

LIMNIOS
F*in* FOCUS

*"Where others fail,
We excel"*
-Atha Limnios (2007)

welcome→

a note from the CEO.



Your probably wondering what the quote on the front of the newsletter is all about?

In a recent conversation with my father, he made a statement which I felt was very powerful and had meaning for what our business' ethos is all about.

“Where others fail, we excel” -Atha Limnios (2007)

I see my father as a wise man and has always and will always be a firm believer that you need to set yourself above standard and constantly strive to better yourself.

Whilst we work in a challenging industry, it pays dividends to further your knowledge and skills of whatever you may choose in order to “excel”.

Towards the end of May, our sales team headed over to Sydney for the Australasian Real Estate Conference (AREC), which shows their dedication to educate themselves further by learning from some of the best realtors and motivators from around the world. Our business practice has reflected this with ongoing sales and achieving higher prices in the market place.

I am sure that you all can agree with me that this year is flying past!!! My niece Eleni Victoria recently celebrated her first birthday, it only felt like yesterday that we were awaiting her arrival. Another significant event that is creeping up is my wedding on the 21st July 2007 in Greece. I am really looking forward to my wedding as I am able to celebrate with all my wonderful family, friends and colleagues.

Take care and enjoy until the next issue.

Warm regards,

James Limnios Dip. Re, EMBA (UWA)

CEO/Managing Director

Check out our recent
Limnios events- **P 4**



Apartments a good choice
for First Homebuyers- **P 6**



Want a farm that is never
in drought??- **P 8**



What's hot on the market
FOR SALE- **P 10-11**



foreshore redevelopment →

we see the vision for perth's foreshore of the future.

The new Perth foreshore project is set to change and energise our city and according to Limnios Property Group, it is long overdue. "We want to see Perth become a city which is second to no other in the world," says James Limnios, CEO/Managing Director of Limnios Property Group.

"We want a city that invigorates life, culture and uses its greatest asset being the Swan River to maximise its' beauty by giving more people the opportunity to enjoy all that Perth has to offer."

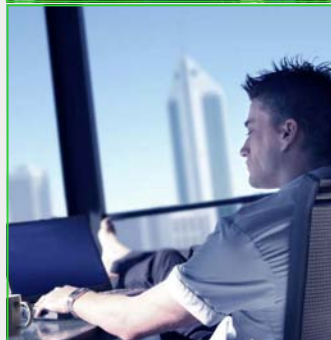
What Limnios Property Group visualise for this project and want it to encapsulate is the opportunity for all West Australians to enjoy the diverse range of amenities which are to be developed. A true sense of community and interaction between people who live, work and play within the foreshore, CBD and surrounding precincts of Northbridge and East Perth. A place that is alive after 5pm so our visitors don't feel that West Australians are unable to take advantage of a cosmopolitan lifestyle.

Importantly, the cultural and entertainment precinct of Northbridge, the CBD and the foreshore should be highlighted together in a free flowing environment with walkways, parks and excellent internal and external public transport systems.

The Northbridge Link is of paramount importance to this as it will not only link Northbridge with the CBD it will eliminate the boundaries that have sub-divided these two areas for so many years, allowing a truly liveable city without barriers to emerge. Importantly, the sinking of the Roe street railway line is imperative to this transformation.

Within these boundaries should be a well planned and urbanised city that incorporates the latest urban design principles and technology to form a truly mixed used- live, work and play capital city. The area will live up to its potential if we invite a mix of people into our city and essentially, we should not disillusion the public into believing that an urban community is simply for the elite of our society.

With the benefit of our superb climate, West Australians are lucky to be able to enjoy the outdoors all year round and therefore our city should continuously be buzzing with people, art and culture. What we should aim for is a world class Perth that stands alongside the likes of New York, London and Paris as a city with outstanding urban infrastructure and design, a sensational cosmopolitan lifestyle and importantly we want to take full advantage of the beautiful Swan River as our facade.



Email your thoughts and opinions on this topic to
infocus@limnios.com

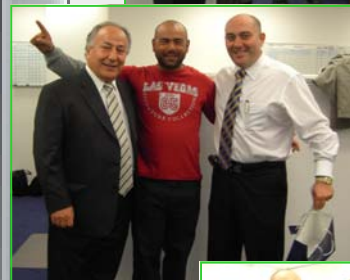
limnios events →

plasma night.

