

# PROPERTY NEWS

Ideas to help you when you're buying, selling or renting

# \$130,000 VENDOR BONUS

**Sold At A Premium After Another Agent Failed**



**AFTER** a high profile agency had failed to sell this property at auction with a \$1.05m price guide, and subsequently failed with a market listing at \$1.045, the last thing the owner was expecting from his new agency was a campaign listing it for sale for offers above \$1.1m.

Just two weeks later Balmain Realty advised the delighted owner that they had sold his waterfront Balmain Shores apartment at 203/31 Margaret Street, Rozelle for \$1.17m - \$130,000 above any previous offer.

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**INSIDE: \$300,000 Profit In The Union's First Re-Sale**

**balmainrealty.com 9818 8888**

BALMAIN Realty

## LETTER FROM THE PRINCIPAL

Dear Readers,

Real estate is again proving itself a powerful investment. In the last 12 months it has created excellent gains for mums and dads who simply had not realised how much their homes had increased in value.

Some are using their equity to help their children gain a foothold in the property market. Others are using it to buy an investment property.

There's yet another segment, those selling up, taking the money and using it to down size as well as buy a unit or a house to rent out.

Right now, with the lowest interest rates in 60 years, your alternatives are many. If you can't decide which is the best option for you, feel free to contact us for obligation free advice.

Kind Regards,

**Scott Robertson**  
Principal



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# Location, Location For Just \$400,000



**Young couples and investors alike have been drawn quickly to a Paul St, Balmain East studio apartment just listed by Balmain Realty's Kurt Marlowe.**

"It's not just the location, superb as that may be, that is appealing to buyers," Kurt said.

"Unit 3/22-26 Paul Street, ticks more boxes than that.

"New carpets and paint throughout are big pluses to both investors and those on a budget because they mean that the property can be utilised immediately.

"Add to that the fact that it is in a boutique security block with parking and low strata fees and it is obvious that it will not last long, particularly not at the \$400,000 starting price."

Unusually, the studio is large enough to accommodate the addition of a wall to create a separate bedroom area - a small outlay that would immediately increase its potential rental return.

Kurt said that experienced property investors had been quick to realise the studio would rarely be

unleased, positioned as it is at the end of the peninsula only a block from the Balmain East Ferry Wharf in one direction and just a short stroll from Darling Street's eclectic mix of bars, cafes, restaurants & pubs.

It is also just a few seconds walk from Thornton Park & Illoura Reserve.

Property features include a bathroom with both bathtub and shower, shared laundry facilities and on-site parking.

Kurt said investors are keenly aware units are yet to catch up to home values and thus represent extraordinary investment value.

He said of particular appeal was the higher rental yield of units.

RP Data's most recent CoreLogic Daily Home Value Index Results for September show Sydney units have a 4.5% rental yield compared to 3.6% for houses.

To arrange and inspection of 3/22-26 Paul Street, Balmain East, contact Balmain Realty on 9818 8888, but you will need to be quick as units like this simply do not last in the current market.



**Balmain Realty has secured one of its clients a healthy \$300,000 profit in just 12 months by recording the first re-sale of a unit with the \$200m the Union Balmain development.**

The record sale was achieved in mere weeks to a buyer registered on the agency's own extensive database

A three-stage development by the Anka Property Group, Union Balmain is not scheduled for completion until mid next year.

Stage One of the development, 112 properties, sold out of the plan in just two hours last year with apartments ranging from \$625,000 to \$1.095m selling at a rate of almost one a minute, forcing to developers to bring the release of Stage II forward a month.

Featuring harbour outlooks and a large, planned rooftop garden, the Union is being constructed on a former industrial site.

Balmain Realty Principal, Scott Robertson, said that both vendor and buyer were delighted with the first re-sale.

"Naturally our vendors were ecstatic that we had returned them such a large profit so quickly," Scott said.

"But likewise, our buyer was happy that she had found a property she was after so soon after registering on our database."

Scott said many of Balmain Realty's clients, particularly vendors, were initially surprised to discover



how many sales were achieved this way without actually going to market with traditional advertising.

"A powerful and continuously updated database of sellers and buyers is the mark of a pro-active agency.

"It is also indicative of the agency's local market strength and effectiveness.

