



## Client Edition

### Ray White Unlimited Making Sense - May 2014

This report commenced as a monthly newsletter specifically for our clients over 10 years ago. More recently, we broadened its distribution to appear in the Wentworth Courier and online via our website [rwunlimited.com.au](http://rwunlimited.com.au). As the new name suggests, the goal is to make sense of the market, make sense of activity and to deliver this information from a local viewpoint in a way that also makes sense to you. You are receiving our 'Clients Edition' not available to the wider public, we are striving to provide you more and is tailored with you in mind. We hope you read it from time to time and find it informative.



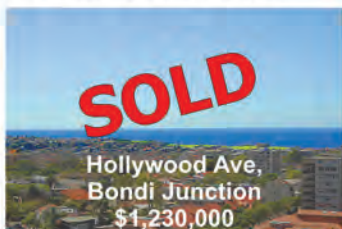
#### Sales report:

The records do continue to tumble. We sold a 2 bedroom apartment in Rose Bay for \$70,000 over the reserve price. Also a duplex in Bondi for \$320,000 over the reserve price. We sold a property for \$320,000 and another at \$4,200,000 and many in between so it really is across the spectrum.

While of course we do like (very much!) to achieve record results for our clients, it is a tough market for most people with sellers wanting to buy again and buyers overall are feeling under pressure. We are likely to see some balance restored in coming months - probably post-Winter - as sellers upwardly adjust their expectations to levels beyond the markets reach. This will be reflected in dropping clearance rates and potentially more properties on the market at the one time ie passed in Auctions plus new properties colliding.

We welcome an opportunity of discussing what this market may mean for **you** anytime.

#### Some recent sales:



## Open Invitation

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

**Wednesday 11 & 25 June**  
**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

**Ray White**

### Investment report:

We have achieved some excellent letting results for the month from a 1 bedroom at \$520pw - \$70 more than their previous agent was achieving - to a home in Dover Heights for \$3,200 - \$500pw more than their previous agent achieved.

As is traditionally the case, the approach of the cooler months leads to some growth to our rental list. To reduce this impact we have been placing an emphasis towards inspecting, renewing and reevaluating our portfolio so that we place tenants in a lease that will see them through the winter months. We are seeing the marked improvement this constant evaluating is having on our vacancy levels which remain the lowest we have seen in years. Just one of the many ways we ensure the maximum possible returns on behalf of our Property Management clients.

### Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



3/25 The Avenue, Rose Bay  
SOLD for \$916,000 which was \$76,000  
above reserve!  
Mr F & Ms K are VERY happy clients

We are pleased to present our...  
**'INVESTMENT PROPERTY OF THE MONTH'**

**5/78 BIRRIGA RD, BELLEVUE HILL**



**Bellevue Hill Beauty**  
• 2 bedroom, large living  
• High ceilings, sep dining/study  
• Renov gas kitchen, int laundry  
• Security block of 14  
• Ideal home or investment

**View: Sat/Thur 12-12.45pm**  
**Auction: Wed 11 June**

**Expected Price Range:** High \$600,000  
**Opinion of Market Rent:** \$675pw  
**Special Features:** Peaceful, handy location, level entry - it's a good one!



### 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.

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, Karen Davies, Nicola Turville-Ince, Lisa Dwyer, Hamish McMaster  
**Property Mgt:** David Germane, Amoula Kemeny, Joanne Saffer, Allie Ward, Daisy Stuckey, Rachel Sindler  
**Admin:** Karen Gosbell, Karen Bauer, Susie Kemeny, Sheila Benjamin, Lisa Henderson  
**Reception:** Tia Tansell

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**Ray White**