On Wednesday 16th May 2007, our offices at 300 Newcastle Street were full with excitement as recent clients enjoyed fine wine, food and on top of everyone's mind was their chance to win the fantastic Plasma TV competition aired on Nova 93.7.

Ecstatic with his win of the brand new plasma was Manjitha De Alwis. He said that he almost bought a new plasma for himself but when he received the invite to attend the Plasma draw he decided to hold off despite believing he would not win "as I never win anything" said Mr De Alwis. Second and third prizes for the night were two tickets to see the Fremantle Dockers and two movie tickets.

James Linnios, CEO/Managing Director of Linnios Property Group said the competition was an excellent opportunity to invite clients to our office while also giving them the chance to win a fantastic prize and to say thank you for their support.



Congratulations Manjitha

movie night.

Thursday 24th May, was another exciting event that Linnios Property Group held for their clients, with the exclusive screening of

Pirates of the Caribbean- "At Worlds End".

With a packed cinema, clients enjoyed the trilogy of the Pirates of the Caribbean starring Johnny Depp, Keira Knightly and Orlando Bloom.

The night was a huge success with lots of great feedback that we will take on board to ensure we have even better events for you, our clients in the future.

Thank you for all your support and business.



AREC 2007.

The **Australasian Real Estate Conference** is an annual event for the Limnios team. It is an event that plays host to world renowned guest speakers and is a fantastic incentive for training and personal and professional development.

At Limnios Property Group the property consultants attend the conference on their own accord and truly believe this is an event not to be missed each year, as it offers sensational motivation and a fantastic team experience.

The team this year said it was the best AREC they have been to which means there is a lot to look forward to for next year.



"AREC has done it again! I believe our team will use these skills to stimulate even better results in the future"
Irene Limnios



"AREC has given me a new direction in my job and a new outlook on life at a personal level also." Dominic Ferraro

"AREC 2007 was excellent. The speakers were exceptional and extremely motivating." Stell Limnios

"The skills and techniques you learn from some of the best agents in the world is absolutely priceless." John Vellutini

"I believe that real estate agents need continuous training to strive for excellence in our field, something I think a lot of Perth agents ignore."

Paul Di Lanzo

"The skills and systems I have learned at this year's AREC will not only directly benefit my sellers but has ultimately improved my overall mindset as a Real Estate professional."

Rob Stefanovski

"Reinforcing great systems and procedures, long and short term goals really puts into prospective as to where I want my career to go and how I am going to get there." Angelica Pietrzak

eleni victoria's 1st birthday.

It was only what felt to be yesterday that the fantastic news of Eleni Victoria's arrival had finally come, and now we are one year on and celebrating her first birthday!!!!

She was very spoilt from her grandparents to uncles and aunties, mummy and daddy and her work colleagues!! Eleni brought in some ice cream cake and some other goodies to help celebrate her office party on her birthday, 17th May 2007.



the first homebuyer challenge →

limnios says apartment living is a good choice.

With the booming property prices of 2006, first homebuyers have been dealt an even bigger challenge to experience the Australian dream of purchasing their own property. While the recent state budget has provided some relief with the stamp duty cuts first homebuyers are still facing a heavy burden to meet the requirements of the market.

CEO, James Limnios of Limnios Property Group believes apartment living is the modern day choice for Australians and purchasing an apartment is an affordable and good preference for first homebuyers looking to break into the property market.

“For first homebuyers looking for a good investment, and are ready in a couple of years to start making home loan repayments, should look into off the plan developments as a viable option and one that will pay dividends should the property go up in value, whilst waiting for construction to be completed,” says James Limnios.



“Upon completion of off the plan projects, first homebuyers are in an excellent position to choose whether to be investors, owner occupiers or sell the property and many will find they have set themselves up nicely for the future.”

“Property prices have increased since 2006 as a result of the economic boom but employment has also risen and there are more opportunities for people to get out there and earn money to better themselves, in these times it is imperative that young Australians begin to buy property whether they go it alone or they choose to purchase with the help of relatives,” he says.

