

## North Manly – Aug 2011

### Quick & Easy

How many properties have been sold in North Manly during the past three months?

**7**

How many properties are for sale in North Manly today?

**15**

What was the highest sales price in North Manly during the past three months?

**\$990,000**

What was the lowest sales price in North Manly during the past three months?

**\$418,000**

What was the median house sale price in North Manly during the past three months?

**\$892,500**

What street had the most sales during the past three months?

**Thomas St & Pittwater Road**

# Insights & Perspectives

Capital city values have been falling by -2% over the past year, with a reduction of -0.9% seasonally adjusted over the 3 months to June. This month capital city values have decreased by -0.2%.

“The modest overall decline in national dwelling values conceals considerable variation across the capital cities. For example, whereas Brisbane and Perth home values are down 6.3 percent and 4.7 percent, respectively, over the last twelve months, property values in Sydney are up 0.5%” states the RP Data-Rismark Hedonic Home Value Index. Sydney values changed by -0.2% seasonally adjusted for both June and the Quarter.

North Manly has had another slow quarter in sale numbers with just 7 properties sold in the past 3 months. From January 1st to July 31st of 2011 there has been just 20 properties sold, compared with 38 for the same period last year. The number of properties on the market has also increased from 10 on the 2nd of May to 15 today (2/8/11) indicating there is more supply than demand. The median price for the quarter to July is \$892,500 however there were just 5 houses considered, reducing the value of this statistic.

As previously stated, quieter markets are easier times to move. Once you have sold your home, it is far easier to purchase the next, and you can often afford better properties than during boom times. Any time taken to find a new home will mean properties become more affordable.

To discuss any aspect of these insights & perspectives please call Chris Shepherd on 0413 974 594

# Maintenance & Preparation

## Buy or sell first?

A common question I get asked is if you should sell or buy first. This is a tricky situation as there are pro's and con's for both. There are certain strategies that will allow you to get the best of both worlds, two of which are the delayed settlement strategy & the one button launch strategy.

### Pro's of buying first

- You have a home to move to, ensuring you do not have to move twice.
- You can spend all the time you need in finding your next home.

### Pro's of selling first

- You know for certain where your current property value stands.
- Sudden market turnarounds will not put you into a nasty situation.
- You won't run the risk of expensive bridging finance.
- You can wait until you are happy with the price offered on your current home.

Reduce the risk – do both in parallel.

### Delayed settlement strategy

The delayed settlement strategy can be undertaken during negotiations. Essentially you ask the buyers for extended time between exchange (when the contracts are signed) and settlement (when the money and ownership are swapped). Often we negotiate up to a 12 week settlement for our clients, allowing them 6 weeks to find a suitable property.

### One button launch strategy

The one button launch strategy is when you prepare everything for sale, getting contracts, photos and the marketing prepared and then don't release the property to market. You then wait until you have found a suitable property and release yours to the public market. If the marketing is done well, you are likely to receive an offer within a week or two. This makes it less likely your dream home will sell in the time it takes to sell yours. You can also start negotiations as buyers become interested in your property. If the home you're looking for does sell, you can always decide not to sell or revert to the delayed settlement strategy.

My personal preference would be to sell first as I cannot stand the idea of giving the “greedy banks” any more money than they already get (bridging finance is an expensive thing!) I also like to play it safe with such large sums of capital, and know markets can turn overnight (think 911). By using one of the parallel methods above you can minimise the risk of the dreaded double move, while still playing it safe!

If you'd like more information about the two strategies above please give me a call for a quick chat. *Written by Chris Shepherd 0413 974 594*



# Contents

## Special Interest Articles

Insights & Perspectives 2

Maintenance & Preparation 2

Done & Dusted 3

Statistics & Graphs 4

## Individual Highlights

Quick & Easy 1

Current & Purchasable 2

Create & Consume 3

Lease & Manage 4

# Lifestyle & Training

**Importance of water!** Water is your body's most important nutrient, it is involved in every bodily function, and makes up 70-75% of your total body weight. Water helps you maintain body temperature, metabolize body fat, aids in digestion, lubricates and cushions organs, joints, muscles, transports nutrients, and flushes toxins from your body. Your blood is approximately 90% water and is responsible for transporting nutrients and energy to muscles and for taking waste from tissues. The brain is made up of about 85% water.

Water carries **life energy** - **water is your lifeline!**

**If you are not getting enough water!** Your body will react by pulling it from other places, including your blood. This causes the closing of some smaller vessels (capillaries), making your blood thicker, more susceptible to clotting, and harder to pump through your system. This can have serious implications in hypertension, high cholesterol, and heart disease. Recent studies have also linked the lack of water to headaches, arthritis, heartburn, digestion problems, posture issues and muscle tightness.

Water in coffee, tea, juice, soft drinks and even alcoholic beverages do not count as water, and they also contain chemicals and additives harmful to your body. These are not substitutes for water and they do not hydrate and cleanse your body like pure water. With water pollution on the rise, it's the best to drink filtered or bottled water whenever possible.

