

Southern River Market Update Report

Wayne Adlem

| Your Local Expert

| Living and Selling Locally

| September 2017



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REAL ESTATE



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.

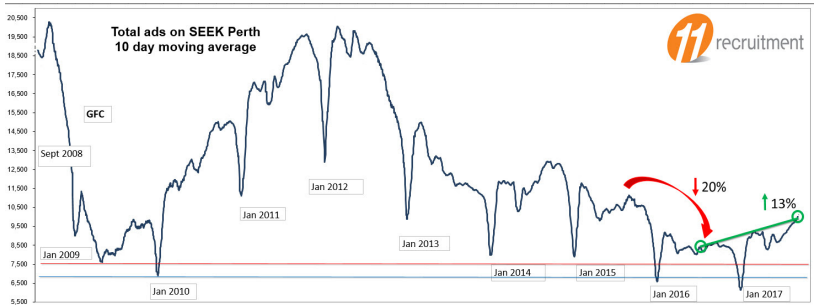
For the spring and summer ahead I'm predicting a marked turnaround in the market place. As I've been saying all year if you're thinking of upgrading, get in and do it now as this is the best type of market to upgrade in.

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 Southern River specialist, **Wayne Adlem** on 0406 583 754 or email wayne@nakedrealestate.com.au.

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

source: 11 recruitment



Recent Southern River Statistics

Number of homes sold in the past six months	47
Number of homes for sale today	128
Average days on market	145
Highest sales price in the past six months	\$1,880,000
Lowest sales price in the past six months	\$339,500
Median sales price in the past six months	\$520,000
Agency's total home sales in the last 15 years	1088
Agency's total home sales by value in the last 15 years	\$481 million +

Recent Sales In The Southern River 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
22 Sandelford Grange	\$600,000	15/08/2017	4 2 2	660 m ²
1 Stargazer Boulevard	\$864,500	18/07/2017	4 2 2	752 m ²
44 Parkview Drive	\$680,000	09/07/2017	4 2 2	602 m ²
6 Lakey Street	\$339,500	30/06/2017	3 2 1	166 m ²
8 Hayfield Road	\$468,000	20/06/2017	4 2 2	589 m ²
59 Edencourt Drive	\$880,000	12/06/2017	4 3 3	537 m ²
3 Hedgerow Gardens	\$615,000	09/06/2017	4 2 2	613 m ²
1 Linkwater Pass	\$440,000	02/06/2017	3 2 2	391 m ²
24 Bantam Link	\$510,000	23/05/2017	4 2 2	486 m ²
131 Lakey Street	\$720,000	10/05/2017	4 2 3	840 m ²
16 Caversham Bend	\$410,000	07/05/2017	4 2 2	576 m ²
5 Strutt Parkway	\$520,000	28/04/2017	4 2 2	605 m ²
16 Cullya Lane	\$435,000	19/04/2017	3 2 2	300 m ²
39 Barnevelder Bend	\$449,000	11/04/2017	3 2 2	375 m ²
1543 Margaret Street	\$1,880,000	11/03/2017	2 1 0	2.2 ha



sold naked!
by **select date sale**®

Have you heard about **SELECT DATE SALE**®?

Exclusive to Naked Real Estate, **SELECT DATE SALE**® is reducing days on market, encouraging multiple offers and achieving some amazing results for our sellers. Call or SMS me today on 0406 583 754 to find out more!

Thinking of Selling?

When experience counts, you can count on Naked Real Estate.

In **15** years, over **1080** homeowners just like you have trusted Naked Real Estate with the sale of their biggest asset - the family home.

This many people can't be wrong.

"Wayne was professional and courteous. We loved the house he was selling and as a great agent made us pay more than we wanted too with great negotiation skills. I wish Wayne was my selling agent! I would certainly recommend Wayne to all my friends and family who are thinking of buying or selling."

- **Mr C & Mrs M Jardine**

"Wayne helped us sell two properties and was great to deal with on both. He was up front and transparent about what was happening and was easy to communicate with."

- **Mr D Haines**

"I found Wayne very punctual and helpful."

- **Mr MD Jiauddin & Ms N Akter**

"We found Naked Real Estate's services via Wayne Adlem totally transparent (what you see is what you get) and straight forward. Wayne was patient and attentive to detail, never at any time even remotely 'pushy'. He somehow managed to balance his clients, the sellers' best interests with those of the buyers, ourselves, to create a real "win-win" situation all round. The predominant feeling we got was honesty and trust."

- **Ms I Sharp & Mr S Choy**

"Happy with the outcome. Good lean service, no fluff. I would sell with Naked again."

- **Mr S Dawson**

"He gave us confidence that it would sell, and it did."

- **Mr I Dodds**

"Just a quick note to thank your real estate agency and especially Wayne for the great job of selling both of our properties. Wayne certainly went way beyond our expectations. Very hard working, helpful and friendly agent. Couldn't wish for a better agent. Sold two difficult properties in record time."

- **Mr L & Mrs D Green**

"Thanks for a great experience. You are fantastic at what you do. Cheers for the quick sale and getting exactly what we wanted. You will be Highly recommended."

- **Mr M & Mrs N Ellen**

"We are so grateful for all your hard work. Living so far away has put a lot more pressure on all of us. You and your team kept us updated all the time and went over and above to help. Thanks!"

- **Ms T Alfonsi**

"We have been very pleased and satisfied with the team at Naked. They have all been excellent to deal with, and would recommend them without hesitation."

- **Mr P & Mrs L Bassett**

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

- **Mrs K Wood**

"A good agent that worked hard to obtain an early, successful sale on the property. Highly Recommended!"

- **Mr T & Mrs P Otness**

Wayne Adlern Sales Associate - Your Southern River Specialist

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