

Yangebup Market Update Report

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| Your Local Expert

| Selling Locally

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The Property Clock

There has been a lot of talk about the property clock as a barometer for predicting where a real estate market is and I'm a strong believer in it as property is cyclical by nature, especially in the long term.

But there is a problem with the typical property clock, in that it is round and even, just like in figure 1, when in real terms it should be more of an oval, as in figure 2.

The reason for this is property declines slowly in the first instance then the decline speeds up until the bottom of the market (shown at 6 o'clock). This is driven in most part by employment and in turn lending criteria, which both have taken a hit in WA since 2014.

The unemployment numbers back in 2014 were officially around 48,000. That number has more then doubled to over 102,000 currently. Personally I think, unofficially it is more like 150,000+. That's not taking into account people migrating out of the state for employment elsewhere.

These reasons are why we have seen the decline that we have over the last couple of years.

The great news is, from what I'm seeing, we are at 6 o'clock (figure 2). **We will plateau for a year or so as the employment numbers improve** and then we will see growth again as we go through a rising market (where Canberra is at the moment). Afterwards we will move through to the peak of the market like we have seen with Sydney and Melbourne.

The start of any market lift begins with owners taking their homes off the market when they can't get the price they are looking for and we have been seeing that happen in the last few months.

The only unknown we really have is the amount of vacant rental properties that are currently in the market place and what decisions the owners of these will make as rents continue to drop.

We are seeing a reduction of houses on the market, not to be confused with units and blocks of land, so **if you have been thinking of buying now is the time to jump in**. With interest rates set to stay low for a long time, due mainly to the national growth rate of 0.6% they won't be moving them anytime soon and when they do, it will only be minimal. I actually think we will get another rate cut in the next 6 months.

If you have any questions about the market or would like to know more about our exclusive SELECT DATE SALE® method, I'm just a phone call away.

You can reach me on 0424 424 719 or email me on karen@nakedrealestate.com.au.

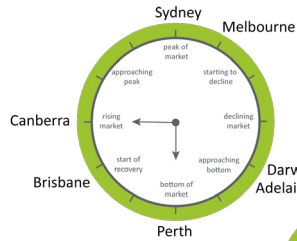


Figure 1



Figure 2

Recent Yangebup Statistics

Number of homes sold in the past six months	56
Number of homes for sale today	209
Average days on market	84
Highest sales price in the past six months	\$750,000
Lowest sales price in the past six months	\$340,000
Median sales price in the past six months	\$447,500
Agency total home sales in the last 10 years	1055
Agency total home sales by value in the last 10 years	\$463 million +

* Data in table excludes land

Recent Sales In The Yangebup 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
78 Sandpiper Loop	\$400,000	09/09/2016	3	1	1	713 m ²
15 Moorhen Drive	\$415,000	03/09/2016	4	2	2	783 m ²
53 Plover Drive	\$485,000	23/08/2016	3	2	1	742 m ²
1/56 Spinnaker Heights	\$460,000	22/08/2016	3	2	2	201 m ²
194 Yangebup Road	\$400,000	16/08/2016	3	1	2	660 m ²
161 Yangebup Road	\$385,000	13/08/2016	3	1	1	701 m ²
12 Shady Grove	\$435,000	03/08/2016	4	2	2	686 m ²
4/16 Bonito Place	\$372,000	03/08/2016	3	1	1	204 m ²
8/16 Bonito Place	\$340,000	28/07/2016	3	1	1	201 m ²
12 Ronsard Place	\$380,000	27/07/2016	3	1	1	551 m ²
45 Spinnaker Heights	\$750,000	16/07/2016	3	2	2	411 m ²
9 Gazania Grove	\$409,000	13/07/2016	3	1	2	701 m ²
4 Shady Grove	\$398,000	06/07/2016	3	2	1	650 m ²
1 Bryah Court	\$400,000	03/07/2016	3	1	2	755 m ²
4 Osprey Drive	\$391,000	03/07/2016	4	2	1	700 m ²



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Thinking of Selling?

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

In **10** years, over **1055** 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.

"Sleazy, money grabbing, lazy scumbags. That was my view of estate agents and I'm sure many people would feel the same. Well, I have good news - They aren't all that bad! Karen has shown me that (while there are plenty that meet the above description) there are estate agents out there who care about their clients and their job. I cannot speak highly enough of Karen, she has routinely gone above and beyond with the sale of old house and purchase of the new one. If I were to ever move house again there is no way I'd use anyone else. An absolute star who has found my wife and I a beautiful home"

- **Mark & Heather**

"Due to the circumstances selling was a difficult decision for us but Karen made it an easier process. If we were staying around we would ask Karen and be sure she would find us the perfect home. I have recommended her to my friends."

- **Gabrielle**

"Thank you Karen. From the first time we met Karen we knew that she was the one! Karen was with us throughout our Reno process prior to us putting the property on the market. She kept us informed and updated all the way and we were absolutely thrilled with the selling price. We would highly recommend Karen (and her team) for their professional service & integrity. We will certainly use Naked when we are ready to sell again."

- **Julie**

"One of the best real estate agent. Very informative, very helpful and always on top of everything. Always had great communication and is willing to reschedule to suit my times. Is friendly and always ready to help where required."

- **Chiew**

From the first impression onwards, Karen was fantastic! My partner and I contacted three agents about selling our house and she was the first one to get back to us. Her great work ethic was echoed throughout the rest of our engagement with Karen once we listed with her. It's a decision that we very feel vindicated about - seeing as how she managed to find us a buyer after the house was on the market for just 6 days. More than just selling a property, we found she is excellent at matching buyer needs with certain properties - which makes the "selling" part easier...

She is genuinely passionate about real estate and loves dealing with people, and hence she often went the extra yard without even realising it. On top of actually selling our property for a good price to a lovely buyer in just 6 days, she was honest, genuine, friendly and easy to deal with throughout the whole process. We are extremely happy we chose her! I'm not generally the biggest fan of real estate agents - having dealt with a few unsavoury ones over the years - but Karen is one of the special ones and we couldn't recommend her more highly.

- **Jak**

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