**Petr Pavlov**  
Holistic Life Style Coach  
and Personal Trainer  
+614 03 478 250  
pppavlov@hotmail.com





## Done & Dusted

The following properties have sold in North Manly over the past 3 months;

Address	Sale Date	Sale Price	Summary
90 William St	14/07/2011	\$892,500	3bed, 2bath, 3car House
12/7 Western Ave	12/07/2011	\$547,777	2bed, 1bath, 1car Unit
41a Corrie Rd	08/06/2011	\$820,000	3bed, 1bath, 1car House
8/556 Pittwater Rd	04/06/2011	\$990,000	3bed, 3bath, 2car House
37 Thomas St	26/05/2011	\$970,000	3bed, 1bath, 1car House
56 Thomas St	13/05/2011	\$860,000	Private Sale
5/424 Pittwater Rd	03/05/2011	\$418,200	2bed, 1bath, 1car Unit

## Create & Consume

### Chocolate self saucing pudding

#### Ingredients (Serves 6)

- 1 cup (125g) self-raising flour
- ¾ cup (185g) caster sugar
- 2 Tbsp cocoa powder
- ½ cup (125ml) milk
- 1 tsp vanilla essence
- 35g butter melted

#### For the sauce

- ¾ cup (125g) firmly packed brown sugar
- ¼ cup (30g) cocoa powder
- 1¾ cups (430ml) hot water

#### Method

1. Preheat the oven to 180 degrees C.
2. Grease an ovenproof dish, I use a glass casserole dish around 2 litres.
3. Sift flour, sugar and cocoa into a large mixing bowl.
4. Add combined milk butter and vanilla essence and stir until smooth. Pour mixture into baking dish.
5. Sift combined brown sugar and extra cocoa evenly over the top of the pudding mix.
6. Gently pour the water over the pudding, using a spoon to break the flow.
7. Transfer to oven and bake for approx 50mins.
8. Serve hot from the oven and dust with icing sugar if desired, enjoy!

**Thanks to Aimee for this recipe! Have a recipe you love? Mail or Email it to be included.**



90 William St



12/7 Western Ave



41a Corrie Rd



8/556 Pittwater Rd



37 Thomas St



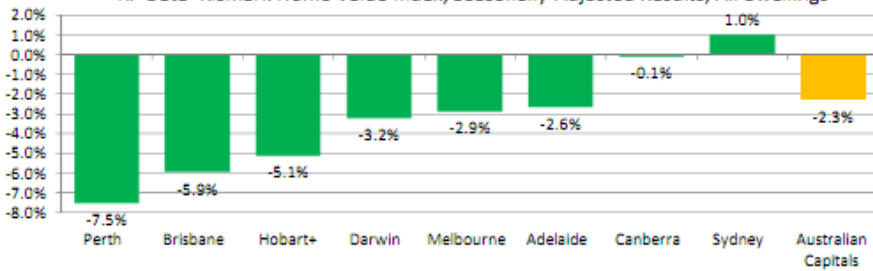
5/424 Pittwater Rd

Information sourced from realestate.com.au, rpdata and inquiry to agents. While all care has been taken in sourcing information Richardson & Wrench makes no warranty to its accuracy.

# Statistics & Graphs

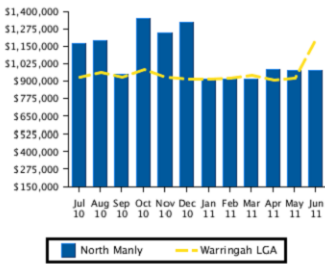
## Annual change in dwelling values, year ending May 2011

RP Data-Rismark Home Value Index, Seasonally-Adjusted Results, All dwellings

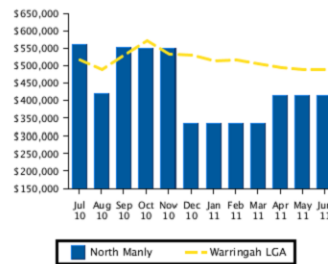


Source: RP Data-Rismark, + Hobart data to April 2011

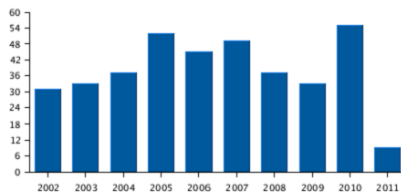
### Recent Median House Prices



### Recent Median Unit Prices



### House Sales Per Annum



**Richardson & Wrench**  
Freshwater/Manly

48 Lawrence Street, Freshwater

**Chris Shepherd**

Mobile 0413 974 594

[chris.shepherd@rwfm.com.au](mailto:chris.shepherd@rwfm.com.au)

[www.twitter.com/ChrisAShepherd](https://www.twitter.com/ChrisAShepherd)

Are you subscribed? If not visit;  
[www.tinyurl.com/Freshwater](http://www.tinyurl.com/Freshwater)  
to receive Sales&Statistics as it comes out

[www.rwfm.com.au](http://www.rwfm.com.au)



## Lease & Manage

Properties Advertised	Median per week	Average per week	Highest per week	Lowest per week	Vacancy Rate <sup>3</sup>	Our Vacancy <sup>1</sup>	Current Yield <sup>2</sup>
20	\$587	\$682	\$1,650	\$350	1.3%	1.25%	4.4%

Address	First Listed	Days On Market	Ad Price	Summary	Pic
23/480 Pittwater Rd	23/06/11	6	\$350 p/w	1 bed, 1 bath, 1 car	1
15 Wattle Rd	20/05/11	33	\$580 p/w	2 bed, 1 bath, 1 car	2
1 Lakeside Cres	17/03/11	90	\$1,650 p/w	4 bed, 2 bath, 2 car	3



Information sourced from realestate.com.au, Australian Property Monitors, rpdata and inquiry to agents. While all care has been taken in sourcing information Richardson & Wrench makes no warranty to its accuracy. <sup>1</sup>REINSW June 2011 Survey <sup>2</sup>Source rpData-Rismark Results 29/7/2011 House