

The Mosman Park Quarterly Report

FOURTH QUARTER

1st October - 31st December 2023



EDITION 24

MOSMAN PARK FOURTH QUARTER UPDATE

Perth Topping The Charts

We would have to go back a fairly long way to find the last time Perth has outperformed every capital city in Australia by way of Average dwelling growth (13.5% compared to Brisbane 10.7% and the national average at 7.0%).

Mosman Park has performed extremely well, recording an average 24.4% growth for the 12 month period and landing the median suburb house price at \$2,190,000.

The latest interest rate rise has not exactly slowed the Perth or Mosman Park market down and the decision to hold the rates in December has ultimately kept buyer confidence strong.

Apartments have also performed extremely well both brand new and older style. This has been largely driven by the 40% increase in rental prices

due to such an influx of people moving into the state within a short period of time. Average prices for 1 bedrooms are now at \$260,000 and the average rent is now at \$400.00 + per week, so investors are liking their returns and there is now signs of a slow in the rental market.

Brand new 2x2's are seemingly going for \$850,000 on low levels now with most north facing and higher level 2x2's starting at \$1,000,000.

Team Vivian have made 27 sales this past quarter which is a record for our one sales team. We are extremely low on stock and in need of both family homes and apartments for our database. We would be very grateful for anyone to call us with their real estate needs.

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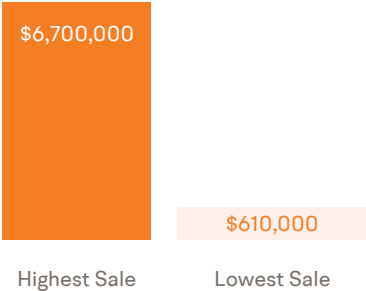


Mosman Park Sales Statistics

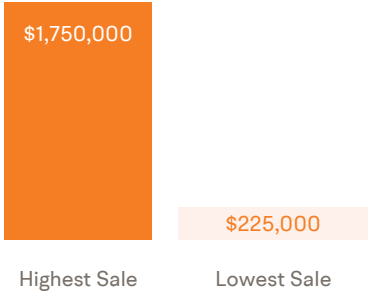


	Houses	Units/ Apartments	Townhouses/ Villas	Land
Growth Rate				
YTD QTR	-19%	44%	N/A	33%
4th Quarter Sales				
Median Sold \$	\$1,900,000	\$342,850	\$720,000	N/A
Quantity	51	47	7	N/A
Average DOM	41	74	32	N/A
4th Quarter For Sale				
Median For Sale \$	\$4,000,000	\$312,500	N/A	\$6,250,000
Quantity	25	4	N/A	7
Average DOM	104	941	N/A	177

House Sales



Units/Apartments/Villas Sales



See disclaimer on the back

FOURTH QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
1/13 Fairlight Street	A	1	1	1	39	10	\$225,000
45/4 Dover Court	A	1	1		42	45	\$230,000
50/4 Dover Court	A	1	1		42	70	\$232,500
11/115 Monument Street	A	1	1	1	40	7	\$240,000
14/4 Dover Court	A	1	1		42	20	\$250,000
2/95 Monument Street	A	1	1	1	43	11	\$260,000
13/4 Dover Court	A	1	1		42	23	\$260,000
25/630 Stirling Highway	A	1	1	1	45	15	\$260,000
44/4 Dover Court	A	1	1		42	686	\$265,000
9/13 Fairlight Street	A	1	1		39	65	\$265,000
18/115 Monument Street	A	1	1	1	39	25	\$270,000
26/4 Dover Court	A	1	1		42	7	\$270,000
31/630 Stirling Highway	A	1	1	1	47	8	\$275,000
26/630 Stirling Highway	A	1	1	1	45	22	\$282,000
5/41 Fairlight Street	A	1	1	1	40	1	\$285,000
36/630 stirling Highway	A	1	1		45	7	\$286,000
10/17 St Leonards Street	A	1	1	1	41	28	\$295,000
4/17 St Leonards Street	A	1	1	1	41	88	\$295,000
11/26 Glyde Street	A	1	1	1	56	10	\$320,000
36/4 Dover Court	A	2	1		58	54	\$315,000
146/2 Murray Avenue	A	2	1	1	64	4	\$320,000
129/2 Murray Avenue	A	2	1	1	64	110	\$340,000

