



NEDLANDS

INSIGHT | AUGUST 2020

Dee Elmahdy

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space 
THE BOUTIQUE EXPERIENCE

EXPERT INSIGHTS

FINANCE



SAM CARRELLO
NAPOLEON FINANCE

"It's been a big start to the financial year with the governments support of the building industry driving a lot of enquiry. We have seen an influx of first and second home buyers looking to take advantage of the incentives and this area of the market is really moving. Some lenders have responded with a reduction in LVR's for construction loans in certain suburbs to help mitigate potential risk to the lender.

As always the banks are looking for good sub 80% LVR business to help balance the books and we are seeing some very competitive pricing in this area with many rates starting with a 2. There is also a range of cashback offers for refinances to help assist with switch costs. One thing to note is with Covid19 some lenders have been forced to shut down offshore processing centres and as a result turn around times have blown out to in excess of 30 business days with some lenders so this factor must always be taken into account when comparing lenders especially if you are on the clock with an offer to purchase a property."*



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NEDLANDS



DEE ELMADHY
SALES AND
MARKETING CONSULTANT

The Nedlands market is in the middle of a bubble of activity with strong prices being achieved due to a shortage of stock being outweighed by buyer demand. Many buyers are emailing and calling to know about any off market opportunities. There are an increasing amount of sales being facilitated that never reach the advertised market. We have also noticed an increase in enquiry from eastern states and overseas Expats, who are now deciding that a move back to Perth is more likely to happen sooner rather than later. In all, surprisingly buoyant in a turbulent time.

DESIGN



JULIANNE BURLING
NO SHRINKING VIOLET

Winter is a time to warm your soul with plush throws and smooth rich velvets. Trending at the moment are gorgeous coral tones mixed with honeyed timbers alongside warm whites.

Create moments in your home, with spaces that tell a story. Imagine a corner in your bedroom with a stunning velvet chair topped with a mongolian Fur cushion, along with stunning artwork accompanied by lush greenery that says "I want to be here, cup of tea in hand reading my favourite book".

Fabulous looking cushions that stand to attention, add feather inside to get that sumptuous designer look.

MARKET INSIGHTS

Nedlands

Recent Sales



Median Price



House

\$1.69M



Unit

\$667k



Days on Market

22



Properties for Sale

65



Properties Sold

6

SOLD IN JULY

ADDRESS	PROPERTY TYPE	BED	BATH	CAR	SIZE	PRICE
Baird Avenue	House	3	2	2		Not Disclosed
Martin Avenue	House	4	3	2	1,012m ²	\$1,800,000
Thomas Street	House	5	2	2	1,012m ²	Not Disclosed

**This data has been sourced from REIWA.com.au, RP Data Core Logic and Pricerfinder.*

Whilst all efforts have been made to ensure the data is accurate Space Real Estate will not be liable for error or admissions herein.

YOUR EXPERT AGENT



Dee Elmahdy

Get in touch

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Review

"Dee was able to make an often stressful process into an easy and enjoyable experience, nothing was too much trouble." - Vendor Review

Dee is efficient, effective and achieves great results for her clients.

Growing up watching her father succeed in Sydney Real Estate, it was inevitable that Dee would follow in his footsteps and become a sale executive herself.

After completing her degree at the University of New South Wales, Dee began working for some of the world's most illustrious brands and head hunted by some of the globe's largest corporations – Dee was the go-to for sales and marketing in the FMCG industry.

In 1997 Dee fell in love with Western Australia visiting the state as a young adult, so when she decided to start a family of her own there was no better place to raise a family than Perth and she and her family have made the beautiful Western Suburbs her home ever since.

Using her advanced sales and marketing skills, Dee has forged her real estate career over the past 7 years working alongside some of the Western Suburbs most successful agents in WA together selling in excess of \$70 million worth of property in 2019.

Dee's approach has always been to tailor her marketing – identify the profile of the buyers then design and execute a bespoke marketing campaign to reach them. Her approach is efficient, effective and yields results.

Dee's passion for real estate, dedication to providing the best service to her clients along with her drive and determination to achieve the best price for her clients makes Dee one of Perth's most highly sought after agents.

"The key to success will always be customer service – the client is number 1 in my book. It is a privilege to be given the opportunity to sell someone's home and I treat it that way."