

THE AGENCY

A modern, bright interior space featuring a dining table with chairs, a sofa, and large windows overlooking a garden. The dining table is made of light wood and is surrounded by black metal chairs with woven seats. A large, multi-bulb pendant light hangs above the table. In the background, a white sofa with colorful cushions sits on a light-colored rug. Large windows and glass doors provide a view of a lush garden with a vertical green wall and a white door.

The Agency

2022

Autumn
Property
Report



Introduction with Geoff Lucas

In 2021, Australia's entire real estate industry benefited from significant price increases. Here at The Agency, we also saw significant volume increases, adding several new agents to our books and entering new communities, including in the high growth areas of the ACT and Queensland.

We now have a presence in every State except for Tasmania and South Australia and plan to enter these markets soon so that we can be a truly national brand.

A more even market

While the spectre of an interest rate rise looms over today's property market, my feeling is that many have already factored this into their buying decisions. While prices are still generally rising, and there are many buyers in the market across the board, we're not

seeing the same kind of frenzied activity that was the hallmark of last year. Instead, the market seems to be slowly returning to some kind of equilibrium, where growth is more subdued and there is better balance between buyers and sellers.

There are, of course, some exceptions to this. One is South-East Queensland, where prices rose more than 30% last year and still show no signs of slowing. With the Brisbane Olympics coming in 2032, this part of Australia is experiencing strong infrastructure investment and we expect it to also experience strong ongoing population growth. These factors should also lead to economic growth, employment growth and eventually wage growth, setting it up for a solid future.

South-East Queensland also remains relatively affordable compared with Sydney and Melbourne. Despite recent market rises, the median Brisbane home sells for 88% of the price of the median Melbourne dwelling and less than 64% of the median Sydney dwelling. With most workers less geography-dependent than they were prior to the pandemic, this is making the northern capital – as well as the nearby Gold and Sunshine Coasts – a prime destination for relocators currently based further south.

Another market worth mentioning is Canberra, where we opened our doors for the first time at the start of this

year. Canberra now boasts the highest median property price of any capital city other than Sydney. However, its high yields and affluent young population mark it out as an attractive proposition also.

The city centre to return

One of the biggest property trends we've seen over the past couple of years has been the flight of people moving from the cities to the regions. COVID-19 seemed to make a lot of people question what they wanted from property and for many of us, spending extra time at home meant more space. This trend is, to some extent, here to stay and I expect many of the lifestyle markets to stay strong. However, with borders now reopened and a more positive outlook around COVID-19 thanks to vaccinations, I expect that we will also see increased activity in the CBD markets as people rediscover the joy of inner-city living and the cosmopolitan life that goes with it.

It's worth noting that every COVID wave that has struck so far has impacted the property market by causing would-be sellers to hold off and overall listings to decline. This has helped put a buffer under prices or, in many cases, has even encouraged price growth. The current Omicron wave has been no exception. While listings in Omicron-affected cities fell between November and January, prices actually rose, with Sydney, Brisbane and



Melbourne all experiencing price growth.

Many of these sellers will bring their properties to market over March and April, and we're likely to see more stock and more activity but in Sydney and Melbourne especially, we could also see less competition for some homes. My advice to sellers is that this isn't necessarily something to be concerned about and needs to be taken in context: the past 12 months have been a spectacular market and even if prices stagnate, you will be locking in those gains. You'll also find that you're likely to have far greater choice when it comes to finding a new property to move into.

Geoff Lucas
Managing Director
and CEO, The Agency

The national property market with Matt Lahood

At the end of 2021, there were signs that the stellar property market was drawing to a close. However, in early 2022, these, by and large, disappeared, with the market once again kicking up a gear.

CoreLogic reported that the national median property price lifted 1.1% in January – traditionally a quiet month for real estate sales – with Brisbane (2.3%), Adelaide (2.2%) and Canberra (1.7%), as well as the combined regions (1.8%) recording the country's biggest gains.

We also saw auction clearance rates in Sydney and Melbourne rise to around 80% in February. And that was off the back of a higher sales volume than we've had since November 2021.

Interest rate rises and a federal election

How long this strong market can continue, I think, depends on four factors.

