



RayWhite.

Bella Vista

Market Report | Winter 2024

Ray White Castle Hill



RAY WHITE CASTLE HILL - KNOWS HAPPINESS



Winter 2024

Dear Valued Clients,

As we step into Winter, the Hills District real estate market continues to show resilience and promise. The Ray White Castle Hill auction clearance rate for June stands at an impressive 90.4%, a testament to our market-leading expertise in auctions. This remarkable achievement highlights our proven skills and experience in this domain, setting us apart from other agencies.

With interest rates remaining on hold, this stability provides a favourable environment for both buyers and sellers. At Ray White Castle Hill, we are closely monitoring these trends to provide you with the most accurate and up-to-date market insights.

Beyond our commitment to real estate, we take pride in our active role within the community. Our partnerships with Ronald McDonald House Charities, Cancer Council and a number of other important local organisations and clubs, are a testament to our dedication to making a positive impact. As the colder weather sets in, we anticipate a shift in market dynamics and are here to guide you through any opportunities and challenges this season may bring.

Thank you for your continued trust in Ray White Castle Hill. We look forward to assisting you with all your real estate needs this Winter.

Warm regards,



Philip Kelly
Director



David Dowling
Director



RECENT SALES

Bella Vista



3 Salvestro Place, Bella Vista

5 Beds / 3 Baths / 2 Cars

\$2,400,000



6 Coorumbene Court, Bella Vista

4 Beds / 2 Baths / 2 Cars

\$2,100,000



10 Rowanbrae Crescent, Bella Vista

5 Beds / 3 Baths / 3 Cars

\$3,435,007



10 Westwood Way, Bella Vista

4 Beds / 2 Baths / 2 Cars

\$1,950,000



18 Coorumbene Court, Bella Vista

5 Beds / 3 Baths / 2 Cars

\$2,410,000



10 Springfield Crescent, Bella Vista

5 Beds / 3 Baths / 2 Cars

\$2,650,000

RECENT SALES

Bella Vista

No.	Address	Property type	Features	Sale Price	Sale Date
1	3 Salvestro Place, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$2,400,000	30 May 2024
2	6 Coorumbene Court, Bella Vista	House	4 Beds / 2 Baths / 2 Cars	\$2,100,000	22 May 2024
3	10 Rowanbrae Crescent, Bella Vista	House	5 Beds / 3 Baths / 3 Cars	\$3,435,007	16 May 2024
4	10 Westwood Way, Bella Vista	House	4 Beds / 2 Baths / 2 Cars	\$1,950,000	14 May 2024
5	18 Coorumbene Court, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$2,410,000	11 May 2024
6	10 Springfield Crescent, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$2,650,000	10 May 2024
7	2/6 Ripley Glade, Bella Vista	Duplex/Semi-Detached	4 Beds / 2 Baths / 2 Cars	\$1,825,000	16 Apr 2024
8	38 Ernesta Place, Bella Vista	Residential land	701.2 m ²	\$2,433,000	13 Apr 2024
9	18 Francesco Crescent, Bella Vista	House	5 Beds / 3 Baths / 2 Cars	\$2,427,000	13 Apr 2024
10	207/105 Bella Vista Drive, Bella Vista	Apartment	2 Beds / 2 Baths / 2 Cars	\$1,171,100	04 Apr 2024



Market Snapshot | Bella Vista

Total Sales by Quarter

	2024/23	2023/22	2022/21
Mar - May	34	38	37
Jun - Aug	64	36	33
Sep - Nov	37	30	41
Dec - Feb	14	16	25