See disclaimer on the back

FOURTH QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
107/4 Dover Court	A	2	1	1	58	35	\$340,700
154/2 Murray Avenue	A	2	1	1	65	211	\$345,000
24/27 St Leonards Street	A	2	1	1	66	55	\$345,000
157/2 Murray Avenue	A	2	1	1	65	7	\$345,000
56/27 St Leonards	A	2	1	1	66	7	\$350,000
3/14 Fairlight Street	A	2	1	1	57	2	\$350,000
55/31 Wellington Street	A	2	1	1	64	30	\$350,000
7/36 Wellington Street	A	2	1	1	73	3	\$370,000
12/24 Glanville Street	A	2	1	1	60	42	\$380,000
2/12 Murray Avenue	A	2	1	1	71	30	\$385,000
26/10 Wellington Street	A	2	1	1	87	27	\$395,000
25/10 Wellington Street	A	2	1	1	87	240	\$405,000
3/6 Albert Street	A	2	1	1	64	10	\$410,000
64/10 Wellington Street	A	2	1	2	62	100	\$420,000
9/50 Wellington Street	A	2	1	1	76	2	\$420,000
45/10 Wellington Street	A	2	1	1	87	100	\$425,000
54/10 Wellington Street	A	2	1	1	62	7	\$425,000
15/12 Murray Avenue	A	2	1	1	71	48	UNDER OFFER
1E St Leonards Street	A	2	2	2	127	360	\$660,000
201/42 Glyde Street	A	2	2	1	117	140	\$880,000
107/38 Glyde Street	A	2	2	2	156	588	\$925,000
3/6 Stuart Street	A	3	1	1	83	90	\$560,000

See disclaimer on the back

FOURTH QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
4/6 Stuart Street	A	3	1	1	88	5	\$631,000
6/1 Johnson Parade	A	3	1	2	141	14	\$1,750,000
8/15 Boundary Road	A	3	2	1	195	0	\$870,000
15/26 Wellington Street	TH	2	1	1	79	80	\$510,000
8/7 O'Halloran Lane	TH	2	1	1	72	10	\$525,000
13/30 Wellington Street	TH	3	1	2	110	1	\$720,000
14/44 Harvey Street	TH	3	1	2	211	35	\$1,075,000
21/15 Boundary Road	TH	3	2	1	203	55	\$800,000
3/31 Glanville Street	V	3	1	1	85	10	\$720,000
2/25 Murray Avenue	V	3	1	2	94	32	\$910,000
2/7 O'Halloran Lane	H	2	1	1	72	3	\$610,000
113 Monument Street	H	2	1	4	450	90	\$1,020,000
60 Owston Street	H	2	1	1	523	84	\$1,500,000
2B Edith Street	H	2	2	4	242	27	\$762,000
81 Victoria Street	H	3	1	1	453	4	\$1,200,000
19 Wellington Street	H	3	1	1	296	42	\$1,200,000
45 Solomon Street	H	3	1	1	425	110	\$1,545,000
113 Glyde Street	H	3	1		584	140	\$1,720,000
52 Palmerston Street	H	3	1	4	744	10	\$1,900,000
10 Swan Street	H	3	1	2	946	69	\$2,800,000
47 Manning Street	H	3	1	2	710	124	UNDER OFFER
3B Murray Avenue	H	3	2		96	2	\$810,500

