

# Ray White Unlimited

With our team on your side  
the possibilities are Unlimited



## The Real Deal...October

By Ron Bauer

**Sales Report:** Rare times. Based on over 20 years working in the Eastern Suburbs market, certain trends become very clear. In terms of the ebb and flow of properties coming onto the market in a calendar year, this pattern is usually as follows; Fresh property hits the market late Jan/early Feb. There's usually a good selection up to Easter and sometimes briefly after, but generally much less in Winter. Spring hits and properties come pouring on - sometimes with an over-supply effect by late October/November. So despite common belief, Winter can often provide the best selling conditions.



This is one year (out of maybe just four across that time) where this is not the case. In the face of growing buyer demand and unquestionable increase in consumer confidence overall - the shortage of properties is continuing. The result is a notable upswing in clearance rates at Auction - dramatic even. Our last 5 Auctions in a row have seen virtually perfect clearance rates. Of over 25 properties submitted, only one remains and is likely to be sold by the time this is printed.

The last two interest rate drops certainly played their role as well - and it is not too late. If there has been a thought to sell this year, there is certainly still time! Please call anytime if we can assist.

### Some of our excellent sales results over the last month:



**Ray White.**

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**Property Management Report:** In recent reports, we have talked a little about the drop in vacancy rates and the continuing overall health of the rental market. This is certainly firmly in place and will remain until the end of Summer at least. But there is a further show of strength emerging...

Perhaps compounding or at least reflecting the return in overall confidence in the market, the demand for 'top end' rental properties has exploded. We are experiencing significant enquiry levels for prestige apartments/homes. We have a boutique portfolio under our care, but all are presently occupied by good, long-term tenants and we simply cannot accommodate the increase in demand. At this stage, we have a healthy list of quality tenants looking between \$2,000 - \$3,500per week. If you have such a property, we can certainly help.

In our next report, we will provide a wrap up of 2012 on both Sales and Property Management.

### **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!



**SOLD**

**1/12 Ramsgate Ave,  
Bondi Beach**

*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.

We are pleased to present our...

### **'INVESTMENT PROPERTY OF THE MONTH'**

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



### **305/136 Curlewis St, Bondi Beach**



#### **Super Studio - Beachside**

- Spacious living, good size balc
- Open plan kitchenette
- Security, light & airy
- Security undercover parking

**Auction: Wed 7 November, 6.30pm  
Club Rose Bay  
Cnr Vickery Ave & NSH Rd**

**View: Sat & Thur 10-10.45am**

**Agent: Ron Bauer 0414 345 444**

**Expected Price Range:**  
\$300,000+

**Opinion of Market Rent:**  
Current rent \$305pw  
Potential \$375pw after  
cosmetic renovation

#### **Special Features:**

- Hands-free investment
- Easy to re-let
- Parking a rarity
- Great beachside location!



# Open Invitation

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



Wednesday 7 & 28 November  
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](mailto: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 Zeriel  
**Property Mgt:** David Germane, Flora Baidarman, Amoula Kemeny, Joanne Saffer, Allie Ward, Alex Gangnuzs, Daisy Stuckey  
**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



With our team on your side...



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