



## Client Edition

Ray White Unlimited/Bondi Beach  
Making Sense - September 2015

By Ron Bauer



**Sales report:** You have to love the media don't you? Apparently clearance rates have "plummeted" – yes that was the word used in the SMH – to around 75%. Not to mention a slow down in growth. Just for a little balance, from memory I believe that clearance rates peaked at around 65% in the top of the 2003 boom and were considered high at anything over 55%. 3 out of 4 is still excellent going and our experience in the eastern suburbs is still significantly higher yet. And for the sake of mentioning, a slow down in growth is still **growth**.

There may be a little more calm, some tightening in lending policy, perhaps a few more properties thinning the buyer pool a tad, but we are well short of plummeting – this rising market still appears to have a ways to go.

**Investment report:** Vacancies have all but vanished - we have merely 5 empty out of the 1200 under our care. Spring/Summer is an excellent time to review rents and more importantly lock in existing tenants for the next year. If the last few months have taught us anything, it is that the tougher Winters of the past are back with us and we should try to steer clear where we can.

In closing, we wish Karen Gosbell (our office manager) a massive congratulations on being awarded as Ray White Team Leader of the Year for Property Management! It is well deserved, she is a pillar of the industry and our business. It is really pleasing that she has been recognised with this prestigious award.

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 7th & 21st October**

**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](mailto: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!**



6/44 Denham St, Bondi  
SOLD \$40,000 above reserve  
Mr & Mr R are VERY happy clients

We are pleased to present our...  
**'INVESTMENT PROPERTY OF THE MONTH'**  
**4/84 CAMPBELL PDE, BONDI BEACH**



**Postcard views, renowned address**  
• 2 bdm with o/plan living optimising view  
• Character meshed with mod cons  
• Loads of storage, internal euro laundry  
• Spectacular forever views

**View:** Say & Thur 10am - 10.45am  
**Auction:** Wed 21 Oct, 6.30pm  
**Club Rose Bay**

**Expected Price Range:** \$1,400,000+  
**Opinion of Market Rent:** Current rent \$900pw potential \$1,000+pw  
**Special Features:** Beach front location and the classic beach view - don't miss this!



**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, Katie Robinson  
**Admin:** Karen Gosbell, Karen Bauer, Susie Kemeny, Lisa Henderson, Jade Sparks  
**Reception:** Tia Tansell

52 Blair Street, North Bondi NSW 2026  
Ph: 9365 5888 Fax: 9365 5822 [rwunlimited.com.au](http://rwunlimited.com.au)

25 Hall Street, Bondi Beach NSW 2026  
Ph: 9365 5888 Fax: 9365 5822 [raywhitebondibeach.com.au](http://raywhitebondibeach.com.au)

**Ray White**