

shirevalues

EDITION 87

**SPRING STOCK
LEVELS SURGE**
PAGE 2

**ONE CAMPAIGN,
TWO DEADLINES**
PAGE 10

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Buyers are enjoying elevated stock levels across most markets in Sydney this Spring. Buyers have not seen such an array of choice in available properties since interest rates began climbing in mid 2022.

Overall clearance rates have softened to some degree on the higher stock levels, however, there are still pockets of resistance in the market and prices are generally holding across the board.

Whilst seasonal stock levels are rising, sellers are not experiencing an increase in prices like we saw earlier in the year.

SQM Research's recent report shows Sydney has experienced the most significant monthly increase in stock levels over the past two years with listings rising by 14.7% bringing the total to 33,790 residential properties for sale. This is nearly double the national average.

On CoreLogic's latest sales figures, Sydney house prices are up 3.6% for the year and apartments are up 2.3%. Interestingly, Sydney apartment prices (up 0.5%) outperformed house prices (up 0.3%) in the last month.

The dynamics in the market at present carry lessons for both buyers and seller. Sellers need to ensure they are attuned to the market machinations and price accurately relative to the seller competition.

An overquoting agent who is trying to 'buy the listings' can do enormous damage when stock levels are high.

Losing the best buyer in a campaign because they are mistaken as a 'bargain hunter' relative to the agent's appraisal can end up being very costly for the seller.

Buyers have more choice than earlier in the year. Those buyers that are only interested in 'buying a bargain' will be apparent to a good vendor's agent.

As clearance rates soften and stock increases, agents and vendors will see more buyers trying their luck during negotiations.

The auction clearance rate hovered around 50% for all of August, with a clearance rate of 53% on one weekend whilst the low point in early August was a 44% clearance rate.

Many of the properties that failed to sell on the day, went on to sell shortly thereafter demonstrating underlying buyer demand, even if conditions are not frenzied.

In market conditions like this that are a bit choppy, vendors need the right agent, the right strategy for their property and the right price. If any of these 3 points are not in place, the campaign could hit some form of turbulence.

What's Hot and What's Not

The upper end of the market is rewarding vendors the most, with stock in prestige homes still low, and buyer demand healthy.

Apartments with elevated strata fees and/or strata issues can take longer to sell, with demand noticeably off.

Buy and hold investors have still not entered the market, whereas much of the selling in the market is landlords selling out. This is slowly but surely shrinking the rental pool as migration numbers continue to climb, Builders, renovators and/or developers looking to buy, add value and on sell have increased in some markets.


There is a sense there may be some hidden value on offer for properties requiring work combined with a belief the market will be there at the end of the project to pay a good price.

The sense that inflation has peaked and mortgage rates could be on the way down in the New Year is clearly enticing 'value add buyers' into the market.



spring is
here

THE SEASON OF SELLING

- move before christmas
 - more buyers
 - warmer feel
 - better presentation
 - fast selling times
- 

Overall Performance

OUR CORE AREA



Suburb	Median Price	% Quarter Change
Kirrawee	\$1,585,000	+2.92%
Gymea	\$1,712,000	+0.35%
Gymea Bay	\$1,900,000	-2.56%
Grays Point	\$1,800,000	-0.55%



Suburb	Median Price	% Quarter Change
Kirrawee	\$820,000	+2.50%
Gymea	\$905,000	+0.56%
Gymea Bay	-	-
Grays Point	-	-