First, after two years of record lows, an interest rate rise (or even more than one) is almost inevitable this year. We're already seeing many buyers factor this into their budgeting, especially

in the more expensive property markets, such as Melbourne and Sydney. As buyers reach their limits, and banks determine they cannot borrow any more, we'll see a natural ceiling form over price growth.

Second, this is a federal election year – with a national poll now looking likely for May – and elections always impact the property market. In 2019, for instance, we saw activity stall in the lead up to election day, with the market only returning to full swing once the result was decided. This time around, we expect to also see an impact, although we don't expect it to be quite as pronounced. Unlike in 2019, when the ALP pledged reforms to negative gearing and CGT, neither party has announced any policy that will impact the property market.

Third, mixed in with the election is Easter, which is traditionally seen as a pause for the property market. Few people go to auction over the Easter weekend and with borders reopening people now returning to holidaying, we expect fewer people to be around.

Fourth, although vaccination rates are high, people are back in the office and the economy is growing, it's impossible to know what the future has in store when it comes to COVID-19.

Flowing on from that, every time there has been a wave of the virus, we've seen property prices rise and I think there are strong indications that we'll see a busy March and April across the country. There are still many buyers in the market and,

speaking to agents around the country, there is a lot of stock that is about to come online, giving these buyers a lot more choice. In other words, the supply curve could rise even more sharply than the demand one.

Commuter towns to win

Since the virus hit we saw more people relocating to the regions. Now we're seeing this phenomenon focus in those areas within an hour or two of our major capitals. These are the areas from which professional workers can live a more relaxed lifestyle and work from home, but also easily commute to the city up to a couple of times a week.

The Southern Highlands, Central Coast, Illawarra and Hunter regions are all beneficiaries of this trend. So too are areas such as the Mornington Peninsula and Surf coast in Victoria and, of course, Queensland's Gold Coast and Sunshine Coast. I expect that these will continue to be among the highest growth areas over 2022.

I also expect a lot of the action may come from buyers over the age of 55 cashing in on recent growth. Many in this group are still working but have greater flexibility in their employment than less mature buyers.

They're often looking to sell the family home and split the proceeds of that sale between a city pad and a larger regional home. Often, if there's money left over, they're also funding their children into the purchase of their first home.



Timing the market

Finally, if COVID-19 has taught us anything about real estate, it's that it's impossible to predict what lies ahead or how the market will react to it. It's worth remembering that at the start of the pandemic many experts were forecasting price falls of up to 30%. Instead the market went the other way.

For that reason, my advice is that there is little value in trying to time the market. The safer thing to do is to try to buy and sell in the same conditions. For that reason, I'd advise buyers and sellers to be confident. There will be rises and falls in property prices but ultimately quality properties in quality areas always tend to come out on top.

Matt Lahood
CEO – Real Estate,
The Agency

A handwritten signature in black ink that reads "Matt Lahood". The signature is fluid and cursive, written in a professional style.



Location: QLD / Brisbane

with David Price



The Agency's General Manager for Queensland, David Price, has never seen a market quite like the past year's, even though he has been servicing Queensland's property market for 26 years.

Over 2021, Brisbane's median price rose an eye-watering 32.0%; then, in January 2022, it lifted another 2.3%. That means a homeowner with a property worth \$1 million at the start of last year could now expect it to be worth more than \$1.35 million.

"Usually, when the market rises some areas see big rises but others don't," David explains. "But this time competition was fierce across all areas and all market segments. Virtually every homeowner saw their property's value increase significantly."

Some parts of Queensland – especially lifestyle areas such as the Gold Coast and Sunshine Coast – ran particularly hot. Mermaid Beach on the Gold Coast saw a median value change of 51.7%, according to CoreLogic's

Best of the Best 2021 Report. Meanwhile, Buderim on the Sunshine Coast saw the State's highest volume of house sales, with no less than \$747,742,488 worth of houses changing hands in the 12 months to September 2021.

David says that this reflects the fact that much of the growth in Queensland's property market is being driven by people relocating from further south, many of whom see the tremendous value, as well as lifestyle appeal, available in the Sunshine State.

"We're seeing a lot of homeowners from interstate selling the family home and moving for a new life up here," he says. "These are often people who can work from home who have decided that the lifestyle is much better in Queensland."

"If someone can sell their home for three million dollars in Sydney or Melbourne, that will usually go a long way in most markets here," David explains.

