Property Report
Spring 2021

THE AGENCY

Welcome to The Agency's Property Report for Spring 2021

Intro

with Geoff Lucas

As recently as April 2021, the national housing market was valued at $8 trillion. Now it is worth $9.1 trillion, or more than the value of the ASX, superannuation and commercial real estate market combined.

While it is expected to eventually move through the $10 trillion barrier, we don't think this will happen for some time. CoreLogic data now points to the monthly rate of price growth starting to decline - a move typical of the latter stages of a housing upswing. For this reason, our view is that the rate of price growth will continue to moderate over the coming months and through 2022.

We may have witnessed the fastest annual growth rate in house prices since 1989, but the reality is some of this has simply been the market catching up after a prolonged period of sluggish price growth, particularly in cities such as Perth.

In fact, the WA market is going through a strong resurgence, with prices in metropolitan Perth growing 18.1% over the past 12 months. The median dwelling price in the western capital is now $524,589, almost returning to its 2014 peak.

Moving towards equilibrium

One factor that could help shape the property market in the coming months is the growing cost of renovating. Both labour and materials are becoming more expensive and this is combining with global supply chain issues to increase the price of property improvement. Many who may have considered renovating are likely to be more inclined to buy and move into a ready made home. This should add to the pool of buyers in the market, particularly coming into the Christmas season when we traditionally see people rush to secure a home before the festive season begins.

Weighing against this, indicators show an increasing volume of properties coming to market. So, while buyer demand remains robust, this growth in supply should help the market move towards equilibrium. The additional volume of properties is a great thing for transaction numbers and buyer choice.

Another factor that could affect property prices is APRA's recent macro prudential measures, which increased the interest rate buffer banks must apply. While this of itself shouldn't impact prices dramatically, it may contribute to the cooling of the market when combined with an increase in supply.

For these reasons, we're still forecasting growth, albeit not at the same rates as seen previously. Our view is that the median national dwelling price is likely to rise between 4% and 6% over the 2022 calendar year.

Strong results across our markets

We have a strong pipeline of listings coming to the end of the year and into 2022. Lockdowns across the east coast of Australia over the winter months have done little to hamper our uplifting volumes.

The top end of the market remains robust, with Ben Collier taking the title of the most expensive house sale in Sydney this year, after he sold Woollahra's 'Rosemont', for $45 million. The sale came just a week after Ben set a new $12 million suburb record in Paddington. Ben also set a new house price record for the suburb of Bronte.

A desire for a new lifestyle has seen buyers from New South Wales and Victoria flock to sunny Queensland. This has been helping our high-performing team in Brisbane, the Gold Coast and the Sunshine Coast generate strong results.

In Melbourne, we have been further expanding our success in the development space through an alliance with respected developer Glenvill to market the group's $2 billion master-planned development Yarrabend. We have also been appointed by Fortis to market the group's prestige development in Brighton, Melbourne.

Going forward, we expect improved levels of consumer sentiment as Australians seek to return to normalcy and pre-pandemic consumption patterns and spending. This will see a more rational real estate market, with a higher volume of transactions, providing greater opportunities for buyers and sellers alike. We look forward to continuing to assist our buyers and sellers with their property journey.

Geoff Lucas
Group CEO
The Agency Group Australia Limited

The national property market

with Matt Lahood

The annual growth in Australian median property values is tracking at its fastest pace since the financial year ending June 1989. CoreLogic's national home value index rose another 1.5% in September, meaning national dwelling values have now climbed 20.3% over the past 12 months.

Lockdowns did little to hamper strong sales activity in the winter and early spring months across The Agency, with multiple suburb records broken in the most competitive markets in the whole country.

We are seeing increased supply coming onto the market. However, total active listings remain low, reflecting the rapid rate of absorption seen amidst high buyer demand. Every capital city is recording a below-average number of advertised properties, while the number of home sales is well above average.

While this means selling conditions are skewed towards vendors for now, this will level out coming into spring and summer selling months and into 2022, with an injection of supply creating greater opportunities for buyers. Although growth conditions remain positive, it is becoming increasingly clear the housing market has moved past its peak rate of growth and is coming into equilibrium.

