

## Ray Real Estate Market Comment

December 2009

Dear Resident,

Was 2009 the year of opportunity?

With historically low interest rates, comparatively affordable prices and boosted first home buyer grants, many would argue that it was.

The question people are now asking is, will 2010 continue this trend or is the honeymoon over for buyers looking for bargains?

My view is that next year will be the last stop for purchasers looking to make the most of the market upswing – interest rates are already starting to rise, and the government has scaled back first home buyer grants.

In addition, fewer distressed sales are being made with vendors now opting to hold onto their assets wherever possible, and most of those who are selling are in a position to turn away low offers.

However, those who act quickly can still catch the property cycle in its building phase.

To help our clientele capitalise on current market conditions, Salt Village Real Estate will be expanding and re-branding in the New Year.

Ray Real Estate will be an independent, full service agency specialising in the Tweed Coast region, with a particular emphasis on listings from Salt Village and Casuarina Beach.

Our business will offer the full suite of property services, including project marketing, residential resales, rental listings, research, property management and commercial and retail leasing.

If you would like more information on how you can make 2010 your year of opportunity, please contact the sales office on 1300 225 572.

On behalf of the team at Ray Real Estate, I would like to thank you all for your support throughout 2009 and wish you and your family a very safe and happy festive season.

I look forward to meeting with you once again in the New Year.

Kind Regards,

**Greg Allan**  
Director and Licensee  
Ray Real Estate



## Sold

Peppers Balé - Lot 14 - 3 Bedroom, ocean views  
Mantra - Lot 59 - 2 Bedroom, over Central Park  
Peppers Balé - Lot 33 - 3 Bedroom, ocean/park views  
Land - Lot 447 Avoca Street - 525m2

## Under Contract

21 North Point Ave

## Feature Land

### Double Allotment

Lot 425 & Lot 426 Banzai Street  
Total area 1050m2  
\$525,000 EACH

## Available Rental

### 12 Longboard Circuit

\$650 per week

The cool tiled entrance in this comfortable four bedroom family home leads you into a large living area with reverse cycle air-conditioning that opens onto an undercover al fresco. The four bedrooms are carpeted and all have ceiling fans and built in robes with the master featuring a walk-in wardrobe and modern ensuite. The roomy kitchen has quality stainless steel appliances and features a stylish black granite bench top; there's also security, vacuumaids, plenty of storage space, a double lock up garage, fully fenced yard and to top it off a pool with maintenance included in the rental price. Call to inspect now.

## Update Alert

Lease your Casuarina Beach or Salt Village property with Ray Real Estate Property Management and we will reward you with a **\$250 voucher** to the Golden Door Spa at Peppers Resort, Salt Village. Offer is valid to our next eight new exclusive managements - we'll even help you switch from another agency, **it's that easy.**

To find out more contact our Property Manager, Katie Kelly on 02 66743444.

## New Listings

### 9 Angourie Street - Beachside

\$1,150,000

This ultra modern and spacious 4 bedroom beachside Salt home with open plan lounge, dining and large gourmet kitchen with walk in butler's pantry, create a true sense of space with the generous use of windows and 6 metre ceilings. A separate Media room overlooking a private courtyard. Vacuumaids, air-conditioning and a north facing pool surrounded by lush low maintenance gardens make this a very appealing and liveable home.

### 4 Narrabeen Street - Beachside

\$1,050,000

Only metres to direct beach access is this 4 bedroom family home with in-ground pool and plenty of grassed area for the kids playground equipment. The children have their own dedicated living area, and at the other end of the home is the family's living area. With the cobalt blue pool as the centrepiece for the homes design, the endless summer offerings are priceless.

### 4 Cylinders Drive - Beachside

\$1,380,000

This dream home, a stones throw from the beach, is of a high quality build with quality porcelain fittings and floor coverings of Tasmanian oak floor boards. Features 4 bedrooms, 3 bathrooms, a studio / office or teen retreat separate to the main home enjoys a pool view. The floor plan is open and flows with a neutral colour scheme.



## BOOK YOUR CHRISTMAS PARTY AT SALTBAR

Celebrate with your staff on the absolute beachfront deck and let the Saltbar team take care of everything. Call 1300 SALT BAR (1300 725 822) or email [functions@saltbar.com.au](mailto:functions@saltbar.com.au)