

**RayWhite.**

# Bella Vista

Market Report | Autumn - 2021



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Ray White Castle Hill



**Ray White  
Castle Hill  
KNOWS  
HAPPINESS**



## Autumn - 2021

Today we are seeing the highest auction clearance rates of all time within our marketplace. Additionally, we are seeing more buyers inspecting and making offers on homes than ever before. What makes this so remarkable is that it is doubtful that anyone would have assumed that this would be the case at this time last year when the reality of lockdown was beginning to take effect.

What is clear as we enter the second quarter of the year is that this market is unlikely to last forever. Just like everyone else, we are not in possession of a crystal ball nor are we particularly interested in speculating. However, it will come as no great surprise to me if, in a number of years from now, we recognise the first half of 2021 as being the strongest market we have seen.

The strength of the market is good for some, bad for others and of little consequence to the remainder. What we are noticing however are two distinct trends: Firstly, that many investors are bringing their homes to market realising that this is a fantastic time to liquidate their asset given the competition in the marketplace and many record prices being achieved. Secondly, property owners taking advantage of this market to downsize and relocate. Once again, off the back of strong results it is important to recognise that these results are certainly not being replicated in all markets either inside or outside of Sydney, meaning that we have seen a lot of clients take full advantage of this opportunity.

We look forward to assisting you throughout 2021 and welcome your enquiries, be it selling, buying, renting, leasing or investing. Our office is open Monday - Saturday, 9am-5pm and can be phoned on 02 9680 2255.

Being part of the Hills community is of paramount importance to Ray White Castle Hill, our agents and support staff. Our team strives to constantly engage with our local community and despite the setbacks of 2020 we are determined to continue our community support and involvement during 2021.



**Philip Kelly**  
Director



**David Dowling**  
Director



RECENT SALES

# Bella Vista



49 Brighton Drive, Bella Vista  
6 Beds / 5 Baths / 7 Cars

\$4,011,000



9 Waterfall Crescent, Bella Vista  
4 Beds / 3 Baths / 3 Cars

\$2,250,000



13 Mount Bank Rise, Bella Vista  
4 Beds / 3 Baths / 3 Cars

\$2,800,000



9 Eastbourne Way, Bella Vista  
5 Beds / 3 Baths / 2 Cars

\$2,001,000



14 Waterfall Crescent, Bella Vista  
6 Beds / 3 Baths / 4 Cars

\$2,500,000



17 Pipersbrook Crescent, Bella Vista  
4 Beds / 2 Baths / 3 Cars

\$2,410,000

**RECENT SALES**

# Bella Vista

No.	Address	Property type	Features	Sale Price	Sale Date
1	4 Goorari Avenue, Bella Vista	House	4 Beds / 2 Baths / 2 Cars	\$2,030,00	6 Mar 2021
2	31 Reston Grange, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$1,925,000	2 Mar 2021
3	36A Francesco Crescent, Bella Vista	Duplex	3 Beds / 2 Baths / 1 Cars	\$1,265,000	2 Mar 2021
4	9 Eastbourne Way, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$1,900,000	27 Feb 2021
5	17 Pipersbrook Crescent, Bella Vista	House	4 Beds / 2 Baths / 3 Cars	\$2,410,000	18 Feb 2021
6	3 Stone Pine Way Bella Vista	House	5 Beds / 3 Baths / 3 Cars	\$2,080,000	9 Feb 2021
7	49 Brighton Drive, Bella Vista	House	6 Beds / 5 Baths / 7 Cars	\$4,011,000	29 Jan 2021
8	9 Waterfall Crescent, Bella Vista	House	4 Beds / 3 Baths / 3 Cars	\$2,250,000	13 Jan 2021
9	13 Mount Bank Rise, Bella Vista	House	4 Beds / 3 Baths / 3 Cars	\$2,800,000	24 Oct 2020
10	14 Waterfall Crescent, Bella Vista	House	6 Beds / 3 Baths / 4 Cars	\$2,500,000	19 Oct 2020



# Market Snapshot

## Total Sales by Quarter

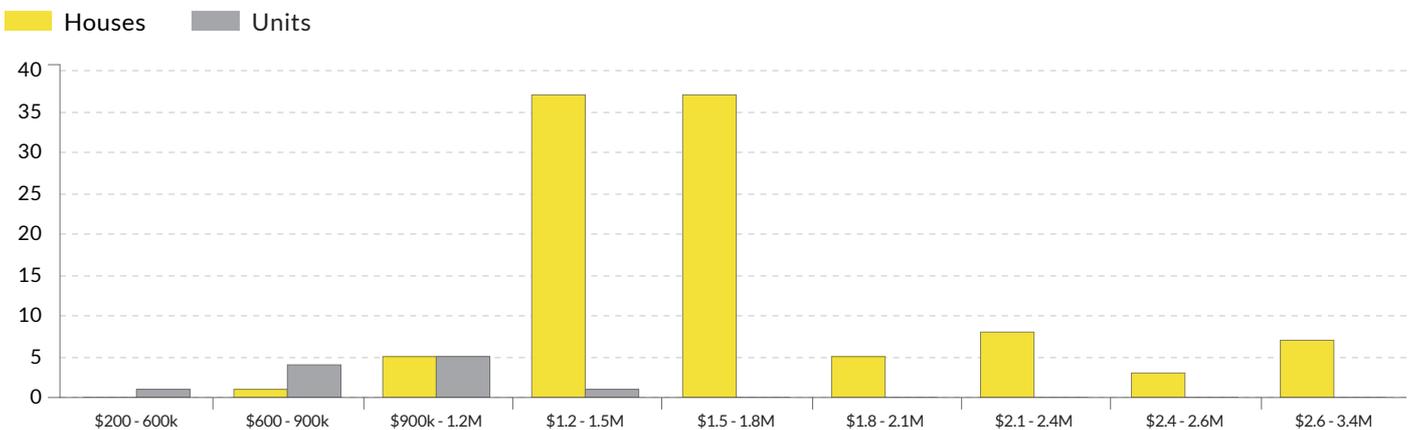
	2021/20	2020/19	2019/18
Mar - May	—	31	18
Dec - Feb	39	21	13
Sep - Nov	31	34	17
Jun - Aug	31	24	17