Limnios Property Group recommends that first homebuyers should first sit with their accountant who can carefully plan out how much they can afford to borrow according to personal circumstances. They should then consult with their bank manager who can determine the right home loan and from there they can choose an appropriate property to fit their needs. Here at Limnios Property Group, our staff are all expertly trained in helping clients reach their goals and develop lasting and profitable property portfolios.

“James Limnios believes apartment living is the modern day choice for Australians and purchasing an apartment is an affordable and good choice for first homebuyers looking to break into the property market.”

building wealth →

what is off the plan.

Property is one of the biggest forms of WEALTH CREATION and it is not hard to get yourself well under way to building a property portfolio and achieving lasting results with your investments.

Here at Limnios Property Group we find that a lot of people would like to build a property portfolio but are not sure where to start and how to go about choosing the right investment. Off The Plan sales is a fantastic opportunity to get on board with property investing and here is some information you might like to know to help you understand the meaning behind off the plan.

What is buying OFF THE PLAN??

Purchasing off the plan is when you sign a contract to purchase a property that has not yet been constructed.

The process that is generally adopted is that you as the buyer view the plans and relevant information that the developer provides. Once viewing all the relevant plans and documentation the development may be at option or at contract stage.

What happens if the development is at **OPTION** stage?

If the development is at the option stage this means that the property is being “reserved” as such, for the interested parties. The interested parties will place an option fee of anywhere between \$2000-5000 and the property is then reserved for that party. When contracts are issued the option holder will be asked to review the contract within a specified amount of days. If they choose to proceed with the purchase of the property, the option fee (of \$2000-5000) that was previously paid will now form part of the deposit (E.g. If the deposit for the property is \$40,000 and the option holder paid an option fee of \$2000 then they will only need to pay the remaining amount which is \$38,000). However, should they choose to withdraw from the option the option fee is refunded to the purchaser in full. Please note during the option stage the prices may still be reviewed.

What happens if the development is at **CONTRACT** stage?

At this stage the buyer would sign up the contract straight away and would place a deposit on the property. The deposit would be due within a specified time frame that is noted on the contract.

DEPOSITS?

The deposit allocation can vary on each development but generally a buyer can be looking at placing a 10% deposit of the purchase price (E.g. If the property is sold for \$450,000 the buyer would need to place a \$45,000 deposit). Once the deposit has been paid there is no further payment to be made on the property until it is completed and settlement takes effect.

When buying off the plan it is vitally important to gather as much information as possible with reference to the property that you are purchasing. For example:

- Do I have all the relevant strata information? Are there any special by laws or requirements of the strata that I should be aware of? What is included in the development i.e. gym, pool?
- Do I have a parking space?
- What are the potential rental returns?

Limnios Property Group not only can assist you in finding the most suitable investment property to commence your wealth creation portfolio, however can also assist you in managing your property. Some of the management services that Limnios Property Group's, property management department offers include:

- Finding the appropriate tenant for the property and researching references.
- Conducting routine inspections to ensure that the property is being well looked after.
- Maintain the value of the property to ensure capital growth and minimise expenses.
- Collect all bonds and rents from tenants and co-ordinate maintenance.
- Reporting to owners on the progress of their property.

For further information on any off the plan developments please do not hesitate to contact the Limnios Project Team on 0415 509 808 or 0415 511 370.

looking for a sea change?→

guess what- limnios sell farms too!

Want a FARM that is never in drought??



Receive peace of mind with this attractive opportunity to purchase a Harvey farm that is never in drought. Featuring 80 mega litres of pressurized water allocation, this farm will prove a wise investment for the avid farmer or investor. Boasting fertile soils, this 136 acre (55.5 hectare) farm is ideal for a variety of enterprise such as grazing/ hay/ citrus, the choice is simply yours.

Numerous other features include 12 paddocks with a central laneway; all paddocks include stock troughs, laser levelling to 90% of the property, 1/3 set for irrigation, holds dairy with lease option and 2 large machinery and hay sheds.

Situated 5kms from the Harvey Township the property holds a well established 3 bedroom, 1 bathroom home with bitumen frontage, zoned intensive farming with potential subdivision.

