



Glenn Donnelly & Richard Mindraoui Managing Directors of City Residential Real Estate

What do you love about Melbourne?

We love Melbourne. We love the cosmopolitan lifestyle. Taverns, Bars, Pubs, Cafes and Restaurants. We are blessed to have fantastic parks, beaches and lakes. We are so lucky to live in such a great city.

How long have you been in business?

After selling real estate in the CBD for a combined **18** years period and working together for over 4 years, we both made the decision to go out and open our own business called City Residential Real Estate approximately two years ago. Real Estate is a full-time business and it requires enthusiasm & passion! We work full time to secure the best possible price from our prospective buyers and keep abreast of all the events and market conditions affecting real estate in the community. We also conduct extensive research of the market sector relevant to the property market in inner Melbourne. All of which we pass on to our vendors, to whom feedback is very important, it allows them to make an informed decision at the critical time of sale.

What do you think of Melbourne's restaurants and cafes?

Glenn Donnelly - A lot of the restaurants that I go to are down in South Melbourne and Port Melbourne, all local to where I live. My favourite restaurant would have to be The Point in Albert Park.

Richard Mindraoui - I think that Melbourne has a large range of cafes and restaurants to cater for our multicultural community. However the outdoor style of dining is what I really enjoy but I would have to say my favourite spot would be the Waterfront in Port Melbourne.

What makes Melbourne a great city for you?

We both live in the Docklands so it's one thing for us to be an inner city agent, but it's quite another for me to bring to the role of an estate agent, the passion of the inner city that we both have. We both can convincingly explain and sell the joys and benefits of living here. This adds credibility and excitement to the campaign to sell clients properties. Our love of the area is infectious and it is often of great assistance in enhancing a buyer's enthusiasm for the area, thereby achieving top results for properties. We both are doing what we love and would never change professions.

What changes have you seen in Melbourne over the years?

The inner city of Melbourne continually grows, more and more owner occupiers are opting for the inner city life style.

Most of these people are simply looking for a change of lifestyle and let's face it Melbourne has so much to offer.

The apartment market continues to be a lifestyle choice that people consider whether it be in Melbourne, Southbank or located on the waterfront at the Docklands.

Summarize Melbourne

Well, it's quite simple. We both travel around and we see some beautiful cities. But living in the Docklands it really brings the waterfront aspect to Melbourne. With everything that's happening at the Docklands it is going to be sensational. It will extend the city central and make Melbourne much more cosmopolitan and it's so close to the CBD. It's just got so much to offer. It is certainly a great place to live.