

## Post Code Report Spring 2013



*Jason Guildea  
Your Local Residential Real Estate Expert*

### Manly Jazz

Enjoy great music on the picturesque beachfront

Saturday 05 October – Monday 07 October, 2013 (Long Weekend)

As part of Manly Vibe, the Manly Jazz is a major community and tourism event on the Australian annual jazz calendar and takes place in the heart of Manly along the Manly Corso and the picturesque Manly Beachfront. Up to 45,000 jazz enthusiasts from Sydney and NSW, interstate and overseas come to Manly to experience this landmark music Festival.

### What is My Property Worth?

Property prices are rising. Would you like to receive a complimentary report on the market value of your property?

Just email or SMS your details to [office@guildea.com.au](mailto:office@guildea.com.au) or 0403 137 000 to get your report.

## Sales

We are seeing interesting times in the property market at present. This winter has seen fewer properties for sale than in previous years and with record low interest rates buyer demand is very strong. However, despite all the strong media reports of Sydney wide property growth we are seeing a market of 2 parts. Properties valued up to \$1,800,000 are extremely well sought after with young families upgrading, people entering the property market and property investors aggressively pursuing a limited amount of stock. Contrary to this, for larger homes and luxury properties, the market is still very slow and sales are few and far between. This can be seen in the statistics comparing winter sales in 2012 vs 2013, showing for the 2092 and 2093 postcodes that average sale prices have declined from \$1,550,000 to \$1,420,000 and \$1,176,000 to \$1,030,000 respectively, whilst Manly is relatively unchanged at an average sale price of \$980,000 (source AMP.com.au). I expect the market to continue to be active and for buyer confidence to eventually move up to the more expensive properties. We need more properties to sell so if you are thinking of selling or would like an updated opinion of value on your properties please let me know.

Kind Regards Jason Guildea



## Leasing

Yes - the market has continued to be strong all the way through winter. For 1 and 2 bedroom apartments in the area we are now seeing rental returns of 5% to 6% which is the strongest rate in several years. We expect this part of the market to continue to have more prospective tenants than properties available and as a result rent prices will continue to edge up. If you have a property to rent please let us know.

Mid-priced family homes are still achieving good prices however we expect prices to rise as we move towards summer. We currently have an overseas family with a budget of \$4000 per week. Do you know anyone thinking about leasing their prestige home?

Best Wishes Tara Johnston

## Testimonials

Dear Jason,

Just a quick note to say thank you for the amazing results achieved selling our home in Balgowlah Heights. Being from interstate it was fantastic to be able to rely on your team to work effectively and in a professional way to get the property ready for sale, with minimal intervention from us.

The results achieved was excellent, I am very pleased that I followed your advice and took the recommended approach. What impressed me the most was your ability to work with the ambiguity of different buyers, keep every option open and create the necessary tension to get the best price available on the day.

Richard Harding

2 Vista Ave, Balgowlah Heights

Dear Jason,

Thank you so very much for negotiating the sale of my property in Cremorne, and for keeping me up to date and fully informed throughout the whole process. I always felt completely on top of things and I appreciate how hard you worked to make it so seamless for me.

Your initial appraisal of the market value of the property was spot on and I was not disappointed. You have worked with my parents for many years and now helped me to sell my first property; there is no doubt we will return to you in the future and will continue to recommend you without reservation

Geri McMahon

119/2 Macpherson St, Cremorne

## Recent Statistics

### Seaforth

The number of properties sold in the past 3 months:	32
Number of properties for sale in Seaforth:	36
The highest sale price in Seaforth:	\$3,120,000
The median sale price in Seaforth:	\$1,182,000
The streets with the most sales in the past 3 months were:	MacMillan Street

### Balgowlah

The number of properties sold in the past 3 months:	54
Number of properties for sale in Balgowlah:	22
The highest sale price in Balgowlah:	\$1,700,000
The median sale price in Balgowlah:	\$660,000
The streets with the most sales in the past 3 months were:	Sydney Road

### Balgowlah Heights

The number of properties sold in the past 3 months:	22
Number of properties for sale in Balgowlah Heights:	8
The highest sale price in Balgowlah Heights:	\$4,500,000
The median sale price in Balgowlah Heights:	\$1,780,000
The streets with the most sales in the past 3 months were:	Beatty Street

