



Client Edition

Ray White Unlimited
Making Sense - June 2014

By Ron Bauer



"Agents spend most of their time chasing new clients, I spend the time looking after mine"

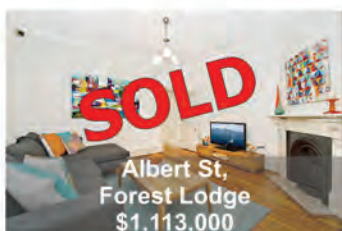
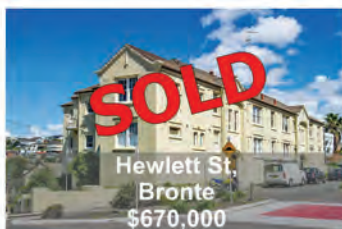
It's true. Go to any real estate training or seminar and you will hear trainer after trainer advising that successful agents need to spend as much as 90% of their time prospecting for new business. That leaves only 10% to look after the clients they have or find! With 25 years of solid experience, it makes sense to call Ron Bauer if you want to achieve the best possible price for your property.

Sales report:

5 out of 5 at our 1st Auction for the month and a likely similar result still to come as we go to print. So, despite some slightly more negative media, things are still holding up nicely. The heated rises of the 1st part of this year may be behind us – things couldn't stay like that for too long - but a levelling off won't hurt and the results are still ever-so solid.

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 one of our next Auctions being held on:

Wednesday 9 & 23 July
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

Ray White

Investment report:

We haven't experienced a real dose of 'Winter Blues' for some years but we are certainly feeling the winds of change at the moment. In truly tough times, vacancy levels can blow out to beyond 5% and we are a far cry from that at around 1% but clients take no pleasure from statistics if they have a vacancy right at the moment - and it is a significant jump from where we were. As investors, we get used to the good times and it is easy to forget what a 'real' market looks like. Enquiry levels are dissipating only to return in strength with the warmer sun so it is vital to take a pro-active approach, demonstrate a high level of energy, utilise quality marketing and apply years of experience to make the most of every opportunity.

Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



3/5 Hastings Parade, Bondi Beach
Ms P is a VERY happy client

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

11/97 CURLEWIS ST, BONDI BEACH



Heart & Soul of Bondi Beach

- 2 bedrooms, master w built-ins
- Floorboards throughout living
- Character block of 12
- Quiet building location
- Reno'd w. European apps

View: Sat/Thur 11.15 - 12pm
Auction: Wed 9 July

Expected Price Range: \$600,000+

Opinion of Market Rent: \$650pw

Special Features: Art Deco, top floor, private outlook, bright interior, walk to everything



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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