OVERALL PERFORMANCE



QUARTERLY RESULTS

OUR CORE AREA

Address	Bed	Bath	Car	Sold Price
6 Birunna Avenue	4	3	2	Not Disclosed
23 Bolaro Avenue	4	2	1	\$1,700,000
12 Campbell Street	4	1	3	\$2,000,000
11/11-15 Chapman Street	2	2	2	\$927,000
11A Dwyer Street	4	3	2	\$1,801,000
18 Dwyer Street	4	2	1	Not Disclosed
14 Garbala Road	3	1	-	\$1,625,000
149 Gymea Bay Road	2	1	1	Not Disclosed
19/78A Hotham Road	3	2	2	\$1,310,000
663 Kingsway	4	1	1	\$1,580,000
702A Kingsway	4	2	2	\$1,505,000
1/709 Kingsway	1	1	-	Not Disclosed
1/721-723 Kingsway	2	1	1	Not Disclosed
506/750 Kingsway	3	2	2	Not Disclosed
7/753-757 Kingsway	2	1	1	Not Disclosed
2/776-780 Kingsway	2	1	1	\$790,000
3/5-7 Koorabel Avenue	2	1	1	Not Disclosed
4/5-7 Koorabel Avenue	2	1	1	Not Disclosed
5/5-7 Koorabel Avenue	2	1	2	Not Disclosed
7/5-7 Koorabel Avenue	2	1	2	Not Disclosed
4/9-13 Koorabel Avenue	2	1	2	\$920,000
2/46 Manchester Road	3	2	2	Not Disclosed
8/48-50 Manchester Road	3	2	2	\$1,400,000
3 Marion Street	3	1	1	\$1,600,000
3/30-32 Marion Street	3	2	1	\$1,420,000
3/63 Milburn Road	4	3	2	\$1,600,000
9/6-8 Moani Avenue	2	1	1	\$745,000
22 North West Arm Road	5	4	1	\$1,845,000
114A North West Arm Road	4	3	-	Not Disclosed
5 Nyinya Avenue	3	2	1	\$1,500,000
4/11-13 Nyinya Avenue	3	2	2	\$1,360,000
25 Pines Parade	3	2	1	\$1,885,000
4/31-35 Premier Street	3	2	2	\$986,000
276A President Avenue	5	3	2	Not Disclosed
302 President Avenue	3	1	1	Not Disclosed
3/351-353 President Avenue	2	1	1	\$820,000

Address	Bed	Bath	Car	Sold Price
9 Rulwalla Place	3	2	2	\$1,700,000
10 Serpentine Road	4	1	1	\$1,487,000
14/34 Talara Road	1	1	1	\$655,000
3/42 Talara Road	2	2	1	\$1,050,000
16/42 Talara Road	2	2	1	Not Disclosed
8/45 Talara Road	3	1	1	\$700,000
4/58-64 Talara Road	2	1	2	\$940,000
11/76-78 Talara Road	2	1	1	\$720,000
300 The Boulevarde	3	1	1	\$1,610,000
2B Walker Avenue	4	2	-	Not Disclosed
2C Walker Avenue	4	2	-	Not Disclosed
9 Walker Avenue	5	3	2	Not Disclosed
9/1-9 Warburton Street	2	1	1	\$681,000
35/1-9 Warburton Street	2	1	1	\$746,050



Kirrawee

OUR CORE AREA

Address	Bed	Bath	Car	Sold Price
123 Auburn Street	2	1	1	\$1,150,000
125 Auburn Street	3	2	1	\$1,603,000
14/41 Bath Road	3	2	2	\$1,150,000
57/41 Bath Road	3	2	2	\$1,200,000
4/81 Bath Road	3	2	-	\$1,100,000
3/173 Bath Road	2	1	1	\$860,000
18B Bilga Street	3	3	-	\$2,200,000
18 Bligh Street	4	1	2	\$1,700,000
4 Chakola Place	3	2	1	Not Disclosed
1/12-14 Churchill Avenue	4	3	2	Not Disclosed
6/12-14 Churchill Avenue	4	3	2	Not Disclosed
16 Clements Parade	4	2	4	\$1,780,000
13/17-21 Clements Parade	3	2	2	\$1,320,000
11/27-29 Durbar Avenue	3	2	2	\$1,317,000
2/13-17 Durbar Avenue	3	2	3	\$1,350,000
223/31 Flora Street	1	1	1	\$741,000
301/35 Flora Street	2	2	1	\$874,000
6/59-61 Flora Street	2	1	1	\$730,000
23/63-65 Flora Street	2	1	1	\$780,000
7/72-78 Flora Street	3	3	1	\$1,281,000
298 Forest Road	4	3	2	Not Disclosed
380 Forest Road	3	2	1	Not Disclosed
3/404 Forest Road	3	2	2	Not Disclosed
7 Gilmore Avenue	3	1	2	\$1,750,000
1A Gore Avenue	3	2	2	\$1,555,000
49 Gore Avenue	5	2	2	\$1,960,000
30 Gundain Road	3	1	1	Not Disclosed
18 Johnston Avenue	5	2	2	\$1,801,000
54 Johnston Avenue	3	2	3	\$1,750,000
9 Kaloona Place	2	2	-	\$1,100,000
19 Kenneth Avenue	4	4	1	\$1,775,000
105/2 Kiln Road	2	2	1	Not Disclosed