David says that interstate buyers were particularly noticeable during 2021's period of border closures, not least because many purchased properties without ever seeing them in person. He expects that these buyers will remain a force in 2022 and that the market will remain strong.

"We're going to see a lot of activity over the first part of Autumn, in the run-up to a likely federal election," he says. "We expect it will then quieten down for a bit while people wait and see."

"However, Queensland's relative value and the fact that we have returned to the days of mass migration from the southern States mean the property market here looks to be in a very strong place for 2022 and beyond."

Location: WA / Perth

with Stuart Cox

On Thursday 3 March 2022, WA's borders finally re-opened to fully vaccinated travellers, bringing to an end almost two years of being shut off from many other parts of the nation and the world.

"Perth has almost always been a growing city – bringing in new people from Australia and overseas. This hasn't been happening since the pandemic began," explains The Agency's General Manager WA, Stuart Cox.

Despite border closers, WA's property market grew over 2021, reversing many years of stagnation and decline.

Reflecting this growth, The Agency won two Real Estate Institute of Western Australia awards: "Top Large Office By Listings Sold" and "Top Large Office By Value Sold", and Property Partner Adam Naumovski was awarded "Top Assisted Salesperson by Listing Sold" after selling a massive 197 properties for a total value of \$86.7 million during the year.

We are also excited to have established The Agency Projects WA team, spearheaded by project marketing specialist Daniel-Paul Filippi.

By the end of February 2022, Perth's median price stood at \$535,335, according to CoreLogic – a jump of 8.3% from the same time last year.

Stuart expects prices to continue to rise, especially given that rents in the Western capital, as well as many regional centres, are rising fast. The pressure on the city's rental market has seen vacancy rates under 1%, with some other areas like Busselton hitting 0% according to REIWA. The median yield on a Perth property is 4.4% – almost double the yield of



a Sydney property (2.4%) and significantly higher than Melbourne's median (2.8%) too.

"There isn't much gap between buying and renting in many parts of WA now, so we expect to see more first home buyers make the transition from renting to buying over the coming year," he explains.

"At the same time, they will be competing with investors who can earn an attractive income through WA residential property. This will put pressure on dwelling prices in the entry-level market, and that should have flow-on effects for property generally."

Stuart predicts that this will be compounded by a return to population growth, with more people from the Eastern States moving west for lifestyle or work over the next 12 months.

"WA's economy is strong

at the moment, with low unemployment and the highest median income of any State," he explains. "What's more, property remains relatively affordable."

"This will attract more people to WA who will need housing. But it also means there is substantial room for prices to rise, even if interest rates go up."

"Perth property is a very different proposition from real estate in most other capital cities."



Location: VIC / Melbourne

with Peter Kakos



No part of Australia has felt the effects of the coronavirus more than Victoria. But despite a total of 262 days in lockdown property prices continued to grow. By the end of 2021, Melbourne's

median property value was 15.1% higher than at the start of the year.

"Conditions stayed strong through the lockdowns but we did see the market begin to soften by the end of the year when Omicron began to unsettle people," says General Manager of Victoria, Peter Kakos. "This year, however, we've seen buyers return and momentum pick up as school went back and people began to crave a bit

more certainty in their life."

Peter says that the strongest markets right now are in family homes under \$2 million, as well as in the prestige market. He also singles out the Mornington Peninsula as an area that deserves special mention, with median price rises in suburbs such as Sorrento (up 29.6%) and Portsea (up 38.6%) among the state's best performers.

Peter says signs of life are returning to Melbourne's inner-city apartment market. Prior to the pandemic, this market was driven by strong population growth, particularly from overseas residents, with Melbourne reportedly on track to overtake Sydney as the country's largest city by 2030. But Melbourne has been losing residents with more than 56,000 returning overseas in Financial Year 2021 alone, according to ABS data.

Now, with borders open again, and people learning to live with COVID, Peter says that people are once again seeing value in apartments.

"We've definitely seen investors return and they are competing with first home buyers in the apartment market," he says. "Apartment values haven't risen as sharply as house values in the past year and there are some good long-term buys."

"We've also seen some incredible results in the luxury apartment market".

Peter says that a federal election and the prospect of interest rate rises could make some buyers more

circumspect. However, he believes a lack of stock across Melbourne's market should put a marker under prices. There were 7,000 fewer properties on the market in January 2022 compared to January 2021, and he expects supply will continue to be tight across the next year.