An extended spring selling season

To some extent, the lockdowns in Sydney and Melbourne have delayed the traditional spring selling season. Now, as we return to in-person property inspections, we're seeing strong selling conditions and elevated auction clearance rates. By the end of September, the combined capitals clearance rate had returned to above 80%, the highest it has been since late March 2021.

These strong conditions are expected to continue over the final quarter of the year, with many buyers wishing to move into a new home before the festive season. One trend to come out of this is the spring selling season being pushed into summer, as many buyers may not be able to put their homes on the market until the new year. Once these homes start to add to supply levels, the market will begin to enter an equilibrium phase where supply will loosen up and demand will be satisfied.

As stock levels move higher, we are likely to see a shorter than usual Christmas break in the real estate industry, with activity forecast to remain strong through summer and through until Easter.

Strength across national market

The lifestyle trend we have seen throughout the pandemic will continue to drive up values in sought-after pockets of NSW and Victoria, including areas such as the Southern Highlands, Central Coast and the Mornington Peninsula. In fact, many of our agents are reporting a recurrent trend of Sydneysiders and Melburnians downsizing their

“As stock levels move higher, we are likely to see a shorter than usual Christmas break in the real estate industry”

homes in the city to purchase both a city base and a lifestyle property in a tree or sea change location. We expect price growth will continue in Sydney and Melbourne’s property markets over the coming quarter, albeit at a slower pace. Market momentum in these cities remains strong, with monthly growth in housing values nearly four times the decade average of 0.4%.

Queensland was not affected by lockdowns in the same way and our team has seen consistently strong sales results. This has been driven by strong migration from the southern states, as well as a return of investor activity. Our team is reporting that some developments are selling out within days, due to the hunger of Sydney-based investors, many of whom are buying sight unseen.

Perth has also performed strongly over the last 12 months, recording 18.1% growth in dwelling values, according to CoreLogic figures. Perth remains attractive to buyers, offering commutability, liveability and affordability, especially when compared to the property markets in Sydney and Melbourne.

Positive trends

As our borders open up, and the federal government indicates it will prioritise returning Australians, we will see an influx of buyers flooding the market. This should particularly impact the upper end of the market, which will be driven by ex-pats who see Australia as a safe economy where the pandemic has been well managed. We are seeing strong interest and buyer inquiry from overseas buyers and ex-pats, facilitated by online auction services and virtual property inspections. I predict these services to remain even after buyers return on site, given the ease and anonymity they allow.

Rental yields have reached new record lows across most regions, though so have investor mortgage rates. International students are set to return to our shores at some stage in the near future, which will kickstart the investment market back into gear. Apartments and high density dwellings in the inner city areas will present ideal opportunities for investors, particularly near universities in Sydney and Melbourne. Low mortgage rates are also providing plentiful opportunities for investors to capitalise on positive cash flow properties outside of Sydney and Melbourne.

Overall, housing trends around the country are positive, and expect to see the national property market coming into balance in the final quarter of the year. This will be healthy for the market going forward.

Matt Lahood
CEO The Agency

Location

QLD
Brisbane

with David Price

Queensland's property market was a standout performer over the September 2021 quarter, even by national standards. The median dwelling price lifted 5.9% in the Sunshine State, according to CoreLogic, taking growth to 17.4% for the year to date.

Prices in lifestyle locations have fared even better, with Domain reporting that houses in the Gold Coast suburb of Miami recorded 38.5% growth over 12 months. Nearby Bundall, Tallebudgera and Burleigh Heads all experienced annual house price growth of more than 30%. Meanwhile, on the other side of Brisbane, Sunshine Coast properties have risen an average of 23.1% over 2021, the market's strongest performance since 2004.

"Queensland's property market was outstanding last quarter and if anything it's still improving," says David Price, The Agency's General Manager, Queensland. "Strong demand and tight supply are really combining to put upwards pressure on prices. The latest SQM data shows that Brisbane has 35% fewer listings than this time last year."

