

The RayWhite logo is positioned in the top right corner of the image. It consists of the brand name "RayWhite" in a bold, sans-serif font, with a registered trademark symbol (®) at the end. The text is black and is set against a bright yellow rectangular background that extends from the top edge of the page.

**RayWhite®**

# MAROUBRA PROPERTY REPORT

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WINTER 2023

Courtesy of Ray White Maroubra | South Coogee



# WHAT'S HAPPENING IN OUR MARKET?



It was great news for mortgage holders that the Reserve Bank of Australia held interest rates this month. While it's possible rates may increase a bit more, house price growth is now firmly entrenched with Australian house and unit prices now exceeding their 2022 peaks.

Buyers are expressing a frustration around availability of suitable properties as we're sitting at approximately 10% fewer new listings compared to the same period last year. This could create a fantastic opportunity for anyone thinking of coming to market.

## But what about the time of the year?

Some people feel winter is not the ideal time to place your property on the market, however the cooler months allow the opportunity to showcase some of your home's features that you may not have considered. Here are a few tips to make your home feel welcoming if you are selling during the cooler months.

### Light it up

Ensure all of your light fittings are clean and in working order. Especially with mid-week twilight open inspections, having your home brightly lit will showcase the interior features as buyers make their way into the property.

### Warm it up

Heating should be on and fireplaces lit. Showing how cosy your property is at a cooler time of the year, can really make a house feel like a home. Let the sunshine in. Especially if you have north facing windows, open up the curtains and blinds and let the warming winter sun show your property's year-round versatility.

### Keep it clean

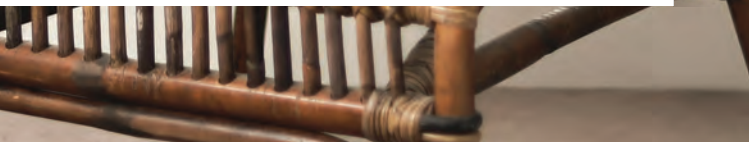
Wet outdoor areas can create havoc as people transition from outdoor to indoor spaces. Make sure you have new, clean doormats, both indoors and out. Consider asking people to remove their shoes as they move from outdoors to indoors to keep your floors and carpets fresh.

Seasonality aside, the persistent shortage of new housing, rental properties and increased migration are putting pressure on the market. Buyers don't choose to buy because the daffodils are in bloom, they're driven by factors much more meaningful than that.

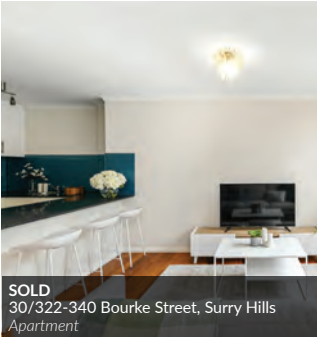
Phillip Elmowy  
DIRECTOR

Anthony Vella  
DIRECTOR

Alex Santelli  
DIRECTOR



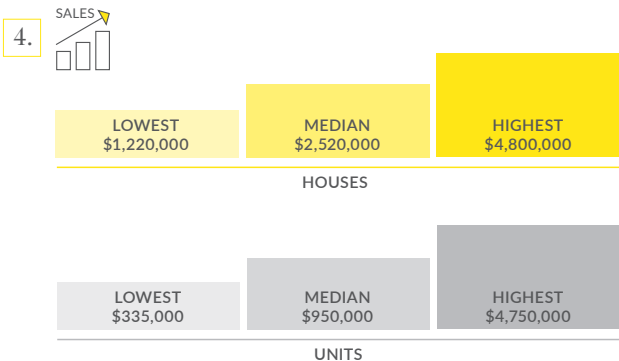
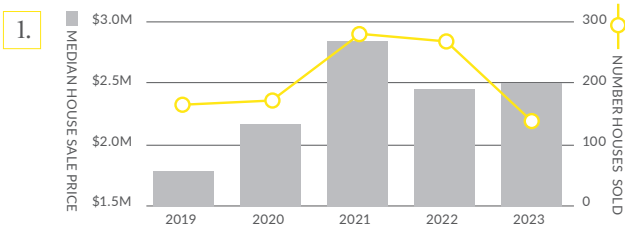
# RECENT RESIDENTIAL SALES



# FAST FACTS

## MAROUBRA

Compared to five years ago, the median sales price for houses in Maroubra has increased 27.5% which equates to a compound annual growth rate of 4.98%.



# RECENT COMMERCIAL ACTIVITY



**SOLD**  
264 Bunnerong Road, Hillsdale  
*Offices*



**SOLD**  
406 Botany Road, Beaconsfield  
*Retail*



**SOLD**  
Shop 3/582 Princes Highway, Rockale  
*Retail*



**SOLD**  
1104/250 Pitt Street, Sydney  
*Offices*



**LEASED**  
37/45 Green Street, Banksmeadow  
*Industrial/Warehouse*



**LEASED**  
Shop 4/9-15 Ascot Street, Kensington  
*Retail*



**LEASED**  
62-64 Perouse Road, Randwick  
*Retail*



**LEASED**  
6/234 George Street, Sydney  
*Offices*



# YOUR RAY WHITE TEAM

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## DIRECTORS

Premier Business Leader 2020/2021 & 2021/2022



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## RESIDENTIAL TEAM

No.1 NSW/ACT Property Management Business of the Year 2019/2020 & 2020/2021  
No.3 NSW/ACT Property Management Business Development of the Year 2019/2020  
No.9 Blue Office Settled Commission 2019/2020

**Amber Halil**  
New Business Development

**James Papachristou**  
Property Manager

**Koxan Oey**  
Leasing Consultant

**Amy Vella**  
Licensed Real Estate Agent

**Jason Malouf**  
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**Matt Skene**  
Property Manager

**Dean Cassidy**  
Property Manager

**Jeremy Elmowy**  
Licensed Real Estate Agent

**Michael Guirguis**  
Property Manager

**Dennis Theodorou**  
Property Manager

**Joan Gannon**  
Property Management  
Administration

**Mona Piankerd**  
Property Management  
Support

**Dianah Farhat**  
Sales Accounts

**Joanne McNamara**  
Receptionist

**Natasha Arifin**  
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Licensed Real Estate Agent

**Karrisa Lisha**  
Property Manager

**Orazio Palazzolo**  
Property Manager

**Faye Miao**  
Financial Controller

**Katrina Vassiliadis**  
Receptionist

**Sienna Elmowy**  
Reception/Administration

**Helena Apostolatos**  
Property Manager

**Kaye Lui**  
Property Management  
Accounts

**Sophie Sutinen**  
Sales Coordinator

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## COMMERCIAL TEAM

**Domenic Severino**  
Leasing Executive

**John Skufiris**  
Licensed Real Estate Agent

**Mary Dudley**  
Commercial Administrator

**Eddie Petro**  
Special Projects &  
Capital Markets

**Kerrie Pelayias**  
Commercial Sales & Leasing

**Tina Dimarchos**  
Commercial Administrator

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