See disclaimer on the back

FOURTH QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
5 Gibbon Street	H	3	2	3	718	118	\$1,190,000
3 Beagle Close	H	3	2	2	470	24	\$1,350,000
4 Meath Mews	H	3	2	2	381	14	\$1,365,000
35 Somerset Crescent	H	3	2	2	502	22	\$1,415,000
84 Glyde Street	H	3	2	2	373	5	\$1,482,000
10 Hayes Terrace	H	3	2	3	685	20	\$1,495,000
4 Marlborough Street	H	3	2	2	607	3	\$1,700,000
9 Baring Street	H	3	2	2	623	97	\$1,925,000
34A Owston Street	H	3	2	2	681	1	\$2,400,000
16 Portsea Rise	H	3	2	2	421	10	\$2,530,000
32 Fairlight Street	H	4	1	4	455	7	\$1,510,000
10 Willis Street	H	4	1	1	576	135	\$1,662,500
54 Bay View Terrace	H	4	1	1	1,067	90	\$5,100,000
2 Tregonning Lane	H	4	2	2	300	48	\$1,510,000
3 Thelma Street	H	4	2	2	291	35	\$1,680,000
1 Ballygriffin Court	H	4	2	2	492	5	\$1,800,000
32 Horgan Street	H	4	2	2	458	12	\$1,800,000
44 Jameson Street	H	4	2	2	527	5	\$2,250,000
20 Rudwick Street	H	4	2	2	746	30	\$2,275,000
18 Riversea View	H	4	2	5	1,002	28	\$2,350,000
39 Victoria Street	H	4	2	2	504	15	\$2,400,000
3 Glenn Avenue	H	4	2	2	728	68	\$2,750,000

See disclaimer on the back

FOURTH QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
22 The Cutting	H	4	2	3	350	15	\$2,950,000
2 Lochee Street	H	4	2	2	544	41	UNDER OFFER
7 Tuttlebee Terrace	H	4	3	2	286	28	\$1,900,000
162 Victoria Street	H	4	3	2	463	3	\$2,360,000
36 Owston Street	H	4	3	2	600	20	\$3,000,000
13 Colonial Gardens	H	4	3	7	1,000	89	\$6,700,000
47 Somerset Crescent	H	4	3	1	501	55	UNDER OFFER
53 Jameson Street	H	4	4	4	825	2	\$3,400,000
17 Somerset Crescent	H	5	2	4	779	5	\$2,000,000
1 Manning Street	H	5	2	2	1,189	20	\$3,600,000
6 Manning Street	H	5	2	2	956	76	\$3,850,000
2 Bailey Lookout	H	5	2	2	1,064	41	UNDER OFFER
1 Briggs Street	H	5	3	4	875	2	\$3,850,000
9 Vlamingh Parade	H	5	3	2	1,143	100	\$4,550,000
17 Colonial Gardens	H	5	3	3	1,013	22	\$6,150,000
12 Vlamingh Parade	H	6	3	2	911	45	\$2,600,000
7 Glanville Street	H	3	1	1	405	26	UNDER OFFER
17 Colonial Gardens	H	5	3	3	1,013	22	\$6,150,000
12 Vlamingh Parade	H	6	3	2	911	45	\$2,600,000

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Fortis Group WA is unique in that we specialize in catering specifically for real estates. We created the company through our own experiences within your industry and on the feedback from real estate agents who we currently do work for and the issues they were continually coming across within the sector.

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General Maintenance

Luke

0410 569 987

Plumbing and Gas

Adam

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@fortisgroupwa

Sale of the Quarter

39 Victoria Street,
Mosman Park

4 BED 2 BATH 2 CAR 504M²



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Knowing that all the financial matters of property settlement are in safe and stable hands leaves clients with the free time and peace of mind to concentrate on the things that really matter when buying or selling property – like making a house a home or spending more time with the people who matter most.

Please make a note of our address and contact details below and be sure to nominate Stirling Conveyancing Services when undertaking your next property transaction.

We look forward to serving you in the future.

Tony Reeves & Andrew Dodd

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Mosman Park Rental Statistics

33
LEASED BY
VIVIAN'S
4TH QUARTER

Being rented
(33.8%)

Being purchased
(29.2%)

15
CURRENTLY
FOR LEASE
ALL AGENTS

Fully owned
(35.6%)

Other tenure type
(1.4%)



4th Quarter

Median Rent/Week

1 Bed

2 Bed

3 Bed

4 Bed

Houses

N/A

\$491

\$558

\$641

Units/Apartments

\$461

\$543

\$600

N/A

See disclaimer on the back

Tenant of the Quarter!