David says that, with Queensland's borders closed, interstate buyers are especially visible - largely because they're transacting offline and often buying sight unseen. "South-East Queensland still represents real value compared to Sydney and Melbourne. Many buyers from those cities are buying to rent out a property, often with the intention of moving into it themselves down the track."

However, David points out that these buyers are only a part of the equation and that an even bigger influence is local Queensland buyers.

"What's interesting about the current boom is that it is across all properties and all market segments," David explains. "The first home buyer and investor market is as active as I can remember but at the other end of the market we had several buyers with budgets over $15 million seeking prestige properties."

David says that interest rates are the real determinant of property prices in the Queensland market and while they are currently at record lows, people will eventually find their limits.

"There will come a time when people won't be prepared to - or allowed to - borrow more," he says. "This is still some time away but when it does happen, it will be the factor that makes the market cool."

For these reasons, David expects the property market to continue its strong growth over the December quarter. However, he cautions vendors against holding off for further price rises because, if the market continues to grow, it's likely that they will also have to pay more for their next home too.

"This is a very strong market and anyone thinking about selling should consider doing so as soon as they can," he concludes.

WA
Perth
with Stuart Cox

Perth's median property value lifted another 1.2% over the September quarter, according to CoreLogic. That means prices in the western capital have now grown 18.1% over the past 12 months and 12.3% in the year to date. This is the city's best performance since 2014 and comes as welcome news after years of flat or negative growth. However, The Agency's General Manager WA, Stuart Cox, believes that growth could have been even stronger.

"As a city, Perth really relies on population growth," he explains. "We generally add about 60,000 new people each year but over the past 12 months comparatively few people have relocated here."

Instead of new arrivals, Stuart says Perth's property market growth has been fuelled by low interest rates and the high rents that are resulting from a lack of available rental properties. In fact, there are currently -25% fewer properties listed for rent than the five-year average, according to CoreLogic.

"When Perth's property market grows it tends to start at the bottom and move upwards," he explains. "Right now, we're seeing a situation where it has become cheaper to buy than to rent in many places. This is encouraging first homeowners into the market in big numbers."

Stuart expects that it will soon also begin to bring property investors out in greater numbers, especially when the median yield on a Perth property is 4.3% - roughly double that of Sydney's.

"As one of the places in Australia with virtually no COVID-restrictions, WA's economy is booming right now with unemployment at its lowest level since 2013," he explains. "That's without any interstate tourism."

"When borders do re-open, we expect that we'll see an influx of people heading West to take advantage of the economic conditions, especially as the mining sector is clicking back into gear."

On that front, Stuart notes that regional centres attached to the mining industry have been performing strongly. Port Hedland prices have lifted around 40% in the past 12 months, according to REIWA, while prices in Boulder have lifted almost 35%.

Also seeing strong gains are regional centres that can offer lifestyle benefits to WA's growing number of people working from home. Most notably, this includes the South Western corner of the State. A Domain Report found property prices in the town of Denmark rose 21% in the last quarter, while in Eagle Bay, near Busselton, they lifted 14%.

"Like elsewhere in Australia, we're seeing a growing number of people finding they no longer need to be in the city full-time and they're taking advantage of the relaxed beachside lifestyle that you can find in this beautiful part of the world."

"It's a very different segment relocating here compared to the mining towns but the effect is the same - property prices are rising and they're rising fast," Stuart concludes.

VIC
Melbourne
with Peter Kakos

This September quarter, just like last year, Melbourne's property market and its citizens endured Australia's toughest lockdown. As real estate agents, we were unable to hold physical auctions and unable to show buyers through properties, even on a one-on-one basis. And yet, through these restrictions the Melbourne property market continued to grow.

CoreLogic data reveals the median price in the southern capital lifted 3.3% over the September quarter and the median dwelling value has now lifted 13.4% this year. Auction clearance rates have remained healthy throughout lockdown, sitting at 81.9% by mid-October (and, remember, each of these auctions has been held digitally). This compares to an auction clearance rate of 58.9% at the same time last year.

