

Ray White Unlimited

With our team on your side
the possibilities are Unlimited



Your January Update...

By Ron Bauer

Happy New Year!

Sales Report:

Psychology is an interesting thing. While there was a clear 'tired' sentiment in December, with enquiry levels dropping and less force in Auction room bidding, only weeks later there is an enormous energy. Strong numbers of buyers are attending our January inspections, we have made some early sales and there are very positive expectations for Auctions over the next few weeks.



Sales *results* however remained positive right through 2011 and has continued (examples below). While there was a surge of new properties on the market in November, the trend of relatively low volumes of property remains a factor and is likely to keep prices stable at a minimum. Combined with those back-to-back interest rate cuts – could we even see some increases...?

In 2011, we SOLD 124 Auction properties out of 132 - a 94% clearance rate! We hope to emulate, even improve upon this result in 2012.

Some of our recent sales below:



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Property Management Report:In the corresponding week last year we had 3 vacant properties, we have 3 again this year – staggering really. Out of 1300+ properties under our care, it's an almost imperceptible vacancy rate. Further, it is hard to see where any relief in this pressure might come from. In recent years, many despondent investors have sold out of the market at the same time as tenants became incentivised 1st home buyers who bought up that very same class of property. The result has been an imbalance of available rental accommodation.

Adding to this now, tenants are now likely to grow in number with the 1st home buyers incentives removed continuing to increase upward pressure on rents. This is good news of course for our clients who can remain choosy when it comes to tenant selection, can keep some upward pressure on returns and will capitalise well on property improvements.

Some recent lettings:



New Tenancy Legislation – Fact of the Month #10

The new legislation has kicked off and so we are providing a series of useful 'Facts' for your information.

Holding Fees: A person must not require or receive from a tenant a holding fee unless:

1. The tenant's application for tenancy of the residential premises has been approved by the landlord, and
2. The fee does not exceed 1 week's rent of the residential premises

This varies from the previous ability to ask for a deposit from a potential tenant **while** their application was processed. This was a great benefit to landlords as it effectively took the tenants 'off the market' while we decided if we wanted them. Now the power has shifted back to the tenant and unfortunately, they have the ability to submit numerous applications, await possibly numerous approvals and then decide which property **they** want. The only way to deal with this is to process good applications as quickly as possible, approve them and obtain the deposit immediately. This places extra pressure on us as agents and our landlord clients to act fast – but a good streamlined and professional process will make the most of this.

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

SOLD above the reserve on behalf of our Management client!



3/53 Simpson St, 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 PROPERTIES OF THE MONTH'

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



1 & 6/19 RAMSGATE AVENUE, BONDI BEACH



Take your pick!

- Both with 2 bedrooms
- Good size living
- Quality security block of 6
- #6 with ocean outlook, #1 with courtyard

View: Sat/Thur 11 - 11.45am

Agent: Ron Bauer 0414 345 444



Expected Price Range:

High \$500,000's, low \$600,000's

Opinion of Market Rent:

\$600+pw

Special Features:

- Highly sought after location
- Quality older style block of 6
- Median price range for easy rent/sell anytime

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 8th & Wednesday 22nd February
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, Andrea Provost

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

Reception: Kelly Bourke

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

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