

[Previous Story](#)[Next Story](#)

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Rising to top takes real commitment

With some of the most recognisable faces, these people play a role in promoting Cairns. Here is BRONWYN FARR's list of the city's most powerful real estate agents.

THEY ride the highs and lows of the property market — it's a fast-paced game and you've got to be tough to endure it for the long haul.



Through their work, real estate agents become some of the most recognisable faces in the region. Here's who made the cut from a challenging year.
ROSS MOLLER

LJ Hooker Cairns Edge Hill

A licensed real estate agent since 1989, Ross Moller is a well-known face in the Far North and a heavy-hitter in the industry with an impressive track record.

At the helm of a well-established office with a family focus, Mr Moller gives the credit to team members including daughter Nadine Edwards and sales consultant Kim Ryan for navigating the business through a year impacted by COVID-19.

Mr Moller is a member of LJ Hooker's elite "21 club" after more than two decades of service, as well as a company "admiral" — part of a network of the highest-performing franchise owners who mentor other employees across the organisation.

In 2004, he was awarded the Sir Leslie Hooker Award, recognising his contribution to the LJ Hooker Franchise Group Internationally.

Outside of real estate, Mr Moller is president of the Cairns Amateurs and treasurer for the Cairns Taipans.

SHIRA DAVID STERN Twomey Schriber Property Group

Shira David Stern brings a vast level of global experience to her work, having lived and worked in Israel, the United States, Singapore and the UK before choosing tropical Far North Queensland as her home.

She's sold a number of multimillion-dollar properties in the region during her career, including one of the Far North's most expensive homes which is so "extra", one of its two pools has a glass wall so you can see who's at the door while doing laps.

In 2018 she also sold a six-bedroom, \$3.5m "slice of heaven" at Clifton Beach, complete with sweeping island views.

Ms David Stern says she thoroughly enjoys the fastpaced and challenging environment that real estate provides and that overseeing the sale of a property means handling a pivotal transaction and this is a responsibility that she doesn't take lightly.

Once named as the Cairns Post's Rising Star of the Year, Ms David Stern also dedicates much of her free time to working within the local Jewish community.

DAVID MURPHY Re/Max Real Estate Services

With auctions skyrocketing in popularity in the Far North in recent years, Re/Max property management boss David Murphy decided it was time to get qualified.

Shortly after buying Re/Max from real estate principal Tony Williamson, with his mother Sharyon and brother Ray, at the end of 2019, Mr Murphy obtained his auctioneer's licence.

He's now a regular sight at the Whitfield chapel on Heavey Crescent, calling the latest round of auctions.

Mr Murphy said he did as much research as possible before any auctions to work out who might be bidding on the properties of the day.

He is a familiar face around Cairns, known not only for his real estate gig but also for being a former Northern Pride co-captain. He gives back to the rugby league team with regular mentoring and coaching through the development squad.

REGAN PICCONE Re/Max Real Estate Services

Instead of a standard gift basket, Re/Max agent Regan Piccone has been known to present her clients with a piece of her own original artwork. As well as a successful career as a real estate agent, Ms Piccone is an accomplished painter.

She started painting when she was 13 and, aged 18, was approached by a gallery curator to hang her work in a Cairns art gallery.

Since then, her career and passion for art has continued to grow — her paintings are sought-after by charity groups to auction off across Australia, and her handmade polymer clay earrings are a hit with jewellery lovers.

Born in Cairns, Ms Piccone's passion for the Far North is evident.

She has more than 15 years experience as a drafts person in the building design industry and designed and built her own home. Ms Piccone has also worked as a property manager, giving her hands-on experience and knowledge in both the buyer/seller and tenant markets.

DAVID HALL

LJ Hooker Cairns Edge Hill

In his third year as a lead agent at LJ Hooker Edge Hill, David Hall has been unstoppable.

A few of the sales under his belt include a \$1m Palm Cove property, an \$820,000 Speewah house and a \$710,000 Whitfield home.

Mr Hall ranked in the top 10 per cent of all agents in the Cairns region for total sales.

Outside of work, Mr Hall loves getting outdoors and can often be found planting trees in rainforest regeneration programs across the region, working with groups including Mulgrave Landcare and Catchment Group.

He has lived in the region since 2002.

