

Ray White Unlimited

With our team on your side
the possibilities are Unlimited



The Real Deal...June

By Ron Bauer

Sales Report: In the early '90's, interest rates were soaring to 17%. Hours were spent alone at open for inspections – no mobiles, no internet, perhaps a newspaper or a novel to pass the time. Buyers were all-too-rare although when we happened across one, we certainly did all we could to sell them that property or any other on our books. This was a 'buyers market'. Ever since then the term has been used time and time again – as of course it is today.



But today, interest rates are hovering around 6%. Today when we open a property for inspection on a Saturday, an average of 12-25 parties find their way through the door. A number will show interest, offers will be made and more than likely the property will be sold at or before the Auction.

Can buyers exercise a little more control in this market? Sure. Are they likely to stretch 5–10% beyond their means to get into the market? Maybe not. But in the Eastern Suburbs, it is not a 'buyers market' now and is not likely to become one any time soon. Sellers hold the cards now and always - almost.

Some of our excellent sales results over the last month:



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Property Management Report: Bang! The Winter blues has hit and has hit solidly. Even the media – usually so caught up in only sales figures – has reported on the increase in vacancy rates across Sydney. So is this the sign of the market turning? Realistically it is too early to tell. Our experience suggests it may be just be a return to the 'norm'. We have enjoyed the benefit of a rising rental market now for approximately 3 years. Incredibly low vacancy rates partnered with steadily increasing rents – our investor clients have had at least that to combat their other rising costs and economic woes in general.

But right at this moment, vacancies are rising and enquiries have dropped significantly. Although official figures will reflect a 2% vacancy level, we will stay ahead of the curve keeping ours under 1.5% however this is no consolation if it is your place that is empty. If this is the case, potentially dropping the rent to attract a new tenant quickly is likely a good move rather than holding out for a few extra dollars and face weeks of no income at all.

It is more than likely that Spring will see a traditional strengthening once again, but perhaps the two-dimensional period of 'rise and rise' is at an end – for now.

Some recent lettings:



SOLD above the reserve on behalf of our Management client!



**4/33 Langlee Ave,
Waverley
SOLD \$60,000 over reserve**

*Another happy investor client
turned sales client!*

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.

Know your property manager



David Germane Senior Property Manager

David heads up our Property Management department and brings a wealth of management experience with him having worked within the Ray White Group for over 9 years. David is recognised by owners and tenants for his reliability, attention to detail and superior communication skills – he is dedicated to providing paramount service to his clients

0424 149 744
david@rwunlimited.com.au

Allie Ward Property Manager

Allie possesses a solid local knowledge having grown up in the Eastern Suburbs and has in excess of 8 years industry experience. With Allie's strong work ethic, eye for detail and talent for communication, her greatest testament is that her clients feel relaxed and confident.

0410 545 112
allie@rwunlimited.com.au



Open Invitation

Would you like to get a 'feel' for the market?
Please come along to one of our Auctions.



Wednesday 8 August & Wednesday 29 August
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, Rosa Galvan, Kevin Devlin, Lisa Dwyer, Stephanie Zerial
Property Mgt: David Germane, Flora Baidarman, Joanne Saffer, Allie Ward
Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Sheila Benjamin, Lisa Henderson, Lina Thornton
Reception: Rachel Sindler



Unlimited Growth



Unlimited Energy



Unlimited Opportunity



Unlimited Support



Unlimited Community



Unlimited Success



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