



# Keeping up with Kendall

**Kendall Atkinson** | LICENSED REAL ESTATE AGENT

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## Welcome to **Spring**

**The days are longer and warmer, the grass is beginning to grow, leaves are making a welcome return to deciduous trees, and the beach is starting to look even more inviting. You may have more spring in your step. With no pun intended, welcome to Spring.**

### Real Estate **wrap**

Perhaps you've noticed that it's getting increasingly hard to get a car park in downtown Ballina and Lennox Head, and that both shopping areas seem to be consistently busy all week. You are not alone in your observations. It's a fact that both towns are experiencing a burst in activity, and with this comes a sense of increased confidence. The recent closure of Angels Beach Drive and the associated pressure on traffic that resulted clearly demonstrates the numbers of people that now live here and use local roads daily. These aspects are all markers of a thriving and dynamic region.

We are continuing to see an influx of people moving here for the lifestyle that our region offers, and this steady stream of new arrivals is helping to maintain a high level of demand for properties. With spring upon us, we have been pleased to see more houses available for sale, providing buyers with more choice and a little relief from an usually tight housing market.

Our market is maintaining the pace that we have seen throughout 2016. With the benefit of hindsight, we can now see that the middle of 2012 represented the bottom of the market, and since this time we have experienced four years of steady growth. Our current market can be described as strong, and we are not expecting this to change anytime soon.

You may have heard of the ripple effect? It is said that in our region, Byron Bay represents the ripple epicentre, with the associated strongest demand and highest prices. As the ripple extends out from Byron, you get a flow on price effect, with prices diminishing the further you go.

This theory certainly rings true for Lennox Head with the village continuing to enjoy high prices and strong demand off the back of price rises in Byron Bay. With its lifestyle



Lennox village is in strong demand

living opportunities, strong sense of community, and its cosmopolitan and vibrant village centre, Lennox represents a shining beacon for people from outside the region.

The ripple effect also flows through to Ballina. However, it's also true that Ballina has its own market, and is not lying completely in the shadow of its northern cousins.

The proliferation of land releases, particularly around Lennox, has been highly successful for developers. With all but a few of the available blocks sold, demand for an undeveloped housing block continues to remain strong.

Renovations remain the flavour of the day, and a shortage of properties for sale has, in part, contributed to a mini renovation boom. Happily for both builders and local tradies, this situation has led to lots of work, with many builders now booked out for 12 months or more into the future. You could argue that there has never been a better time to work in the building trade.

Attendance at open houses is always a good way to get a handle on current market conditions. In recent times, we are seeing as many as 20-30 people attending an open house. These sorts of numbers are simply unprecedented, with attendance normally averaging six people per open house. At one property, we had some 150 people through over a four week sales campaign with 11 registered bidders and a sale price of \$80,000 over reserve! These figures are a good illustration of current demand, with competition for available

properties very high. Most sellers in the current market are achieving their sale price, and sometimes slightly more. However, it's important to qualify that this is not the case for every property that we handle. As the old adage goes, the triple P's - **position, presentation and price** - are the holy grail of real estate! If a seller can get these three lined up then they will sell well. If this is not possible, a sale still remains highly achievable, but perhaps not at a dream price.

## RENO REVIEW – **Be Asbestos Aware**

Ballina Shire Council in partnership with North East Waste is offering householders **FREE** asbestos testing as part of a trial program aimed at reducing the unsafe removal of asbestos by home renovators.

They also have an Asbestos Removal Kit for less than 10m<sup>2</sup> of asbestos which includes a disposable mask, overalls, shoe covers and gloves. It also contains heavy duty duct tape, barrier tape, asbestos labels, an asbestos bag, cable ties and drop sheets.

Ballina Council has subsidised the cost of these kits, and they can be purchased from the Ballina Waste Centre for \$30. Purchase also allows for the disposal of up to 10m<sup>2</sup> of bonded asbestos at the Lismore City Council Waste Facility.

To take part in the program residents can pick up a **sampling kit from the Ballina Waste Management Centre** at 167 Southern Cross Drive, Ballina or telephone 02 6686 1287 if you have any questions about the program.



Image sourced from <http://www.newaste.org.au>

## Being philosophical with the **property gods**

So, your home is no longer meeting your needs and you have decided to find something new. We all know that the sensible way to approach this situation is to sell your existing home before you purchase. Do it the other way around and you could be seriously out of pocket paying bridging finance. BUT, there is an element of risk in selling first. What if you don't find what you are looking for after your house is sold? You might end up temporarily homeless, or forced to rent.

I acknowledge that there is a risk in selling your home first, but in the real world what we find is that the home you are looking for almost always presents itself in time. As the song goes, you've gotta have faith.

Ideally, and to minimise the sense of insecurity that comes with risk, I recommend that you start looking as soon as you put your own house on the market. You may consider introducing a longer settlement to buy more time, but it's a time in your life to be philosophical and to trust that it will all work out. You just need to start.

Whatever your situation, I will be there to hold your hand, help to absorb the stress, and provide guidance along the journey. I remain committed to doing the right thing by clients regardless of the outcome and it is this aspect that sets me apart from the competition. There is nothing more satisfying than doing a good job and knowing that you have helped someone on their journey. Working in real estate is so much more than simply selling homes.

## Here are some great philosophical sayings to help you on your real estate journey:

- What's meant for you won't go by you...
- How do you eat an elephant? One bite at a time.
- A journey of a 1,000 miles starts with a single step...
- Opportunity dances with those on the dance floor...

As always, I would be grateful if you forwarded your copy of 'Keeping up with Kendall' to a friend or colleague.

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