

September 2013 Update

Auction and Sales Update

As we approach the end of the winter selling season, the local auction market continues to be solid. A review of the REIV sales results so far this year reveals that auction sales are set to grab a higher share of the market than last year.

More vendors are choosing to sell by auction this year with over 17,000 auctions held so far, which is 13 per cent higher than this time last year.

The year-to-date clearance rate improved to 70 per cent from 60 per cent last year and is also higher than the 61 per cent recorded in 2011.

It is interesting to see the difference a higher clearance rate can make to the total number of home sales. The higher clearance rate achieved so far in 2013 has resulted in more homes sold by auction than in 2011, which had more auctions held but a lower clearance rate. There were 12,000 homes sold by auction in 2013 compared to 11,100 sales for the same period in 2011.

With more homes being sold, the total value of transactions has also increased. The total value of homes sold by auction is 44 per cent higher than this time last year. The REIV recorded \$8.2B in auction sales this year compared to \$5.7B last year and \$7.2B in 2011.

This increased activity in the market is also reflected in an increase in private sales. So far this year, there have been over 32,700 homes sold by private sale, a six per cent increase on this time last year.

With the auction market improving by a larger margin than private sales, the share of homes sold by auction in 2013 is on track to exceeding last year's share of 23 per cent. (Source: REIV)

Ray White Cheltenham/Dingley Village's year has been exceptional. We are currently running at 95% success rate of all Auctions held this year.



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Ray White

Cheltenham / Dingley Village



You Tube

Property of the month:



78 Benkel Avenue Cheltenham

The Entertainer

A great home and a family friendly neighbourhood are the attributes that first come to mind when inspecting this fantastic house. The home's many features include 3 good sized robed bedrooms, 2 generous living areas, 2 bathrooms and a big 3 car carport. Outdoor entertaining will be a pleasure in the attractive landscaped rear garden that includes a sensational decked alfresco area for year round entertainment. You will love the renovated central kitchen that features quality cabinetry, glass splash back and s/s appliances. Perfect for the family chef. You won't be caught short with ducted heating, ducted cooling, gas cooking, dishwasher and lots of storage space. The ever popular position is so close to parkland, shops (DFO), schools and transport. Just a brilliant house to call home.....

- 3 bedrooms, 2 bathrooms
- 2 living areas
- Lovely outdoor area
- Well equipped
- Great position

CONTACT: Travis Day 0438 808 841

AUCTION: Saturday 21st September at 1pm

PRICE: \$550,000-\$600,000



Some of our New Listings:



8 Lauren Close,
Dingley Village



1F Bernard Street
Cheltenham



11/1383 Nepean Highway
Cheltenham



78 Benkel Avenue
Cheltenham



27 Jennifer Street
Cheltenham



3 King Sound Close
Waterways



9 Benkel Avenue
Cheltenham



5 Bettina Court
Cheltenham



12 Moonda Grove
Cheltenham



29 Wheatland Crescent
Dingley Village

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Getting to Know Ashlee Moore

Property Manager for Ray White
Cheltenham & Dingley Village



Ashlee Moore is an important member of the property management team at Ray White Cheltenham/Dingley Village. Ashlee has been working in real estate for over 6 years. She loves the fast paced, busy nature of property management and the challenge of finding the right tenants for landlord's investments. Ashlee loves getting together with her family and enjoys nothing more than taking her dog for a walk after a long day at the office.

You can contact Ashlee on 0410 981 223 or ashlee.moore@raywhite.com

Q: What are you currently listening to on your iPod?

A: Passenger

Q: What is your favourite quote?

A: "It doesn't matter where you're going, its who you have beside you."

Q: What is your favourite book?

A: The Residential Tenancies Act

Q: What do you enjoy doing in your spare time?

A: Walks along the beach

Q: If you could have dinner with any 3 people (dead or alive), who would they be?

A: My nan, my mum, my sister & my niece

Q: What is your greatest accomplishment?

A: My wedding day

Q: What would you do with \$1 million dollars?

A: Buy a Californian Bungalow in the Bayside area.



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