

Kelmscott Hills

Market Update Report

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| Your Local Expert

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Interesting Times but the Future Looks Good...

As I mentioned before, the first 6 months of this year in the real estate landscape will be up and down and/or a bit slower than the end of last year due to the Banking Royal Commission, and the Federal Election likely to happen in May.

This is now ringing true, but thankfully the first is out of the way and in real terms if we get away from the media for a few minutes, not much is going to change. We are already seeing the effects from the restrictions on lending from APRA and tighter regulation enforcements from ASIC.

These were put in place over 12 months ago and have had the desired effect of reducing the loan to value ratios. To put this in context, Investors were previously able to borrow 105% to cover stamp duty and bank fees so that they could claim these costs against their taxable income. As a result, Investor loans were sitting at around 37% of a bank's loan book, but that's now been reduced down to about 26%. **APRA's target was 30%.**

There has also been a lot of tightening on what buyers can borrow, and one of my recent buyers is a great example of this. He was given pre-approval for up to \$800,000 at the beginning of last year, and has taken a year to find a house. The most he could manage to offer on a home three weeks ago was \$638,000 and he's still in the same job and on the same money – in fact, he's on a little bit more. This is how things have changed in the financial world.

So why am I so confident about the market going forward?

Firstly, rents are on the way up for the first time in 7 years. **We have a zero vacancy rate, with people on waiting lists for any new properties that we have coming up.** This will then start to drive First Home Buyers back into the market as it will become cheaper to pay your own loan than it is to pay someone else's mortgage.

As the rent rises it will also bring investors into the market from over East where things have started to cool off a lot. These two groups will compete with each other and start to drive the all important bottom end of the market. **As a rule, when people sell to trade up they spend about \$200,000 more than what their old home sold for.** So a \$300,000 seller will trade up to a \$500,000 home, and so on, and up the chain it goes.

Going forward, finance will become easier to obtain across the board. **On top of all of this is the main driver in the WA economy - the iron ore price has just reached \$100 per tonne for high grade, and we all know what happened last time the prices reached these levels!**

If we can be of any help to you or your family, don't hesitate to contact us! If you're after an update on where your home sits in the market, or simply want some questions answered, **feel free to give me a call anytime on 0439 998 867.**

Recent Kelmscott Hills Statistics

Number of homes sold in the past six months **16**

Number of homes for sale today **34**

Average days on market **116**

Highest sales price in the past six months **\$850,000**

Lowest sales price in the past six months **\$200,000**

Median sales price in the past six months **\$372,500**

Brendan's total home sales in the last 12 years **1048 personally sold**

Brendan's total home sales by value in the last 12 years **\$459 million +**

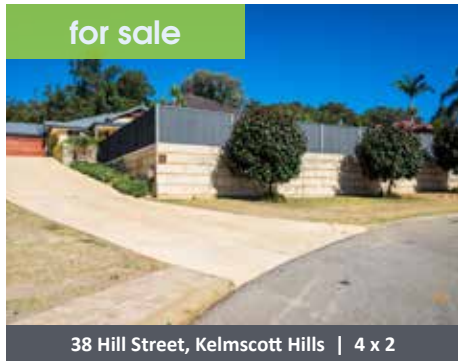
Recent Sales In The Kelmscott Hills Area

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

Address	Sale Price	Sale Date				Land Size
18 Kundyl Court	\$493,500	28/12/2018	4	3	2	2001m ²
47 Bromfield Drive	\$540,000	24/12/2018	4	2	2	4276m ²
57 Vistula Terrace	\$380,000	25/11/2018	4	1	1	809m ²
14 Mckenzie Grove	\$850,000	11/11/2018	3	1	2	2.12 ha
20 Page Road	\$345,000	10/11/2018	4	2	1	893m ²
6 Birdup Close	\$499,000	25/10/2018	4	2	2	969m ²
18 Belaire Terrace	\$342,000	16/10/2018	2	1	2	809m ²
6/4 Page Road	\$213,500	03/10/2018	2	1	1	142m ²
37 Vistula Terrace	\$240,000	18/09/2018	2	1	1	809m ²
42 Brookton Hwy	\$460,000	11/09/2018	3	1	1	2089m ²
34 Buckingham Road	\$370,000	10/09/2018	3	1	1	819m ²
5/4 Page Rd	\$200,000	07/09/2018	3	1	1	199m ²
12 Brookside Avenue	\$325,000	03/09/2018	3	1	1	714m ²
15 Stevington Street	\$270,000	23/08/2018	2	1	1	928m ²
26 Ashley Drive	\$440,000	19/08/2018	4	2	2	812m ²

Have you heard about SELECT DATE SALE®?

Exclusive to Naked Edge Real Estate, our SELECT DATE SALE® strategy is reducing days on market, encouraging multiple offers and achieving some amazing results for our sellers. Call or SMS me today on 0439 998 867 to find out more!



Thinking of selling?

When experience counts, you can count on Brendan.

In **12 years**, over **1048** homeowners just like you have trusted Brendan with the sale of their biggest asset - the family home.
That many people can't be wrong.



"Brendan and his assistant Jill were very prompt with answering questions, emails and text messages, either while I was on the phone or getting back to me the same day. The day after we asked them to sell our home we had a full personalised bundle on our door step, the attention to detail and punctuation continued throughout the whole process! We couldn't have been happier with their services. Brendan got our home sold in 8 weeks and we both highly recommend him! Thank you again Brendan, Jill & the team at Naked Edge Real Estate, you made our first selling experience very easy and simple!"

- Mr P & Mrs N Gillis

"Brendan was very prompt in his response to our initial inquiry of the property. He was on time for our set appointment to discuss the offer and had the contract documents ready to sign. He referred a Settlement agent to us, who actioned the necessary transfer documents. We found working with Brendan (although very brief) a very pleasant experience."

- Mr F & Mrs J Van Der Linde

"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

"Brendan kept us in the loop and popped in instead of doing things over the phone all the time. Good office team too - prompt and friendly."

- Mr J Visser & Mrs N Gill-Visser

"What can I say?! From the moment Brendan walked into our home we knew he was the right person for the job. In today's market we didn't expect to sell so quickly. From the moment our home was advertised online, an offer was made, after only 5 days! Brendan knows his stuff. A huge thankyou also to Jill in the office for the phone calls, texts and emails. She kept us in the loop throughout the whole process. What a great team!"

- Mr V & Mrs N Reuben

"Brendan was very knowledgeable about the house and the area in general. He was also very helpful and offered advice on all of our queries relating to the property and what we could or couldn't do in future."

- Mr D & Mrs L Meyjes

"Great team - delivered results in times when sell/price trends were on the decline."

- Mr P Laube-Muraszko

"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 and Paul from Naked Real Estate sold my niche property in three days for an excellent price in a difficult market. Due to their professionalism, expertise and contacts within the equestrian/rural market, the efficient sale of my piece of paradise after a tragedy was made a pleasant experience."

- Ms S Eacott

Brendan Leahy - Your Kelmscott Hills Specialist

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