

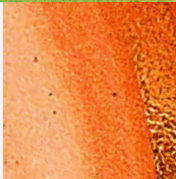
The Mosman Park Quarterly Report

FIRST QUARTER

1st January - 31st March 2024



EDITION 25



MOSMAN PARK FIRST QUARTER UPDATE

The stock is continuing to dry up

Perth has again outperformed the rest of the country and not in a short way. Most capital cities recorded a slow growth (averaging 0.5% growth) month on month, but Perth has been recording 1.6% growth month on month average.

This is largely following the stock levels continuing on a downward trend, being on average 3800 – 4000 listings available for purchase week on week, compared to this time last year there was an average of about 7000 week on week. Sales have been transacting between 850-1000 week on week which is about the same as last year, so it shows you the demand has only increased whilst the stock has decreased.

The decision to hold the interest rates in February and March was a big factor, the RBA signalling they are happy with the target inflation,

which has caused an uprising in consuming confidence and not just in real estate but retail also.

The apartment sector has also experienced a lack of stock as investors across the country seem to keep their eyes firmly on the Perth market. There is a continued growth in the rental market, especially in the apartment sector, due to people trying to consolidate their cost of living which has caused a huge swell in popularity.

As we move towards the colder months, signs are still positive for selling, as you may find yourself up against even less competition than the lack of already. We anticipate the selling conditions to remain as firm in the next quarter. Please give us a call to discuss your selling and buying needs or even if you just need some free advice.

Gill Vivian

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Trent Vivian

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Mosman Park Sales Statistics

46
SOLD

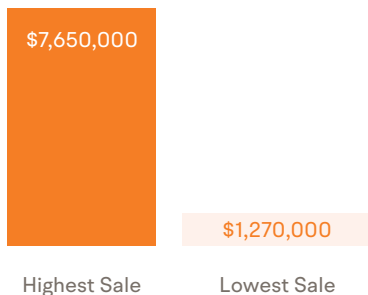
34
FOR SALE

■ Houses
 ■ Units/
Apartments
 ■ Land
 ■ Townhouses/
Villas

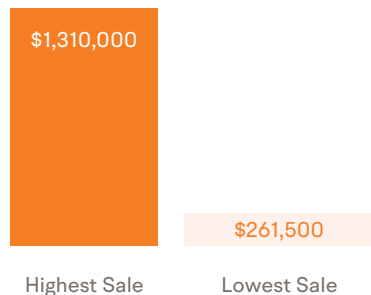


	Houses	Units/ Apartments	Townhouses/ Villas	Land
Growth Rate				
YTD QTR	4%	19%	N/A	-25%
1st Quarter Sales				
Median Sold \$	\$2,180,000	\$397,500	\$835,000	N/A
Quantity	29	13	3	1
Average DOM	46	27	27	210
1st Quarter For Sale				
Median For Sale \$	\$4,000,000	\$400,000	N/A	\$1,737,500
Quantity	18	9	2	5
Average DOM	122	329	18	188

House Sales



Units/Apartments/Villas Sales



See disclaimer on the back

FIRST QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
9/115 Monument Street	A	1	1	1	39	24	\$261,500
112/4 Dover Court	A	1	1	1	42	17	\$295,101
88/4 Dover Court	A	1	1	1	42	30	UNDER OFFER
16/650 Stirling Highway	A	1	1	1		180	UNDER OFFER
76/4 Dover Court	A	1	1		42	3	UNDER OFFER
6/27 St Leonards Street	A	2	1	1	195	3	\$380,000
14/10 Wellington Street	A	2	1	1	62	32	\$415,000
19/12 Murray Avenue	A	2	1	1	71	5	\$433,000
175/2 Murray Avenue	A	2	1	1	63	4	UNDER OFFER
5/10 Wellington Street	A	2	1	1	53	5	UNDER OFFER
52/27 St Leonards Street	A	2	1	1	65	22	UNDER OFFER
70/31 Wellington Street	A	2	1		55	7	UNDER OFFER
404/38 Glyde Street	A	3	2	2	103	5	1,310,000
201/3 Fairlight Street	A	3	2	2	111	40	UNDER OFFER
5/2 St Leonards Street	TH	2	1	2	147	25	UNDER OFFER
6/2 St Leonards Street	TH	2	2	2	116	20	\$870,000
19/15 Boundary Road	TH	3	2	1	180	37	\$800,000
12/7 O'Halloran Lane	H	2	1	1	72	5	UNDER OFFER
21 Gibbon Street	H	2	1	2	195	14	UNDER OFFER
9 Fairlight Street	H	3	1	1	759	100	UNDER OFFER
4 Lochee Street	H	3	2	1	544	7	\$1,800,000
13 Read Avenue	H	3	2	2	684	19	\$1,610,000
18 Winifred Street	H	3	2	2	453	10	UNDER OFFER
2A Mosman Terrace	H	3	2	2	653	25	UNDER OFFER