### Clontarf

The number of properties sold in the past 3 months:	4
Number of properties for sale in Clontarf :	7
The highest sale price in Clontarf:	\$3,000,000
The median sale price in Clontarf:	\$2,032,750
The streets with the most sales in the past 3 months were:	Gordon Street

### Fairlight

The number of properties sold in the past 3 months:	25
Number of properties for sale in Fairlight:	13
The highest sale price in Fairlight:	\$1,750,000
The median sale price in Fairlight:	\$772,000
The streets with the most sales in the past 3 months were:	Balgowlah Road

### Manly

The number of properties sold in the past 3 months:	133
Number of properties for sale in Manly :	72
The highest sale price in Manly:	\$3,025,000
The median sale price in Manly:	\$897,500
The streets with the most sales in the past 3 months were:	North Steyne

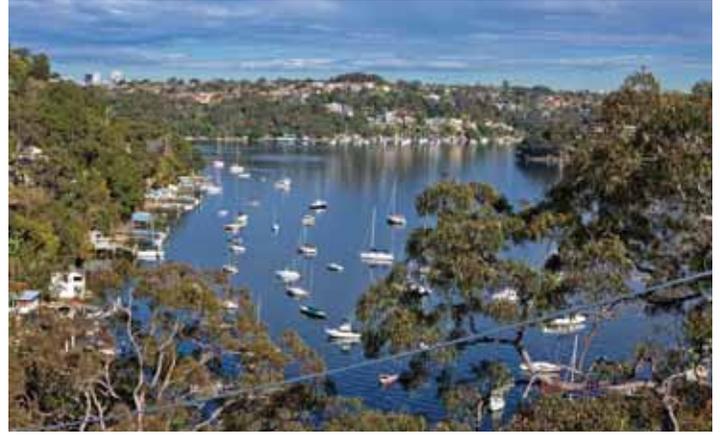
## Feature properties - sales and rental



**Grand Old Family Home**

This solid 5 bedroom plus study home offers fantastic views of Middle Harbour and is set at the end of a quiet cul-de-sac. The property needs a coat of paint and some new carpet and it would be transformed with a new kitchen and renovated bathrooms into a contemporary show piece. The home is large and with its fabulous location, good entertaining areas and pool will be attractive to all buyers.

**30 Adelaide street, Balgowlah Heights**  
**5 Bed, 2 Bath, 2 Car**  
**Price from \$1,800,000**  
**Details: Jason Guildea 0411 859 505**



**Stunning Views - Older Cottage on level 1054sqm block**

This under capitalised property offers a fantastic opportunity for you to build and design your dream home. The property is situated at the end of a quiet cul-de-sac in one of Seaforth's premium waterside streets. It features fantastic views of Middle Harbour over Powder Hulk Bay and beyond. This is a rare opportunity to secure a substantial family friendly block of land in one of Seaforth's most exclusive pockets.

**5 Abernethy Street, Seaforth**  
**3 Bed, 1 Bath, 1 Car**  
**For Sale**  
**Details: Jason Guildea 0411 859 505**



**Bright and Spacious Apartment – JUST SOLD!!**

This large 1st floor apartment stands out from the crowd with its huge living area, separate dining space and it boasts a huge undercover balcony. It is located across the road from beautiful Fairlight Beach and the Manly to Spit walk way. There is heaps of natural light and the property has been cleverly designed to enhance your living and entertaining options. Beautifully presented and conveniently located this impressive apartment is the perfect low maintenance abode.

**1/28 Lauderdale Ave, Fairlight**  
**3 Bed, 2 Bath, 1 Car**  
**Price: More than \$1,000,000**  
**Details: Jason Guildea 0411 859 505**



**Beautifully Presented Sunny Home**

This recently renovated single level home is just waiting for a new family to move in.

It features a beautiful new kitchen with Caesar stone benches and has a spacious casual eat in area to its side. The property also features a formal dining area and a separate lounge which opens to a front deck that enjoys panoramic views down to the ocean. The property boasts a modern bathroom, fully ducted reverse cycle air conditioning, an external laundry with a 2nd toilet, heaps of storage and a double lock up garage.

**45 Allenby Park Parade, Allambie Heights**  
**3 Bed, 1 Bath, 2 Car**  
**Price: \$840 Per week**  
**Details: Tara or Sandra 0403 137 000**