

A Few Words from Anna Tooma

Welcome to the first LJ Hooker Commercial Newsletter for 2015...

I am very excited and proud to announce that the LJ Hooker Surfers Paradise office has undergone an expansion phase in the latter half of 2014 and now incorporates:

- LJ Hooker Commercial Gold Coast
- LJ Hooker Surfers Paradise
- LJ Hooker Sorrento
- LJ Hooker Projects Gold Coast

We are excited about our appointment to cover all of the Gold Coast and its environs under the new "LJ Hooker Commercial Gold Coast" banner.

This clearly increases our capability to better service our existing clients and adds a new dimension for business expansion and increased activity in commercial sales and leasing and property management.

With this growth has been continued development & investment in state of art technology so that we can always be at the forefront to continue to deliver a superior service to our clients.

Our expanding coverage from our centralised office is advantageous for all our clients, as it affords even more opportunities for us to deliver the very best service to you.

The growth of both our Residential & Commercial divisions is a strong testament to the expertise and client relationships we have forged over the last 22 years of operation.

I am thrilled to be able to offer even more services to you as we progress through 2015 and I look forward to sharing these continuing developments with you then.



New to the LJ Hooker Surfers Paradise Network

LJ Hooker Gold Coast Commercial expands its Management Team with the addition of highly experienced professional leaders in the property industry.

Sue Brearley

Sue has a vast background in regional and sub-regional shopping centre management. She has extensive experience in commercial sales, leasing, development, redevelopment and corporate enterprise rebranding and marketing. She brings to the team a great deal of understanding and expertise in all aspects of commercial real estate having worked for Byvan, AMP, Stockland Group, Centro and the Coles Myers Group during her career.

Tony Trpeski

Tony heads the Residential Team of Surfers Paradise, Sorrento and Projects Gold Coast with a 20 year accomplished career record, known for delivering and sustaining superior results within the highly competitive property industry.

Ashley Moffat

Ashley has been in the real estate industry for over 21 years and brings to the team expertise in retail property stretching across all 3 disciplines - management, leasing, and development. This includes his relationships with national anchor retail tenants (supermarkets, fuel operators and fast food operators). Ashley also adds value to retail property through his retail development background and tenancy re-mix skills.

Ashley Moffat



Sue Brearley



Tony Trpeski



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Property Management Awards



LJ Hooker Commercial Gold Coast continues to draw accolades with the agency recently named the network's top Regional office for property management for the fourth time running.

The Surfers Paradise office is a clear leader in the property market with a management portfolio worth approximately half a billion dollars. Within this portfolio is a large number of businesses and shopping centres in the Greater Brisbane Area.

Licensee and Director of Commercial Sales Rick Graham said the Surfers Paradise team had a clear focus on results, specialising in commercial, retail and large shopping centre leasing and management.

Mr Graham said the diverse range of nationalities within the LJ Hooker team was invaluable in dealing with the current wave of international investor interest.

"We're seeing a particular increase in investment by private Chinese companies in the retail sector, particularly those with development potential," said Mr Graham.

"Our management portfolio continues to expand, especially in the commercial management division. This is because we have the edge in the Gold Coast and Brisbane market and specialist agents who speak fluent Taiwanese, French, German, Chinese, Cantonese and Mandarin"

"Enquiries from middle range commercial investors are certainly on the rise and we are finding that investors are looking for finished product developments in the \$2-\$10 million budget.



** News Flash **



The Reserve Bank of Australia announces that the official cash rate has been reduced to 2.25 per cent after being on hold since August 2013...

The initial effect of this reduction in interest rates is that it boosts mortgage affordability, in turn lifting demand for all property types. This move is forecast to have a positive effect

on major property markets around the country; especially those which are attractive to investors and first home buyers.

Speaking about the decision, LJ hooker CEO Grant Harrod said the RBA's unprecedented move to stimulate the economy should boost employment, help wage growth and propel the property market.

Mr Harrod said investor activity is expected to rise as a result of today's announcement, with potential capital growth and income return making real estate more attractive than other assets.

LJ Hooker national research manager Mathew Tiller said it was a positive move for the property market.

"Any improved economic conditions means we will see interest in property continue on from its strong close to 2014"

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