

Ray White Unlimited

With our team on your side
the possibilities are Unlimited



Your Unlimited Update...

By Ron Bauer



Sales Report: 1st home buyers are out in force, investors are back in healthy numbers, inspections are attracting good crowds as are our Auction rooms where the hammer is falling more often than not. Have you read the Herald article about this yet? While the media is caught up in global doom and economic statistics, this is the reality on the ground in the Eastern Suburbs.

There was some concern as to what the removal of the Stamp Duty exemption might have on 1st home buyers, could this be the straw that broke that segment of the market as well? Not so. As an example, a pair of apartments we were marketing in Ramsgate Avenue, Bondi Beach attracted 94 parties through the doors over 4 weeks. Easily 80% of these would have been 1st home buyers. Yes, the buyers are reluctant to over-spend, they listen to all advisors who are telling them to stick to a conservative price level in these "times" – and fair enough. But they came, they saw, they took contracts and they competed at the Auction last Wednesday – both sold under the hammer, both significantly over the reserve prices.

This was already our 2nd Auction of the year, there is definitely hard work involved to achieve the results, but the results are there in the end. In 2011, we sold 124 properties out of the 132 submitted. Tougher times for sure, but selling over 93% of the properties you are given the opportunity to represent is also an economic statistic. Please call anytime if we can assist in any way.

Some of our recent sales below:



Ray White

Unlimited

Property Management Report: As mentioned above, investors are being represented in greater numbers at our sales inspections and Auction rooms and this is a reflection of the evident strength of the rental market overall. The almost forgotten rule of thumb of a 5% gross return is becoming a reality again. I.e a \$600,000 apartment will rent for something around \$600 per week. With vacancy rates remaining low, there are also fewer days empty annually, so the returns are proving attractive.

While the last 3 years has seen a seemingly unstoppable roll of momentum, gaining strength month after month, this year feels as though it may have more of the ebbs and flows of a traditional year. Still strong and healthy, but there may be times to play it safer rather than grab that bigger rental increase particularly between tenants and rather play it more conservatively to secure a good tenant faster. Winter will tell a story in this regard.

But for now, we are re-letting most properties before they are becoming vacant and this substantial area of our business is performing strongly for our investor clients. Please call anytime if you would like to discuss your Property Management needs.

Some recent lettings:



New Tenancy Legislation – Fact of the Month #11

Arrears and termination notices

In the past, upon a tenant becoming 14 days behind in their rent, Agents immediately served a Termination Notice. The agent/investor then had the choice to see through the Notice and seek possession even if the tenant 'made good' their payments. Today, we still serve the Notice after 14 days however if that tenant chooses to attend the Tribunal hearing where we are requesting their departure, they will be offered a repayment plan. We are obliged to accept this plan and allow the tenants the opportunity to catch up. If they waiver from the plan however, we are able to seek immediate possession without another visit to the Tribunal. If the tenants however do catch up as per the plan, we are to notify Fair Trading, the Order is lifted and the tenants begin again with a clean record.

If you have any questions relating to Tenancy Legislation or would like advice/information on anything Property Management please email anytime to: info@rwnunlimited.com.au

SOLD above the reserve on behalf of our Management client!



**1 & 6/19 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 a selection of a property which we believe shows all the vital elements of a blue chip residential investment for your consideration:



26-28 BRAE STREET, BRONTE



ENTIRE BLOCK OF 12 TO BE SOLD IN ONE LINE

- 9 x 2 bedrooms, 3 x 1 bedrooms
- 4 garages, 5 u/c parking, 3 carspaces
- Some with large balconies
- 7 storage areas, internal laundries
- Set over 843sqm of land (approx)
- G.A.R approx \$286,500pa
- Opinion of market rent \$338,500pa approx
- An amazing opportunity

View: Sat/Thur 10 - 10.30am

**Agents: Melanie Burns 0400 554 544
Ron Bauer 0414 345 444**

**Expected Price Range:
Above \$5,000,000**

Please call if you would like more information on this property or would like us to add you to our VIP buyer list for something else. If you are looking to grow, we are here to help. Last months properties featured here both SOLD at record results. If you are thinking of selling, talk to us about marketing here. Exclusive to our investor clients.

Open Invitation

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



**Wednesday's 7th & Wednesday 22nd March
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 Oliver

Property Mgt: David Germane, Flora Baidarman, Belinda Halliday, Andrea Dragic, Joanne Saffer, Allie Ward

Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Sheila Benjamin, Lisa Henderson, Lina Thornton

Reception: Rachel Sindler

**SELL ACROSS
THE BOARD**

**REAL ESTATE IS NOT A GAME.
LET'S FORMULATE A WINNING STRATEGY.**

Across the Eastern Suburbs, Ray White Unlimited proudly offers a combination of outstanding expertise, a wealth of local market knowledge and an unrivalled track record in both sales and property management backed by a strong network and Australia's most recognised real estate brand.

52 Blair Street, North Bondi NSW 2026

Ph: 9365 5888 Fax: 9365 5822 rwunlimited.com.au

Ray White

Unlimited