

THIS WEEK IN REAL ESTATE

IN HOUSE



KELLY DAVIS
REAL ESTATE EDITOR

Hot property in Williams

Putting on the Ritz in Dalkeith

The new owners of the Dalkeith residence featured on our cover story this week will be the envy of the neighbourhood with its luxury resort-style feel, opulent finishes and classic style.

Also this week in Real Estate, read about the new apartment project in Perth called Zenith, where parents are flocking to try to help their children secure a relatively affordable foothold in the property market.

Multi-award-winning real estate selling whiz and motivational coach Paul Tonich has teamed up with his brother Chris and cousin Nathan and ex-AFL player Scott Watters to open a new office in Subiaco, Altitude. Read about it on page 4.

With a significant number of properties on the market, there are plenty of buying opportunities, so read all about them in today's Real Estate.

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Saturday's lineage deadline is 1pm Thursday
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KELLY DAVIS

The rural town of Williams has attracted a rush of property buyers with the launch of a new residential estate.

More than 20 per cent of the 133-block Munthoola Estate has sold after the first registration of interest weekend.

Developer Greg Atwell said many more people were keen to see the road boundaries before making a decision on which block they wanted to buy.

"We are moving very quickly on the demarcation and grading of the roads and these will be in place by the end of March," Mr Atwell said.

"In the current market we are very pleased with the results. Purchasers included a surprising number of younger people, some of them investors and others planning to be owner-occupiers. This created keen competition for the town blocks."

• For more information, call Jeremy Genders at Landmark Realty on 0429 689 920 or see munthoolaestate.com.au.

ALBANY'S RAY OF LIGHT

Ray White Albany scooped the top office award for the 10th year in a row at the recent Ray White WA annual awards.

More than 500 members and guests attended the gala event at the Perth Convention Exhibition Centre earlier this month to celebrate the group's top performers.

Ray White WA chief executive, Mark Whiteman, said it was a wonderful celebration of the group's achievements for 2007.

Albany again was the overall standout office with its sales rep Jackie Cowley taking out the top sales award for the fifth time. Graham Walker secured the top principal award.

"Albany is one of the best businesses in the entire country, making close to 1000 sales every year," Mr Whiteman said.

"I put the success down to an extraordinary team effort."

One of the most coveted awards, the Ross Whiteman Cup, went to Rino Daniele, also from the Albany office, and Karen Smart from Cannington.

Both were honoured for their outstanding results not only at



This Applecross home sold in a week for around \$5 million.



You can buy your own slice of this Fijian island for \$298,000.

their own offices but also with the broader Ray White group, and among the community.

Cannington was named property management office of the year for its standout growth, service and efficiency; and Rockingham's Jodie Lindner won Rookie of the Year from a strong team of new talent within the group.

And for the first time, the awards night included the induction of two life members, Ross Whiteman and Julie Touchell, who started the Ray White group in 1994.

APPLECROSS HOT SELLER

An Applecross home sold within a week of listing to a local buyer for around \$5 million.

The two-storey residence at 2 Cunningham Street is a newly built modern home with permanent river views, four bedrooms, four bathrooms, pool, outdoor entertainment area and three-car lock-up garage on 698sqm.

Selling agent Ian Barnes, of ACTON Applecross, would not disclose the selling price but it had been listed for sale for \$4.995 million.

Mr Barnes said this property had offered a good opportunity to buyers who were undecided

on whether or not they wanted to build their own home.

He said this property was in demand because it was new, had river views and was very well finished.

WISHFUL THINKING

Ever pictured yourself lounging on the beach of your own slice of a private island . . . just one more powerball?

Well those with cash to spare will revel in the opportunity to snap up a freehold home site on Naisoso, a new private Fijian island. Only 8 per cent of Fijian land is freehold and no restrictions on purchasing property in Fiji apply.

A master plan has been developed for Naisoso Island to become a five-star resort set among an ecologically protected marine park. Five-star hotels, boutiques, day spas and a marina will also be on offer.

A mix of beachfront, riverfront and inland home sites ranging from 1200-2000sqm are available and priced between \$298,000 and \$1,148,000.

Naisoso can be accessed by a private bridge or a short boat ride from Denerau Island and is only minutes from Nadi International Airport.



Jackie Cowley with Ray White WA CEO Mark Whiteman.

A residential resort operator can help arrange food and housekeeping before your arrival and will also handle leasing inquiries.

Completion of this residential estate is due late next year or early 2010 with a 10 per cent deposit and settlement on completion. Visit www.naisosoisland.com

NEW COACH

Shane Kempton has resigned as chief executive of Harcourts WA to pursue a career in personal coaching and business mentoring.

Mr Kempton will leave Harcourts WA at the end of this month.

"I have thoroughly enjoyed my time at Harcourts WA and believe that the company will continue to grow from strength to strength in WA," he said.

Harcourts will announce its new chief executive officer next week.

CLARIFICATION

In last week's Real Estate we ran a story on changes to the R Codes for properties sized between 900sqm and 1000sqm being unable to be subdivided when new rules come into effect in April next year for R20 zoned properties.

A few areas were mentioned as being affected by this ruling, including Bedford. However due to Bedford's R20/R25 zoning the vast majority of properties in the suburb will be excluded from the changes.