Ross-Hunt real estate

Celebrating Over 50 Years of serving the community

Under One Roof

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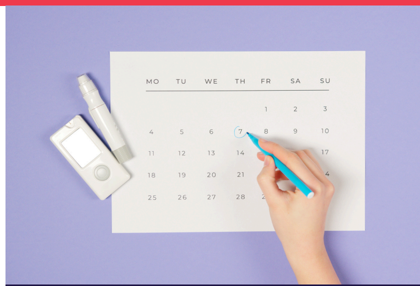
REIV AWARDS FOR EXCELLENCE WINNER PROPERTYDATA SALES AGENCY OF THE YEAR - METRO



Timing The Market

When is the "Right" time to sell your property?

If you've ever thought about selling real estate, you've probably heard plenty of opinions about the "perfect" time to do it. Spring gets a lot of hype, but in the Australian residential property market, timing isn't always so simple.

While warmer months do tend to bring more buyers out and make gardens look their best, they also bring more competition. More homes on the market means buyers have more choice — and that can take the edge off your selling power.

The truth is the "right time" varies by suburb, buyer sentiment, and your own priorities.

The best time to sell depends on a few key factors:

- **Market Conditions** – Is buyer demand high in your area? Are interest rates stable or trending down? These can matter more than the season.
- **Local Activity** – If there's low stock in your suburb, you may have the advantage of standing out - even in the middle of winter.
- **Your Personal Goals** – Are you looking for a quick sale, a certain price, or to align with another move? Your timeline is just as important as market timing.
- **Presentation** – A well-prepared home that's priced right will attract buyers any time of year.

The "right" time is when you and your property are ready, and when market conditions suit your goals.

Instead of waiting for the weather to warm up, you might find better results listing when there's less competition and motivated buyers are still actively searching.

When buyers are still heading out to view properties in the rain and freezing cold temperatures, you know they are high quality. Their finance is approved, deposit saved, and they're ready to sign on the dotted line today. Often, they've missed out on a few properties before, so when the right one comes along, they won't let it slip away.

If you're wondering whether now is the right time to sell, give us a call - we're here to help you make the smartest move and present your property at its best.

Key points for sellers

Sell when your suburb is in high demand: If you're in a busy market, it's the perfect time to take advantage of strong buyer interest. Just make sure your property shines - standing out from the crowd can spark competition between buyers, & more competition often leads to a higher sale price.

Make your property appealing: If you present your property as move-in ready, with all the hard work already done, it instantly becomes more appealing to buyers. In a market where cash savings for renovations or upgrades may be limited, many buyers prefer the convenience of a home that's ready to enjoy from day one. By taking care of the improvements upfront, you remove a major barrier, making your property stand out as the easier, more attractive choice.

But, if your property looks just like all the others on the market, don't expect a flood of interest - buyers will have choice on their side and will pick the one that offers the most value & appeal.

Lean into limited competition windows: In quieter months or amidst fewer listings, a well-presented home can stand out & achieve better results - often outperforming expectations.

Know your buyer: Interstate investors may overlook local quirks that affect pricing or appeal. Conversely, owner-occupiers may prefer lifestyle-rich inner-ring suburbs.

Location is king: Areas connected to infrastructure development, such as outer growth corridors, remain popular & perform well - both among locals & out-of-state buyers.

Top 10 Melbourne Suburbs for number of sales

(sold in the Financial Year 2024-2025)

1. Melbourne CBD - ***2,214***
2. Tarneit - ***1,547***
3. Point Cook - ***1,183***
4. Pakenham - ***990***
5. Craigieburn - ***990***
6. Werribee - ***985***
7. Southbank - ***911***
8. Sunbury - ***883***
9. Clyde North - ***880***
10. Truganina - ***812***

Source: PropTrack Market Trends July 2025

So, when is the best time to sell your property?

Forget the cliché of selling in spring - it's less about the season and more about local demand, suburb activity, buyer type and your goals/personal timeline. Timing the market right might just lead to a smoother sale - or even better - higher offers.

Spring 2025 Rental Market Snapshot

Eastern Suburbs

Rental demand across Melbourne's east continues to rise, with Surrey Hills, Doncaster, Balwyn, and Mont Albert performing exceptionally well.

These suburbs are seeing strong competition for 2 – 4 bedroom homes, particularly well-presented properties with good school zones, transport links, and outdoor space.

Verified Weekly Rent Estimates
(by suburb and property type)

Suburb	Property Type	Bedrooms	Weekly Rent
Balwyn	House / Townhouse	3 – 4	$950 – $1,200
Balwyn	Unit / Apartment	2 – 3	$720 – $850
Doncaster	House	3 – 4	$660 – $990
Doncaster	Unit	2 – 3	$600
Mont Albert	House / Townhouse	3 – 4	$900 – $1,200
Mont Albert	Unit / Townhouse	2 – 3	$700 – $800
Surrey Hills	House	3	$850
Surrey Hills	House	4	$1,100
Surrey Hills	Unit / Apartment	2	$550
Surrey Hills	Unit / Apartment	3	$750

Vacancy rates remain under 2.5% across these areas. Properties that are clean, compliant, and well-located are typically leasing within 2 – 3 weeks.