**To find out more about databasae marketing contact Scott Robertson on 9818 8888.**



**Rozelle is recovering from an estimated \$1.5 million loss to its economy thanks to the wider Sydney community backing fundraising for businesses most affected. Balmain's Rozelle Community Bank (Bendigo Bank) made it possible to donate online and also in person at their branch. Local shops are accepting coin donations and on September 21 500 people were attracted to the Rozelle Fire Appeal fund-raiser featuring Diesel and The Pigs.**

## Want to sell your property then we are here to help

Our sales team are committed to helping you sell your investment and obtain the best possible return. For an obligation free appraisal to see how we can help you sell contact the Balmain Realty team at either our Balmain or Rozelle office.

BALMAIN Realty

**Call us today on 9818 8888**



# \$130,000 Vendor Bonus In 2 Weeks

Continued From P.1

Balmain Realty's rapid sale of the waterfront apartment was achieved via the agency's investor database.

They have an extensive database specific to the local area that has been compiled over many years via their two office locations on the Balmain peninsula coupled with unique sales channels.

Positioned on the absolute waterfront of 'Balmain Shores' and taking in intimate harbour views from every room the apartment features an over sized 23sq.m covered entertainer's balcony, open plan living and dining area flowing seamlessly onto the balcony, ducted air-conditioning and a gourmet kitchen with wrap around benchtops, a pull out pantry and stainless appliances with gas cooktop, rangehood & dishwasher.

It has two bathrooms and two bedrooms, a separate internal laundry and a secure under cover car space with a level walk into the apartment.



## Balmain Peninsula Recent Sales

ADDRESS	DETAILS	SALE DATE	SALE PRICE
<b>BALMAIN</b>			
478 Darling Street	3/1/1	3rd September	\$1,171,000
340C/23 Colgate Avenue	3/2/2	4th September	\$1,650,000
32 Harris Street	3/1/0	4th September	Not Disclosed
203/22 Colgate Avenue	3/2/2	6th September	\$1,823,000
1/7 Roseberry Street	1/1/1	6th September	Not Disclosed
17 Terry Street	4/2/0	6th September	\$2,175,000
27 Birchgrove Road	2/1/0	11th September	Not Disclosed
14/77-85 Palmer Street	2/2/1	12th September	\$852,000
54 Beattie Street,	4/2/1	13th September	\$1,920,000
40/22 Buchanan Street	1/1/1	13th September	Not Disclosed
P115/22 Colgate Avenue	1/1/1	13th September	\$710,000
98/2-18 Buchanan Street	3/2/1	15th September	\$910,000
10 College Street	4/3/0	20th September	\$1,830,000
4 James Street	4/2/1	20th September	\$2,500,000
46B Llewellyn Street	3/2/1	20th September	\$1,730,000
10 Reynolds Street	3/1/0	20th September	\$1,363,000
10 Terry Street	3/2/0	20th September	Not Disclosed
P502/22 Colgate Avenue	3/2/1	23rd September	Not Disclosed
11/7-9 Birchgrove Road	1/1/1	24th September	Not Disclosed
99 Mullens Street	3/2/0	26th September	\$1,220,000
175 Beattie Street	2/1/0	27th September	\$1,095,000
<b>BALMAIN EAST</b>			
9/3 Gallimore Avenue	2/1/1	6th September	\$1,270,000
3 James Lane	2/1/0	20th September	\$2,680,000
<b>BIRCHGROVE</b>			
60 Phillip Street	2/1/1	13th September	\$1,227,000
12/31 Church Street	2/1/1	25th September	\$805,000
82 Louisa Road	5/3/2	27th September	Not Disclosed
56 Church Street	5/2/1	29th September	Not Disclosed
<b>ROZELLE</b>			
22 Merton Street	4/2/0	2nd September	\$1,595,000
309/43 Terry Street	1+ / 1/1	4th September	\$760,000
43 Mackenzie Street	4/2/0	4th September	\$1,530,000
A307/120 Terry Street	2/2/1	4th September	\$1,380,000
4 Coulon Street	3/1/0	6th September	Not Disclosed
601/30 Warayama Place	2/2/2	6th September	\$1,160,000
3 Moore Lane	2/1/0	11th September	\$1,033,000
201/41 Terry Street	1/1/1	25th September	\$532,100
147/5 Wulumay Close	3/2/2	26th September	\$1,800,000

## Want to rent your property?

Our Property Management staff are committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property contact the Balmain Realty team and we'll look after you.

BALMAIN Realty

Call us today on 9818 8888



**LEASED - Record Price**