Address	Bed	Bath	Car	Sold Price
207/4 Kiln Road	3	2	2	\$1,331,000
610/4 Kiln Road	3	2	-	\$1,200,000
1105/4 Kiln Road	2	2	1	\$952,888
20 Kirrawee Avenue	4	2	2	\$1,550,000
57 Mundakal Avenue	4	2	2	\$1,725,000
1/117 Oak Road	2	1	1	Not Disclosed
1/125-129 Oak Road	2	1	-	\$613,500
16/125-129 Oak Road	2	1	1	\$642,000
21/125-129 Oak Road	2	1	1	\$680,000
41/131-139 Oak Road	2	1	1	\$755,000
402 President Avenue	4	1	2	\$950,000
2/407 President Avenue	4	2	-	\$1,470,000
429 President Avenue	3	1	2	\$1,565,000
1/477-481 President Avenue	1	1	-	\$617,000
5/623 Princes Highway	3	1	2	\$938,000
8 Putland Close	3	1	1	\$1,670,000
15 Stirling Avenue	3	1	1	Not Disclosed
14/1 Tea Gardens Avenue	1	1	-	\$325,000
902/1 Village Place	3	2	2	\$1,250,588
113/6 Village Place	1	1	-	\$722,500
508/7 Village Place	2	2	1	\$890,000
504/8 Village Place	2	2	-	\$930,000
202/9 Village Place	1	1	1	\$637,000
205/9 Village Place	1	1	-	\$645,000
403/9 Village Place	2	2	-	\$840,000
220A/10 Village Place	1	1	-	\$686,000
11B Wanganui Road	4	3	2	Not Disclosed
1 Wannyl Road	4	2	2	\$1,595,000
7/117-119 Waratah Street	4	2	2	Not Disclosed
25 Wylie Street	3	1	1	Not Disclosed

CORE AREA RESULTS



QUARTERLY RESULTS



Grays Point

OUR CORE AREA

Address	Bed	Bath	Car	Sold Price
2/52 Budyan Road	4	2	1	Not Disclosed
66 Budyan Road	4	1	2	\$1,650,000
191 North West Arm Road	3	3	2	\$1,700,000
118 Peninsular Road	4	2	-	\$1,500,000



Gymea Bay

OUR CORE AREA

Address	Bed	Bath	Car	Sold Price
88 Alkaringa Road	3	2	1	Not Disclosed
8 Avenel Road	4	1	-	Not Disclosed
9 Ballar Avenue	3	1	2	\$1,805,000
44 Ballar Avenue	3	1	-	Not Disclosed
46 Ballar Avenue	3	1	1	Not Disclosed
5 Blue Gum Avenue	4	3	-	\$1,930,000
12 Blue Gum Avenue	3	3	1	\$2,110,000
74A Bunarba Road	4	3	2	\$1,820,000
118 Coonong Road	5	3	1	Not Disclosed
122 Coonong Road	3	2	2	\$1,840,000
12 Coopernook Avenue	4	3	2	\$2,450,000
15 Dents Place	4	2	2	\$1,650,000
49 First Avenue	3	1	1	\$1,750,000
30 Greygum Place	4	3	2	Not Disclosed
3/190 Gymea Bay Road	3	2	2	Not Disclosed
220 Gymea Bay Road	3	1	-	\$1,570,000
4/242 Gymea Bay Road	3	2	2	\$1,450,000
9/242 Gymea Bay Road	3	2	2	\$1,490,000
275 Gymea Bay Road	3	1	2	Not Disclosed
294 Gymea Bay Road	4	2	2	\$1,900,000
295 Gymea Bay Road	5	3	2	\$2,610,000
13 June Place	4	3	1	\$1,790,000
30 Marina Crescent	5	3	2	Not Disclosed
31 Marina Crescent	6	2	2	Not Disclosed
23 Nabiac Avenue	2	1	2	Not Disclosed