The Agency's Victorian General Manager, Peter Kakos, believes that the lockdown is holding back the market from where it might otherwise have been. "There is little doubt we are still moving forward but it isn't happening anywhere near as quickly as it might have," he explains. "Although it is encouraging that we're selling a lot of properties sight unseen."

Peter says that most of the action that is happening in Melbourne is taking place at either end of the market, with upsizers looking to move into large family homes and first home buyers taking their initial step on the property ladder. "Both of these segments are being encouraged by low interest rates," he explains. "Many first home buyers are finding very little difference between the cost of buying and renting, especially for apartments in inner-city suburbs. At the same time, second-and third-home buyers are using the same low interest rates to fund their next step up the property ladder at a time when they can also expect a reasonable price for their own home."

"Many first home buyers are finding very little difference between the cost of buying and renting"

Peter says that the acute lack of stock that has been fuelling Melbourne property prices over the past five years or so has now dissipated and there is greater balance between buyers and sellers. This, he says, should encourage more people to make a move, as many have been held back by the fact that they feared not finding anywhere to move into if they sold their home. It should also mean that prices don't take off too much in the immediate term.

"I'd describe what we're entering in Melbourne as a period of sustainable growth," Peter says. "Between now and the end of the year I expect a balanced market where the power between buyer and seller is relatively equal and prices rise incrementally rather than exponentially."

"My view is that we'll see a lot of buyers who've been locked out of the market for 12 months or more finally settle on a place that they can call home. There's always a reason not to buy but if you see something you like I'd advise you to act."

"At the same time, I also believe this remains a good time to list and capitalise on the market growth over the past year or so."

NSW Sydney

with Matt Lahood

While all capital cities have been experiencing price growth over the past quarter, it is the Sydney property market's performance that is perhaps most remarkable. After all, Australia's largest city was in lockdown for 107 days over 2021, including for the entirety of the September quarter. And yet, Sydney's median property price still lifted 5.7% over the three months to September 2021, according to CoreLogic data.

The Agency's CEO, Matt Lahood, says that the lockdown real estate market has been slightly different from other property booms that he remembers.

"What's interesting about the current market conditions is that, in many ways, they are being driven from the top-down rather than the bottom up. Even though interest rates are at record lows, it's not entry-level properties that are attracting the most interest but large family homes and premium properties."

Matt says that his observation is that this is happening as a result of two trends. The first, which has been well documented, is changing lifestyle expectations in light of COVID.

"I don't think you can walk down a street in Sydney at the moment without seeing at least one home being renovated," Matt says. "People want more space, whether that's for a home office or extra living area. This same trend is also driving people to sell their home and upgrade to something larger and more comfortable."

The second, and less talked about factor, is the sheer number of ex-pat buyers in the market right now.

"With borders closed, we may not be getting the same level of international immigration into Sydney but what we have seen over the past 18 months is an unprecedented number of Australians returning. Close to 450,000 ex-pats came home last year and we still have around 50,000 Australians based overseas looking to come home."

"All of these people will need somewhere to live and, as professionals are overrepresented in their ranks, many will want to be close to the city or in premium and lifestyle locations where they can experience the best of Australian life."

Matt believes that these buyers - many of whom are currently renting - will ensure strong demand in Sydney's middle and upper property markets, as well as in lifestyle locations such as the Byron Shire, the NSW Southern Highlands and the NSW Central Coast.

"I think we'll see these conditions continue until at least Easter 2022," Matt said. "We may not experience the same kind of growth we've been getting over 2021 but this demand combined with tight supply means the market should still be strong."

In light of this, Matt recommends that people looking to buy act decisively and be prepared to compromise, with a view to improving their property down the track if need be.

"You can wait forever to buy and some people do, whether that's because they expect a perfect home or they're trying to time the market. I always think it's better to buy something and move on with your life rather than spending years on a property search while you keep living in a compromised way."

"And the safest thing to do is always to buy and sell in the same market, regardless of whether you think it's going up or down."

Investor's Corner

with Maria Carlino

Australia's national rental market is a mixed one for investors right now, with the two largest cities lagging behind the rest of the country.

