

# Exotiq luxury

Looking for a new business venture? Dominique Gallmann may be looking for you. SUE CRAM finds out why.

IT HAPPENS to most people lucky enough to be on holiday in a tropical paradise: the subconscious thought slowly creeping in, saying wouldn't it be amazing to live somewhere like this permanently.

In many ways this is how a lot of us came to be living in Byron Bay. There's no denying that our natural land and seascape is second to none and all of us who live here feel blessed in that regard.

A new concept in living in paradise is coming soon to Byron Bay, showcasing luxury properties in beautiful areas of South East Asia and Thailand.

Exotiq is a high-tech, internet-powered agency dealing in both sales and rentals of luxury houses and villas.

Its CEO, Dominique Gallmann, has been visiting the Northern Rivers this week in order to meet property professionals who may be interested in opening an Exotiq franchise in Byron Bay.

Gallmann recognises similarities between the lifestyles his company offers in places such as Thailand and Indonesia and lifestyles in areas such as Byron Bay, Noosa Heads and The Whitsundays.

"The synergies between the market places

are interesting," said Gallmann. "In Bali and Phuket there is an increasing number of Australians who originally came on holiday but ended up investing in property there."

Local real estate analyst and author of the Byron Bay Property Search Newsletter, Michal Murray, showed Gallmann around this week and introduced him to interested parties.

Murray is a consultant on the project and a contributor to Exotiq's quarterly magazine.

"There are no national borders in this venture," Murray said. "It's about people looking for a particular lifestyle, regardless of borders. We are part of the South East Asian region, so it's a good fit."

Buying property in Bali is easier than most of us think, and is not tied to having an Indonesian national as a partner.

The right-of-use principle means that long leases are allowed for 25 years with the right to extend for another 20 years automatically granted. This process can be repeated twice.

An Exotiq agency would also be marketing its Australian properties to wealthy Asian families, opening up a whole new sales and rental market using the latest technology.

For more details contact dgallmann@exotiq.com.au or visit www.exotiq.com.au



DOMINIQUE GALLMANN: Founder and CEO of Exotiq Real Estate



VILLA VERAL: Luxury living in Phuket, Thailand.



PLANTATION STYLE: Villa Lulito is only one minute from the beach in Seminyak, Bali.

## from the home front

### Real estate moves

■ AFTER five years with his previous company sales agent Kendall Atkinson has joined The Professionals, Ballina. "It seemed like a natural progression in my career," Kendall said, "and a good time to take on a new challenge."

■ Experienced father and son duo Neil and Bryce Cameron have found a new home with McGrath in Ballina, after the dramatic and sudden closure of Belle Property in Byron Bay.

■ Returning to real estate after obtaining her agent's licence is Julianne Butler, who will

be operating a web-based service covering the entire Northern Rivers region. Go to netiquetterealty.com.au or call 0439 668 114.

### City property markets

RP Data has just released figures showing that the biggest drop in property values over the 12 months to June was recorded in Brisbane, where property prices slumped by -6.9%. Brisbane was followed closely by Perth at -6.2%. Sydney was the best performer with a -0.3% cut, with Melbourne falling by -2.6%. Inner Western Sydney rose by 10% over the year. It was the only capital city area to record a rise of that magnitude.

### Interest rates

Experts are united in praising the decision of the Reserve Bank this week to leave official interest rates on hold at 4.75%. The Housing Industry Association said the decision was appropriate considering that consumer and business confidence remains "fragile and weak". Carolyn Boyd of Domain.com.au said the next few months will have everyone guessing whether we are in for a rate cut or more of the same. Rates have been on hold for nine consecutive months. Each 0.25 per cent rise adds another \$60 to the monthly cost of an average Australian mortgage.

sold sold sold sold sold

**1** ADDRESS: 12 Rodeo Drive, North Casino  
**SALE PRICE:** \$375,000  
**AGENT:** GNF Casino  
**COMMENT:** Modern 4 bedroom brick house with 2 bathrooms and 2 living areas and undercover entertaining on 4000sq m.

**2** ADDRESS: 22 Dunromin Drive, Modanville  
**SALE PRICE:** \$550,000  
**AGENT:** Katrina Beohm  
**COMMENT:** 4 bedroom home with high raked ceilings and polished timber floors, saltwater pool and DLUG.

**3** ADDRESS: 8 Donaldson Street, Coraki  
**SALE PRICE:** \$318,000  
**AGENT:** GNF Casino  
**COMMENT:** Renovated timber cottage with Smeg appliances, deck, 4 bay garage and inground pool on large block.

**4** ADDRESS: 1 Peter Street, East Lismore  
**SALE PRICE:** \$300,000  
**AGENT:** Wal Murray Lismore  
**COMMENT:** Highset 3 bedroom brick, tile house, formal lounge, front balcony and remote SLUG.

**5** ADDRESS: 2/36 Northcott Drive, Goonellabah  
**SALE PRICE:** \$252,000  
**AGENT:** Wal Murray Lismore  
**COMMENT:** 2 bedroom duplex on northern ridge with open plan living and views.