



Client Edition

Ray White Unlimited

Making Sense - October 2014

By Ron Bauer



Sales report: Last chance! If you have any thoughts of selling in 2014, there are just a few weeks remaining to get your place onto the market. Likewise if you are looking to buy, the next 4 weeks will probably tell the story.

A semblance of balance has settled into the sales market. The traditional Spring surge of properties means that buyers are enjoying a little more choice, but prices are likely to hold firm and as long as sellers hold firm on their expectations (versus the temptation to add 10%), they will still achieve record levels.

The question of "are we there yet?". "Is this the end of the rising market?" Unlikely. A slight levelling off now, probably another push early in the new year and then...? Well we'll see, but next year could be interesting.

Investment report: The investment market has rarely been in better shape than right at this moment. We are continuing to achieve virtually zero vacancy, tight arrears control, a solid hold and even increases in rent – in other words we have all the fundamentals well under control. The big picture too with interest rates remaining unchanged at record lows and self-managed Super incentives, it is hard to pin-point a better time to be a landlord.

And I am sure I didn't dream the article in the Domain quoting an 11% drop in rents in Bondi... but whoever wrote that article must have been. Another case of statistics throwing out a curve-ball. Rises may have been conservative, but still they are definitely rises.

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.

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

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 5 & 19 November
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

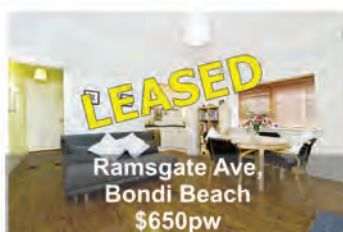


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Some recent sales:



Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



1/33 Francis St, Bondi Beach SOLD for \$85,000 above reserve!!!!
Mr & Mrs M are VERY happy clients

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

510/8 CRESCENT ST, MOORE PARK



Home in the hub!!
• 1 bedroom with big balcony
• Security building, lift, pool, gym
• Security undercover parking

View: Sat/Thur 10am - 10.45am
Auction: Wed 19 November, 6.30pm

Expected Price Range: High \$500,000's
Opinion of Market Rent: \$575 - \$600pw
Special Features: Sought after building, hot rental location



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.

Your Team:

- Principal:** Ron Bauer
Sales: Monica Shor, Melanie Lahoud, Karen Davies, Nicola Turville-Ince, Lisa Dwyer, Hamish McMaster, Nikki Arya, Adam Ossher, Cynthia Baldwin
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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