

Kelmscott Hills Market Update Report

Brendan Leahy

| Your Local Expert

| Living and Selling Locally

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Perth Market Starting To Recover

It's taken a while but we are starting to see all the signs that the market is slowly starting to recover.

Autumn has seen a **steady increase of sales volumes** from around 300 sales per week now closer to 500, according to REIWA.

If you are thinking about buying then I suggest you get in and do it now, as we anticipate in the near future buyers will look back and say **"We should have bought back then"**.

Strong confidence in the mining sector and an up beat outlook for CBD high rise buildings will bring back employment security and start to see migration numbers increased from interstate workers.

With the roll out of the NBN in full swing we thought we would include some advice from www.Geeks2U.com.au writer Adam Turner, on your rights when signing up.

"You don't need to stick with your current Internet Service Provider when you switch across to the National Broadband Network, but your ISP will do its best to twist your arm.

While the NBN aims to offer many Australians decent broadband for the first time, for the country's ISPs it's a once-in-a-generation game of musical chairs. They want to ensure that you're their customer when the music stops and you're hooked up to the NBN – knowing that once you're on the NBN you'll probably never change ISP again. This means that the big providers like Telstra, Optus and TPG potentially have a lot to lose.

Optus has been in the papers recently for its heavy-handed tactics when it comes to moving customers across to NBN. While NBN has promised that homes have 18 months to switch

to the NBN once it's declared Ready For Service in their street, Optus is rushing to push customers off its HFC cable network to the NBN so Optus can shut down its cable network.

By threatening customers with a tight 30-day switch over deadline and the fear of forever losing their home phone number, Optus is ensuring they re-sign as an Optus NBN customer before they've had a chance to consider the alternatives. After bowing to public pressure Optus is now offering a 90-day switch over window, but its sales people are still doing their best to coerce customers into sticking with Optus when they move to the NBN.

It's worth looking at the NBN rollout schedule. If the NBN is coming to your street in the next year or two then you should think twice about signing up for a new long-term contract with your current ISP, unless you're absolutely sure you want to stick with them when it's time to move to the NBN.

Meanwhile your ISP will do everything it can to make you stay. If it goes too far, don't hesitate to contact the Telecommunications Industry Ombudsman. Don't let any service provider use strong-arm tactics to lock you in."

Visit www.nbnco.com.au to check when NBN is available in your area.

When was the last time you checked your property's worth?




Even if you are not ready to sell just yet, knowing what your property could sell for in the current market is helpful in planning your future. For an obligation-free appraisal, contact your Kelmscott Hills specialist, Naked Agent **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	30
Number of homes for sale today	34
Average days on market	60
Highest sales price in the past six months	\$750,000
Lowest sales price in the past six months	\$240,000
Median sales price in the past six months	\$365,000
Brendan's total home sales in the last 15 years	993
Brendan's total home sales by value in the last 15 years	\$429 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
28 Belaire Terrace	\$352,000	25/03/2017	3	1	1	809 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	4	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
1 Fancote Street	\$575,000	05/02/2017	3	2	4	1,290 m ²
5 Blackburne Drive	\$520,000	19/01/2017	4	2	1	709 m ²
1/33 Brookside Avenue	\$250,000	18/01/2017	3	1	1	205 m ²
1 Melanda Street	\$307,000	17/01/2017	3	1	1	787 m ²
28 Kundryl Court	\$550,000	11/01/2017	5	2	2	2,197 m ²
25 Fancote Street	\$240,000	16/12/2016	3	1	1	877 m ²
33 Ranford Street	\$442,000	15/12/2016	3	2	2	926 m ²
20 Grade Road	\$410,000	14/11/2016	3	1	1	941 m ²
14 Kundryl Court	\$750,000	09/11/2016	4	2	2	2,001 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 **993** homeowners just like you have trusted Brendan with the sale of their biggest asset - the family home.

This many people can't be wrong.



"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

"We have used Brendan to sell multiple properties and feel like he is more than friend than an agent now. His friendly nature and professional approach are what draws people to use him again."

- Mr G & Mrs B Howard

"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 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

"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

"I can not recommend Naked Real Estate highly enough. I am extremely please with the whole process of the sale of our house and the purchase of our new property. The work that both Brendan and the staff have put into our transactions has been amazing and I appreciate the effort and communication we have been given, we were notified with every step. I would like to thank Jill and Kate for the support you both have given to me through this process, Jill and Kate you are an asset to Naked Real Estate We wish Naked Real Estate all the success in the future."

- Mr D & Mrs T Warwick

"I would highly recommend Brendan Leahy and his team. We found them to be on the ball with all aspects of selling our house. We will definitely use him in the future."

- Mr A & Mrs J Mills

"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

Brendan Leahy - Your Kelmscott Hills Specialist

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