If you're looking for that sea change then there is an abundance of added benefits that Harvey can offer. The property is 20-30 minutes from the beach and 10 minutes from the Harvey Dam. For all your recreational sports the Louge Brook Dam is only 30 minutes away for the family to enjoy. Whilst taking advantage of the peaceful lifestyle you have the convenience of being superbly located only five minutes away from the local Harvey Township that offers local shops, two primary schools, one high school and a range of sporting clubs, gyms and swimming pools.

Bunbury is also only a short thirty minutes away.



LOT 9/ 776 Government Road, HARVEY

PRICE ON APPLICATION

DOMINIC FERRARO 0409 373 000

long term rentals→

is it the way of the future?

With property prices at an all time high and vacancy rates at the lowest ever, then one solution to consider may be the implementation of long term leases.

In cities such as Paris and Athens it is common to have long term leases for a period of 10-15 years and with Perth facing housing and land shortages then these long term leases might be a viable option for investors. At present, renting can be disheartening for tenants as many are left out in the lurch and needing new accommodation after a short period of time. Many tenants would also like to own their own property and are simply finding it too hard to make ends meet in Western Australia's tough property market.

Currently, if you are wanting to build a home then in most instances buying a property that is affordable also means living in the outer suburbs of Perth. This means people will need to adjust to the lifestyle change of living further away from the city and relying more on public transport while taking into consideration the cost of fuel consumption with longer travelling time.

The benefits of long term leases to investors is it will reduce the cost involved of paying ongoing fees such as letting fees, property condition report fees, inventories and receive a guaranteed rental income from the one tenant which are reviewed to market at agreed periods of time.

"The reality is long term leases is something we will need to consider if the low vacancy rates and high property prices continue. We need to give tenants peace of mind and investors can rest easy also that they will not have a vacated property for a long period of time," says Property Manager, Helen Limnios.

"All in all it is time to look to new ways of helping out those who cannot afford to buy a property themselves and giving them stability for the long term, easing the burden of this current property market should be a high priority for our society to consider in the future."



limnios raise the bar.

This year Limnios Property Group set out to be even bigger and better and the appointment of Kristy Castledine as Office Manager and Bryan George as Financial Controller, means Limnios are continuing to reach new heights in professionalism.

Bryan George has had over 30 years involvement in the finance industry and vast administration management experience to add to his credentials. With Bryan's wealth of knowledge in this industry he is committed to enhancing and implementing business planning for Limnios Property Group. Bryan is a dedicated individual who will ensure that Limnios Property Group will move forward and raise the bar!



With 15 years of administrative experience, Kristy Castledine is perfectly suited to this managerial position of overseeing all departments, implementing strategic systems and will ensure that Limnios Property Group continues to deliver excellent customer satisfaction to all their clients. With her cheerful nature Kristy says she is delighted to be working for such a dynamic team.



The team at Limnios Property Group would like to welcome our newest team members!!

