

SERVICE EXCELLENCE AWARD WINNERS!

The team at Peake are very honoured to have won the Service Excellence Award at this year's Australasian Real Estate Results Awards (ARERA's) - the independent real estate industry's most prestigious accolades.

The ARERA's brought together a network of 40 independent agents, representing more than 1200 agents in Australia and New Zealand.

Hosted by peak industry coaching and training body Real Estate Results Network (RERN), this year's ARERA's boasted a strong field of contenders with more than 160 finalists competing in 36 categories for the honour of being named among the industry's top achievers.

The winners were announced at a spectacular Roaring Twenties - themed gala event at the International Convention Centre (ICC) in February, coinciding with Kickstart - RERN's largest annual conference, also staged

at the ICC. Close to 30 of Australasia's independent agencies were finalists in 15 agency award categories while dozens of agents vied for honours in 21 individual award categories. Peake Real Estate were also named finalists in the following categories: Marketing Agency of the Year (Kristen Turner), Property Management Team of the year, and, Support star of the year (Susan Grigg).

The team at Peake Real Estate pride ourselves on providing all our clients an exceptional real estate experience and to have been recognised amongst the best Real Estate Agents within Australia and New Zealand as number one in customer service is something we are very proud of. This award is in recognition of our entire team and the hard work and excellence they constantly strive for and our valued clients who continue to return to us again and again, and refer family and friends to us.



RERN founder Michael Sheargold presenting the award.



The Peake Real Estate Team accepting the Service Excellence of the Year Award.

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Peake Team at KickStart 2017 // ICC Sydney, Darling Harbour

PRINCIPAL'S PEAKE

Welcome to our Autumn issue of Peake News. We hope you find the information helpful and interesting.

It has been a very busy start to 2017 with Peake Real Estate selling over \$27,000,000 worth of real estate and over 50 properties leased in the 1st quarter. With the City of Casey being the 3rd fastest growing municipality in Victoria and the 8th fastest in Australia we would envisage property values will continue to show good growth as buyer demand continues to well exceed reduced level of stock on market.

The Government has announced from the 1st July 2017, first home buyers purchasing property below \$600,000 will be exempt from paying stamp duty and from \$600,000 - \$750,000 will receive a concession on a sliding scale. This is great news for first home buyers in which it is becoming increasingly more difficult to enter the property market. For more information visit the State Revenue website sro.vic.gov.au/first-home-owner or call them on 13 21 61.

Our team of dedicated sales agents and property managers are available 7 days a week should you be looking at selling or leasing your home. Call our office today on 9707 5300 and we would be happy to assist you with all your real estate needs.

That's us for now. Until next time.

Marisa Adams & Kristen Turner
Directors | Peake Real Estate

TEAM TRAINING // KICKSTART 2017

In February, our team made the journey to Sydney for our annual Real Estate Conference with Real Estate Results Network. This year's theme "People, Passion, Performance" was very appropriate for an industry which is all about people and our passion to ensure that every client has an exceptional experience and ultimately an outstanding result.

Various speakers took to the stage including motivational coach Holly Ransom, James Redfern who is one of the Directors of Marshall White and winner of the Agent of Year for Victoria in 2017, and Stuart Atkins who is a Social Media Guru who was able to provide many insights on the benefit of

social media for our business and more importantly the benefits to our clients.

Real Estate Results network provides a base for our team to constantly learn and improve our skills so we can be better equipped to provide our clients with up to date information, systems, marketing and negotiation skills. It also gives independent real estate agencies the ability to come together and network with other like-minded agencies across Australia and New Zealand. All our team from sales, property management and administration are able to attend the yearly conference which not only provides them with the base to hone their skills but to come together in a fun and enjoyable training environment.



EASTER AND ANZAC DAY TRADING HOURS

As a mark of respect our office will not be open on Good Friday (14th April), Easter Monday ((17th April) or Anzac Day (Tues 25th April).

In addition our office will be open limited hours of Easter Saturday (15th April from 9am to 1pm).

Although our office is closed, we can still be contacted for Sales & Rental enquiries on 9707 5300.

We wish you all a Happy Easter!



PEAKE PERFORMER

We'd like to introduce you to this issue's **Peake** Performer. Every issue, we focus on a **Peake** Team Member so you can get to know the Team that works for you.