CATHY RATCLIFFE

Re/Max Real Estate Services

Re/Max agent Cathy Ratcliffe lives and works by one motto — "I love what I do and I do what I love". And what she loves is selling real estate, particularly in her own local area. Ms Ratcliffe grew up on Woodward Street at Edge Hill and studied at St Monica's Catholic College.

She has fast built a reputation for her communication, efficient, friendly and professional conduct.

A qualified JP, Ms Ratcliffe has always acknowledged the importance of honesty, integrity and respect for others.

In her spare time, she is a passionate supporter of the Cancer Council and dedicates her time to driving patients to and from cancer treatments

and fundraising — one project raised enough to buy a second car for the service.

RACHEL BLOK

Twomey Schriber Property Group

Rachel Blok specialises in residential sales and has steadily built a reputation as one of the Northern Beaches' most succuer agents. With an impressive 15-year record of results, Ms Blok is highly regarded in the industry and within the Cairns community.

Outside of real estate, Ms Blok has four children, a teaching diploma and is passionate about martial arts and conservation.

She is also a wildlife resfor the Agile Wallaby Project, an organisation that cares for injured animals after dog attacks and car strikes.

NATIESHA OLUFSON Explore Property

The team at Explore Property in Cairns has hit the ground running, since Rent City and Andrew Evan Real Estate merged to create the new business last August, making an impact in every way.

Explore Property is operated by Natiesha Olufson and her husband, Kyle.

In October, Explore Property donated \$100 from every property sold and \$20 from every property rented to Breast Cancer Awareness, and

Explore turned pink for the month.

SHANE TRIMBY Cairns Property Office Redlynch

Shane Trimby is an awardwinning agent, whose notable sales for 2020 include a home at Brinsmead sold for \$575,000 — a record for Country Court — a White Rock home sold on second inspection for \$425,000 and a Redlynch property that sold on its first open home for \$525,000.

Nominated for Cairns Regional Council citizen of the year for 2020, Mr Trimby is instrumental in running events including the Redlynch community markets, and the Halloween Tunnel of Terror.

He specialises in property in the Redlynch and Brinsmead areas and has been selling real estate in the Far North for more than 15 years.

PAUL STIRLING

Ray White Cairns Beaches

Ray White Cairns Beaches principal Paul Stirling has garnered countless awards over three decades, including accolades for his auctioneering skills from Ray White, the Real Estate Institute of Queensland, and the Queensland Olympic Council.

Passionate and enthusiastic in all that he does, Mr Stirling has worked with multiple community and sporting groups, including coaching junior rugby union teams, supporting them financially and guiding them in their development.

In the 2019-20 financial year, Mr Stirling celebrated 30 years of service with Ray White.

THERESE PLATH

Ray White Cairns South

With just over 30 years as an agent, Ray White Cairns South principal Therese Plath has witnessed cane fields at Bentley Park and Mount Sheridan evolve into soughtafter suburbs and she's passionate about the growth of south Cairns.

Born in Cairns and growcessful ing up on the Tablelands, this Edmonton resident combines multiple-award winning business acumen with a nurturing and compassionate style.

RAY MURPHY Re/Max Real Estate Services

A "never give up" attitude and the ability to make real connections with people means Re/Max Real Estate Services broker owner Ray Murphy has been recognised and awarded No.1 salesperson and auction champion in the Far North, and nationally and internationally as a top-selling agent.

ANGELA CAPITANIO

Ray White Cairns Central Dedicated to providing the highest level of service, Ray White Cairns Central selling principal Angela Capitanio has garnered plenty of gongs over more than three decades in the industry.

Defeating cancer not once, but twice, and enduring her daughter's cancer journey prompted Mrs Capitanio to become the face of the Cairns Walk for Women's Cancers.

STACEY QUAID Colliers International

Local knowledge is key for Stacey Quaid, born in North Queensland, and she's across property from Townsville North to Cape York as managing director of Colliers International (Cairns).

Ms Quaid is also managing director and principal auctioneer at Quaid Auctioneers, which started in 1949, and recently oversaw the launch of a successful hybrid online auction platform.

BEN JOHNSTON Property Shop — Northern Beaches



Negotiating the sale of multi- million-dollar commercial investments and being involved from conception in large scale land developments, Mr Johnston has demonstrated enthusiasm to burn along with a talent for persistence as sales director at Property Shop — Northern Beaches.

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