

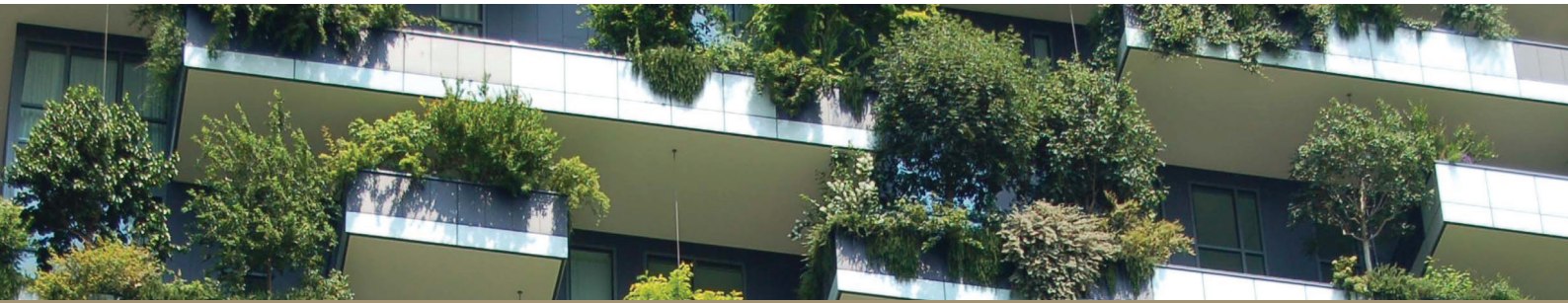
AUTUMN 2021

INVESTOR MARKET REPORT



CENTURY 21[®]

Realty One



CENTURY 21 MENAI | INVESTOR MARKET - NOW IS THE TIME!!



'COVID-19 the gift that keeps on giving.

The sales market in the Sutherland Shire has been going crazy in the past 3 months. A shortage of stock has seen a return to an 'Auction Market' with strong bidding. COVID has made a lot of people question what is important to them and with less social spending and more people staying at home people are looking to up-size their property requirements. This has also been seen across the rental market with stock levels staying low and days on market low.

Don't delay buying or investing.

Brendon

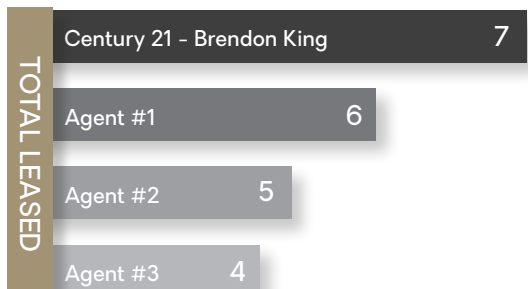
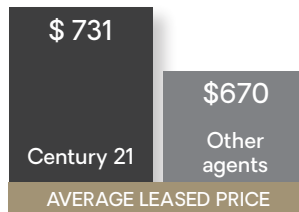
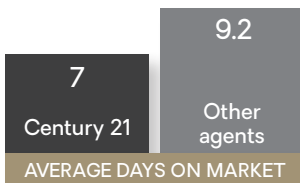


Interest Rates - Hold

With interest rates at an all time historic low of 0.10% what does the property market hold for 2021? Some experts are tipping for growth of about 8%. We are definitely seeing that the low interest rates combined with COVID savings & less spending has lead to a surge in buyer activity and great results for vendors



Market Statistics



* Disclaimer: Data source: realinsights.com.au

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TOP THREE THINGS TO KNOW WHEN INVESTING IN THE AREA



Timing

With interest rates at an all time low & the market impacts from COVID-19. Now is the best time to be investing. The rental market is still strong with houses leasing very quickly.



Types of Property Available

Over the past 3 months we are seeing that tenants have reassessed what is important to them. Due to COVID tenants are spending more time at home and are updating their property requirements to suit. We are seeing that the days on market for units is really stretching out with some landlords having to reduce rents of up to 5%.



Vacancy Rate

Vacancy rate is 1.3% which is higher compared with this time last year when it was 0.7%. We are now seeing demand soften and days on market increase.

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



*Data source: sqmresearch.com.au

WHAT YOU SAY ABOUT US...



BRENDON KING
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“ I have never dealt with such a professional, accessible and hard working team. I felt really looked after by Brendon & the team. He guided me with my investment and helped me find the perfect tenant for my property.

ZEINA
Landlord, Sutherland

“ Brendon was easy to talk to, he made everything about renting our property easy for us. He worked quickly, communicated well & was professional in every way.

KATE BUCHANAN
Landlord, Sutherland

“ Thanks Brendon, it was a pleasure dealing with you. You made me feel at ease, someone I could trust. I was heard, understood and my needs cared for. It was refreshing dealing with someone who took all my many questions serious and provided clear answers in timely manners. Was honest enough to say, “I don't know but I will find out” and provided the answer within 24 hours.

Landlord, Menai

“ Brendon and the team at Century 21...were attentive to our requirements and worked very quickly to have our house listed and leased in a short time-frame.

DANIEL BARRETT
Landlord, Menai