Prolonged lockdowns in Sydney and Melbourne have impacted the cities' rental markets more than their sales markets, according to The Agency's National Head of Property Management, Maria Carlino.

"COVID restrictions have significantly affected the way we can show properties," she explains. "A lot of people tend to be more inclined to stay put rather than move on."

Carlino says that this is affecting vacancy rates, which stood at 2.7% in Sydney and 3.5% in Melbourne during September, according to SQM Research. This compared to 1.4% in Brisbane and just 0.6% in Perth.

It is also reflected in gross rental yields which CoreLogic data shows now stand at 2.5% in Sydney and 2.8% in Melbourne, compared with 3.9% and 4.3% in Brisbane and Perth respectively.

However, Maria says that these numbers alone don't tell the full story and that certain segments of Sydney and Melbourne's rental markets have actually been performing well.

"It's true that the apartment market has been weaker, especially closer to the CBD. This shouldn't be surprising given that the city centres tend to rely on overseas visitors, especially international students."

"At the same time, the market in family homes in established areas such as Sydney's Eastern Suburbs and Lower North Shore has been more competitive than we can remember. This is being driven by people looking for more space, as well as Australians returning from overseas and renting for a period before they buy."

"We're also seeing people move from inner-ring suburbs to the outer suburbs of Sydney and Melbourne, trading an apartment for a family home without increasing the rent - or even paying less."

Maria says that, with Perth and South-East Queensland offering both strong yields and potential capital growth, she expects more investors to look to these areas over the coming months and years. She also believes that with lockdowns being lifted and some level of normalcy returning to the market, vacancy rates will start to fall and investors will begin to return to the Sydney and Melbourne markets.

"Many of these buyers will start to see value in apartments, which have not experienced the same price gains as houses over the past 12 months," Maria says.

"However, all investors should bear in mind that the post-lockdown market isn't like the pre-COVID one. It will take some time for it to return to those levels as a whole."

"If you own a property in a market segment that's been impacted by COVID, it's always best to keep an eye on the bigger picture. Remember that it's almost always worth doing what you can to keep a decent tenant, even if that means having to reduce the rent slightly."

"A prolonged period of vacancy will usually eat into your profits much more than a slight rent reduction," Maria concludes.

Projects

with Steven Chen

The Agency's Director of Projects, Steven Chen, says that the new projects market has been gaining positive momentum over the past three months, especially in Sydney and South-East Queensland.

"Lockdown has been a busy time for our projects team. The number of enquiries received and inspections actually grew while we were under COVID restrictions. The market has been getting stronger and stronger."

Steven says that for the past few years, one factor holding back the projects market has been buyer concern about build quality, especially in light of Opal Towers and other high profile Sydney developments. However, this has shifted with buyers gaining confidence. With the market now dominated by reputable developers and builders, buyers are offering strongly on off-the-plan properties, as well as on the finished product.

"There is a real sentiment of confidence taking hold in the market," he explains. "This extends across projects in all stages of the building cycle from off-the-plan through to completed properties."

Steven says that the premium end of the projects market has been strong for some time, with boutique projects such as the Oxford Residences in Bondi Junction attracting strong buyer interest. Over the past quarter, this has filtered further into other segments and also into the suburbs. Here, a shortage of suitable sites means there is often a lack of quality apartments to cater for downsizers and others who want low maintenance living but also demand extra space.

"An example is The Seymour Residences in Roseville on Sydney's Upper North Shore, where we sold 15 off-the-plan apartments in six weeks," Steven says. "Almost all were sold to owner/occupiers who hadn't been able to find what they wanted until now. They were also keen to lock in today's prices ahead of any future price gains."

Steven believes that low interest rates and short supply mean that the current market will almost certainly continue until the end of the year and into 2022.

"Interestingly, the current strong market is happening at a time when the traditional drivers of the apartment market are absent - borders are closed and investors are missing. We could see it grow further as the economy opens up, especially in light of low supply."

