

Kelmscott Hills Market Update Report

Brendan Leahy

| Your Local Expert

| Living and Selling Locally

| August 2017



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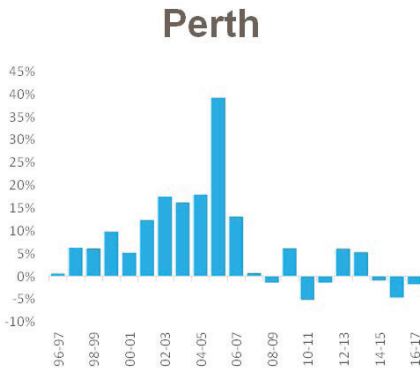


Go Buy NOW!

As stated in the last Market Update Report, the property market is showing signs that we have reached the bottom.

While the market is still slow, there are signs it has shifted within some suburbs around Perth with the median house price over the past six months increasing slightly.

Across Australia, Perth has been the only capital city that has had three consecutive years of negative growth. However, on the eastern seaboard the market has started to slow and if history shows us anything it is that as the East Coast market starts to cool the West Coast sees the benefit of that.



A strong indicator we are also seeing are long-term investors buying properties in the metropolitan area, something we haven't seen for about five years. These buyers are not just speculators but instead are long-term investors that are buying now for the capital growth in the future.

Possibly the best news for sellers are properties that are priced *correctly* are attracting multiple offers, which helps push the sale price of the property up. We are particularly experiencing this with our exclusive Select Date Sale® method.

Other major events that are impacting our property market include unemployment figures, which are sitting around 6% and this is integral to market recovery, as people need job security in order to be able to purchase homes.

Secondly, commodity prices have stabilised and have stayed that way for the last 6 to 12 months.

So going forward I can see that winter is coming to an end for the real estate market in WA but it will be awhile before we see any large or consistent growth across the city.

For buyers, I would suggest getting in now and buying while you can because it won't be long before things start to change.

According to a recent REIWA report, there were 414 sales of Perth homes in a single week and only 8,122 are listed for sale. This is in stark contrast to 12 months ago when there were just over 12,000 homes listed for sale in the Perth metropolitan area and we were averaging around 300 sales per week.

Note: these figures exclude land and units which are still in an oversupply.

As always if you would like an obligation free update on where your house sits in the current market I am only too happy to help or if you would just like to chat and seek some advice about planning or going forward, I am here for you.




Contact me, your Kelmscott Hills specialist, **Brendan Leahy** on 0439 998 867 or email brendan@nakedrealestate.com.au.

Recent Kelmscott Hills Statistics

| | |
|--|-----------------|
| Number of homes sold in the past six months | 19 |
| Number of homes for sale today | 47 |
| Average days on market | 57 |
| Highest sales price in the past six months | \$620,000 |
| Lowest sales price in the past six months | \$285,000 |
| Median sales price in the past six months | \$410,000 |
| Brendan's total home sales in the last 15 years | 997 |
| Brendan's total home sales by value in the last 15 years | \$431 million + |

Recent Sales In The Kelmscott Hills Area

All care is taken to provide accurate data. All information is sourced from Corelogic RPData and REIWA.

