



ADVERTISEMENT

# Wagga Wagga

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LJ Hooker Wagga Wagga officially opened the doors to its new office on Friday 20 September 2013. The CEO of LJ Hooker, Georg Chmiel, attended the event and officiated proceedings (Pictured with Richard Rossiter).



## LJ Hooker Wagga Wagga History

LJ Hooker Wagga Wagga began business on the 1st July 2004 under the directorship of Richard Rossiter. What began as 4 staff in a very basic office space with 120 properties under management and very low market share has changed dramatically over our 9 years of operation. In 2008 we undertook a refurbishment and re-branding of our office resulting in a more professional impression and delivery of our business and services. Clarifying our company goals and core values via coaching from Jeremy Hutchings of Action coach and continued mentoring from LJ Hooker Tuggeranong saw LJ Hooker Wagga continue to prosper.

Our focus on team development, training and operating systems has resulted in a loyal and dedicated team with high staff retention. Our commitment to communication and achieving the best results for our clients has seen our team grow to 13 employees, 420 properties under management and a growing market share. Our passion around property auctions is clearly demonstrated by leadership in this area with 50% of all residential property auctions undertaken by LJ Hooker Wagga Wagga. Key to our success is offering value to our clients, clear communication and personal service.

The growth of our business would not have been possible without the support of our loyal clients and our dedicated family of staff. We are most appreciative and grateful.

With our new office comes renewed energy and further improvements in our ability to service our clients and community. Shortly we will be introducing our buyer research stations allowing buyers, sellers and property owners to come into our office and access our subscriber only databases free of charge. Our new initiatives around sustainability and livability and myLJHooker creating new and exciting points of difference within the Wagga Wagga Real Estate Market.

The new LJ Hooker office is situated in the heart of Wagga Wagga at 59 Berry Street. We welcome you to drop in and say hello or call us on **6971 8900**



Thanks Carl and the team at Adaptive for a job well done on time and on budget.



Riverina Signmakers have worked with us for the last 9 years and always do a fantastic job. Thanks Wayne and team we look forward to many more years working together.



We take this opportunity to thank Align Technology for their service to LJ Hooker for being part of our team. Their service is exceptional.



# Office Opening



## Auctions

Richard Rossiter, Principal of LJ Hooker Wagga Wagga has been awarded this year's NSW/ACT 2013 award for listing the highest number of auctions. This is the third time in the past 4 years that Richard has won this prestigious award.

Auctioneering provides a transparent and comfortable environment for all parties and a quicker result for vendors he said. On average properties we submit through an auction program sell in half the time as those marketed by private treaty.

Auctions work, nearly 60% of all our listings are marketed by auction. In 2013 we have achieved a clearance rate of 65% with 96% success rate when considering homes sold shortly after auction.

"I am so proud to have won this award over a 12-month period and it's thanks largely to being part of an LJ Hooker Wagga Wagga team that is very successful at achieving great results for our vendors" Mr Rossiter said.



Liveability is a collaborative initiative that supports people to live the life they want, sustainably. It's when health, efficiency and comfort come together to create a more liveable home.

Founded by the LJ Hooker Sustainability team and supported by a group of top knowledge partners, Liveability is focused on providing the highest level of information on sustainability and your property.

This all comes to life in our website Liveability.com.au, from the little things they can do through to renovating with energy and water efficiency in mind. From tips, case studies and rebates to resources, research and energy rating.

The benefit for our clients is wide reaching. Buyers will appreciate greater understanding around costs associated with running their new home. This will result in our Vendors being able to achieve higher selling prices. The same applies to our tenants and landlords, cheaper house hold costs will lead to tenants paying more for sustainable homes. Again a Win:Win:Win.

James Maguire is the first of our team to be accredited with all staff to attend the relevant training to obtain their accreditation over the next 1 - 2 years.



myLJHooker offers its members FREE member-only incentives and deals: go to [www.waggawagga.ljhooker.com.au/](http://www.waggawagga.ljhooker.com.au/) and click the JOIN NOW to get started today!



- Exclusive member only offers from an extensive range of local and national partners
- Vast library of information on all things property
- Customised property alerts direct to their inbox
- Ability for members to connect to their preferred agent
- Access to on-going results from the special property surveys
- Improved search functionality for property, offices and agents



We are passionate about this initiative, in particular we see the lead generation for other local businesses as a way to build strong local business. Already we have partnered with Cartridge World, Duffy Brothers, Hunters, BBQs Galore and Stainbusters and now look to focus on building our memberships and increasing the number of local businesses to partner with myLJHooker.



We thank Brad Smith and all the team at NAB for backing our business. Personal service, care and professionalism.

## Dan Baker Carpentry

As the lead tradesman for Adaptive Interiors Dan was reliable, available and accommodating in achieving our goals.

## Tony Hilton Telecommunications

Tony has assisted with our telecommunication systems since we began. Thanks Tony and Phil for installing our new phone system and data cabling.

We would also like to take this opportunity to thank all our clients and our dedicated team for their continued support and their confidence in our business.

[ljhooker.com.au](http://ljhooker.com.au)