



Client Edition

Ray White Unlimited/Bondi Beach

Making Sense - May 2015

By Ron Bauer



Sales... It's definitely that time of the year – it's 'now' time. Are you thinking of taking advantage of just about the best selling conditions we have ever seen? Then that would be now. Everyone has the great idea to launch in Spring and for some specific properties that can be vital, but for most, the best time to sell is when nobody else is doing it. You know when that is? NOW! In Winter there is a traditional lull but it's not a lull of buyers, it's just a lull of properties. Buyers become more and more frustrated at the lack of selection and we tend to achieve near-perfect clearance rates and record prices at this time of the year.

If there is to be a negative turn this year, Spring could be the time. A flood of properties coinciding with changes to Super and who knows what else might just conspire to slow the market. Don't wait to find out.

Investment news... While I usually talk about results, vacancy rates or the market in general, this time it's just pure simple praise for our Property Management team.

The job of a property manager is not an easy one, there are many pressures and it can be a thankless task at times. They have faced a number of hurdles in recent weeks not the least being a blowout of vacancy rates and those tremendous storms. Both wreaked havoc in their own way but our team has stood up and are facing the music. Answering the calls and emails to all hours, attending to problems as they occur, showing properties day and night and doing their level best to look after the needs of our clients.

Am confident to say that our clients have a better experience, receive better service and achieve a higher return under the care of our property management team.

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 our next Auction being held on:

Wednesday 10 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 or call the office



Ray White

Some recent sales:



Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



27 Kimberley St, Vaucluse
SOLD for \$2,801,000!!!!
Ms C is a VERY happy client

We are pleased to present our...
'INVESTMENT PROPERTY OF THE MONTH'
15/78 CURLEWIS STREET, BONDI BEACH



Fresh Coastal Style
• Top floor studio in security block
• Appealing period details throughout
• Chic CaesarStone kitch with dishwasher
• Gorgeous designer bathroom
View: Sat/Thur 10am - 10.45am
Auction: Wed 10 June, 6.30pm

Expected Price Range: \$400,000+
Opinion of Market Rent: \$450pw
Special Features: Location! Character building, great investment opportunity



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

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Ray White