SUDOKU



QUARTERLY RESULTS

SUDOKU

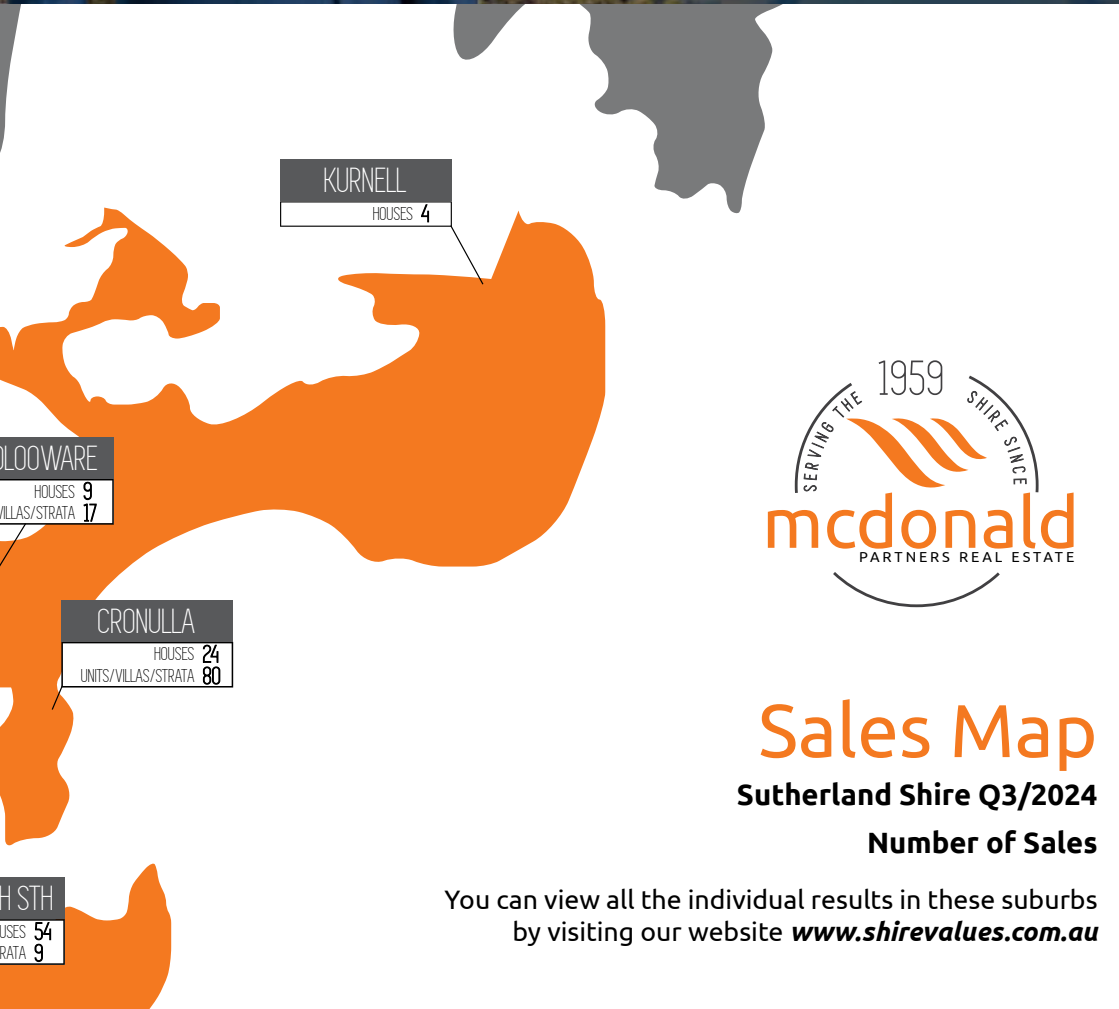
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Dino Salvatore
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Sales Map