"All up, I expect 2022 to be a well-balanced market and both buyers and sellers should feel a sense of normalcy."

"I would encourage potential sellers to take advantage of the lack of stock and list their properties sooner rather than later. At the same time, I wouldn't advise buyers to hold off expecting more properties to hit the market. It's unlikely to happen and there are great opportunities out there right now."



Location: NSW / Sydney

with Luke Evans



Sydney's property market proved remarkably resilient over 2021, despite a 107-day lockdown. The median property price registered a gain of 28.2%, according to CoreLogic. It then surprised many by rising another 0.6% in January

2022 before falling back 0.1% in February. But Luke Evans, The Agency's General Manager of Sales NSW and ACT, says that buyers and sellers should be wary of media reports that the city's market is in decline.

"It's true that the market is not charging ahead like it was at times during 2021," he explains. "But when you consider that prices have risen close to 30% – and by even more in many locations – February's fall of just 0.1% was insignificant."

Luke notes that, since COVID first struck in early 2020, lifestyle and prestige properties, as well as family homes, have been outperforming the rest of the market. This has led to prices in many of Sydney's beachside suburbs rising dramatically. According to realestate.com.au the median house price in Bronte rose 66.5% in the year to February 2021, Manly's lifted 43.0% and Palm Beach's rose 47.8%. Prestige areas on the NSW Central Coast, such as McMasters Beach (up 51.5%), have been experiencing the same phenomenon.

Luke believes that this trend will continue over the next year, with more people continuing to look to move to lifestyle areas. He also says we'll see an increase in downsizers – many of whom are taking advantage of the increased value of family homes – selling up and splitting the proceeds between a property in a regional or lifestyle area, and an apartment close to the centre of the city.

"This is a terrific time to downsize when you consider the incredible price rises in family homes over the past year compared to apartments," he explains. "The one thing holding downsizers back

though is lack of stock. There are simply not enough high-end apartments out there for the number of buyers looking to move into them."

Luke says that, while the downsizer market may be feeling this lack of stock most acutely, the same trend is affecting the market more generally. As a result, he has been advising would-be sellers to include longer-than-usual settlement periods in their contract for sale.

"We're going to see more stock come onto the market over Autumn and a lot of property activity. My advice is that, with interest rates as low as they are, this is when you want to buy and sell."

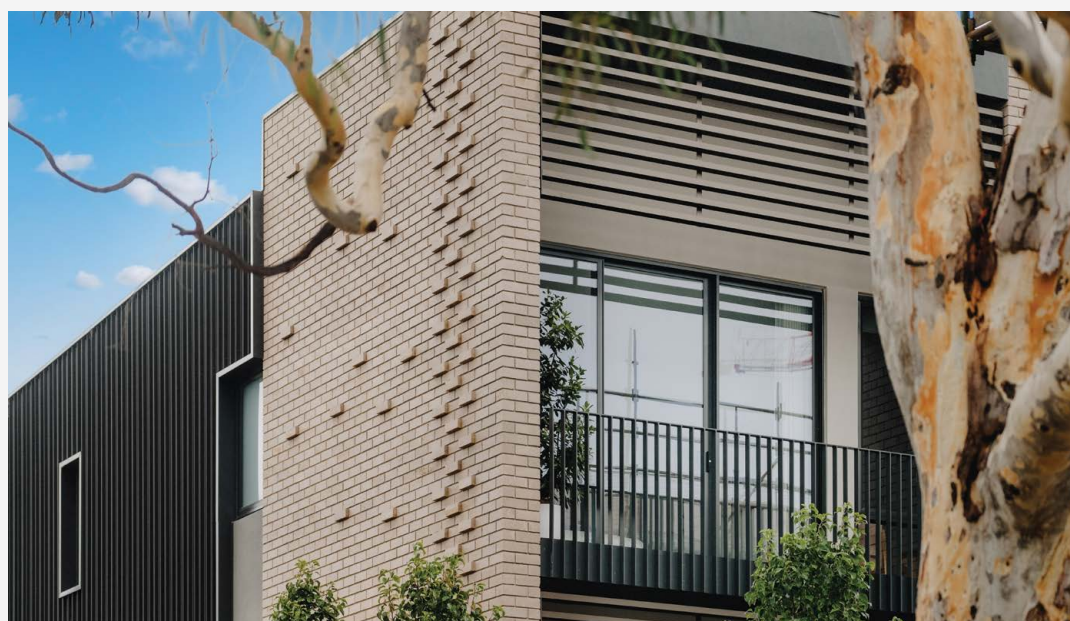
"If you're selling, there's no harm in asking for a delayed settlement of up to 90 days to give yourself the opportunity to find the right home to move on to."

