

Newsletter

Ray White Romsey - June 2016

Message From Ray White Romseys Property Management

Property Management isn't just about managing a property. You manage a property, sure, but you're really managing relationships. You're managing Landlords, you're managing Tenants" Ray White have spoken with many landlords about their needs and discovered it wasn't all about fees like many thought; it was about service. One of the greatest misconceptions in this industry is that landlords are actually looking for something cheap. It's just not true. Their property is the most important asset they own; it's more money than their superannuation fund in many cases. We pride ourselves on ensuring that our service is always of the highest standard at all times.



Market Update

Sales

The average median of properties for sale in Romsey at the moment are \$440K, \$420K for a three bedroom and \$480K for a four bedroom. So no change for the month of May considering that the past few months have been on the rise. The good news is the property market in Romsey continues to hold its strength some properties have sold quickly, far less than average days on market which is currently 121.

Rentals

The average median for rentals in Romsey at the moment is \$340pw. Three bedroom properties are sitting at \$330pw and four bedroom properties at \$360pw. What a perfect time to consider leasing your property.

(Source REA May 31st 2016.)

Ray White Romsey

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Debra's Insight Success Leaves Clues

In a world full of negativity and hardship I love to applaud those who are giving their best at life and achieving success. It's been a particularly encouraging month for us as a new business to be able to bring smiles to the faces of our clients and just as important, smiles on the faces of our staff. Creating your own destiny is no small feat! Creating a positive culture within your team needs to be paramount as you work together to achieve your goals. I take my hat off to those who have been managing their businesses long term. Congratulations to all for having the courage to believe in themselves, their product and their services. Trends come and go in all industries but it is those who navigate through the highs and the lows who hopefully find a great sense of appreciation and pride in their achievements.

We welcome Lisa Adamson to Ray White Romsey this month. Lisa will be working in Property Management and Office Management divisions across both sites. We look forward to working with her as we grow the Ray White Romsey team. Speaking of team, you may have seen or spoken to Josh Reeves recently. Josh is going from strength to strength in his role as Sales Creator, prospecting and creating his database. It was such a pleasure to watch him negotiate his first sale last month. By presenting both Vendor and Purchaser with facts, evidence and constant feedback, he pulled the sale together with all parties very happy with the outcome.

Attention to detail is paramount in our business, as is customer satisfaction. Word of mouth is by far the most powerful form of advertising we can aim for as a business. As a team Ray White Romsey is acutely aware of how important a positive experience is with our services and how crucial this is to the long term success of our business. The average cycle of a sale of a property is 7 years.

For us at Ray White Romsey, investment starts with the community and our potential clients from DAY 1.

Follow us on [Facebook](#) or [Instagram](#) for more information about what's going on at Ray White Romsey



Ray White.

Upcoming Markets

Romsey light up the sky: Sat 4th June from 6pm

Woodend Farmers Market: Sat 4th June 9am-1pm

Kyneton Farmers Market: Sat 11th June 9am-1pm

Riddells Creek Farmers Market: Sat 18th June 9am-1pm

Lancefield Farmers Market: Sat 25th June 9am-1pm

A Word From Brian White

What happened to the markets in April?

Who would have thought that amongst all the commentary declaring a cooling property market that Australia's record residential sale was made by Ray White Double Bay agent Elliott Placks for nearly \$80million? The sale to a local purchaser of four harbourside properties in Vaucluse by three different owners was indeed a remarkable event. Also to be greeted with our April sales result of \$3.7billion which represented an increase on our figures April 2015 – a month when the Australasian property market was widely considered to have been at its peak. Within our overall results, New Zealand achieved another personal best to back up its March result with \$802million.

A Business of Pride

At Ray White Romsey we work harder for our customers. With the benefit of experience, we take the time to understand your needs up front. During the campaign, we use a refined set of processes that have been specifically designed to get you the best possible price for your property. We are experts on the Central Victorian region. We know first-hand what makes the area and the lifestyle attractive. What's more, we know what motivates buyers in the local market. Our comprehensive past client and buyer database ensures that your property is presented to more genuine buyers, to maximize the competition to buy your property.

Why talking to an expert counts

If you don't have the time or the expertise to get a handle on all the different home loans on offer, it pays to talk to someone who does.

Over the past 20 years we've built relationships with more than 30 of the country's most respected lenders. We talk to each one, daily, to find out their latest rates and special offers. Because we apply for hundreds of loans every week on behalf of our customers, we know who is approving quickly and the information they're looking for. It means you don't just get to choose from a huge range of rates and products. You also get a head start on other buyers in the market.

**Do you know
how much you
can borrow?**



Loan Market partnering
with **Ray White**.

Vida Lowry, Elite Mortgage Broker

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E: vida.lowry@loanmarket.com.au

When you choose an agent at Ray White Romsey, you get the full support of our full team. Our unique structure encourages all agents to work together to achieve the best price for your property.

As part of Australasia's largest real estate group, we can also connect you to buyers from all over the world. This international exposure is an added dimension no other agency can rival.

We pride ourselves on providing an exceptional level of personal and professional service to make the selling process easy and rewarding for all our clients.