Median House Sale Price

**\$1,700,000**

▼ -4.2% change vs. last year

## Sales By Price Range (Dec 2019 – Nov 2020)





# Ray White Castle Hill KNOWS SUCCESS





## *An Autumn checklist for your home*

The leaves have turned, the air is cooler, and autumn is upon us. That means it's time to carry out some essential maintenance tasks before winter hits.

Simply follow this handy autumn checklist for your home:

### **Repair the roof**

Before the rain buckets down, ensure your roof is ready. Check for any cracks or leaks, fix broken drains and downpipes, clear the gutters, and install gutter guards.

Beware that climbing onto the roof can be dangerous work, so hire a licensed roof repairer.

### **Prepare the pool**

If you have an unheated pool and are unlikely to swim until next summer, gear it up by scooping up any fallen leaves and fastening a cover. You won't have to use as many chemicals in autumn.

### **Seal up gaps**

Check the doors and windows and ensure the seals work properly. If not, seal up the gaps to keep draughts and moisture out.

### **Gear up the garden**

Set aside a sunny day to prepare the garden for autumn. Trim trees, wash windows, store furniture and outdoor items, seal the deck, repair any damaged walkways or driveway and set up a compost bin. You can also plant some colourful seasonal foliage in garden beds.

### **Warm-up indoors**

Install insulation and ensure your heating system is set up and working properly (get it cleaned and serviced if necessary). Also, consider a dehumidifier to combat any moisture.



### **Cosy up**

Lastly, bring out your winter linen and blankets (get them cleaned if necessary), dress beds and couches with throws and comfy cushions, add warm lighting where possible, and clean the kitchen so it's ready for all the lovely warm dishes you're sure to whip up as autumn saunters towards winter.

# Selling in the Current Market



## Summary

- Australian housing values reach a new record high
- Houses performed better than units for sellers
- Despite restrictions, the property market gained momentum

***Like most property owners, you'll probably have a lot of questions :***

*What has and hasn't changed in the way in which properties are being marketed in the current environment?*

***Is now a good time to market my property for sale?***

*How can we continue to market and sell property in an efficient manner as our communities transition back to normal conditions?*

*And so on.*



As 2020 showed us, the property market across Australia remained resilient and contradicted what many speculators predicted.

Despite numerous COVID-19 induced restrictions and lockdowns, our network managed to continue to transact properties for thousands of buyers and sellers in a safe and effective manner.

Property values rose to new highs in January on the back of record low borrowing costs, stimulus payments and low stock levels.

The favourable selling conditions have also prompted a spike in new home loan commitments. The Australian Bureau of Statistics reports new home loan commitments, excluding refinancing of existing loans, jumped 8.6 per cent in December to \$26 billion, bringing the total for calendar year 2020 to \$246.3 billion – the highest annual total since 2017.

As Australasia's largest real estate group, selling one in every nine properties across Australia, Ray White are uniquely placed to provide our clients with relevant and timely information and data to assess current market activity.

As a family owned and led business with 119 years of experience, we know that we can deliver you the highest quality solutions in today's market.

WHO ARE WE

# Local experts, working for you.



**Philip Kelly**  
Director



**Kieron Stedman**  
New Developments / Project Mkg



**Brendan Jackson**  
New Developments / Project Mkg



**Paul Conti**  
Sales Executive



**Peter Iann**  
Sales Executive



**Daniel Llamas**  
Sales Executive



**Joel Simpson**  
Sales Executive



**Kael Sharp**  
Sales Executive



**Sam Shamal**  
Sales Executive



**Karl Anthony**  
Sales Executive



**Matthew Langdon**  
Sales Executive



**Faz Najmi**  
Sales Executive



**Sara Perry**  
Sales Executive



**Craig Robinson**  
Sales Executive



**Yong Park**  
Sales Executive

## WHO ARE WE

# Local experts, working for you.



**Warren Tam**  
Senior Property Manager



**Tony Yee**  
Property Manager



**Sylvester Wijaya**  
Property Leasing Officer



**Tracey Wijeyesinghe**  
Property Inspection Manager



**Dennis Woo**  
Business Development Manager



**Odette Roach**  
Office Manager



**Melissa Lyon**  
Business Relationship Manager



**Kelly Coffey**  
Administration Team Leader



**John Alejandro**  
Sales Assistant



**Lauren McEachen**  
Sales Assistant



**Sam Lazarus**  
Sales Assistant



**Joe Zhou**  
Loan Market

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**RayWhite®**

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