

Ray White Unlimited

With our team on your side
the possibilities are Unlimited



The Real Deal...November

By Ron Bauer

There is no escape from the cliches:- "Is it that time of year again?; where does the time go?; this year just flew by!; no-no, this time it really DID just disappear!..."

We seem to agree that life is in fast forward but hopefully as we look back over the past 12 months we can also see the vastness of what did unfold in our own lives and overall. For the sales market, there was basically one overriding element - 'momentum'. From January right through to December there has been a building up of pressure resulting in a highly competitive environment and price rises.



It is too simplistic to answer the "how is the market?" question with a positive word like "excellent" or "amazing", nor "booming". While it has brought terrific results for sellers most of the time, sellers usually then need to buy and many buyers are missing out time and time again. Most would feel that an "excellent" market is a more fair market and the only factor that will bring this into being is more properties on the market to level the supply and demand.

We are hopeful that some balance will return over the next 12 months as more properties come onto the market. There is still a great opportunity to upgrade and lock in at these record low interest rates before they start their inevitable climb in the not-too-distant future.

The rental market proved far more traditional with the ebbs and flows of the seasons bringing the usual changes in vacancy rates (ie more vacancies in Winter) but there is no question that the underlying strength is still very much in play. At no time did we exceed 1% vacancy levels and for the most part have maintained half that. At the same time, all the other KPI's have been steadily rising translating to higher returns for our clients.

So although it seems that most agree that each year does rocket-by, we hope that it has been a good year for you, that you achieved what you set out to achieve, that it was happy and fulfilling. We wish you all the very best over the holiday season and a Happy New Year! See you in 2014.

Ray White

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Some recent sales:



Some recent lettings:



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. If you require any advice or assistance in regards to buying or selling, please contact me directly anytime. Confidentiality and experienced advice assured.



**SOLD above the reserve on behalf of our
Management client!**



SOLD

**3/51 Simpson St, Bondi SOLD for \$565,000 which was \$40,000
above reserve!**

Mr C is a very happy client!

**CONGRATULATIONS TO OUR 10 WINNERS OF OUR NORTH BONDI
"CRUISER" BIKE COMPETITION!**

We will announce the winners in our next edition



Open Invitation

Would you like to get a 'feel' for the market?
Please come along to our final Auction for the year being held on:



Wednesday 18 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
Director/Principal

Your Team:

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



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