"And, with an election probably coming up in May, which is likely to cause people to become a bit more circumspect, I think you should do this sooner rather than later."



Location: ACT / Canberra

with Sam Dodimead



Canberra's property market has been one of the best performing metropolitan markets in the country. CoreLogic data shows that the median Canberra dwelling price lifted 23.75% over 2021 – exceeding gains in Sydney's median price – and then rose another 0.43% in February 2022.

The Agency's Head of ACT, Sam Dodimead, believes that, despite this impressive rise, there is room for further growth in the nation's capital. He also expects Canberra to outperform most markets in the coming year – not least because home buyers will be better placed to handle any potential interest rate rises.

"Canberra's market is resilient because it is an affluent city, with the highest median income in the country," Sam explains. "Even though property prices have grown considerably over the past year, servicing the average mortgage remains comparatively affordable."

Another factor that Sam believes will contribute to ongoing price rises is a lack of supply. In February 2022, there were over 20% fewer

properties listed for sale in Canberra compared with February 2021. Sam says this lack of stock is particularly visible in the inner-city apartment market.

"Canberra's population is growing and many of the people moving here are young professionals. These buyers often want to live near the city centre in apartments. However, there isn't a lot available at the moment."

This is putting pressure on apartment prices, which rose 17.5% in the year to 28 February 2022 – more than any capital city outside of Brisbane, Darwin and Hobart. It is also putting upward pressure on rents, with a low vacancy rate (0.5%) delivering landlords a median yield of 4.9% – almost two-thirds higher than Sydney's median yield.

"To ease pressure on supply, we need the ACT Government to release more land," Sam explains. "However, there is a real disparity between the amount of land available and the potential amount of new supply into the market."

"When this is combined with likely inflation and rising construction costs, I think there is a real opportunity in buying apartments 'off the plan'."

Sam says that he sees the best off the plan buying opportunities within town centres.

"We're likely to see a period of high inflation and wage growth, which means that the price of everything is likely to go up over the next couple of years. If you're prepared to put down a deposit now and then wait 18-24 months before completing while the apartment is built, you could really see some gains," he concludes.



“I think there is a real opportunity in buying apartments ‘off the plan’.”



Investor's Corner

with Maria Carlino

The past couple of years has been relatively subdued for many of the country's metropolitan rental markets, particularly in inner-city areas. But, in the early part of 2022, it seems that tenants are once again on the move.

National Head of Property Management, Maria Carlino, says in Sydney there has been particularly strong interest in studio apartments and well-cared for family homes. Meanwhile, Melbourne and Brisbane are both experiencing an increase in rental enquiries and Perth has been a standout performer with rents in many suburbs rising more than 10% over the past 12 months.

"Throughout most of the country, we're seeing people settle into a 'COVID norm'," Maria says. "The lockdowns over the past couple of years caused uncertainty with many tenants and landlords/future investors delaying their decision to move or buy. Now

conditions seem more stable and we're seeing the most favourable leasing activity in some time on the East Coast."

Maria believes that this is only likely to improve further, with borders now once again open and the hospitality industry returning to full activity. She also believes that likely interest rate rises could place further demands on rental properties because it will rebalance the 'buy v rent' equation for many people.

"In Sydney and Melbourne, tenants can still negotiate with landlords to receive a reduction on the advertised rent in many situations," Maria explains. "This is especially true in the market for two-bedroom apartments, although less so in the market for family homes."

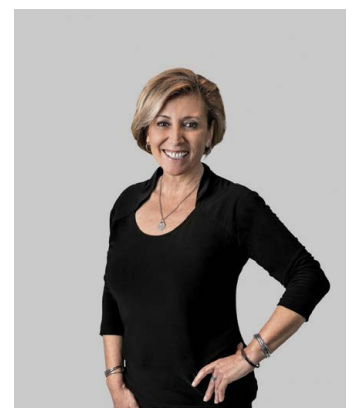
"As the year progresses, we're likely to see the balance return but for the moment, investors need to be flexible because an occupied unit is almost always better than an empty one."

