

## Client Edition Ray White Unlimited | Bondi Beach

**Making Sense - September 2020**

By Ron Bauer

**Sales:**

Welcome to this month's edition of making sense where I give a bite-sized wrap-up of the local market from a local viewpoint. I was accused of channelling Harvey Norman in the last video excitedly rattling off some of our sold results but it's hard to not be appreciative of the market we are in. In March we were all expecting that sales could virtually shut down for the remainder of the year and thankfully nothing could have been further from reality. Once again in September as in August as in July – every property we have Auctioned has been sold. This is not to say that sellers have it entirely their way, but that is the case even in the most booming of markets, negotiations are always a crucial part of the fabric, but we are certainly seeing strength and a high level of buyer confidence. There is still time to get your place on the market in 2020 but please call us asap if that's the plan.

**Property Management:**

Here's the hard reality of the investment market. For the last decade up till about 18 months ago we enjoyed a period of approximately .5% vacancy and therefore steadily rising rents. In other words our landlord clients enjoyed almost 52 weeks of income all year, every year. We wanted to believe this was 'normal' which of course it isn't. Historically, investors factored in 3-4 weeks of vacancy per annum and it's time to face that reality once again. The market had started to show signs of weakness and of course Covid has fully exposed or accelerated the downward cycle dramatically. Vacancies have blown out to over 5% - and to have any chance to re-let them, most require a meaningful discount on the rent. There are some positive signs, some sectors are still doing very well, but any chance of navigating these waters successfully requires experience, energy and the resources to back them up.

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

Yours faithfully,  
**Ray White Unlimited | Bondi Beach**



**RON BAUER**  
Director/Principal  
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**“Not how many,  
Not how fast,  
It's how well.”**

With over 30+ years of local experience, it makes sense to call Ron Bauer if you want to achieve the best possible price for your property.



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## Open Invitation

Would you like to get a 'feel' for the market?  
Please come along to our Auction being held on: Wednesday 14th & 28th October 2020  
Venue: Club Rose Bay, cnr of Vickery Rd and New South Head Rd, Rose Bay  
For an order of sale 1 day prior, please email [lisad@rwunlimited.com.au](mailto:lisad@rwunlimited.com.au) or call the office



## Our teams recent sales:



Sold

### North Bondi

9 Oakley Road  
\$2,150,000



Sold

### Bondi Beach

72 Wellington Street  
\$1,887,500



Sold

### Bondi Beach

11/3 Rockley Street  
\$1,685,000



Sold

### Bondi Beach

9/22-28 O'Brien Street  
\$1,575,000



Sold

### Bondi Beach

21/14 Edward Street  
\$1,395,000



Sold

### Redfern

43 Wells Street  
\$1,325,000



Sold

### Bondi Beach

4/18-20 Wellington Street  
\$1,100,000



Sold

### Bondi Beach

508/136 Curlew Street  
\$580,000



Leased

### Randwick

94/67 St Marks Road  
\$825pw



Leased

### Rose Bay

6/8 Chaleyer Street  
\$650pw



Leased

### Darlinghurst

14a Womerah Avenue  
\$650pw



Leased

### Bondi

10/66 Beach Road  
\$600pw

## Auction on behalf of our Management Client!



Sold

### 72 Wellington Street, Bondi Beach

Sold at auction  
Mr M is a very happy client!



## We are pleased to present our... 'Investment Property of the Month'



155 Hall Street, Bondi Beach

**Semi-Sational! Huge land, huge potential**

- 3 bedrooms, formal lounge
- open plan kitchen/dining to garden
- Sunny north facing garden, 300+sqm of land
- Parking and potential!

**Leased for:** \$1100pw

**Auction:** 30th September 2020

**Price Estimate:** \$2,300,000



## 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, Lena Lahood, Lisa Dwyer, Jeanette Misiak

**Property Management:** David Germane, Amoula Kemeny, Joanne Donoso, Emma Whaling, Tess Ditchfield, Ronny Gorial, Brigitta Cameron, Sabina Morris, Ryan Rubinstein

**Admin:** Karen Gosbell, Susie Kemeny, Lisa Stewart, Romy Rodriguez, Georgina Paton

Disclaimer: Every precaution has been taken to establish the accuracy of the information contained in this publication but does not constitute any representation by the publishers, vendors or real estate agent. Interested parties must rely on their own inquiry.

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