

# CENTURY 21<sup>®</sup>

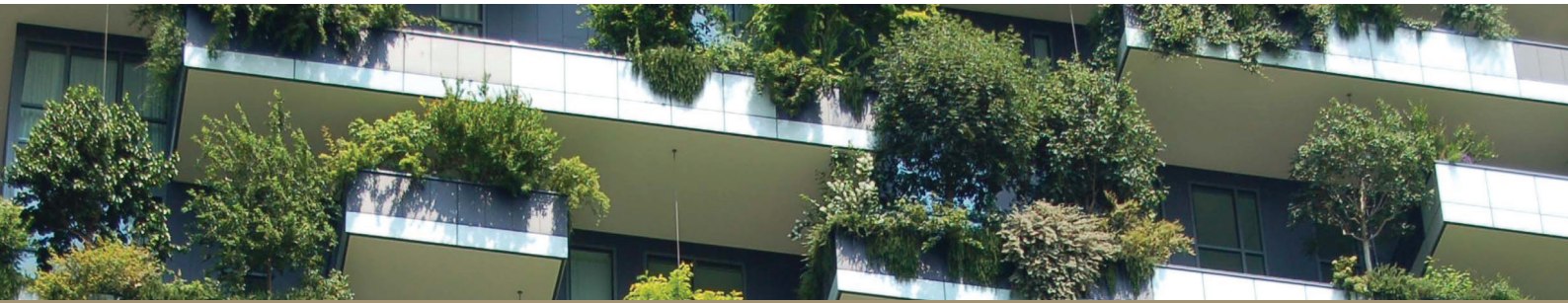
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## INVESTOR MARKET REPORT | SUMMER 2021



# CENTURY 21®

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## 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 quite aggressive the last couple of months with the market continuing to move forward with great sales results. A shortage of stock has seen a return to an Auction Market with strong spirited bidding. The rental market has also seen low stock levels with properties being leased off market often above market price.

Brendon King

Brendon

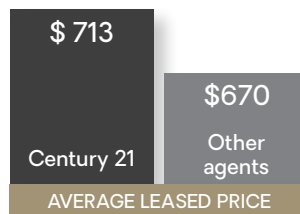
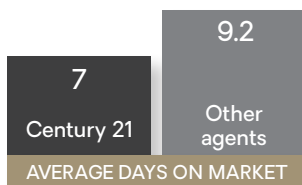


## Christmas has come early

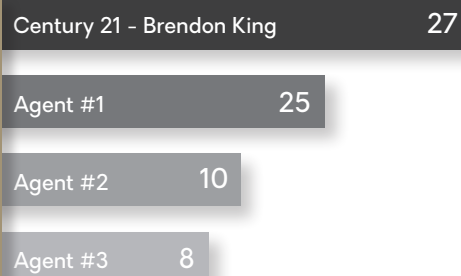
With interest rates at an all time historic low of 0.10% and the continued falling of infection rates it would seem that Christmas has come early. The low stock levels has also seen a recent flurry of sales with some excellent results.



## Market Statistics



TOTAL LEASED



\* Disclaimer: Data source: realinsights.com.au

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## TOP THREE THINGS TO KNOW WHEN INVESTING IN THE AREA



### Timing

With Christmas fast approaching, stock levels & days on market increasing landlords need to be strategic with pricing to ensure their property is not sitting vacant over the Christmas break. Contact me today if you need help with seeing your property leased.