Features like heating/cooling, modern kitchens, and outdoor areas make a significant difference.

- Ensure compliance with minimum standards and safety requirements.
- Recommend value-adding updates based on tenant demand.
- Price listings based on local rental evidence.
- Professional marketing: photos, floor plans, online reach.
- Responsive service and dedicated local expertise.

Why Choose Ross-Hunt

✓ Trusted local agents across the eastern suburbs.
✓ No call-centres – direct and transparent communication.
✓ Select portfolio, tailored attention.
✓ Competitive value.

Ready to lease your property?

Contact Chelci Wynn for a free suburb rent comparison and tenant-readiness checklist.

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Your Property, Our Priority

Owners Corporation Department announces introduction of Teams Leaders

Amy Easton
Owners Corporation Manager
Team Leader

Kerry O'Dowd
Administration Team Leader
& HR Manager

Rosie Starr
Owners Corporation Manager
Team Leader

We're pleased to share that we've introduced a new leadership structure within our Owners Corporation Department, with the appointment of three dedicated Team Leaders. **Please join us in congratulating Kerry, Amy & Rosie on their new roles!**

This new leadership structure is a significant step in supporting our growing team. Team Leaders will take on key responsibilities - leading, mentoring and supporting their team, as well as working closely with them to ensure client satisfaction. They will also serve as an additional point of contact for clients seeking extra support.

The introduction of Team Leaders is intended to better support our team – so they can better support you. We recognise the importance of continually improving our customer service.

Our strength lies within our people, and it's the relationships we nurture that not only help future-proof our business, but also bring meaning to our work, our lives and our community. We are excited about this next chapter and look forward to continuing to support you with even greater care and efficiency.

Proud Members of

FBA Family Business Australia

National Family Business Day, 19 September, is dedicated to celebrating the vital role family-owned businesses play in our economy and communities. Family businesses are the heartbeat of Australia and New Zealand, driving innovation, creating jobs, and fostering a sense of community.

We invite you to support, choose, and celebrate family businesses... today, and every day.

Why Office Bearers' Liability Insurance Matters in Strata

In any strata scheme, elected committee members take on vital responsibilities—approving budgets, managing disputes, overseeing maintenance, and ensuring the strata runs smoothly. But with responsibility comes risk. That's where Office Bearers' Liability Insurance steps in.

Protecting Those Who Lead

Office bearers (such as the chairperson, secretary, and treasurer) make decisions on behalf of the Owners Corporation. If a member is accused of a wrongful act—such as negligence, defamation, or breach of duty—they could face legal action. Office Bearers' Liability Insurance covers the legal costs and potential damages, helping protect personal assets.

Encouraging Participation

Without proper coverage, many owners are understandably reluctant to volunteer for committee roles. Having this insurance in place removes a major barrier, giving committee members confidence that they're not personally exposed if something goes wrong.

Enhancing Scheme Stability

Strata schemes function best when their leadership is secure and protected. A claim against an unprotected office bearer can be costly—not only financially, but in terms of community trust. This cover ensures continuity and helps preserve harmony within the scheme.

Peace of Mind for Those at the Helm

Whether you're an investor, resident, or committee member, knowing your strata scheme has this insurance in place offers peace of mind. It's a simple, cost-effective safeguard that protects those who keep the community running.

For further information, please contact BJS Insurance Brokers on (03) 9860 4200

RECENTLY SOLD HOMES

3/382-384 High St, Templestowe Lower

Sold for $860,000

3 Beds | 2 Bath | 3 WC | 2 Living | 2 Cars

- Peaceful, private setting in gated community
- 3 robed bedrooms, master with WIR & ensuite
- Two separate living zones, under-stair storage
- Well-appointed kitchen with gas cooktop
- Family bathroom plus downstairs powder room
- Private courtyard, gas ducted heating, alarm
- Close to Westfield Doncaster, Templestowe Village & Yarra River

For more information call Jeff Anderson 0411 222 744

2/48 Weir Street, Balwyn

Sold for $550,000

2 Beds | 1 Bath | 1 WC | 1 Living | 1 Car

- Updated ground floor apartment with balcony
- Walk to Balwyn Shopping Centre & trams
- Polished timber floors throughout
- Light-filled living, separate kitchen & meals
- Kitchen with gas cooktop & stone benches
- Bright & modern bathroom with laundry connections (renovated end of 2024)
- Ceiling fans, split system heating/cooling

For more information call Romano Cellante - 0412 100 989