

Ray White Unlimited

With our team on your side
the possibilities are Unlimited



The Real Deal...November

By Ron Bauer

The year that was....We do of course say this every year, but is it really that time of the year again?? So much seems to have happened – some good, some bad – but it has just flown by.

For the sales market, it really was a year of two very different halves. In simple terms, the first half was just 'hard'. Hard for sellers, hard for buyers, confidence was low and everything felt flat. Despite interest rate drops in 2011, the spark was yet to return to the market and at the end of June, it was still nowhere in sight.



Then July was like a light switch. Buyer enquiry exploded, numbers at inspections swelled, buyers turned up to Auctions, registered in numbers and competition had returned. We experienced record months from August and will finish this year ahead of the last one. All things considered a very acceptable result – and leaving a real sense of anticipation for 2013!

Worthy mention: Our Auction clearance rate right across 2012 was approx 94%!

Some of our excellent sales results over the last month:



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Investor News: While investors & managing agents have mostly enjoyed the positive rental environment in recent times, it seems that legislation has been occurring under the radar that many of our clients have missed.

One of these took effect in May when the the Federal Government eliminated a 50% CGT discount on Australian assets for overseas residents. Certainly a dis-incentive for investors - many expats included. Another one which came into effect in October is the changes to the 'living away from home allowance' whereby most overseas executives or their companies will no longer be eligible for lucrative tax breaks that encourage them towards executive rentals.

Am sure economists can give justifications, but there sometimes seems to be an agenda for the erosion of real estate as an investment asset. Property will still prevail over time, but we need to be aware & objections heard.

Wishing our clients and friends all the best over the holiday period & a Happy New Year!

Some recent lettings:



**Consolidate your portfolio with us,
receive our excellent service AND
a free iPad. Call us NOW***

*Management Agreement must be signed with our office by 31st March 2013. This advertisement must be presented at time of signing.



SOLD above the reserve on behalf of our Management client!



**305/136 Curlewis St,
Bondi Beach**
\$45,000 above reserve!
Mr & Mrs Davison from
Dapto are very happy
clients!

Are you considering selling your investment property??

We take great care and employ every resource to ensure that sales on behalf of our management clients achieve the very best in service and price. You will note for example that we include an 'investment property' of the month in each issue of this newsletter – we regularly source quality buyers from within this ready-made database. If you require any advice or assistance in regards to buying or selling, please contact me directly anytime. Confidentiality and experienced advice assure.

We are pleased to present our...

'INVESTMENT PROPERTIES OF THE MONTH'

We have selected two properties which we believe show all the vital elements of a blue chip residential investment for your consideration:



79 Warners Ave, Bondi Beach



Beachside Location

- Spacious living, separate dining
- Good size sunroom
- Private rear yard
- Great sep storage (was LUG)

Auction: Wed 19 Dec, 6.30pm

View: Sat & Thur 11-11.45am

Agent: Ron Bauer 0414 345 444

Expected Price Range:

\$1,250,000+

Opinion of Market Rent:

Current \$850pw. Would be \$1,100-\$1,200pw renovated

Special Features:

- Beachside location
- Parking
- Good size/layout
- Would be ever-popular with tenants

6/41 Albion St, Waverley



Light & Airy Charmer

- Spacious 1 bedroom+ sunroom
- Open plan kitchen/dining room
- Generous living, high ceilings
- Immaculate sec block of 6

Auction: Wed 19 Dec, 6.30pm

View: Sat & Thur 10-10.45am

Agent: Ron Bauer 0414 345 444

Expected Price Range:

\$450,000+

Opinion of Market Rent:

\$475pw as is
\$525pw with some minor improvements

Special Features:

- Handy to everywhere
- Good size
- Small blk/low maintenance
- Highly sought after rental location

Open Invitation

Would you like to get a 'feel' for the market?
Please come along to our last Auction for the year!



Wednesday 19 December
Commencing at 6:30pm

Venue: Club Rose Bay, Cnr Vickery Ave & New South Head Rd, Rose Bay
"The only quality Eastern Suburbs venue with lift access and easy parking"

For an order of sale 1 day prior, please email lisa@rwunlimited.com.au or call the office

Thank you for your continued support and please call me personally anytime if we can be of further assistance in any way.

Yours Faithfully
RAY WHITE UNLIMITED

RON BAUER
Principal

Your Team:

Principal: Ron Bauer
Sales: Monica Shor, Melanie Burns, Shirley Lemberg, Karen Davies, Lisa Dwyer, Stephanie Zerial
Property Mgt: David Germane, Flora Baidarman, Amoula Kemeny, Joanne Saffer, Allie Ward, Daisy Stuckey
Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Sheila Benjamin, Lisa Henderson, Lina Thornton
Reception: Rachel Sindler



52 Blair Street, North Bondi NSW 2026
Ph: 9365 5888 Fax: 9365 5822 rwunlimited.com.au

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