



## Client Edition

### Ray White Unlimited Making Sense - August 2014

By Ron Bauer



**Sales report:** Last month we talked about 'now', that now is the time to sell. It is clear from the thicker Wentworth Courier and extra signboards around the place that the Spring surge has begun however, not to the level traditionally expected for this time of the year. What does this mean? Well, in all likelihood it means the balance of supply and demand will remain on the sellers side. Certainly the evidence is very much reflecting this - SOLD 1 bedroom apartment in Edward Street for \$593,000 - \$41,000 above the reserve price. SOLD a 3 bedroom in Penkivil Street for \$1.6m. SOLD a block of 6 on Birrell Street for \$4m. Everything selling, selling well and right across the spectrum.

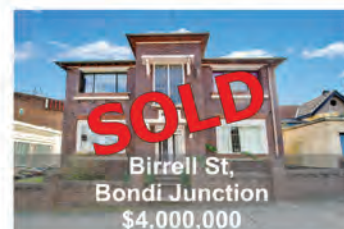
On a side note: Birrell Street is the 7th block of flats we have sold since April. We have specialised resources acting purely in this class of property. If you are looking to buy or sell a block, we can definitely help. Please call/email anytime for a confidential chat.

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

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

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.

### 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 10 September**  
**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:** It's amazing the things that can excite us in Property Management! With Winter behind us and tenant enquiry levels rising notably, we proudly look back over our efforts at keeping vacancy levels well at bay over what can be a testing time. We currently have 6 vacant properties out of over 1100 under our care - what a platform to jump into Spring! With 60 days notice required to increase rents, now really is the time to discuss the opportunities for higher returns with your friendly Property Manager.

**Some recent lettings:**



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



7/8 Edward St, Bondi Beach **SOLD** for over \$40,000 above reserve!!!!  
Dr S is a VERY happy client

We are pleased to present our...  
**'INVESTMENT PROPERTY OF THE MONTH'**  
**3/18-20 Sir Thomas Mitchell Rd, BONDI BEACH**



**Top of its class**

- Perfectly appointed, semi-sized
- 2 bedrooms, sunroom/study
- Rear deck & own garden
- Lock up garage
- It has it all & it's right here!

**View: Sat/Thur 11am - 11.45am**  
**Auction: Wed 10 Sept, 6.30pm**

**Expected Price Range:** High \$1.M's  
**Opinion of Market Rent:** \$1500pw conservatively in our opinion  
**Special Features:** All of them!! Garage, garden, super spacious, incredible location - Best example of its kind



**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, Nikki Arya
- Property Mgt:** David Germane, Amoula Kemeny, Joanne Saffer, Allie Ward, Daisy Stuckey, Rachel Sindler, Lena Lahood
- Admin:** Karen Gosbell, Karen Bauer, Susie Kemeny, Sheila Benjamin, Lisa Henderson
- Reception:** Tia Tansell

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**Ray White**