| Address | Sale Price | Sale Date |  |  |  | Land Size |
|-----------------------|------------|------------|---|---|---|----------------------|
| 59 Connell Avenue | \$387,000 | 16/06/2017 | 4 | 2 | 2 | 809 m ² |
| 29 Canning Mills Road | \$330,000 | 05/06/2017 | 3 | 1 | 1 | 900 m ² |
| 5 Dyer Street | \$425,000 | 30/04/2017 | 3 | 2 | 2 | 991 m ² |
| 4 Butler Pass | \$500,000 | 27/04/2017 | 4 | 2 | 2 | 658 m ² |
| 35 Kingsley Terrace | \$360,000 | 26/04/2017 | 3 | 2 | 1 | 751 m ² |
| 32 Hill Street | \$545,000 | 15/04/2017 | 4 | 2 | 2 | 1,547 m ² |
| 15 Possum Place | \$450,000 | 13/04/2017 | 3 | 1 | 1 | 1,042 m ² |
| 28 Belaire Terrace | \$352,000 | 25/03/2017 | 3 | 1 | 1 | 809 m ² |
| 14 Travers Gardens | \$305,000 | 08/03/2017 | 4 | 2 | 2 | 905 m ² |
| 28 Lucich Street | \$405,000 | 04/03/2017 | 4 | 1 | 1 | 832 m ² |
| 78 Ashley Drive | \$530,000 | 03/03/2017 | 4 | 2 | 2 | 986 m ² |
| 6/15 Turner Place | \$285,000 | 17/02/2017 | 3 | 2 | 1 | 238 m ² |
| 47 Buckingham Road | \$410,000 | 14/02/2017 | 3 | 2 | 2 | 1,470 m ² |
| 3 Labyrinth Close | \$620,000 | 07/02/2017 | 4 | 2 | 2 | 2,209 m ² |
| 15 Pries Place | \$389,000 | 05/02/2017 | 3 | 1 | 1 | 809 m ² |



28 Belaire Terrace, Kelmscott



3 Labyrinth Close, Kelmscott

Thinking of Selling?

When experience counts, you can count on Brendan.
In **15** years, over **997** homeowners just like you have trusted Brendan
with the sale of their biggest asset - the family home.
This many people can't be wrong.



"In our opinion Brendan is the Best agent out. We did sign up with another agent at first but it was a waste of time and money. As soon as Brendan and his staff got our property things started to happen. Even in this quite time Brendan got us offers. Brendan went above and beyond, you won't be disappointed."

- Mr C & Mrs C Hart

"Naked Real Estate is worth so much more than 5 stars!!! Will recommend them to everyone, they made selling our property so easy. We can honestly say they are the best, from the fantastic girls on the reception to the sales staff they are truly a dedicated team, who go above & beyond. Thankyou Brendan from the bottom of our hearts."

- Mrs E Langley & Mr M Sayuti

"Brendan was a very caring and helpful agent who was honest and upfront about what he felt the property would sell for. He gave us advice and took into account our circumstances. We were able to sell the property in quick time and for the amount Brendan assessed the property for. We would gladly recommend Brendan and his company to anyone looking to sell their property."

- Mr R & Mrs V Pillay

"Brendan and the team at Naked made our whole experience easy. Their professionalism, knowledge and down-to-earth attitude made things as simple and relaxing as possible. Both Brendan and the team at Naked definitely put us as their client first and foremost, making what could have been a stressful time, as comfortable as possible. They were always easily contactable and most approachable, and we would definitely use them again in the future. Thanks Brendan and Naked!"

- Mr J & R McNess

"Thank you Brendan and Jill for a great service in selling our house so quickly. Our queries were answered promptly and we were kept in the picture at all stages. We have no hesitation in recommending Brendan and his team to anyone thinking of selling."

- Mr G & Mrs R Hammond

"I have been most impressed with the service and results provided by Brendan and the Naked Real Estate team in selling my property. A thorough knowledge of the market, helpful advice, a very speedy sale and follow-up calls through the process from friendly and helpful staff have combined to make the sale of the property a positive experience. Many thanks for a very professional job."

- Mr L Potterton

"Brendan hand picked our property for us even before we knew we wanted it! We have been here for a few weeks and absolutely love it. He and all the team really looked out for us and worked hard so we sold and bought and were in before Christmas. Job well done guys and thanks very much for everything!"

- Mr D & Mrs F Millar

"Brendan and his staff, have demonstrated, that they operate with the highest integrity, and listen to their clients needs. Their professionalism and business acumen, are of the highest standards and may even be the bench mark, for other real estate agents."

- Mr L & Mrs S Copley

"Professional at all times, says what he does and does as he says. Have recommended him to others. Thankyou."

- Mr M & Mrs J McNeill

Brendan Leahy - Your Kelmscott Hills Specialist

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