Daphne Marsters

Taking away \$100 Coles Gift Card!

We hope you have a fun time shopping
up a storm on us.

SO WHAT IS TENANT OF THE QUARTER?

Having your property managed by Vivian's, means total peace of mind. We keep our tenants motivated each quarter by rewarding them for ticking all the boxes at routine inspections, consistently paying their rent on time and for maintaining your property to the highest standard. To find out more about how we can take the stress out of managing your property give us a call today.

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The rental market also appears to be in a much better position now, we are seeing multiple applications coming in on properties and lots of group turnouts to the scheduled home open times. This is a great step forward for all investors.

AND THE WINNER IS...

2024: New Year, Same Prediction

With 2024 now upon us, we are trying to get a grasp on what this year will bring, however, what we first must do is look back at the last quarter of 2023.

The average number of properties available seemingly hovered around the 1800 mark which has made it tough to find rentals for both units and houses. The average median rent for a two-bedroom apartment was from \$530.00 to \$550.00 per week and one bedrooms went from \$380.00 to \$400.00 per week.

Houses remained fairly steady as far as prices are concerned, as the \$1000.00 per week market does tend to thin out a little bit.

With interest rates being teased at increasing again in the early stages of 2024, we can likely expect more investment properties to be sold, which may cause a further tightening of available stock. There is also growing concern from

a lot of investors about the proposed changes to the tenancy laws, which will allow tenants to have pets despite owners requesting they cannot. A lot of investors are thinking about selling largely due to this.

Our advice for lessees this year is that it's important to be a stand-out tenant (as far as paying rent on time and upholding the highest standards of cleaning) now more so than ever before.

This really makes the owners consider keeping tenancies on and also not inflicting the full force of a rental increase, as good tenants normally receive a discount for their efforts. If you are faced with an increase, please do your research and have a look around, because it may be your best option to stay rather than accept

the costs of moving which we all know is a lot, not to mention the added stress.

Our advice for lessors is to make sure you talk to your agency about where the market is at for your property and if your rent level is correct. We have seen many properties at below-market average rent. Whilst this is great for the tenants, we understand that the costs for holding property are forever on the increase, so you need to be careful that this doesn't come back to bite you when maintenance is required, while the cost of your mortgage keeps going up. Always be aware of what is coming in versus what is going out.

For more information, please give our office a call for a confidential chat on how we can help you.

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Harmonious Living: Navigating Pet Policies in Rental Properties for both Tenants and Owners

For many individuals, pets are cherished members of the family, offering companionship, joy and a sense of security. However, when it comes to renting a property, navigating pet policies can be a source of stress for both tenants and property owners. In this article, we explore the considerations and best practices for fostering a harmonious environment for tenants with pets and property owners alike.

For Tenants: Nurturing Responsible Pet Ownership

- **Open communication with landlords**
Open and honest communication with landlords is key when you have pets. Before signing a lease, discuss your intention to bring a pet into the property. This transparency builds trust and allows both parties to establish clear expectations regarding pet-related matters.
- **References and pet resumes**
To reassure landlords about your pet's behavior, consider providing references from previous landlords, neighbours, or professionals who can vouch for your pet's good behavior. Creating a pet resume with details such as vaccination records, training certifications, and any relevant information can also make a positive impression.
- **Pet deposits and renter's insurance**
Be prepared to pay pet deposits or pet rent, as these financial measures can help cover potential damages or additional cleaning required after the lease ends. Obtaining renters insurance that includes coverage

for pet-related incidents is another proactive step to demonstrate your commitment to responsible pet ownership.

- **Respect property rules**
Abide by property rules and community guidelines related to pet ownership. This includes leash laws, waste disposal regulations, and any other specific rules outlined in the lease agreement. Respecting these guidelines helps maintain a positive relationship between tenants, landlords, and the broader community.