Outside of Perth, where the median yield is now 4.4%, many of the standout performers in

the nation's rental market have been regional, particularly in lifestyle areas. In Noosa on Queensland's Sunshine Coast, apartment rents lifted more than 30% over 2021. Cowes on Phillip Island, Victoria saw apartment rents increase by 21.8%, while in Narooma on NSW's South Coast, apartment rents rose 33.7%.

Maria says regardless of whether it is a tenants' or landlords' market, attracting as much demand as possible should always be top of mind for investors looking to lease a property.

"No matter whether there is a shortage of properties available or an abundance, proper presentation and correct pricing are key to leasing something quickly," she explains. "Investing in this upfront always provides better results in the long term."



Projects

The projects space saw strong activity and demand in 2021, despite the country's various COVID-19 lockdowns. Demand was driven by positive sentiment, low interest rates and banks' willingness to lend to potential buyers. It was also driven by a lack of supply in established homes pushing buyers into the new home market.

One unifying theme across the projects market in 2021 was lifestyle. There was heightened interest from Melbourne and Sydney buyers looking for new properties in South-East Queensland both for holiday homes and also for longer-term residency. In many Queensland developments, buyers from these two cities accounted for 40% of sales.

"Many of these clients have benefitted from the solid market in family homes over the past couple of years," explains The Agency's Director of Projects, Steven Chen. "With their house worth as much as 30% more than a year ago, especially in Sydney, they've decided that this was the perfect time to sell and have relocated to a more affordable environment with surplus cash funds, setting themselves up for the next phase in their lives."

Not all the action was in Queensland. There has been a surge in demand in NSW's Hunter region, as well as strong buyer demand for townhouse and apartment developments on Sydney's Lower North Shore and Inner West, as Steven Chen explains. "We sold stage one of The Henley residences in Enfield within one week. These townhouses, which ranged in price from \$1.65m – \$3.5m, broke new sales records for the area and yielded higher prices than comparable free-standing homes. This shows that the right kind of development has considerable appeal for city buyers in the market for a family home."

"Sydney developers are still actively looking to fill their pipeline in all asset classes with the view that the market will maintain its momentum over 2022," Steven says. "There is particularly strong competition for house and land development."

The apartment market, in general, remains more price

with Steven Chen

sensitive. The exception, of course is the prestige market, where buyer demand has never been higher and developers are competing for limited sites. In the final quarter of 2021, The Agency Projects sold an apartment in Sydney's Darling Point to downsizers for \$25.1 million.



“Outside of Perth, where the median yield is now 4.4%, many of the standout performers in the nation’s rental market have been regional, particularly in lifestyle areas.”



Finance

with John Kolenda – Finsure Group

With labour shortages, low unemployment, inflation and wage rises now a feature of our economy, it seems almost inevitable that our 11-year streak without an official interest rate rise will soon come to an end, according to Finsure Group's John Kolenda.

"We expect the RBA will lift the official cash rate by mid-2022 by between 0.25% and 0.50% by mid-2022 before pausing to assess the impact of its move," he says. "This represents a significant change from earlier in the pandemic when RBA Governor Dr Phillip Lowe insisted we were unlikely to see a rate rise before 2024."

John argues that historically when the RBA has raised the official cash rate, there have almost always been flow-on effects. He points out that consumers tend to become more cautious, people tend to borrow less and this can lead to a more general economic slowdown.

"If you have a mortgage, you should prepare for this by understanding the impact of a rate rise on your daily budget," he says. "Use a mortgage calculator to find out what your repayments would be if rates increased by 0.25%, 0.50% and even 1.0%."

"If you're in a place to pay down your home loan or accumulate savings in an offset account, you should try to do this before rates rise so that you're better equipped to deal with the increased cost."

However, John says that the single most important step you can take as a mortgage holder is simply to make sure you're on the very best loan product and receiving the very best rate. "The lending market remains buoyant with both banks and non-traditional lenders fighting hard for business," he explains.

While earlier in the pandemic, much of this competition involved offering low fixed rates – often less than 2% – John says that this period has now passed and the competition is increasingly in the variable interest rate market.

