

## Client Edition Ray White Unlimited | Bondi Beach

Making Sense - March 2018

By Ron Bauer

### Sales Report:

Are we a little too focused on clearance rates? The media pumps out the percentage of the week like it's the be-all measure of the strength of the market. It's bandied around, discussed around the cooler, the BBQ, at dinner parties - but there is so much it doesn't say. To a large extent it's a false figure anyway. Not all agents report their results, especially if they are not sold. And more frustratingly, the figure often only refers to Saturdays Auctions whereas so many more properties are auctioned in-rooms during the week. But what it also doesn't say is how many 'For Sale' properties were sold and not sold, let alone across what time frame.

Like so many stats out there, it's an easy number to get a hold of and look at but it's incredibly superficial if you are really seeking an understanding of the market. Just in case the cynical out there feel I might be trying to distract now that clearances are dropping, the rate is still actually exceptionally high - right up there with the peak of the 2003 boom - especially here in the Eastern Suburbs.

### Investment Report:

For so many years now, the vacancy rate has stayed at record lows. There would be investors who have never experienced any meaningful vacancy and would be forgiven to believe that is 'normal'. Right now, the market is still fairly solid but we certainly feel a changing tide may well be upon us. We are just out of Summer and heading into tougher terrain and one season doesn't tell a story, but patience will become a necessary virtue for this next little period and perhaps beyond. Considering a slight rent reduction, considering some minor repairs/improvements may well lead to quicker applications and better quality long-term tenants.

This is the time when advice from an experienced, time-hardened property manager can become invaluable.

We look forward to discussing what this market may mean for you anytime.

Yours Faithfully,  
Ray White Unlimited | Bondi Beach

A handwritten signature in black ink, appearing to read 'Ron Bauer', is placed below the typed name.

**RON BAUER**  
Director/Principal  
0414 345 444

**“Not how many,  
Not how fast,  
It's how well.”**

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.



## Open Invitation

Would you like to get a 'feel' for the market?

Please come along to one of our next Auctions being held on: 11th & 24th April, 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



## Some recent sales:



Sold

**Bondi Beach**  
Warners Avenue  
\$1,675,000



Sold

**Bondi Beach**  
Sir Thomas Mitchell Road  
\$6,345,000



Sold

**Bexley North**  
Bexley Road  
\$1,385,000



Sold

**North Bondi**  
Military Road  
\$1,195,000



Sold

**Bondi**  
Flood Street  
\$1,520,000



Sold

**Bondi Junction**  
Hollywood Avenue  
\$1,530,000



Sold

**Bondi Beach**  
Rickard Avenue  
\$2,350,000



Sold

**North Bondi**  
Ramsgate Avenue  
\$690,000

## Some recent lettings:



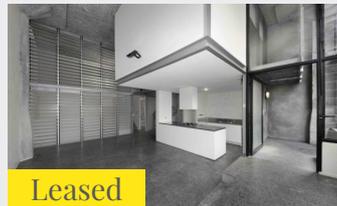
Leased

**Bondi**  
Wellington Street  
\$750pw



Leased

**Waverley**  
Bronte Road  
\$460pw



Leased

**Surry Hills**  
Ann Street  
\$1080pw



Leased

**Bellevue Hill**  
Latimer Road  
\$2250pw

## Sold Above The Reserve On Behalf Of Our Management Client!



Sold

**Bondi Beach, Sir Thomas Mitchell Road**  
Hundreds Of Thousands Above Owners Expectations  
The Owner Was Very Happy



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



**6/60 Blair St (6/85 Glenayr Ave)**  
• Best value apartment in the East...!  
• Good size bedroom  
• Generous living area  
• Sunny northerly aspect, district view

**View:** Sat & Thur 10 - 10.45am  
**Auction:** Wed 11 April, 6.30pm

**Price Estimate:** \$650,000+  
**Opinion of Market Rent:** \$600 - \$625pw  
**Special Features:** A 'feel good' apt - great value, great return!



## 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, Jeanette Misiak, Phabien Thompson, Tess Ditchfield, Diana Ziade

**Property Mgt:** David Germane, Amoula Kemeny, Nicole Sirtes, Joanne Donoso, Samantha Myers, Emma Whaling, Joey Shatari, Monique Singer, Sarah Arrandale

**Business Development:** Lena Lahood

**Admin:** Karen Gosbell, Susie Kemeny, Lisa Stewart, Romy Rodriguez, Josefin Hellqvist

**Reception:** Nina Costanzo

52 Blair Street, North Bondi  
Ph: 9365 5888  
rwunlimited.com.au

25 Hall Street, Bondi Beach  
Ph: 9365 5888  
raywhitebondibeach.com.au