### Types of Property Available

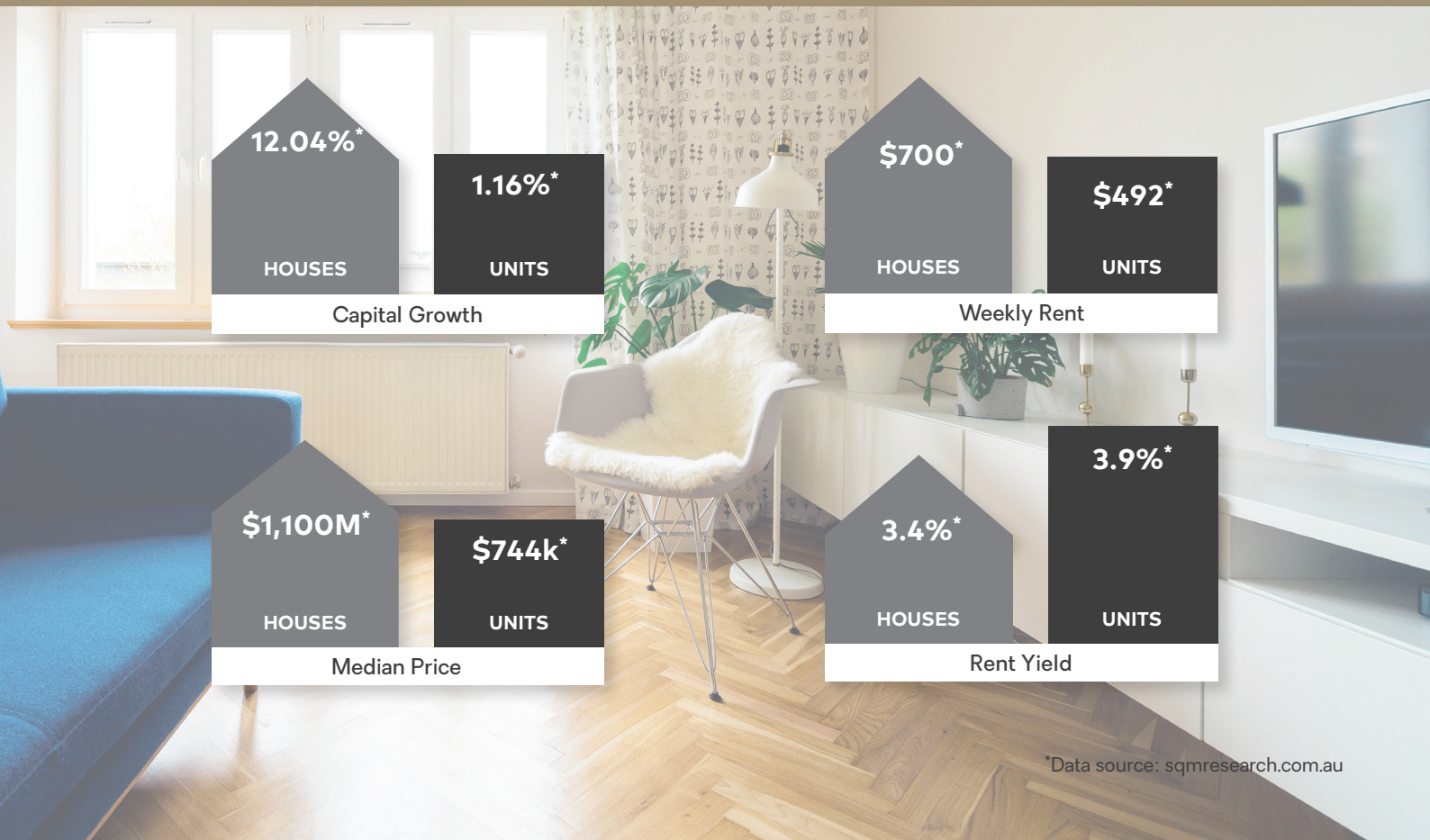
Market conditions for Landlords over the past 3 months across the whole Sutherland Shire have been exceptional. With demand high and stock levels low levels we have been leasing properties off market and achieving great rental returns often above market price. The market has now shifted with stock levels almost tripling.



### Vacancy Rate

Vacancy rate is 0.3% which is lower compared with this time last year when it was 1.1% 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**  
BDM & Property Consultant

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t | 0406 111 150

“

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.

MARY-ANN FLICK  
Landlord, Sutherland

“

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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