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## BEDFORD – INGLEWOOD SNAPSHOT

Hello and welcome to our latest edition and last one before the current financial year draws to a close. There are still plenty of fantastic opportunities for buyers and sellers and sales should be strong and potentially gain momentum as the close of the new financial year and beginning of the new approaches, especially for those looking to consolidate an investment position. What we have seen is a market where buyers have been particular in choosing property and one of the tightest selling markets for some time will ensure this continues into the immediate future.

The key question in the current market that will determine underlying success is whether or not the property that is being offered for sale is in DEMAND? There has been a consistent trend in our area over the past few months that has shown demand for various types of property, but not all. Expectations play a major role in ensuring success in market and if you are considering selling, now could be the perfect time to discuss whether or not your property or the market will perform and meet expectations for both buyer and seller alike. It is still a good time to move and property is still selling, so talk to us today if you would like to discuss your property needs in the area further.

We hope you find this edition of our report useful and informative, and we welcome any questions you may have regarding the real estate market.

### BEDFORD STATS

January 2011 to April 2011 Results

Sold 8 - For Sale (approx today) - 36

Highest Sale Price - H \$710k Group \$692k

Lowest Sale Price - H \$499k Group \$570k

Average days on market 70

### INGLEWOOD STATS

January 2011 to April 2011 Results

Sold 17 - For Sale (approx today) - 60

Highest Sale Price - H \$1.150k Group \$830k

Lowest Sale Price - H \$635k Group \$399k

Average days on market 88

H = House Group = Group Housing  
Source REIWA. Figures correct at time of printing 4th May 2011.

## RECENTLY SOLD BY RADI ESTATES



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### BEDFORD

- 157A Lawrence St • 92 Edward St
- 119 Edward St • 1/112 Walter Road
- 36 Drummond St • 168 Shaftesbury Ave
- 1077 Beaufort St • 191 The Strand

### INGLEWOOD

- 239 Eighth Ave • 239A Eighth Ave
- 148 Central Ave • 148A Central Ave
- 4/155 Eighth Ave • 14B Wood St
- 142 Wood St • 144A Tenth Ave

### DIANELLA

- 38 Harold St • 41 Harold St
- 22 Valentine Ave • 96A Valentine Ave

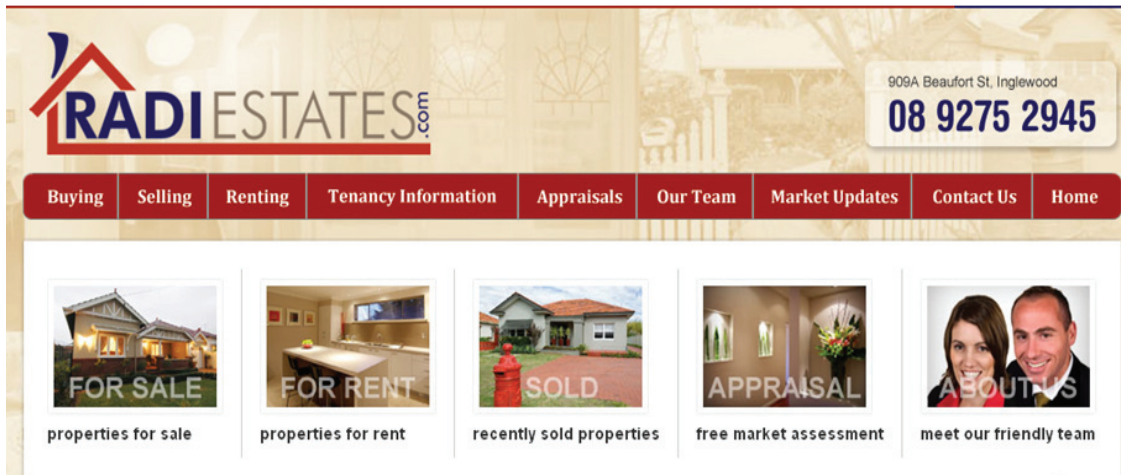
### MORLEY

- 35A Robann Way • 8 Law St
- 2/41 McGilvray Ave • 71A Robinson Rd
- 157 Crimea St • 25A Paringa St
- 100 Crimea St • 601 Morley Drive

### MAYLANDS

- 1/8 Travancore Rd • 2/8 Travancore Rd
- 81 Crawford Rd • 88 Crawford Rd

# VISIT OUR NEW WEBSITE AT **RADIESTATES.COM**



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In addition to easy-to-access properties for sale and rent, you will find the new site contains a lot of useful information for buyers, sellers, landlords and tenants. It is structured to provide a quick, handy way of searching for properties for sale and also incorporates home inspection times enabling you to quickly plan your day's viewings.

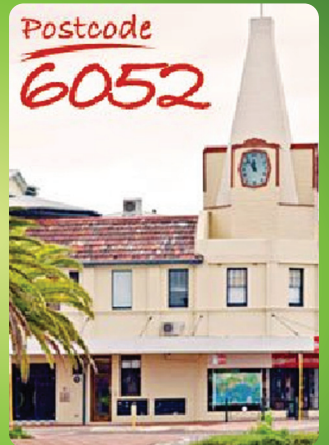
## RENTAL MARKET SNAPSHOT

Past statistics have shown that as property sales slow, rental demand increases. As buyers leave the sales market, they jump back into the rental market creating a strong demand for rental properties of all sizes. The past quarter we have seen high demand for rental properties in most areas, in particular Morley, Dianella, Bedford, Maylands, Mt Lawley & Inglewood. The strongest price demand is for properties between \$350-\$500 per week, with the \$500-\$600 price point starting to increase as re-locating families begin the slow trickle back into WA. We are also seeing a strong trend of previous home owners choosing to rent in areas that they are not quite ready to upgrade into as they would like to familiarize themselves with the suburb and surrounds before purchasing the dream home.

Our landlords are benefiting from some of the lowest vacancy rates and tenant turnover as it becomes increasingly difficult to find a rental property suiting all their needs without being faced with considerable competition. Will this change over the next quarter? We don't foresee a rapid change, however there is a small possibility with supply levels in the buying market at all time highs, and actual sales at all time lows, a high number of these homes could very well hit the rental market should they not be able to sell. This will create more supply and may ease a bit of the pressure for tenants competing to get into a rental property over winter months which can be traditionally slower than other periods.

If you are experiencing difficulty, or dissatisfaction with the management of your investment, we would be more than happy to have a chat about how we can improve the profitability & performance of your investment property. Phone Radi Estates today on 9275 2945.

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