

# REAL ESTATE NEWS

The latest real estate report for the Kiama Municipality



firstnational  
REAL ESTATE  
Coast & Country

# Kiama is LIFESTYLE COUNTRY



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Coast & Country

119 Fern Street GERRINGONG - 4234 1911  
2/110-112 Terralong Street KIAMA - 4232 2888

# Coast and Country Real Estate Thoughts

First National Coast and Country is the oldest and one of the most respected Real Estate agency in the Kiama and Gerringong region. For over 30 years, we have been renowned for our honest, ethical and professional services to our clients.

## Our Local Real Estate Market is Resilient

### The uncertainty of the pandemic has resolved itself positively for us

As Australians, we love our real estate. The family home is one of our most treasured possessions; a place to build our lives, raise families, and create fond memories. However, the Coronavirus pandemic has had a significant effect, not just on Australia's economy but also upon our future plans and the way we think about where we want to live.

Since March, much has changed.

During the country's first lockdown, many Australians lost their jobs, more Australians began working from home, workplaces gained flexibility, and with more time at home to think about what's important in life, many of us started thinking about what life might be like if we left the city for that tree change or sea change we've long talked about.

Others have decided it really is time to downsize, and, countless families have come to the realisation that they need more room – that putting it off can't wait.

Additionally, thousands of first home buyers, buoyed by the Morrison Government's HomeBuilder \$25,000 grant, determined that now is the time to take their first steps on the property ladder.

This has all added up to thousands of Australians seeing the Sea Change or Tree Change we'd considered as something further off in the future as something we should act upon now.



**Terry Digger**  
Managing Partner  
First National Coast & Country

## Regional Property shows strong capital growth

### A flight from the cities is creating strong demand in the near-by regions

CoreLogic data reveals the pre-listing activity of real estate agents is on the rise, nationally - suggesting more property will be available for purchase come spring.

This aligns with recent data from removalists indicating Australians are interested in leaving COVID hotspots and moving to regional areas; acting upon long held desires for a Sea Change or Tree Change.

In some cases, the motivation is driven by job losses or downsizing of businesses, but a majority is being driven by a simple desire for a smaller mortgage, more space and a better lifestyle.

Sydney is the city people most want to leave as they seek lower priced areas and improved lifestyle.

Prior to 2020's pandemic, regional Australia property markets had been consistently showing steady capital growth for several years.

COVID-19 has served only to accelerate that trajectory, with first homebuyers seizing the opportunity Federal Government's \$25,000 HomeBuilder Grant, families seeking a better lifestyle, and young retirees looking for better value.

Even though housing values in capital cities have demonstrated remarkable resilience, the results for regional Australia are considerably more bullish.



**Jason Stalgis**  
Managing Partner  
First National Coast & Country

## Why the Kiama region a *PERFECT* sea-change or tree-change destination



The Kiama region is experiencing a massive upswing in interest from Sydney-siders looking to relocate their families and businesses into our glorious region.

You may well ask: "What took them so long to wake up!?" The fact is that they have.

Sometimes it takes a crisis for people to seriously re-evaluate their lifestyle choices. The rush and bustle of city life with its cut-and-thrust professional culture can cast a hypnotic spell.

But now, many people around the world have come to see that city living is not essential to their work / life balance anymore. Technology can connect us in ways never possible before.

And then there is pure economics. People can sell a Sydney property and buy in nearby regional areas, and improving their accommodation while reducing their mortgage commitments. What's not to like about that?

Let's look at the unique advantages of where we are lucky enough to live, so we can see the Kiama region through the eyes of a Sydney-sider.



First, we are close enough to Sydney and Canberra to stay connected to our workplace, friends and a city's cultural life.

Transport is fast, reliable and there are many choices. A modern freeway system connects us to Sydney and Canberra. A fast, reliable train service leaves every hour or so.

Next, we are actually near a major university with highly respected teaching and research facilities, producing high quality graduates who can form the basis of any marketing or technology start-up. Software and technology firms are already moving here to take advantage of that talent pool.

And then there is our remarkable landscape. From beautiful beaches to sheltered harbours; hinterland rain-forests to rolling plains that are green and pleasant places that are ideal for small livestock holdings, horses, vineyards and market gardening at all scales.



Our schools are first class and well connected to our community. Children grow up with the best of all worlds

- connected to modern culture but with easy access to the joys and freedoms of country living.

This really is the meaning of work / life balance. Forbes magazine lists steps to achieve this balance in your life.

- Let go perfectionism and strive for excellence
- Unplug regularly and enjoy the moment
- Take self care through exercise and meditation
- Identify what is important to your life and limit time-wasting activities and people
- Ask yourself: What changes could make life easier?
- Start small. Build from there.

Oh! And don't forget to look to the horses.



## Six Ways to Boost your Property's Value

Sprucing your property up for a quick sale?

Putting a few things in place to add value for later, or simply getting 'spring ready' to make your living space more liveable?

Here are a few tips that have proven to really add value, both in the short-term and long-term.

