



SPRING MARKETPLACE REPORT

GUILDEA

www.guldea.com.au | 02 9948 2020

WELCOME TO OUR SPRING REPORT

As we are moving into Spring, it becomes a perfect time to assess the current state of the property market and predict what's to come for the rest of the calendar year. We are in a "sellers" market where there are many more buyers than sellers. Over the last 12 months our team at Guildea has achieved many street record sales prices as well as the record sale price for Balgowlah Heights for our very happy vendors.

It is no secret that the last 2 years has been an incredible time for home owners with property prices rising significantly and many investors and upgraders taking advantage of the historically low interest rates. So far in 2016, the Northern Beaches has seen some of the strongest rates of home value growth and with the August Reserve Bank Board decision to lower the cash rate by 25 basis points to 1.5%, we expect this growth to continue into Spring. This has pushed auction clearance rates in Sydney to over 80% in recent weeks. By Summer we expect the number of properties on the market to increase, which will result in a levelling out of prices with buyer demand slowing and the market becoming more balanced overall.

There is now a mis-balance on the rental returns to sale prices. In Manly the current rental return for apartments is 3.3% and houses it is only 2.6%, in previous years it has been around the 4% to 4.5% mark. We expect rents to increase over summer and sales growth to flatten or possibly drop slightly, as it did just before Christmas 2015.

We are delighted to announce our agency from June to August had 100% auction clearance rate and the majority of the homes we sold were by auction. We had a record sale price for an apartment on Western Hill, Manly at \$2,500,000. Our highest price was for a single residential block of land at \$4,800,000. This is another record sale we are very proud of.

In recent weeks we have been offering our 5 point checklist to maximising your properties rental return for our investors. We have found that without the correct plan in place many owners miss out on maximising their rental income and claiming all their deductions to improve their cash flow. We work with landlords to make sure their property is kept in good order to maximise its price value, which if required, can assist them when refinancing to borrow more funds to grow their investment portfolio. If you have any questions on our 5 point plan, please contact our leasing team of Nadia Filmlalter & Lara Caine.

Enjoy the warmer weather and don't hesitate to call Guildea Residential for any information you need on the market or to discuss the sale of your home this season.

"For your copy of "How to present your home for more money" please SMS your "PRESENT" and your name to 0416 907 136.

Jason Guildea
Principal

0411859505 | jason@guildea.com.au



POSTCODE STATISTICS

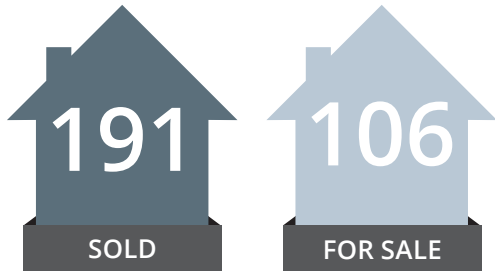


PREVIOUS QUARTER MEDIAN SALE PRICES

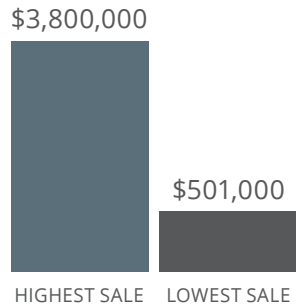
HOUSES

Balgowlah	\$1,250,000
Balgowlah Heights	\$2,105,000
Clontarf	\$2,275,000
Fairlight	\$1,680,000
Manly	\$1,387,500
North Balgowlah	\$2,022,000
Seaforth	\$1,900,000