For Owners: Creating Pet Friendly Policies that Work

- **Establish clear pet policies**
Property owners can minimise potential conflicts by establishing clear and comprehensive pet policies. Clearly outline expectations, such as acceptable pet breeds, size restrictions, and any additional fees or deposits required for pet-friendly rentals.
- **Screening tenants with pets**
When screening potential tenants

with pets, consider factors such as the type and size of the pet, the tenant's history of responsible pet ownership, and references from previous landlords. Thorough screening can help identify responsible pet owners who are likely to maintain the property in good condition.

- **Pet amenities and considerate design**

Enhance the appeal of your property to pet owners by incorporating pet-friendly amenities. This may include designated outdoor spaces, nearby parks, or even pet washing stations.

Considerate design choices, such as durable flooring and easy-to-clean surfaces, can also make your property more welcoming to tenants with pets.

- **Pet agreements in lease contracts**

Clearly outline pet-related terms and conditions in the lease agreement, including details about pet deposits, additional rent, and any specific rules or restrictions. Having a written agreement helps manage expectations and provides a legal framework for addressing issues related to pet ownership during the lease term.

In the dynamic relationship between tenants with pets and property owners, fostering mutual understanding is crucial. Open communication, transparency, and clear expectations contribute to a harmonious living environment where tenants can enjoy the company of their pets, and property owners can maintain the integrity of their investments. By working together, tenants and property owners can create a positive and accommodating atmosphere that benefits everyone involved.



FOURTH QUARTER

Leased by Team Vivian



\$900/week

Fremantle

608/52 Adelaide Street

2 Bed
2 Bath
1 Car



\$600/week

Mosman Park

11/4 Dover Court

2 Bed
1 Bath
1 Car



\$1,000/week

Mosman Park

4 Meath Mews

3 Bed
2 Bath
2 Car

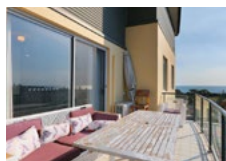


\$700/week

Mosman Park

17 Horgan Street

3 Bed
1 Bath
2 Car



\$700/week

Mosman Park

82/10 Wellington Street

2 Bed
1 Bath
2 Car



\$500/week

Claremont

43/11 Stirling Road

1 Bed
1 Bath
1 Car



\$680/week

Cottesloe

98A Grant Street

2 Bed
1 Bath
1 Car



\$620/week

Mosman Park

21B Wellington Street

2 Bed
1 Bath
2 Car



\$660/week

Mosman Park

31/10 Wellington Street

2 Bed
1 Bath
1 Car



\$550/week

Mosman Park

12A/27 St Leonards Street

2 Bed
1 Bath
1 Car

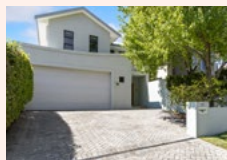


\$650/week

Perth

18/8 James Street

1 Bed
1 Bath
1 Car



\$1,500/week

Mosman Park

27 Beagle Street

3 Bed
2 Bath
2 Car

See disclaimer on the back

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There are a number of signs that your hot water system needs repairing or even replacing.

- **Your hot water system is leaking**
If the leak is coming from the fittings or pipework, often these leaks can be repaired. The pressure relief valves are designed to leak when the hot water system is heating up, however if this becomes a swift stream of water, or even stops leaking at all then it's time to act! If the leak is coming from the tank then chances are that the tank has corroded and may require replacing.
- **Pilot light continually extinguishing**
If the pilot light keeps going out, you may have a faulty thermocouple. We all know the frustration of trying to relight the pilot light in the rain on a cold winter evening, and it's never pleasant.

Did you know that there are many hot water systems on the market that do not require a pilot light? Continuous flow hot water systems

work just like older style water heaters, however instead of igniting with a pilot light, they are plugged into a powerpoint which then provides an ignition source, ensuring that no one will ever need to brave the stormy night in order to get the hot water system running again!

We're here for you when you need us most

We understand the struggle of waking up and not being able to indulge in a hot shower, because of an issue with your hot water system.