One factor Steven believes may change permanently due to lockdown, is the sales process. With the NSW government's COVID restrictions putting a hold on open homes, agents were forced to deal with buyers one-on-one.

"Buyers needed to make an appointment to see us. From our point of view, this meant that people who we dealt with were qualified."

"Buyers liked the changed process too because it meant they got more time with our staff. We could spend one-on-one time with them during a presentation, answer their questions and provide a really personalised experience."

Finance

with John Kolenda
CEO Finsure Group

The lockdowns in NSW and Victoria have caused a slight dip in the number of new mortgage approvals over recent months, according to ABS data. However, thanks to a reopening economy, government policies aimed at stimulating credit growth and, of course, today's red hot property market, the home loan market remains extremely competitive.

Since the pandemic began, mortgage rates have stayed close to record lows and lenders continue to fight for borrowers with special offers. The action is now moving to variable rate home loans with some major banks starting to increase their fixed rates.

The RBA has not lifted the official cash rate since November 2010 and has previously announced that it probably won't do so until at least 2024. I believe this may change. The global economy is recovering from COVID-19 more quickly than anticipated, Australian bond yields are rising and, in many parts of the world, inflation is surging. These factors may force the RBA to act sooner. The central banks will have a keen eye on consumer price index (CPI) data released over the coming months, especially as NSW and Victoria emerge from extended lockdowns.

Then again, home loan rates could rise independently of any RBA decision on the official cash rate. Since the pandemic began, the RBA has offered banks low-cost funding through its Term Funding Facility (TFF). This closed on 30 June 2021 and banks will increasingly need to securitise home loans through the bond market. If bond rates continue going up, lenders are likely to have no choice but to pass their growing cost of funding onto consumers.

I expect to see a lift in housing activity over the coming months with more listings coming to market as we enter spring selling season at the same time as NSW and Victoria open up. Both Sydney and Melbourne rely on strong migration, including both foreign students and overseas tourists. So the resumption of international travel and immigration should be crucial parts of the economic recovery in both states.

"Home loan rates could raise independently of any RBA decision on the official cash rate"

With the national property market remaining bullish, the Australian Prudential Regulation Authority (APRA) has asked lenders to allow a buffer of at least 3% when assessing borrowers' capacity to meet loan repayments. This is up from the current guideline of 2.5%. I think this move will have only a limited effect on borrowing.

The nation's largest home lender, the Commonwealth Bank, had already increased its interest rate buffer to 5.25%, from 5.1%, and has indicated it will lift this further still. But interest rates remain low and borrowing capacities remain high. Even if rates do go up, I don't think any change will be significant. The only caveat is that if the market continues to rise at the same pace it has done over 2021, APRA may be forced to take stronger measures to curtail lending.

For the time being, investors and refinancers are out in force, capitalising on today's lending environment. We could also see more first home buyers enter the market, as a result of increased government incentives. Perhaps the most notable of these is the First Home Loan Deposit Scheme, which the Commonwealth government opened up to another 10,000 first home buyers.

Capital city auction statistics

25 October 2021

Source: CoreLogic

City	Clearance rate	Total auctions	CoreLogic auction results	Cleared auctions	Clearance rate (last year)	Total auctions (last year)	Change (12 months)
Sydney	80.8%	973	856	692	70.4%	700	+10.4%
Melbourne	80.1%	1,474	1,255	1,005	63.5%	490	+16.6%
Brisbane	80.2%	228	162	130	50.8%	66	+29.4%
Perth	42.9%	23	14	6	26.7%	15	+16.2%
Adelaide	90.5%	207	137	124	66.7%	60	+23.8%
Canberra	87.2%	126	109	95	76.6%	94	+10.6%
Combined capital cities	81.0%	3,033	2,533	2,052	66.9%	1,427	+14.1%