ANITA TAYLOR SALES CONSULTANT



What Does A Typical Monday To Friday Look Like To You?

Up early each day around 6am either walking my dog or working out at the gym, it allows me to keep fit and be wide awake and ready to go when I get to the office.

What's Your Next Holiday Destination?

I hope to get away to Queensland later in the year and catch up with a few friends on the Sunshine Coast.

What's The Day You Look Forward To Most Each Week And Why?

For work, I look forward to Saturdays as this is the day we get to meet a lot of buyers and local people at our opens and discuss the properties that we are selling. It's the day that we get to demonstrate our skills and professionalism to the public. Personal life, I love my Sundays, a chance to sleep in, catch up with friends and family and relax before the week ahead.

Your Favourite Restaurant?

I enjoy trying new places, but especially love visiting our local wineries in the Yarra Valley or the Mornington Peninsula.

What Is Something That We Don't Know About You?

I love to get away camping up on the Murray and relax with family. I also enjoy slalom skiing and wake boarding with my kids.



RELAY FOR LIFE / GIRLS NIGHT IN 2017

Casey's relay for life event was again a huge success. This is our 7th Year as major sponsor of this event which took place on the 3rd & 4th March at Acoonah Park. More than 3500 participants took to the track to walk for 24 hours to raise funds for cancer research and support. Peake Real Estate participate as a team also to honour the memory of their late founder Christine Peake who passed away after a battle with cancer in 2009.

At the close of the event the fundraising tally was at \$303,000. We expect this figure to rise well in excess of this as

fundraising money continues to pour in over the coming weeks.

Peake Real Estate also held it's annual "Girls night in" movie night to help raise funds. With a packed cinema of over 100 ladies, we watched the raunchy movie "Fifty Shades Darker". This evening could not be possible without the continued support of family, friends, clients and local businesses who contribute to the event with various donations for prizes. Thank you again for helping us raise in excess of \$5000.



LEST WE FORGET

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What's On: ANZAC Day March & Commemoration Service

WHAT'S ON - ANZAC DAY MARCH & COMMEMORATION SERVICE

On Monday 25 April Australia remembers the sacrifices of the brave men and women who have served our country.

A march will begin at 10.45am from Berwick RSL, with a commemoration service beginning at 11am at Cenotaph, High Street, Berwick, refreshments will be served at the Berwick RSL Club Rooms.

Date: Tuesday 25 April 2017
Time: 10.45 am - 12.00 pm
Venue: 17 Langmore Ln, Berwick 3806
Organiser: Berwick RSL Sub-branch
Telephone: 9796 1435



A FEW RECENT TESTIMONIALS FROM HAPPY CLIENTS

"We have had the pleasure of dealing with Kristen on several occasions before, but this home was quite a different proposition altogether. She considered our home from our perspective, and based her evaluations of it with the careful attention to the details that we took pride in building into our home. This is a rare talent, and one that I admire deeply. Kristen is a woman of actions, not words alone. I can attest that we left every detail to her, and her efforts exceeded our demanding standards. She was more than equal to the task of selling this unique home. Kristen is an ace of an agent and I simply cannot recommend her with enthusiasm enough to reflect my esteem for her. She will naturally remain our default agent in the area. What the details of the transaction belie is that I gained her as a friend in the bargain"

Prateek

"Kristen was great to work with. She took care of everything. We were overseas and she coordinated cleaning, photos and even furniture placement for our great photos. It was a great outcome. I recommend that anyone in the area use Kristen."

Zig & Tania

"Well once again this amazing agent has come through again with exactly what she said she would do in the timeline she promised! Price achieved, timeline achieved, ongoing and precise feedback and communication during the campaign, completely organised and self motivated, proactive and tireless at achieving the best result possible are the best ways to describe the service this incredible lady provides on each and every listing! Anne Haynes,

your a star of this industry and it is a complete pleasure and comfort having you sell my homes! A very sincere and genuine thanks....may it long continue for many years to come!!!! "

Mick

"Thank you Sarah for your help and dedication while assisting Ian and I in finding our new home in Berwick. We had been looking for quite a few months and appreciate very much the time and effort you gave us through your regular contact with us when a property you thought may have been suitable. We would highly recommend you and your team to anyone looking to buy or sell their home in the future. Thank you so much again."

Ian and Lynn