Announcer: Listening Section 2. In a moment you will hear a short presentation by Mr. Russell Matthews, a Real Estate Agent in the small town of Ekinin. He is giving a seminar at his office on investing in property in Ekinin to some possible buyers. Before you listen, look at questions 11-16.

[20 seconds]

Now listen to the first part of the talk carefully and answer questions 11-16

Part I

Mr. Russell Matthews:

Good morning all and welcome to Matthews Real Estate. I'd just like to introduce myself. My name is Russell Barry Matthews and I'm Senior Property Manager here at Matthews Real Estate which has been a family-run property business since 1923. This is my colleague and cousin Darren Matthews, who will talk to you after me about the legal specifications of buying and selling properties. So, basically we have been assisting people in buying, selling and renting properties in Ekinin for quite a while now. Let's start of with a brief run-down of our lovely town Ekinin, and then the town's history and proposed regional developments.

Firstly, let's start with the area we are in now, North Ekinin. I'm going to mainly focus on rental prices, facilities, the surrounding environment and a brief word about future trends on investment. The return from tenants living in houses in North Ekinin is at around $300-$400 per week on average. This is mainly due to it's proximity to the city center, only 5 minutes by car in fact, and also the outstanding views of the suburbs and the bay area. Therefore, being right on the CBD's doorstep, it also has great access to a variety of public facilities such as public transport. Although behind the hilly urban area of North Ekinin, there does exist a rather large industrial estate in which some tenants have noticed an increase in noise. However, it poses no visual threat or traffic problems. The northside will no doubt have a gradual increase in property prices over the next 10-15 years.

Now, moving on. The southside, in contrast, offers residents quite an alternative lifestyle choice in Ekinin. Rental prices here fall between $200-$275 per week for a standard post-war house. The surrounding areas contain a number of parks, primary schools and high quality universities. The south offers also natural parklands as well as beautiful architecture from a variety of historical buildings spread out through the suburbs.