



Client Edition

Ray White Unlimited/Bondi Beach

Making Sense - August 2015

By Ron Bauer



Sales report:

Buyers are trying to talk things down, the media is trying to do the same, banks are tightening their policy for investment loans, same for self-managed superfunds – and although these factors may have an impact over time, there's little evidence of a slow down at the moment. We sold every single property at our last Auction, under the hammer and under competition. If there is was any evidence of cooler heads, it might be said that only a couple of them were runaway trains (selling for more than \$100,000 over the reserve prices) but most achieved at or just above our clients wishes.

Spring/summer is set to remain firmly a sellers market and perhaps for the foreseeable future until interest rates themselves start to ascend.

Investment report:

On this side we are pleased to report that Spring has sprung a little early. In just two weeks mid-month, we managed to halve our vacancies including a couple that were proving hard to shift. This bodes well for our investor clients – as well as those looking to enter the market – that there is likely to still be upward pressure on rents for yet another season and probably beyond. Some investors are questioning the yields presently on offer with sale prices continuing to escalate, but once you buy it doesn't take long for returns to start looking good not to mention the inevitable 'Eastern Suburbs' capital growth in years to come.

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 9th & Thursday 24th September
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

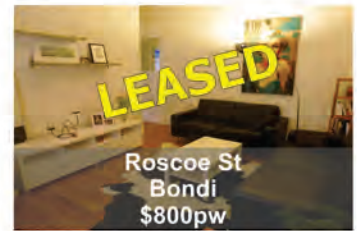


Ray White

Some recent sales:



Some recent lettings:



SOLD above the reserve on behalf of our Management Client!



2/145 Hastings Pde, Bondi Beach
SOLD over \$100,000 above reserve
Mr & Mrs C are VERY happy clients

We are pleased to present our...
'INVESTMENT PROPERTY OF THE MONTH'
4/51 BENNETT ST, BONDI



A True Investor Special!
• 2 bedrooms, 2 bathrooms, double garage
• A great opportunity

View: Inspect by appointment
Auction: Thur 24 Sep, 6.30pm
Club Rose Bay

Expected Price Range: Around \$900,000
Opinion of Market Rent: Current rent \$750pw, leased till Sep '17 - can be extended
Special Features: Guaranteed rent 52 weeks per year - Defence Housing lease in place



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,

Property Mgt: David Germane, Amoula Kemeny, Joanne Saffer, Rachel Sindler, Lena Lahood, Monica Da Silva, Katie Robinson

Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Lisa Henderson, Jade Sparks

Reception: Tia Tansell