1. **Get into the garden** - remember street appeal from the front, livability at the back.
2. **Freshly painted, adds fresh appeal** - well painted properties sell over the odds.
3. **Let there be light** - clean your windows, look at your drapes and blinds, consider a skylight and look at your light fittings and bulbs.
4. **Clean it like you mean it** - declutter, clean inside and out and check your gutters and drains work freely.
5. **Communal spaces count in inspections** - we find people congregate in kitchens and entertaining spaces at inspections, so make sure they well furnished, open and inviting.
6. **Smells like victory** - warm welcoming smells provide a sense of comfort, familiarity and security.



**ERIN BROWN**  
Business Development Manager  
First National Coast & Country

Many first-time renters worry they won't be able to secure a property without rental history, but remember that every tenant was a first-time renter at some point.

Successfully securing a property as a first-time renter is a matter of being organised and submitting your application early to have the best chance at beating out other potential tenants.

Keep in mind the landlord and their property manager want to choose the tenant they think is most likely to pay rent on time, take good care of the property and comply with the terms and conditions of the lease.

**Five important factors to keep in mind**

- Prepare key documents and organise your references
- Attend inspections early
- Follow up afterwards
- Have the bond monies prepared
- Read and understand the tenancy agreement and prepare any questions you might have

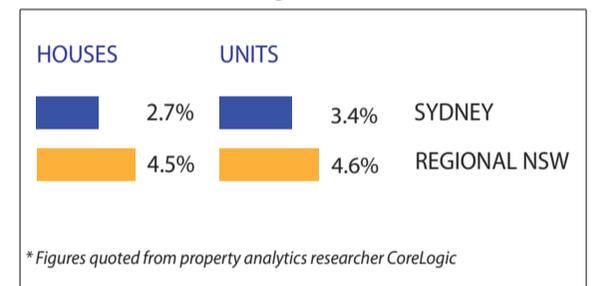
Contact me on 02 4232 2888 to discuss your rental property needs or requirements.

**Rents Holding Up Exceptionally Well**

We have experienced strong demand and quick clearance for rental properties in the Kiama area.

In Sydney, gross rental yields have stabilised with yields of 2.7% for houses and 3.4% for units.

**Rental Yields for August 2020 \***



These returns are under the national average which is 3.3% for houses and 3.9% for units.

However, landlords in regional NSW are doing much better. Houses in regional NSW are returning an average of 4.5% and units 4.6%.

# OUR LATEST PROPERTY MARKET STATISTICS

The interest in the Kiama region remains high with values increasing over the year despite the otherwise adverse market conditions.

Over the past three months in particular, clearance rates have increased, while time-on-market and vendor discounting have decreased.

We are seeing realistic asking prices being exceeded

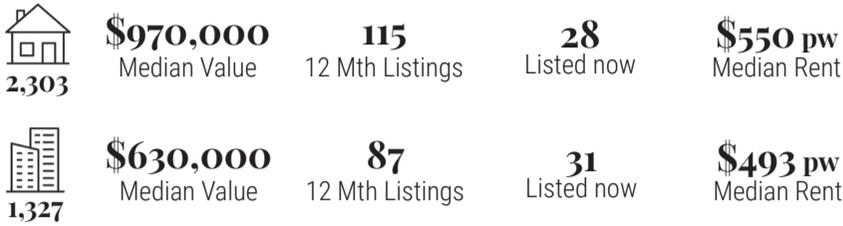
regularly as buyers seek to quickly lock-in suitable properties.

Our rental market remain exceptionally strong with properties being leased without the need to advertise. It is a remarkable market for vendors.

The figures below show the current house and unit values and the number listed in the past 12 months.

