

August 2022



Professionals

Freedom Realty

Under New Ownership

From the directors desk

Everyday people ask me, "Is now a good time to buy real estate? I guess with all the negative press about a changing property market, it's not hard to see why some property buyers are confused. Here are my thoughts: The best time to buy real estate was in 2005. The next best time is now. Here's why.

The ONLY way to make sure you can profit from a rising real estate market is to be IN the market when it starts rising by owning a property. Even if prices generally fall, property values always rise over time.

This has been happening since records began. The other BIG reason why now is the right time to get into the market is that interest rates are still very low compared to historical averages. In all reality, nobody really knows what the market is going to do but real estate is one of those things we all need and actually increases in value over time ...so why wouldn't you want to be in the market anyway? In my real estate career, I can never recall a former buyer telling me that they wished they had never bought.

In fact, they always tell me they are so glad they did. The stock market's most successful investors are loving this market because they get to take a position in the best companies but at a lower price. Smart real estate investors are doing the same thing. ...and let me leave you with one final thought. If the real estate market takes off faster than everyone thinks, buyers will have missed an amazing window of opportunity. If you're wanting to buy but sitting back and uncertain, I hope this helps solve your dilemma :-)

Pat Reynolds

Director/Principle, L.R.E.A, Auctioneer, JP (QUAL)

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MEET THE NEWEST MEMBER OF OUR TEAM



Sansahra Rajkumar

Sales Agent and Marketing Executive, PA to
Director

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Her expert negotiation skills, exceptional level of local knowledge and track record for producing outstanding results have enabled her to excel in any situation she is faced with.

What distinguishes Sansahra are her personal qualities. Warm and engaging, she takes a genuine interest in the people she deals with, which drives her exceptional efforts on behalf of clients.

Sansahra knows the importance of keeping clients fully informed throughout a campaign, from initial discussions, through to the final point of sale. She is also known for her willingness to assist with issues that may be considered outside the scope of real estate agents.

Sansahra believes it is important to give back to the community that she loves. She devotes much of her time to these activities which give her a personal sense of fulfillment.

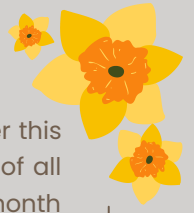
Sansahra Rajkumar is a respected agent, whose commitment to fulfilling her client's property needs, knows no bounds. She was born and raised in South Africa for 10 years before she made her transition to Australia at the beginning of 2011.

Her interest has largely been focused on sales, property investment, marketing, and business management. Sansahra aims to assist the community with their buying and selling requirements.

WHATS ON THIS MONTH



DAFFODIL DAY



At Professionals Freedom Realty, we are using our Flower Power this August 25th to raise funds and make a difference in the lives of all Australians affected by cancer. Our goal is to raise \$1500 this month to power life-saving cancer research! The Professionals Freedom Realty team would greatly appreciate donations to our fundraising page

[DONATE NOW](#)

THE GOLD COAST SHOW

26th - 28th of Aug, the Gold Coast Show includes, Pony rides, Wood Chopping, camel rides and many more. Come get involved by booking your own exhibition site and giving back to your community.

[FIND OUT MORE](#)



GOLD COAST KITE FESTIVAL



The gold Coast flight festival will run on the 7th of Aug, from 10am - 3pm. The South East Asian community is celebrating the 75th independence day, with just a \$2 entry fee you can spectate all the kites.

[FIND OUT MORE](#)



LA FESTIVAL FIESTA

Lets go amigos! It's fiesta time so bring your shiny shoes and get ready for a massive boogie. Celebrate a day full of Latin Fusion - bands, DJs, performances and kids games.

[FIND OUT MORE](#)





BIG PLANS FOR GOLD COAST OFFICE UNDER NEW LEADERSHIP

Pat Reynolds and Jason Leary became close neighbours eight years ago when Pat, a salesperson with a passion for politics and media moved into the Genesis Estate in Coomera.

It was in 2019 that Jason, Principal at Professionals Upper Coomera convinced Pat to join his team as a salesperson. Now three years later Pat has agreed to take the reins as Principal and already has plans for expansion.

"It was back in February that Jason and I had the talk. Because we were already such close friends it wasn't really a conversation but more of a mutual agreement that I would take over at some stage" Mr Reynolds said.

"Jason has been great to learn from as he started out working under Professionals Vertullo Real Estate. I am glad he isn't going to far and will still be involved in the business."

Both are very committed to their local community having lived in Coomera and its surrounds for over 15 years.

Mr Reynolds believes now is the time for established agents to stand their ground as so many flee the current market conditions.

"It is a very intriguing market which has scared many agents away. So many came into real estate two years ago and didn't have to work to get listings and sell homes. Now we are back to pre-COVID conditions where you need to have a unique selling proposition and have to actually work for the listing."

Speaking about the Professionals brand, Mr Reynolds has plans to really utilise the support, training and marketing on offer. When on-boarded by Professionals Marketing Team Mr Reynolds was surprised at the myriad of services.

"Principals get really bogged down in the day to day so I can understand how some free services can be overlooked, but the fact that Professionals cover free graphic design, social media syndication and manage most of my marketing themselves is brilliant".

Mr Reynolds will officially take over as Principal of Professionals Upper Coomera on Friday 29th July 2022.

PROPERTY MANAGEMENT



*Let Professionals
Freedom Realty
Manage Your
Property Today*



Professionals Real Estate is a collaborative network of over 225 in Australasia. All Professionals offices are local experts within their communities, some of which have been operating since 1976. When you select an agency to manage your investment,

Professionals provide stability and outstanding service. We understand that investing in a property is one of the biggest decisions you will ever make. For investors, we want to earn the right to be your first choice when it comes to property now and into the future.

Selecting the right property manager will make the big difference in your overall returns and smooth the investment experience. Our offices are equipped with the latest technology that will assist in making your investment stand out from the crowd.

When you choose Professionals, you will be joining thousands of happy property investors who have their biggest asset in safe hands. Contact your local office to find out more.

[Click Here For More](#)



FEATURED PROPERTY



80 ELLEN GRANT, WILLOW VALE

Property Features

- ▶ 6 Bedrooms
- ▶ 3 Bathrooms

80 Ellen Grant Drive has grown that seed into what is now known as Grange Country Estate Willow Vale - The Northern Hinterland's most prestigious acreage Estate.



Interest above
\$2,200,000

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- ★ This Voucher entitles you to complimentary hotel or resort accommodation in any one of a number of idyllic *Australian & overseas destinations*.
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- ★ Go to <https://fbpromo.com.au/profr/> , or scan the barcode to verify your voucher by entering your unique booking code.
- ★ You'll have 18 months to select your preferred hotel & travel dates once activated.

The "booking & service fees" are a hospitality industry standard & entail, but are not limited to - payment to reservation engines for the booking process, travel agency fees, housekeeping & allowance for updating of room facilities.





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Gold Coast, Cairns, Townsville, Brisbane, Rockhampton Sydney, Canberra, Melbourne, Bendigo, Perth, Adelaide, Darwin, Auckland (NZ), Christchurch (NZ), Wellington (NZ), Bay Of Plenty (NZ), Rotoria (NZ), Marlborough (NZ), Dunedin (NZ)- And more!

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