"An experienced mortgage broker can make sure your home loan has a regular health check and that you are getting the best interest rate possible. They can also help you get rate-rise ready and provide a tailored strategy for your particular circumstances," John concludes.



Capital city auction statistics

2 March 2022

Source: CoreLogic

City	Clearance rate	Total auctions
Sydney	70.4%	1028
Melbourne	71.9%	606
Brisbane	68.1%	189
Perth	n.a.	18
Adelaide	77.9%	160
Canberra	87.5%	88
Combined capital cities	72.2%	2,090

Index results – Change in dwelling values

28 February 2022

Source: CoreLogic

City	Month	Quarter	Annual	Total return	Median Value
Sydney	-0.1%	0.8%	22.4%	25.0%	\$1,116,219
Melbourne	0.0%	0.2%	12.5%	15.4%	\$799,756
Brisbane	1.8%	7.2%	29.7%	34.2%	\$722,433
Adelaide	1.5%	6.4%	25.8%	30.3%	\$593,883
Perth	0.3%	1.3%	8.6%	13.3%	\$535,335
Hobart	1.2%	3.5%	26.0%	31.1%	\$724,366
Darwin	0.4%	1.5%	12.3%	19.4%	\$495,573
Canberra	0.4%	3.1%	23.8%	28.2%	\$909,379
Combined capitals	0.3%	1.8%	19.2%	22.2%	\$808,792
Combined regional	1.6%	5.7%	25.5%	30.5%	\$564,496
National	0.6%	2.7%	20.6%	23.9%	\$728,034

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:

Paul Niardone, Executive Director for The Agency Group Australia Ltd, is organising a fundraising beard shave. All funds raised will be going to the Millstar Foundation, which was established by Finance Specialist **Monica Smirk**, from Mortgage and Finance Solutions Australia (MFSA), who works with The Agency in WA, and sadly lost her 14 year old daughter, Milli, to brain cancer in 2021.

Paula Simoes, Property Partner in Sydney, enjoys serving her community and helping local businesses by being a board member on the Bondi and Districts Chamber of Commerce. Another Sydney Property Partner, **Tony Abboud** has served as president of the Macquarie Park Ryde Business Chamber, aimed at providing local businesses with global opportunities, networking events and support.

Joseph Leong from The Agency Brisbane is passionate about supporting local football. He is a bronze sponsor of Brisbane City Football Club.

Anthony Kassis, Property Partner in The Agency's Sydney office, believes seniors have a vital role to play in our community. He supports the Mascot Seniors Citizens Club to help them carry out their programs and social activities, providing a sense of purpose and belonging for older people in the local area.

Along with a social worker friend, **Dan Brisblat** saw a need to establish Restored Kings, an organisation to help men of all ages who may have lost their way in life, are struggling, looking for a safe place to talk and share their story, or just want to connect with a supportive group and listen. They meet each Tuesday for a round table at his Sherwood office in Brisbane.

Jemma Wilson worked as part of a team with locals Rachelle Jacobsen, Sharon Roffey, Belinda Weinstein, Kristin Clifford and Julee Mann to set up guidelines and procedures and establish a new and improved Facebook Community Board for Pelican Waters residents on the Sunshine Coast. The board has already attracted over 1,100 new members in a short few months and allowed residents to safely connect with others in the community.

Judy Duggan, Property Partner in Perth, got to connect with the local community when she hosted a stall for The Agency at Bannister Creek Primary School's community family day in January. The stall offered local property information, free appraisals, showbags and a free raffle with prizes donated by MFSA and Judy Duggan Property Services.

Perth Property Partner **Cheryl Eley** has volunteered her time in various ways to the Kalbarri Offshore & Angling Club for 18 years and is currently Club President. She's helping organise the 36th Annual Kalbarri Sports Fishing Classic in March.

Paul and Sue Middleton, who are Property Partners for The Agency in Perth, are both active volunteers in the community. Sue helps feed the homeless through St Albans Mount Lawley soup kitchen, while Paul mentors young men each week at Shalom House, a Christian based rehabilitation centre in the Swan Valley.

Sioux Mocerino, from The Agency's executive team, helped support her son Heath to raise \$5,050 to support wigs for people with cancer by shaving his head.





2022

The Agency