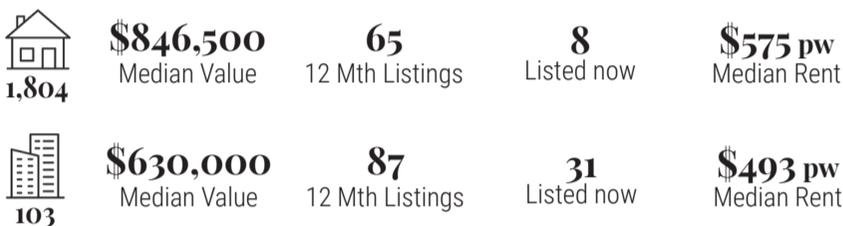
## KIAMA

Population: 6,867 | Average age: 60+



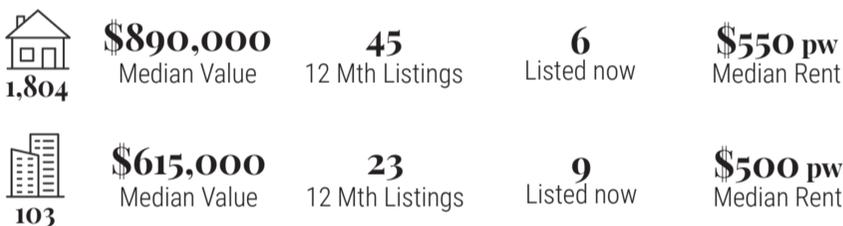
## KIAMA DOWNS

Population: 5,011 | Average age: 40 - 59



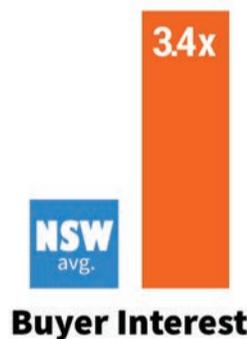
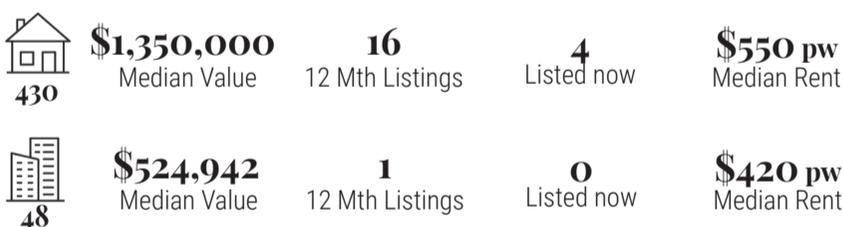
## GERRINGONG

Population: 3,969 | Average age: 60+



## GERROA

Population: 670 | Average age: 60+



# WE KNOW THE JOY OF A NEW HOME



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**LOCAL FOR 30 YEARS**

- Sales
- Holiday rentals
- Rentals
- FREE appraisals

First National Coast and Country have helped thousands of families move in, move out, trade up and scale down.

**Call us. We understand homes.**

# THREE EXCEPTIONAL PROPERTIES

## Two Homes With Stunning Views and an Amazing 9 Acre Opportunity



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The Kiama region offers many styles of homes. From classic villas built in the 1800's to modern units - available at just about all price points.

We have rural properties still operating as farms through to fully developed

rural lifestyle retreats. Kiama has it all.

In this edition, we are featuring two meticulously built, designer homes that showcase exquisite workmanship and ocean views to match.

Both are located near to beaches and to

Kiama's historic, central village.

The third property is a rare find. Close to Gerringong, 9 acres of virgin land with a DA in place, awaiting an owner who understands the unique opportunity it presents.

### 2 MERRICK CIRCUIT - KIAMA



Located in the new Cedar Grove estate, this beautifully designed and master-built home is modern in design, has been meticulously maintained and offers room for the whole family.

Designed to capture views of the ocean and rural vistas from the living spaces and front entertaining balcony.

Accommodation wise, the home offers 4 bedrooms with built in robes, the main bedroom enjoys beautiful coastal and rural views, walk in robe and en suite.

Whether you're entertaining or simply enjoying the tranquility of the location, there is plenty to get excited about with this home.

PRICE: New to market  
AGENT: Dana Edwards  
CONTACT: 0412 413 417

### 5 SIMS ROAD - GERRINGONG



An amazing opportunity for those who are looking for a bit of room to spread out but also want to stay close to town.

This vacant 9 acre allotment has DA approval for a sprawling contemporary style country home with beautiful mountain views to the north west.

The house site is slightly elevated and overlooks the balance of the land.

Located right on the edge of the township, it is a level 500m walk to public transport and just 2.5kms to beautiful Werri Beach..

Auction - Sat 10th Oct @ 12pm  
AGENT: JASON STALGIS  
CONTACT: 0403 648 375

### 34A KALEULA CRESCENT - KIAMA



Savour the delights of sunrises over the ocean, cooling sea breezes and uninterrupted coastal vistas from your very own beach side home.

This magnificent residence will enchant you with three levels of light filled rooms, luxurious living spaces with "picture perfect" ocean and headland outlooks and generous accommodation.

The home including a completely private parents retreat with a spacious bedroom overlooking this magical location and a luxurious en suite with bath for complete privacy.

All in an enviable location with the sparkling ocean as your backdrop.

SOLD PRIOR TO AUCTION  
AGENT: Andy Wharton  
CONTACT: 0412 638 708

## SOME OF OUR RECENT SALES



23A FARMER STREET - KIAMA  
AGENT - Andy Wharton : \$910,000



2 TANNER PLACE - KIAMA  
AGENT - Claire Nunn : \$926,500



4 ILLOURA PLACE - GERRINGONG  
AGENT - Jason Stalgis : \$850,000



154 HEADLAND DRIVE - GERROA  
AGENT - Ryan Stalgis : \$3,000,000



15 TAYLOR STREET - KIAMA  
AGENT: Terry Digger : \$1,350,000



4 DOWNES PLACE - JAMBEROO  
AGENT - David Hall : \$1,030,000



17 GRETA STREET - GERRINGONG  
AGENT - Ryan Stalgis : \$1,180,000



24 WILLOWBANK PLACE - GERRINGONG  
AGENT - Joe Dignam : \$1,061,000



79 MERRICK CIRCUIT - KIAMA  
AGENT: Dana Edwards - \$850,000



29 BEATTIE STREET - JAMBEROO  
AGENT - David Hall : \$824,000



22 ELAMBRA PARADE - GERRINGONG  
AGENT - Julie Vaux : \$875,000



109 HEADLAND DRIVE - GERROA  
AGENT - Jason Stalgis : \$1,310,000



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