No Probs Plumbing are available 7 days a week to service, repair or replace your hot water system, so you can get back to your usual routine with as little disruption as possible. In most cases, we can service, repair or replace your faulty gas, electric, or solar hot water service on the same day.

What our happy clients say

"No Probs Plumbing installed a heater in my home 4 years ago. They have done regular services each year. The professionalism of the staff has been exceptional. Always on time, courteous "all around good old fashioned service" and excellent quality workmanship. Nothing is a problem. I can 100% recommend this company."

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Risk versus Reward with Investments

- How does an Individual know their risk profile?
- How do you determine this?
- What are an Individuals true goals and objectives?
- What is the time frame to achieve these objectives?

The investment markets at the moment can be un-nerving. And so, it is critical to adopt a sensible approach to any investment strategy.

Time and not timing is KEY!

In these times where our economic environment is driven by so many challenging factors, it is important to diversify. Investors should approach growth investments only with funds that can be committed and with realistic expected timeframes to achieve these goals.

As a guide, when investing in shares or property, adopting a long-term view is highly recommended. This is approximately 5 years or more to allow for any short term volatility.

Critical to any investments is the retention of sufficient funds in non-risk assets such as cash or term deposits to cover cashflow requirements over the shorter-term periods which is about 1 to 2 years.

In the long-term compound growth is the magic bullet that grows an individual's wealth.

Investors need to establish their risk profile and appetite so that growth targets can be established, this has to be in line with their cash conservation and savings platform. Once this is determined and the Investor has established their comfort level on how much funds they are prepared to invest, it is then highly recommended that they seek professional advice on how best to invest.

Reviewing and managing the investment portfolio on an ongoing basis is very important.

The key here is: Establishing a relationship with a Trusted Adviser that in time will help determine the ultimate success of an Individual's investment strategy.

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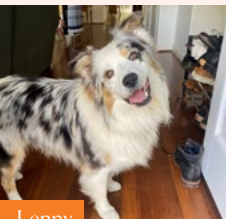
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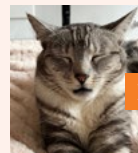
VIVIAN'S SUPPORT THE MOSMAN PARK COMMUNITY GROUP FOR SENIORS.

For more information, please contact: Sue Tinson on 9384 4921 or Maria Clapsis on 0411 069 460 / maria@clapsis.com

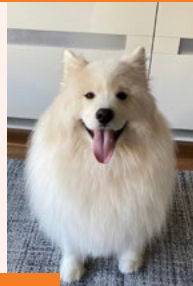


Lenny

Bean



Ruby



Hector

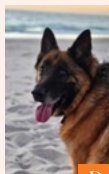
Pets of Mosman Park

We'd love to feature your pet
in our Pets of Mosman Park series

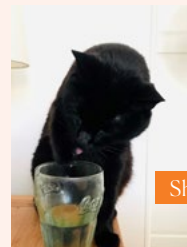
Email us
info@viviansrealestate.com.au
to find out how!



Mara



Pearl



Shadow



vivian's
REAL ESTATE

OPENING THE DOOR OF OPPORTUNITY WITH THE
No. 1 Selling Team in Mosman Park

***by volume sold 21/22 FY and 22/23 FY**

We're on the lookout for potential sellers because more and more are choosing to make Perth their home sweet home! This means there will be a fantastic rise in families and newlyweds who are making Perth their permanent home. In the months to come there will be a growing demand for homes to purchase.

So, if you're considering selling, you're in luck because we are Mosman Park's top-performing real estate agency with a long list of buyers who are ready to buy!

Gill Vivian

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gill@viviansrealestate.com.au

Trent Vivian

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trent@viviansrealestate.com.au





vivian's REAL ESTATE

SALES . LEASING . ADVICE

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Thinking of selling?
Contact us for a
no obligation appraisal!

**Number 1 Selling Team
in Mosman Park**

*By volume sold 21/22 FY and 22/23 FY

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All sales and rental figures are correct as at date of printing 16/1/2024