Index results – Change in dwelling values

30 September 2021

Source: CoreLogic

City	Month	Quarter	Year-to-date	Annual	Total return (annual)	Median Value
Sydney	1.9%	5.7%	22.0%	23.6%	26.5%	$1,056,093
Melbourne	0.8%	3.3%	13.4%	15.0%	17.9%	$775,142
Brisbane	1.8%	5.9%	17.4%	19.9%	24.7%	$625,291
Perth	0.3%	1.2%	12.6%	18.1%	23.2%	$524,589
Adelaide	1.9%	5.5%	14.9%	19.1%	24.0%	$529,376
Hobart	2.3%	6.4%	22.9%	26.8%	32.5%	$659,622
Canberra	2.0%	6.9%	20.2%	24.4%	29.0%	$838,904
Darwin	0.1%	1.7%	14.0%	20.2%	26.8%	$481,767
Combined capitals	1.5%	4.7%	17.4%	19.5%	22.9%	$759,753
Combined regional	1.7%	5.1%	18.3%	23.1%	28.6%	$503,609
National	1.5%	4.8%	17.6%	20.3%	24.1%	$674,848

Our Community

From small local initiatives to big-name events, The Agency encourages its Property Partners to get involved and give back to their community. Here's a snapshot of what they've been doing:

RENEE HARDMAN

is actively involved in giving back to her local community. Recently, she joined with colleague Tracy Kalinowsky to raise $18,000 for the Variety Bash 2021, where she visited communities and schools in the Pilbara region. Renee is a sponsor and volunteer for WAFL Club Peel Thunder and was a Board Member for nine years and Vice President for three of those years. She is an avid supporter of Make A Wish Mandurah and the Foster Share Shed. Each year, her team donates Christmas bags to WA Mums Cottage, which supports women and children suffering from distress and domestic violence. Renee is also involved with organising, judging and promoting the hotly contested Port Mandurah Christmas Lights, which draws thousands of visitors to her town.

THE AGENCY WA

were the presenting sponsors of the Magic Coat Annual Charity Ball on 9 October 2021, with a theme of 'The Enchanted Forest'. Managing Director, Paul Niardone, believes every child deserves the opportunity to live their best life. Magic Coat teaches coping mechanisms through schools to help children become calm, confident and caring citizens.

CRAIG WATERS

is a gold sponsor of the Sorrento Surf Life Saving Club. He is coach of the under 11 and under 13 nippers and completed 45 hours of volunteer patrol last season. Craig is actively involved in inflatable rescue boat and jet ski patrols. He also coaches the club on business development.

SHANE SCHOFIELD

has been supporting his daughter whose dance group is fund raising to be able to attend a national competition to be held in Adelaide. The group of 30 girls has raised $1,100 already and is working hard to raise another $3,000.

JON WILLIAMS

is competing in the WA Ironman (3.8km swim/180km bike/42km run) on 5 December 2021 and aims to raise $10,000 for The Lions Eye Institute. He was inspired to complete the triathlon after his son was diagnosed with a rare eye condition last year. Donate at lei.org.au/a-fathers-iron-will-to-fight-eye-disease/

BERNADETTE SUMMERS

has been helping Richard Habelrih, a young man with autism, launch his chocolate freckle business. The business received national attention when the story was picked up by The Daily Mail Australia and he has now raised more than $415,000.

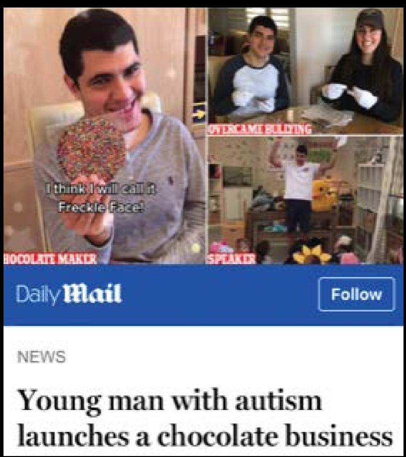
NAOMI HODSON

is walking 60km in memory of her husband, Ian, to raise money for The Black Dog Institute through onefootforward.org.au.


Better vision for all
lei.org.au


Jon Williams
The Agency


WOODSIDE NIPPERS


I think I will call it Freckle Face!
OVERCAME BULLYING
SPEAKER
Daily Mail
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NEWS
Young man with autism launches a chocolate business


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