Median House Sale Price

\$2,522,500

▲ 6.0% change vs. last year

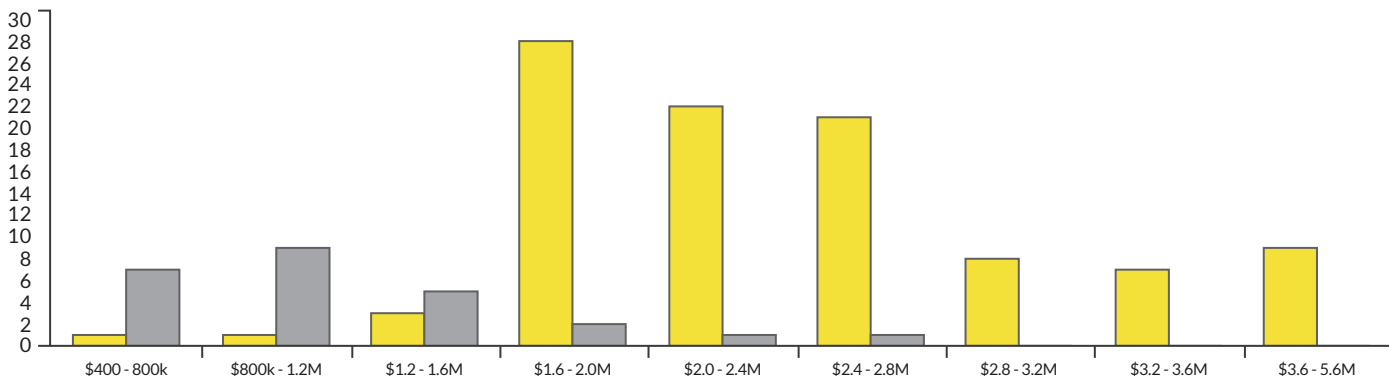
Median Unit Sale Price

\$855,050

▼ -21.2% change vs. last year

Sales By Price Range (Mar 2023 – Feb 2024)

■ Houses ■ Units





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STAYING WARM ON A BUDGET THIS

WINTER

Get More Out of Your Heating System

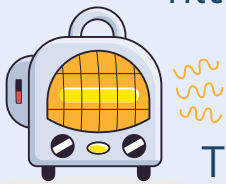
Turn it Down

Your heater only needs to be set between 18 and 22°C - anything higher isn't necessary!



Maintain Your Heater

Give your heater a full service. Maintaining your heater helps keep it running at peak efficiency. Clean your filters regularly and service your system professionally.



Switch it Off

Turn the heater off when you're not in the room and don't leave it on overnight.

Timing

If you can set a timer on your heater, set it to turn on for 15 minutes on low before you arrive home, rather than blasting it on high when you arrive.


Add a Fan

You can boost the effectiveness of electric heaters by using the fan function.





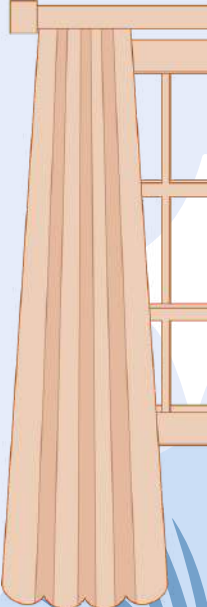
Rug Up



Use rugs; They are ideal insulators and also give you a soft surface to walk on. The more floor you can cover, the more insulated your room will be. Timber floorboards and floor tiles can be too cold in winter, but are so cool in summer.

Treat Your Windows


Shutters are great for light control, but they are not the most affordable option. Curtains are more cost-effective. Block-out fabrics are known to retain warmth and prevent air infiltration, which helps keep interior spaces cosy and comfortable.



Upgrade Insulation

When a home is well insulated, heat is prevented from escaping through the walls, roof, and other surfaces.

Not sure whether your insulation needs updating? Firstly, consider that older homes may not have any insulation at all. Secondly, look at your energy bills. Updating your insulation may be an achievable D.I.Y. job, particularly in the ceiling.



Unless you're doing an extensive renovation, retrofitting wall insulation can be a complex task. If you have access to the ceiling and underfloor, insulating these first is recommended.

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



Matthew Langdon
Sales Executive



Saby Arora
Sales Executive



Craig Robinson
Sales Executive



Shafeel Haq
Sales Executive



Angela Xu
Sales Executive



Sonal Kabra
Sales Executive



Leah Li
Sales Executive

WHO ARE WE

Local experts, working for you.



Odette Roach
Business Manager



Elaine Keenan
Sales Systems Manager



Elisa Khamo
Business Support Manager



Abby Boceski
Business Support Admin



Selena Aleman
Business Support Manager to
Kael Sharp



Lisa Jia
PA to Kael Sharp



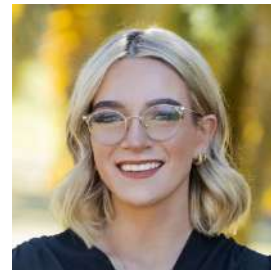
Jennifer Walkom
Property Management
Department Head



Jessica Prior
Property Management
Property Officer



Paul Dowling
Performance Manager



Ana Bujak
Sales Assistant



Ellen Woodward
Sales Assistant



Jack Khamu
Sales Assistant



Jaidyn Brown
Sales Assistant



Mustafa Hidari
Sales Assistant



Stephanie Trojko
Sales Support Administrator



Chelsea Knowles
Sales Support Administrator



Anna Baker
Administration

The RayWhite logo consists of the word "RayWhite" in a bold, italicized, black sans-serif font, centered on a bright yellow rectangular background.

RayWhite

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