



Client Edition

Ray White Unlimited | Bondi Beach Making Sense - November 2016

By Ron Bauer

The year that was

This is the final edition of 'Making Sense' for 2016, thank you for your interest and feedback along the way.

If the sales market was a car, then this year the accelerator was engaged throughout, pretty heavily – certainly there was never any braking. Just as an example, in mid-November we sold a small, unrenovated older style 2 bedroom apartment in Bondi Beach for just over \$1.1m. No parking, no balcony, no view. Over \$200,000 above a well-set reserve price. Nobody could predict it. It's hard to understand it. But this market continues to generate record after record.

If we extend the car analogy, there's also no sign of hitting a wall. Expect exciting results early 2017 and just maybe a little calmer activity towards the end of March. But assuming interest rates stay put, buyers will be wanting to buy and prices will keep heading north.

Investment report:

The rental market has acted like a tandem bike with the sales side. While sale prices are stretching the friendship on rental returns, rents are ever-rising as well and arguably holding their own. Occupancy rates achieved record highs for 2016. Vacancies were hovering at .5% for most of the year. Meaning that at any given time, out of every 1000 properties only 5 were vacant – realistically this represents full occupancy.

Our assessment is that 2017 will follow a similar pattern. Good presentation, location and renovation will be rewarded with competition from potential tenants and steady rent increases.

Most importantly however, thank you to those who supported us yet again in 2016. We really have the best clients and truly appreciate the opportunity of representing you and achieving excellent results on your behalf. Wishing our clients and friends all the best over the holiday period and a Happy New Year!

“ Not how many, not how fast - it's how well!

“Agents spend most of their time chasing new clients, I spend the time looking after mine”... Ron Bauer.

Many agents 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 over 25 years of local 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 14th December

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 jeanette@rwunlimited.com.au or call the office



Some recent sales:



Sold

Bondi Beach
Glenayr Avenue
\$1,103,000



Sold

Bondi Junction
Hollywood Avenue
\$1,240,000



Sold

Bronte
Bronte Road
\$900,000



Sold

Dover Heights
Hardy Street
\$3,170,000



Sold

Maroubra
Garrett Street
SOLD over \$2mil



Sold

Vaucluse
Girilang Avenue
SOLD btwn \$4.5m - \$4.995m



Sold

Randwick
Waverley Street
\$4,400,000



Sold

Summer Hill
Rosemount Avenue
\$1,806,000

Some recent lettings:



Leased

North Bondi
Clyde Street
\$650pw



Leased

North Bondi
Ramsgate Avenue
\$850pw



Leased

Bronte
Hewlett Street
\$850pw



Leased

North Bondi
O'Donnell Street
\$1,050pw

Sold above the reserve on behalf of our Management Client!



Sold

Bondi Beach, Glenayr Avenue
\$203,000 over the reserve
Mr W is a very happy client



We are pleased to present our... 'Investment Property Of The Month'



3/16 Edward Street, Bondi
World class views

- Top floor, block of 9
- Wrap-around balcony
- LUG, BIRs, int laundry
- Amazing potential

View: Sat/Thur 11am - 11.45am
Auction: Wed 14 December, 6.30pm Club Rose Bay

Price Estimate: \$1,100,000+

Opinion of Market Rent: \$800 - \$900

Special Features: Views from almost every room, well maintained original interior, spacious and drenched in sun



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, Hamish McMaster, Lisa Dwyer, Karen Davies

Property Mgt: David Germane, Amoula Kemeny, Joanne Saffer, Lena Lahood, Chris Papp, Emma Whaling, Joey Shatari

Admin: Karen Gosbell, Karen Bauer, Susie Kemeny, Jeanette Misiak, Romy Rodriguez

Reception: Hannah Pak

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