

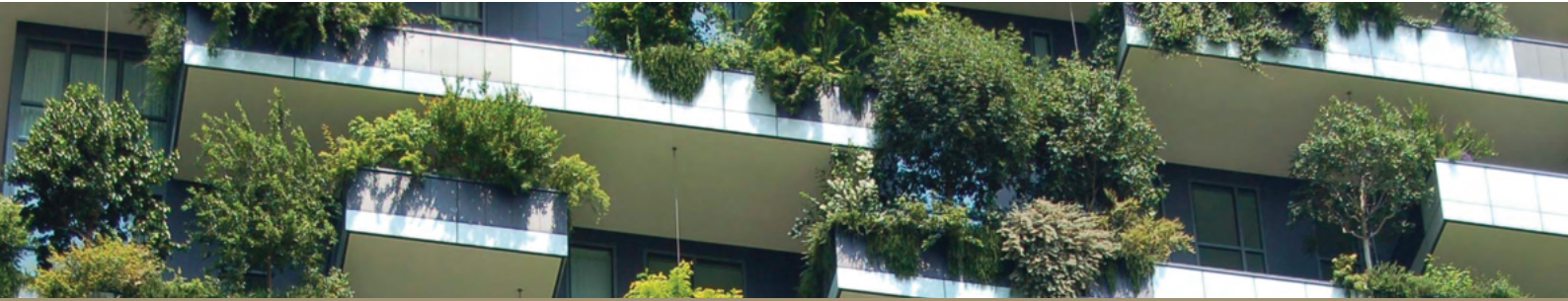
AUTUMN 2022

INVESTOR MARKET REPORT



CENTURY 21[®]

Realty One



CENTURY 21 MENAI | ELECTION YEAR



The election is almost upon us and the borders have opened up.

We have seen an influx of properties come onto the sale market which, coupled with the impending election has led to some of the heat retracting.

Properties are still selling quickly but the frenzy that we saw in the last quarter of 2021 has definitely left for now

I am seeing investors come back into the market which will assist with the rental stock levels and prices.

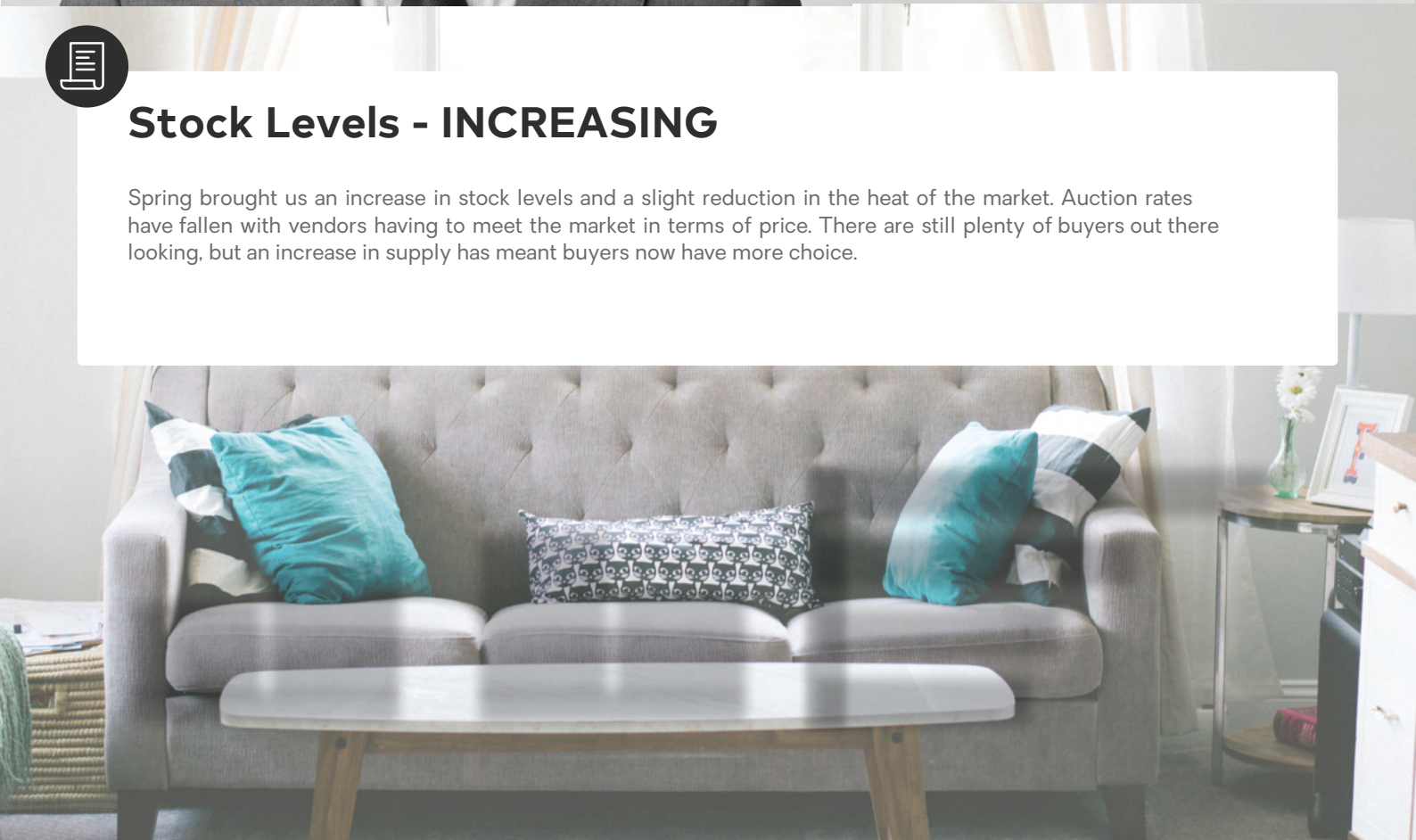
If you're thinking of investing please reach out as we would love to assist

