LJ Hooker Kallangur, says supply and demand in the current property market are giving sellers plenty of reasons to remain positive.

"In Pine Rivers, we don't have as many properties listed for sale as a year or two ago which means buyers are competing for fewer properties," Mr Booker said.

"Having limited stock available is great news for our vendors as the competition for properties is high and prices are holding up well."

"We have seen a lot of activity from buyers very early with January busier than usual," Mr Booker said.

"I think we will see a good environment for sellers."

Low on the beat

■ IAN Lowe, a real estate identity in the area for 25 years, has joined Harcourts North Lakes.

Mr Lowe started his career in Margate in 1981, bought his first franchise the following year and within 12 months had made it one of Queensland's best.

In 1989, he set up a commercial and industrial real estate business and four years later added a residential office. He joined Harcourts in 1997 and employed more than 50 people.



■ Just champion David Deane, Principal of David Deane Real Estate, with his staff and one of the awards the Strathpine agency won in Melbourne.

National accolade

■ DAVID Deane Real Estate, Strathpine, was among the big winners at the Australasian Real Estate Results Awards (ARERA) in Melbourne earlier this month.

The Gympie Rd-based team won the 2009 Australasian Property Management Team of the Year and principal David Deane took the

Chairman's Award for Excellence – for industry innovation, inspiration and team performance.

David Deane Real Estate was also a finalist in the Service Excellence category; Belinda Johnston was a finalist in the Property Manager of the Year and Sandy Simpson in the Support Star of the Year.

"I must attribute this to all our team, administrative, rentals and sales along with the massive support we receive from clients," said Mr Deane.

This comes just a year after Ms Johnston won the 2008 Property Manager award and Sandy and George Fragos took the Support Team title.



Growing demand

MORTGAGE Choice says the December 2008 housing finance data shows demand for mortgages is showing an improvement. The value of housing finance commitments increased by 5.9 per cent.

Bargain hunters

FIRST homebuyers and investors are on the prowl for bargains around Australia. In the February edition of the *Australian Property Investor*, key suburbs close to city centres were identified as in demand.

Boost to index

THE HIA-CBA First Home Buyer Affordability Index improved by 39.2 per cent in the December quarter – making houses the most affordable in five years. HIA chief executive Chris Lamont said the improvement reflected big reductions in variable mortgage rates and boost to the first home owners grant.

Book guide

THE Loan Market Group has launched a new book, *The Ultimate Guide To Home Loans*, to help guide people through the "complexities of obtaining property finance". Visit www.loanmarket.com.au.

■ If you have any news, views, promotions, new staff or milestones phone Nick Crockford on 3817 8216.



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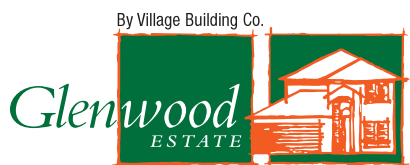
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