Sutherland Shire Q3/2024
Number of Sales

You can view all the individual results in these suburbs
by visiting our website www.shirevalues.com.au

ONE CAMPAIGN, TWO DEADLINES

The most common reason a pre-auction bid is accepted is because the agent and the vendor collectively deem the offer to be so strong, they don't want to risk losing the enticing bid and potentially sell for less later. Quite simply, they are not convinced a higher price could be achieved at the auction and they are probably correct in that assessment.

Given the underbidder's best price ultimately governs the height at which a public auction can and will reach, standout bids are always looked upon favourably during an auction campaign.

Buyers Perspective

Whilst this all seems plausible from a selling perspective it is worth looking at the situation from the buyer's perspective.

All auction campaigns commence with an advertised time, date and venue for the public auction. Some buyers will adhere to the proposed auction program while some buyers will look to circumvent the auction and attempt to purchase the property prior to the public auction.

If a standout and acceptable offer is made pre-auction, the agent is likely to quickly communicate to all others buyers the property will now be "Sold Prior to Auction". Hence, there is now a new deadline for the sale. Where the vendors see a standout offer pre-auction, interested buyers readying themselves to bid, see a public deadline that is suddenly replaced with a new, earlier deadline.

In the blink of a SMS text message from the selling agent, the deadline and date for the

public auction is replaced by a much earlier, unexpected deadline. Suddenly, the one sales campaign has 2 deadlines. One deadline was prompted publicly in the advertising and an earlier deadline is now being privately communicated to the interested buyers, by the selling agent. Confusion reigns.

The Risks in Setting a Deadline

In fairness, the decision of whether it is advisable to accept a pre-auction bid or run with the original auction program is contextual and varies from campaign to campaign. Therefore, there is not one simple and correct answer as to how a vendor should react at this juncture.

An agent should always do their best at this point to guide their vendor to the best result.

Having two deadlines in the one campaign is confusing and frustrating for the buyers.

From a vendor's perspective, being tangled up by multiple deadlines is easily avoidable – set one deadline and only do so once the agent has created genuine buyer interest in your property.

Advertising a deadline on day one of a sales campaign is a massive mistake, which is exactly what happens in most auction campaigns.

The vendor inadvertently puts a deadline on themselves before they know "who" or "how many" buyers are interested in their property.

Agents often advise vendors that a deadline pressures buyers to act, hence the wisdom in an auction campaign with a deadline. Once

Based on an article by Peter O'Malley of Harris Partners Real Estate

the property is launched on to the market with a public deadline, the pressure rests with the vendors until and unless sufficient buyer interest builds.

Buyers have 3 stages where they can potentially bid on a property that is scheduled for auction:

- Before the auction day,

- At the auction or

- After the auction, if it has passed in

Because the vendor's deadline is promoted so publicly in the marketplace during an auction campaign, buyers will formulate their own strategies as to how they deal with the deadline.

Deadline Solution

A vendor's deadline should be flexible depending on the buyer response. Only set the deadline once you are satisfied the agent has generated sufficient buyer interest in the

property. In some campaigns, particularly for houses, the campaign can peak in as few as 14 days.

Apartments may take up to 5 or 6 weeks for the buyer interest to climax. If you avoid commencing the campaign with a deadline, a vendor still reserves the right to set a deadline at the appropriate stage of the campaign. The vendor can opt to either keep the selling period open longer, to allow interest to build or set a sharper deadline due to excessive buyer demand.

The right time to set a deadline is when genuine buyers are actively looking to buy your property. At this point, the campaign has only one deadline and the interested buyers make their best offer to buy or they don't. Crystal clear.

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