

Kelmscott Market Update Report

Brendan Leahy

| Your Local Expert

| Selling Locally

| September 2017



complete transparency
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Warning! Don't Undersell Your Home

If you're thinking of selling be careful not to be undersold in the current market conditions.

Saying that, you shouldn't over-price your property either as all it achieves is scaring off the genuine buyers. This then results in having to adjust your price lower than the market to get buyers interested again.

It has been a tough market place all around, not just in real estate. If we put the state budget to one side, things aren't as bad as the doomsday sayers would have you believe. We have strong employment again and the banks seem to be more positive with WA buyers on the lending front, with the exception of investment lending where things will remain tight for some time to come on the back of the APRA changes.

With low interest rates and the number of homes for sale in Perth dropping below 8000 (excluding units and land) buyers will soon find themselves no longer in a "buyers market".

Over the past two months we have seen a dramatic change in the number of buyers coming through home opens. From the follow up we do, they are finding homes and putting in offers. We have had several properties that have had multiple offers.

Under our Select Date Sale® system we had one property presented with seven offers in seven days and the price achieved was far better than we (or any other agent for that matter) had predicted. So the method you choose in selling your home will have a huge effect on the final outcome of the price you achieve.

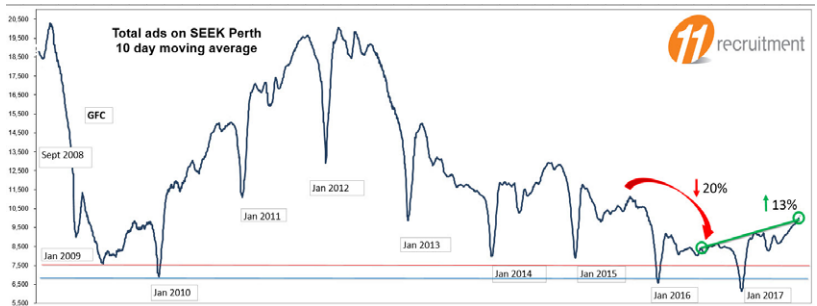
For the spring and summer ahead I'm predicting a marked turnaround in the market place. As I've been saying all year if you're thinking of upgrading, get in and do it now as this is the best type of market to upgrade in.

If you're a first home buyer, my advice is stay away from the shiny new builds and put your money into an established area. They might be older homes and in need of some work but there are some serious bargains to be had if you're willing to do the work.

Hope you enjoy the lovely spring weather that lies ahead after our long winter. As always, I'm here for you if you want to have a chat about what's happening in your local market. Contact me, your Kelmscott specialist, **Brendan Leahy** on 0439 998 867 or email brendan@nakedrealestate.com.au.

Number of ads
September 2016
vs the first week of
September 2017,
are up by 13.2%.

source: 11 recruitment






Recent Kelmscott Statistics

Number of homes sold in the past six months	33
Number of homes for sale today	44
Average days on market	114
Highest sales price in the past six months	\$346,500
Lowest sales price in the past six months	\$180,000
Median sales price in the past six months	\$280,000
Brendan's total home sales in the last 15 years	1000
Brendan's total home sales by value in the last 15 years	\$433 million +

Recent Sales In The Kelmscott 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
7 Wattle Close	\$220,000	31/07/2017	3	1		709 m ²
11 Saffron Court	\$330,000	12/07/2017	4	2	2	736 m ²
13 Spencer Road	\$346,500	03/07/2017	3	2	2	368 m ²
20 Munden Place	\$290,000	30/06/2017	4	2	1	817 m ²
27 Tamarind Crescent	\$300,000	25/06/2017	5	1	2	711 m ²
6 Oakfield Place	\$290,000	19/06/2017	3	1	1	733 m ²
28 Hollybush Way	\$186,000	13/06/2017	3	1	0	895 m ²
14 Detling Court	\$265,000	03/06/2017	3	1	5	1,019 m ²
2 Slee Avenue	\$295,000	31/05/2017	3	1	2	857 m ²
7/51 Third Avenue	\$249,000	16/05/2017	3	2	2	263 m ²
32 Sidcup Way	\$280,000	24/04/2017	2	1	1	691 m ²
30 Wakehurst Place	\$285,000	23/04/2017	3	1	2	698 m ²
25 Grasmere Way	\$213,000	20/04/2017	3	1	1	769 m ²
42B Banyard Avenue	\$189,000	19/04/2017	2	1	2	448 m ²
7/46 Westfield Road	\$270,000	02/04/2017	3	2	2	203 m ²



Thinking of Selling?

When experience counts, you can count on Brendan.

In **15** years, over **1000** homeowners just like you have trusted Brendan with the sale of their biggest asset - the family home.

This many people can't be wrong.



"I was very pleased with Brendan and his team. Very friendly and obliging when I contacted them. The sale of my house in my eyes was a complex matter, but Brendan dealt with it in such a professional way which made it all so easy. You all did an amazing job in every aspect from start to finish. Thank you Naked Real Estate for selling my house and making it seem so easy!"

- Ms K Brand

"Brendan was very pleasant to deal with and it was a very positive interaction."

- Ms F Maisano

"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

"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

"Thank you for all the effort you made at selling our house you did a fantastic job."

- Mrs K Wood

"Excellent agent and team of staff, always kept up to date re progress, would definitely recommend."

- Mr M & Mrs M Williams

"We were really happy with the quick sale of our block and the amount we got in the current market. Brendan and all the team were very helpful every step of the way and even gave us moral support when it got quite stressful."

- Mr D & Mrs F Millar

"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 Leahy - Your Kelmscott Specialist

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