



## Client Edition

### Ray White Unlimited/Bondi Beach Making Sense - April 2016

By Ron Bauer



#### Sales:

Can you hear that?? The sound of silence. April was one of the quietest months in my memory. We love to hear the sound of the gavel hitting the lectern but they were few and far between. What does this mean in the market? Really not much in the scheme of things. The Easter and school holiday break is always slower in terms of sales as is the lead-in to Winter which will now be exacerbated further with the election announced. So selling now – or soon – poses enormous opportunity with little or no competition and strong buyer focus.

By the way, the so-called 'slipping' of clearance rates are directly related to the lack of properties on the market in the Eastern Suburbs. Prediction: As soon as we start to contribute more (in terms of numbers of sales) to 'Sydney's' sales, the statistic will rise again. Clearance rates here are rock solid and north of 90%.

#### Investment news:

Bang! It's amazing how things can turn from one week to the next. From the 1<sup>st</sup> weekend in April, the number of tenants enquiring and attending inspections virtually disappeared. The Winter market is upon us and it's the time for patience. By all means, the energy, marketing and overall efforts of your friendly Ray White Property Management Team 😊 will make a difference to the vacancy period, but the next few months will be testing. Certainly best to try to avoid rent increases and vacancies, entice tenants to stay (even if by short term rent reductions) and live to fight another day – September will be upon us before we know it!

We look forward to 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 4th & 25th May**  
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!**



Blair St, North Bondi  
SOLD prior to Auction  
Ms K is a VERY happy client

We are pleased to present our...  
**'INVESTMENT PROPERTY OF THE MONTH'**  
**3/47-51 CHALEYER ST, ROSE BAY**



**When you know, you know!**

- Sensational 2 bdm garden apartment
- Direct access to garden
- Common gym, spa/pool, BBQ area
- \* Security carspace plus storage

**View:** Sat & Thur 11am - 11.45am  
**Auction:** Wed 4 May, 6.30pm  
**Club Rose Bay**

**Price Estimate:** \$1m - \$1.1m  
**Opinion of Market Rent:** \$800 - \$850pw  
**Special Features:** Great building, bright aspect - all you could want!



**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, Hamish McMaster, Lisa Dwyer
- Property Mgt:** David Germane, Amoula Kemeny, Joanne Saffer, Rachel Sindler, Lena Lahood, Chris Papp, Tia Tansell
- Admin:** Karen Gosbell, Karen Bauer, Susie Kemeny, Lisa Stewart, Romy Rodriguez
- Reception:** Tuscany Ritchie