

Live to invest philosophy



Jason Ginn and David Menso

LIVE-N-INVEST Real Estate has become a trusted name among Townsville property owners and on July 1 celebrates its sixth birthday.

Despite riding the crest of a boom into property market retreat, Live-N-Invest has hardly missed a beat, continuing to thrive and grow as it lists and sells more houses every year.

Originally a company struck out of mateship, founders Jason Ginn and David Menso have taken it from four original staff to a current 13, something that they can attribute to absolute professionalism and to their team work.

"At Live-N-Invest we work as one big team. There is no division, no boundaries," Mr Menso said.

"We all go to the meetings, we all have a say in what goes on and we all get together at staff functions throughout the year."

Proudly a local company, Live-N-Invest has earned a reputation for exceptional customer service that keeps both house listings, sales and rent roll growing, even during tough economic times.

"We like all our customers, sellers and buyers to feel that they are important to us, because they are," Mr Menso said.

"Our motto is to go the extra mile to ensure everyone is happy and properly informed of one of the biggest financial decisions they will make.

"Our hands-on approach guarantees satisfied customers who come back to us for their next property



GOING STRONG: Live-N-Invest staff outside their Ross River Rd office, with their new fleet of branded cars

transaction. It also helps to build our business through a steady stream of referrals."

Both Mr Ginn and Mr Menso are originally from small country towns, Mr Ginn from The Tablelands and Mr Menso from the Burdekin region.

After working in the real estate industry in Townsville for nine years they joined forces to start Live-N-Invest Real Estate.

"The name is simple and to the

point, we either live in real estate or invest in real estate and that's what we make possible for our clients too," Mr Ginn said.

Live-N-Invest is one of the very few real estate agencies that has two owners that specialise in their own fields, Mr Menso in real estate sales and Mr Ginn in property management.

As the business has grown, the company now has five Live-N-Invest

cars that can be seen buzzing about town, and for real estate clients' convenience, they provide two courtesy trailers to make moving even easier.

The Live-N-Invest office is located at the brightly coloured building affectionately known as The Church at 571 Ross River Rd.

While Mr Menso and Mr Ginn both admit they have learned on the go, making mistakes along the way,

they say they have enjoyed the journey and look forward to another six years and a bright future in Townsville with another office being planned.

"Have we made some mistakes along the way? Absolutely, but it's learning from our mistakes and refining systems that sets us apart from the rest," Mr Ginn said.

"That and great staff who are always willing to go the extra mile."

LIVE-N-INVEST REAL ESTATE **4773 1006** 571 Ross River Road, Kirwan www.liveninvest.com.au **REIQ**

Wulguru 19 Dahl Crescent **3** **2** **2** **2** **\$589,000 NEG**

Spectacular Home in Wulguru Heights

Have you been looking for a home with sensational views, elegant design, large timber decks, quiet location and room to move? If so make sure you visit this weekends first open home!

Set over 2 levels this huge home has plenty on offer!

As you walk through the front door you will get a feel for the true size this home has to offer, level 1 has a large living area with polished timber floors and a wall full of louvers for a continuous cool breeze and natural sunlight, 2 bedrooms with built ins with access to their own private timber deck, a large bathroom with a stylish shower and vanity, internal laundry with dryer, plenty of storage and a double garage.

Upstairs is huge! The main bedroom retreat includes your own private study, separate toilet, bedroom with ensuite, split system air con and double timber door access to the timber deck, a great place to start your day!

Inspect: Sun 2.30 - 3.15pm & Tues 5.15 - 6.15pm
Kalvin Moore 0401 178 652
David Menso 0407 579 455

Riverside Gardens 14/92 Regatta Crescent **2** **1** **1** **1** **\$295,000 NEG**

RESORT STYLE LIVING

Your perfect opportunity is here right now!! With this fantastic unit just presented to the market which features a full time on-site manager, (and current owner), a lovely tropical pool with B-B-Q facilities, and there is even a tennis court available to use for residents who fancy a hit after work.

Featuring two good size carpeted bedrooms with built-ins and air-conditioning, with the added bonus of a two way bathroom for extra convenience. The main bedroom also has its own access to your very own private balcony which has a lovely open view of the tennis court area. The tiled open plan living area which is serviced by a split air-con also has access to the balcony.

This very quiet and well maintained complex has a great mix of residents with plenty of visitor parking available and offers a bigger than normal single lockable garage.

Located in a very sought after area, just minutes to shopping and food outlets and very close to the Hospital and James Cook Uni, makes Riverside Gardens the place to be.

Inspect: Sunday 1.00 - 1.45pm
Terry Cochrane 0418 192 747

