



Client Edition

Ray White Unlimited/Bondi Beach

Making Sense - April 2015

By Ron Bauer



Sales...We said it last month and its true again of April – record sales in all classes of properties! It's hard to go past our most recent Auction for the highlight of the month. We sold 8 out of 8 with 3 selling prior and 5 under the hammer on the night. We attracted a big crowd, multiple buyers registered on each property resulting in competitive bidding and **all** sold well over the owners reserve prices.

Of note, a block of 4 in Brighton Boulevard achieved \$4,690,000, a semi in Carlisle Street went for \$1,900,000 and a 1 bedroom in O'Brien Street selling for \$820,000.

At this stage, still nothing in sight as to why the market should change. We are applying every resource and our full expertise in making the most of these excellent selling conditions on behalf of our clients.

Investment news...On this side, things have turned considerably. While Winter is traditionally a time for more vacancies, the last 3-4 years were very kind to us and we may not be used to 'normal' anymore. Normal is factoring in 2-3 weeks of vacancy each year, normal is considering to lower the rent to entice quicker re-letting. Things are certainly not dire, there are still prospective tenants out there but unless properties are competitively placed – in asking price and condition - it is a little tougher at the moment and with Winter still ahead.

Be patient, be conservative on rents and listen to our professional property managers in terms of their advice and the feedback they are getting at inspections. A little 'safety' now, will pay long-term.

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/BONDI BEACH

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 6 & 27 May

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

Some recent sales:



Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



6/14-16 O'Brien Street, 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'

3/285-295 BONDY ROAD, BONDI BEACH



- Location, Space & Potential!**
- 2 bedrooms, 2 bathrooms
 - Private terrace for entertaining
 - Renovate to taste
 - Lock-up garage, separate storage

View: Sat/Thur 11am - 11.45am
Auction: Wed 6 May, 6.30pm

Expected Price Range: \$850,000+
Opinion of Market Rent: \$750pw - \$800pw as is
Special Features: Sought after quality security building, great size, great position + parking!



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, Hamish McMaster, Elaine Slot, Daniel Dajcic, Arielle Inglis
Property Mgt: David Germane, Amoula Kemeny, Joanne Saffer, Rachel Sindler, Lena Lahood, Shane Scicluna, Monica Da Silva
Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Lisa Henderson, Maria Moussa
Reception: Tia Tansell

52 Blair Street, North Bondi NSW 2026
Ph: 9365 5888 Fax: 9365 5822 rwunlimited.com.au

25 Hall Street, Bondi Beach NSW 2026
Ph: 9365 5888 Fax: 9365 5822 raywhitebondibeach.com.au

Ray White