What's hot on the

to view our full property listings visit www.limnios.com



3/45 Shenton Street, NORTHBRIDGE
FROM \$460,000

2 BED, 2 BATH

*Impressive views of Russell Square
* 88sqm internal living area

JOHN VELLUTINI- 0420 371 877



17/182 James Street, NORTHBRIDGE
\$850,000

2 BED, 2 BATH

* Inner City Penthouse
*134m² internal living area & 11m² balcony

JOHN VELLUTINI- 0420 371 877



5/82 Royal Street, EAST PERTH
FROM \$675,000

3 BED, 2 BATH, 2 CARBAY

*Spacious open plan living & formal meals
* Views of parkland and lake

PAUL DI LANZO- 0418 899 985



Unit 9/134 Sixth Avenue, INGLEWOOD
UNDER OFFER

1 BED, 1 BATH, 1 CARBAY

* Modern decor
* 18sqm balcony

PAUL DI LANZO- 0418 899 985

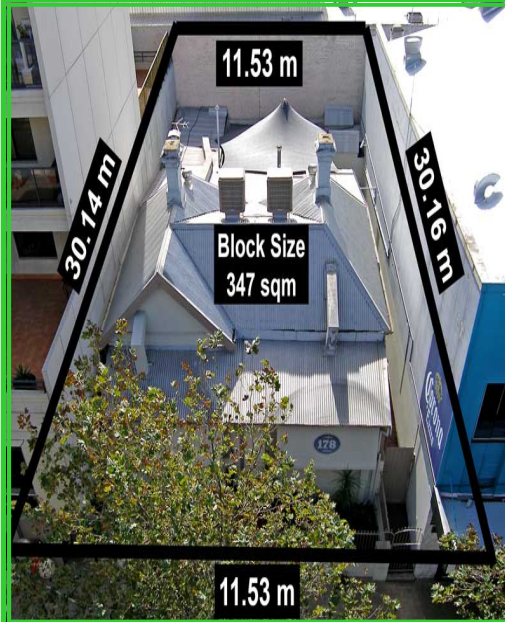


50 Joondanna Drive, JOONDANNA
\$655,000- \$675,000

3 BED, 1 BATH

*688M2- Duplex potential block
*New kitchen & renovated bathroom
ROB STEFANOVSKI- 0417 928 888

market →



178 James Street, NORTHBRIDGE
FROM \$2,000,000

Spectacular Investment Opportunity

- * Zoned central city area precinct 1
- * Multiple/Mixed use development potential
- * Landmark location
- * Superb existing building with 7 rooms
- * Ideal conversion to office, restaurant, hostel and many more options
- * Freehold building

ROB STEFANOVSKI- 0417 928 888

limnios for rent.



Unit 404/ 70 Canning Beach Road-
RAFFLES APARTMENTS APPLECROSS
\$400 WEEKLY

1 BED, 1 BATH, 1 CARBAY

*Waterfront apartment

- * Includes swimming pool & sauna
- KYLIE CORNEY- 0448 229 339**

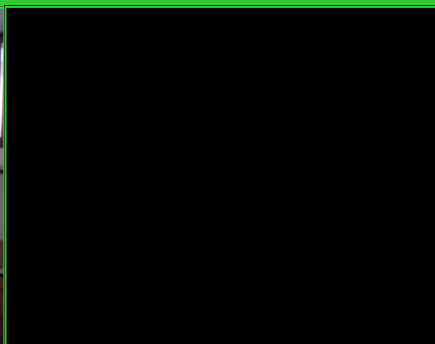


34/150 Stirling Street, PERTH
\$400 WEEKLY

2 BED, 2 BATH, 2 CARBAY

* Close to Mt Lawley café strip

- * Brand new complex inc. swimming pool
- KYLIE CORNEY- 0448 229 339**



300 Newcastle Street, PERTH
\$3,209 per month

*6 large enclosed offices

*Ducted air-conditioning

- *2 tandem car bays at \$90 a bay per month

HELEN LIMNIOS – 0403 175 561

LIMNIOS FOCUS

Limnios Property Group
300 Newcastle Street, Perth
WA 6000

Ph: (08) 9328 3866

Fax: (08) 9328 7787

E-mail: limnios@limnios.com

Web: www.limnios.com

protect our planet

Here are 10 simple things you can do and how much carbon dioxide you'll save doing them.

Change a light

Replacing one regular light bulb with a compact fluorescent light bulb will save 60 kilograms of carbon dioxide a year.

Drive Less

Walk, bike, carpool or take mass transit more often. You'll save half a kilogram of carbon dioxide for every kilometre you don't drive.

Recycle more

You can save 950 kilograms of carbon dioxide per year by recycling just half of your household waste.

Check your tyres

Keeping your tyres inflated properly can improve gas mileage by more than 3%.
Every gallon of gasoline saved keeps 20 pounds of carbon dioxide out of the atmosphere!

Use less hot water

It takes a lot of energy to heat water. Use less hot water by installing a low flow showerhead.

Avoid products with a lot of packaging

You can save 470 kilograms of carbon dioxide if you cut down your garbage by 10%

Adjust your thermostat

Moving your thermostat just 2 degrees in winter and up 2 degrees in summer. You could save about 790 kilograms of carbon dioxide a year with this simple adjustment.

Plant a tree

A single tree will absorb one tonne of carbon dioxide over its lifetime.

Turn off electronic devices

Simply turning off your television, DVD player, stereo, and computer when you're not using them will save you thousands of kilograms of carbon dioxide a year.



LIMNIOS
PROPERTY GROUP