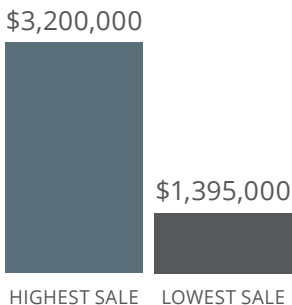
MANLY DISTRICT



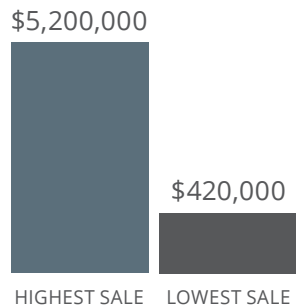
BALGOWLAH SALES



SEAFORTH SALES



MANLY SALES



RECENT SALES



CLONTARF
22 ALMA ST

4 5 4

\$3,600,000
521m² land



CLONTARF
15 MOORE ST

5 3 2

\$4,100,000
490m² land



MANLY
8/24 BIRKLEY RD

3 2 2

\$2,500,000
1,830m² land



SEAFORTH
79 RIGNOLD ST

3 1 2

\$1,765,000
1,423m² land



SEAFORTH
48 EDGECLIFFE ESP

6 5 6

\$4,200,000
1,179m² land



FRESHWATER
20 ROWE ST

5 3 2

\$1,889,000
524m² land



SEAFORTH
32A HOPE ST

3 2 1

\$1,300,000
284m² land



SEAFORTH
173A SEAFORTH CRES

3 2 1

\$1,955,000
804m² land



BALGOWLAH
19 LOWER BEACH STREET

4 2 2

\$2,630,000
689m² land



SEAFORTH
606 SYDNEY RD

4 2 2

\$2,325,000
697m² land

We originally started with another local agent and despite a large marketing campaign and auction we failed to achieve a respectable result. On hiring Guildea, we were very pleased with an offer within a week, an exchange within 2 weeks at a price significantly higher than was previously achieved. I will definitely like to work with you again in the future and thank you for your very prompt sale and excellent service

Albert – Seaforth

Jason, I wanted to thank you for all your help in selling our property – we are very happy with the price achieved (as well as the fact that the sale was several weeks before the scheduled auction date). Once again, thanks for your help in achieving an excellent result!

John – Clontarf

We want to thank you for your hard work and support over the months in prepping and selling the house. We were delighted with the result and the whole sales process. We would be more than happy to write any reference you may wish and thank you.

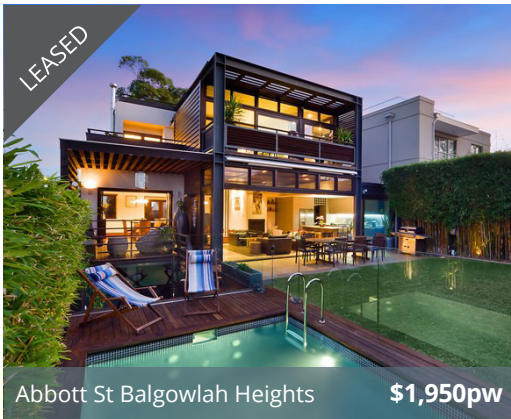
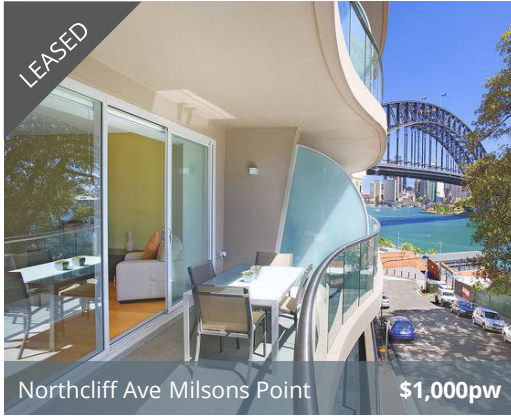
Robbie & Karen – Seaforth

Dear Jason

I was delighted with the result and with your professionalism. I would highly recommend your services to family and friends. Thank you for your patience in finding the right buyer and putting the sale together.

Ai-Leen - Clontarf

PROPERTIES LEASED BY GUILDEA RESIDENTIAL





When it comes to managing your property portfolio, nothing is more powerful than experience.

As a Guildea Residential client you will benefit from 20 years of market insight. With experience like this, it's no wonder the Guildea Residential name is synonymous with executive leasing and property management on the Northern Beaches.

To talk about the numbers on your property, call Nadia Filmater or Lara Caine at Guildea Residential on 9948 2020

GUILDEA



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www.guildea.com.au