Brendon



Stock Levels - INCREASING

Spring brought us an increase in stock levels and a slight reduction in the heat of the market. Auction rates have fallen with vendors having to meet the market in terms of price. There are still plenty of buyers out there looking, but an increase in supply has meant buyers now have more choice.



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TOP THREE THINGS TO KNOW WHEN INVESTING IN THE AREA



Timing

The heat in the market has softened slightly. If you are thinking of investing or are a first home buyer then now is the time.



Types of Property Available

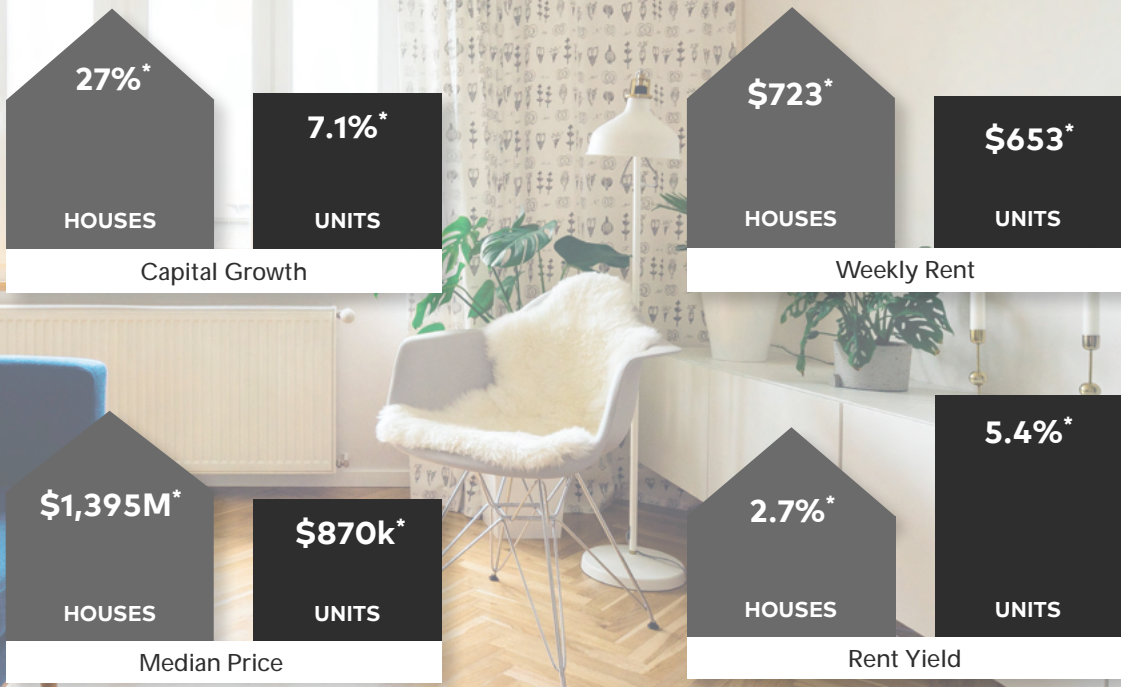
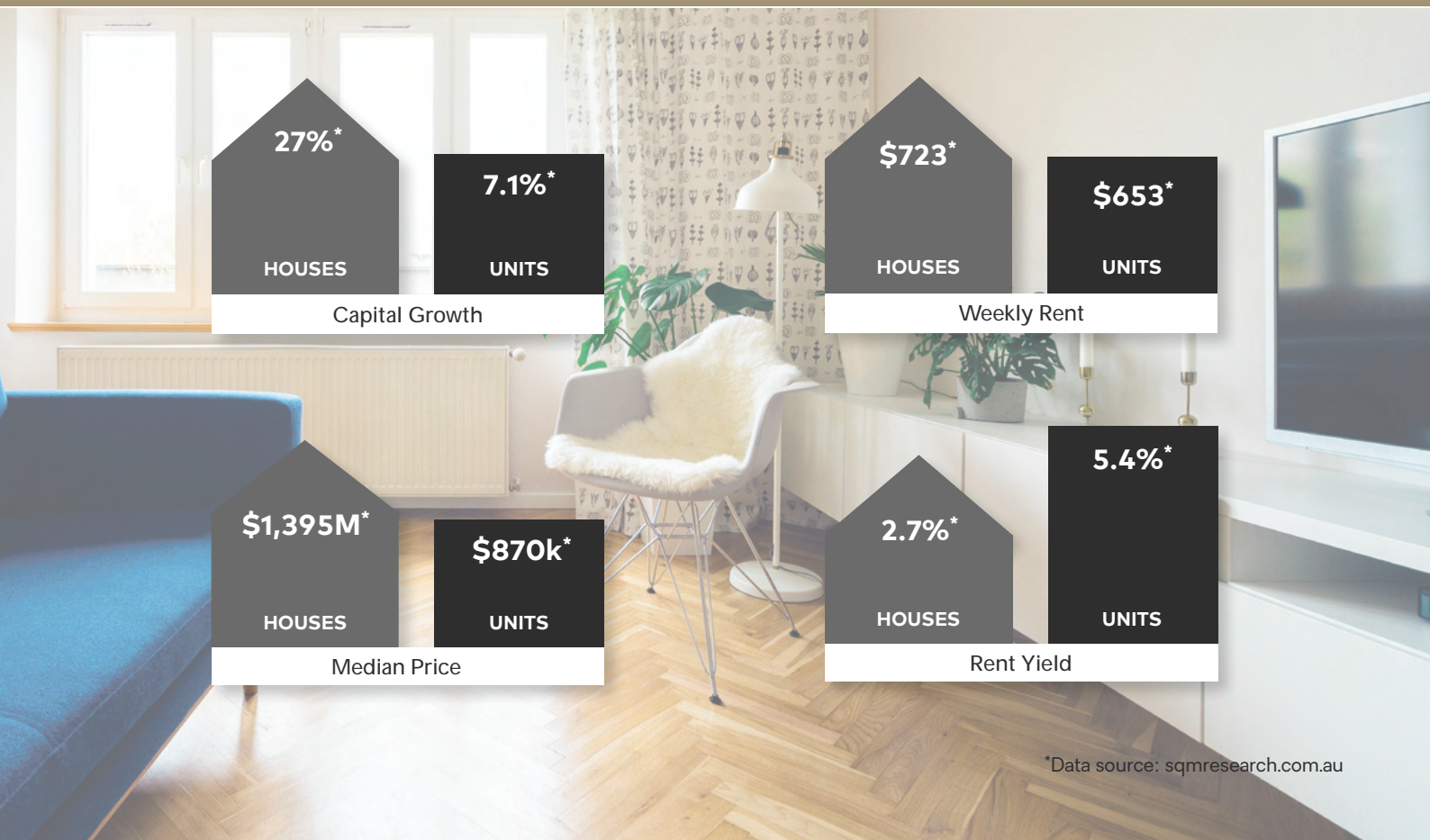
Stock levels have shifted. In 2234 we have 45 properties for sale and 11 for lease.



Vacancy Rate

Vacancy rate is 0.4%, which is down from this time last year. The market continues to be extremely tight for rental properties with many properties leasing off market and above market rent. I feel this is only going to get worse as the borders have opened up.

INCREASE IN VALUE (last 12 mths) AND RETURN ON INVESTMENT



*Data source: sqmresearch.com.au

WHAT YOU SAY ABOUT US...



BRENDON KING
BDM & Property Consultant

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“ Katelyn & Brendon were simply amazing! From Inspection, application and move in they were brilliant!! Their ability to get everything done during such difficult times made the whole process so stress free and simple for myself cannot thank them enough for going above and beyond Highly recommend the team at Century 21 Menai

BRETT
Tenant, Illawong

“ Brendon King from Century 21 Realty Menai was a standout from Day One. Brendon went above and beyond to get us the best possible outcome and never delayed on springing to action. He always kept us in the loop and outlined everything to make it as simple as possible which was extremely important to us as first home buyers. We would recommend Brendon and C21 Reality to anyone in the area.

OLIVIA
Landlord, Illawong

“ From day one Century 21 were professional, knowledgeable, honest and friendly. I thought that transitioning from owner occupier to landlord would be stressful however Century 21 could not have made it more simple. A big thank you to both Brendon and Katelyn.

SAMANTHA
Landlord, Menai