FIRST QUARTER

Mosman Park Sales

STREET ADDRESS	TYPE	BED	BATH	CAR	LAND SIZE	DOM	SALE PRICE
17 Cain Mews	H	3	2	3	302	10	UNDER OFFER
3 Owston Street	H	3	2	4	3020	35	UNDER OFFER
15B Hill Terrace	H	3	3	2	559	21	UNDER OFFER
12 Kenny Street	H	4	1	1	430	32	UNDER OFFER
4 Winifred Street	H	4	1		453	58	\$1,270,00
11 Fairlight Street	H	4	2	1	379	3	\$1,550,000
12 Derry Lane	H	4	2	2	406	6	\$2,500,000
22 Bryant Avenue	H	4	2	2	647	5	\$2,500,000
6 Rhodes Place	H	4	2	2	1158	2	UNDER OFFER
57 McCabe Street	H	4	2	2	688	20	UNDER OFFER
11 Faulkner Circle	H	4	2	2	416	95	UNDER OFFER
36 Glanville Street	H	4	2	3	524	85	\$1,803,500
13 Bird Street	H	4	2	3	972	360	\$3,900,000
140 Victoria Street	H	4	2	5	802	5	UNDER OFFER
5 Sanctuary Lane	H	4	3	2	402	15	\$1,860,000
1 Pethybridge Heights	H	4	3	2	356	10	UNDER OFFER
71A Monument Street	H	4	3	2	496	15	UNDER OFFER
130 Glyde Street	H	4	3	6	764	150	UNDER OFFER
2 Palmerston Street	H	4	4	2	731	6	UNDER OFFER
7 Cable Cove	H	5	2	3	1090	50	UNDER OFFER
146 Wellington Street	H	5	3	2	703	20	UNDER OFFER
7 Bird Street	H	5	4	2	1380	45	\$5,200,000
7 Minim Close	H	6	6	5	1004	155	\$7,650,000
78 Victoria Street	L				246	210	UNDER OFFER

FORTIS GROUP WA



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Fortis Group WA is unique in that we specialise in catering specifically for real estate. 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.

0467 214 894 admin@fortisgroupwa.com.au www.fortisgroupwa.com.au

Electrical

Michael

0401 753 696

General Maintenance

Luke

0410 569 987

Plumbing and Gas

Adam

0410 569 927

@fortisgroupwa

Sale of the Quarter

13 Read Avenue,
Mosman Park

3 BED 2 BATH 2 CAR 684M²



6 BIDDERS 7 BIDS 19 DAYS ON MARKET

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Communication.

STIRLING

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We look forward to serving you in the future.

Tony Reeves & Andrew Dodd

First Floor
141 Stirling Highway
Nedlands WA 6009

PO Box 1015
Nedlands WA 6909

T (08) 6160 6600

F (08) 6160 6699

E reception@stirlingcs.com.au

W stirlingcs.com.au



Mosman Park Rental Statistics

15
LEASED BY
VIVIAN'S
1ST QUARTER

22
CURRENTLY
FOR LEASE
ALL AGENTS



Being rented
(35.6%)

Fully owned
(33.8%)

Being purchased
(29.2%)

Other tenure type
(1.4%)

1st Quarter

Median Rent/Week

1 Bed

2 Bed

3 Bed

4 Bed

Houses

N/A

\$738

\$900

\$1,480

Units/Apartments

\$380

\$500

\$675

N/A

See disclaimer on the back

Tenant of the Quarter!

Sean and Devin

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.

(08) 9384 4600



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...

Perth Rental Market Holds Firm

We are now one quarter down into 2024, the Perth rental market has seen a continued but steady growth in rental prices across the city with the average one-bedroom apartments now at \$500 per week, two-bedroom apartments at \$590 and three-bedroom apartments at \$650.

The growth in rental prices has in some cases outperformed the growth in home/apartment values, this has led to a lot more first home buyer activity as they look to switch from paying rent to buying their first home and when the numbers almost line up or just slightly differ, it's making the choice fairly easy. This in turn takes a lot more properties off the rental market which has seen a tightening in the stock levels across the city.

Homes have remained steady in stock levels and in uptake, with a lot of people still choosing to rent homes instead of jumping into a mortgage.

The cost of a mortgage for a home in Mosman Park is still proving a lot more costly than the rental market, despite the average 4-bedroom home costing between \$50,000 and \$75,000 in annual rent a year.

The interest rates held firm in February and March which has been really good for consumer confidence across all major sectors, however, the cost of living is evidently still on the increase and making people consolidate on where they spend their money, a lot more people are house sharing to split their rent, rather than taking up entire properties with vacant bedrooms.

Unfortunately, Vivian's has noticed a lot more applicants for rentals lying on their applications or showing on databases with long standing overdue rent/damage invoices that remain unpaid. Please be careful in selecting the right tenant, we understand it can be 'easy' to lease a property but finding the right tenant who pays the right amount is still a challenge for us. Please let us know if we can be of any help to you by calling into the office or emailing our team for a confidential chat.



Alexandra Walsh

ASSISTANT PROPERTY MANAGER
0499 086 679
ally@viviansrealestate.com.au

FIRST QUARTER

Leased by Team Vivian



\$1020/week

Ascot

95 Waterway Crescent
3 Bed
2 Bath
2 Car



\$690/week

Mosman Park

8/32 St Leonards Street
2 Bed
1 Bath
1 Car



\$500/week

Mosman Park

19/650 Stirling Highway
1 Bed
1 Bath
1 Car



\$550/week

Mosman Park

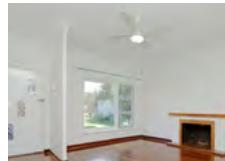
23/4 Dover Court
2 Bed
1 Bath
1 Car



\$550/week

Mosman Park

140/2 Murray Avenue
2 Bed
1 Bath
1 Car



\$720/week

Mosman Park

1/17-19 Fairlight Street
2 Bed
1 Bath
1 Car



\$800/week

Mosman Park

15/44 Harvey Street
3 Bed
2 Bath
1 Car



\$900/week

North Perth

37 Lawler Street
2 Bed
1 Bath
1 Car



\$680/week

Dalkeith

124A Waratah Avenue
2 Bed
1 Bath
2 Car



\$550/week

Mosman Park

155/2 Murray Avenue
2 Bed
1 Bath
1 Car



\$460/week

Peppermint Grove

10/522 Stirling Highway
1 Bed
1 Bath
1 Car



\$750/week

Mosman Park

690 Stirling Highway
2 Bed
1 Bath
2 Car



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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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Matthew Chambers

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BBus, Grad.Dip.FP, Adv Dip ACC

SMART PLUMBING no probs

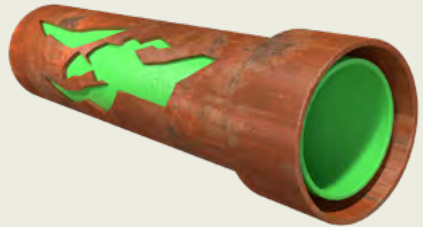
What is Pipe Relining?

A SMART PLUMBING SOLUTION

BEFORE



AFTER



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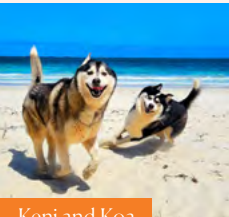
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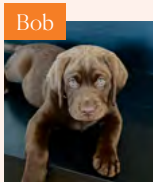


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WHATSAPP GROUP.

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



Keni and Koa



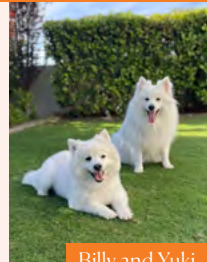
Bob



Princess Leia



Toby



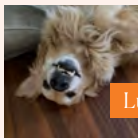
Billy and Yuki



Poppy



Mitzi



Lucy



Max



Rusty

Pets of Mosman Park

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

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



A Basketful of Happiness

Thank you to everyone who came along to our Annual Easter Egg Hunt, we had a blast! A big thank you to all our amazing sponsors who helped to make this special day happen!



MOSMAN
SPA



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All sales and rental figures are correct as at date of printing 4/4/2024

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