

Our local market review

Summer 2020



**first
national**
REAL ESTATE

| Coast & Country



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A word on the market

Drought. Bushfires. Floods and now a pandemic. But through it all, the Australian character has shone through. Responding to each of these crises with swift action, common sense, intelligence, humour and above all, a sense of shared responsibility. We have never been so proud to be Australian's.

But despite that, the Covid-19 situation is a real challenge for all of us, with potential illness, markets drying up, economic hardship striking everyone and for us as individuals, our social networks under strain.

It is important to remember though, that the drought did finish. The fires were contained and extinguished. The floods did subside; and we will overcome the challenges of this crisis as Australian's always do. We will roll up our sleeves, knuckle down and make it work.

So while the current situation has set back market performance, property remains one of the soundest investments for long-term wealth creation. We are available to discuss your real estate questions and needs in our Kiama and Gerringong offices, which remain open.

We are proud to be consistently recognized as
the area's top performing agency



Agent of the Year
Suburb: Gerringong NSW

Agency of the Year
Suburb: Gerringong NSW

Agency of the Year 2020

First National Coast & Country has also been awarded 'Agency of the Year' by RateMyAgent for the Gerringong and Gerroa area for the past 3 years in a row. Australia's major independent real estate awards, RateMyAgent award winners are selected based on both sales results and consumer feedback. Over the past 3 years our team has received more positive reviews from clients than any other agency in the area and have also held the major market share in both Gerringong and Gerroa during this period.





Another High End Sale

A prestigious Gerringong property was recently sold by First National Coast and Country's Terry Digger for a record sale price in Willow Vale.

Terry took the 68.8-hectare property to the marketplace with a strategic marketing campaign that generated 150 buyer enquiries, with 35 inspections, and 22 contract requests.

The historic property - Stratford Estate - with its four-bedroom home, fertile pastureland, meandering creeks and pockets of pristine forest sold in just 33 days.

Terry Digger said the sale showed confidence is moving back into the high-end rural lifestyle market, "The result exceeded our client's expectations, and I still have many qualified buyers looking to purchase rural properties in our area."

If you would like to discuss your property, please call Terry on 0417 760 669.

First National Coast & Country proudly supports

- Lions Junior & Senior League
- Gerringong Netball
- Kiama Knights
- Gerringong Touch Football
- Gerringong Surf Club
- Kiama Little Athletics
- Kiama Bowling Club
- Surf Life Music Festival
- Legends Pro Am Gerringong Golf Club
- Kiama Show Society

*Presentation with passion
Presentation second to none
Our point of difference
Powerful images people connect with*

Our services available to you:

- Superior photography
- Standard and artistic images
- Creative photography
- Magazine style retouching
- Day to dusk façade conversion
- Exterior video
- Interior walk through video
- Drone video
- Drone photography
- 360 Virtual Tour of the home
- Aerial Virtual Tour
- Renderings
- Virtual staging
- Standard floor plan
- Colour floor plans
- 3D floor plans
- Site plans



Our Sales Team



TERRY DIGGER

Principal/Sales Kiama
0417 760 669



JASON STALGIS

Principal/Sales Gerringong
0403 648 375



JOE DIGNAM

Sales Agent Gerringong
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RYAN STALGIS

Sales Agent Gerringong
0423 593 149



JULIE VAUX

Sales Agent Gerringong
0414 341 687



GREG CRUMPTON

Sales Agent Gerringong
0418 557 185



ANDY WHARTON

Sales Agent Kiama
0412 638 708



DAVID HALL

Sales Agent Kiama
0431 270 673



CLAIRE NUNN

Sales Agent Kiama
0402 294 992



DANA EDWARDS

Sales Agent Kiama
0412 413 417



LILLI WILLIAMS

Sales Administrator Gerringong
02 4234 1911



AIMEE LONGBOTTOM

Sales Administrator Kiama
02 4232 2888

A word from our clients

'Responsive and Professional'

Claire was very responsive and professional with her approach to the sale. I wouldn't hesitate selling my property or recommending Claire and the team at First National Coast & Country Kiama. '5 Star Service'.

Mr and Mrs Brown – Kiama Purchasers

'Professional and Friendly Manner'

We recently sold our property in Gerringong through Julie Vaux of First National. What a pleasure it was to be involved with Julie who in a professional and friendly manner guided us through every step of the process to an extremely good result which we believe was a record for the style of house in the area.

If you are considering selling or looking to purchase a home, we have absolutely no hesitation in recommending Julie as your agent for her genuine honesty and integrity are beyond reproach. We are confident you will not be disappointed, and we thank you Julie.

Mr & Mrs Gilbert – Gerringong Vendors

'Got us the best price possible'

From the first time Ryan came to our home to give us our appraisal I could see he was very caring, enthusiastic and professional. Selling the family home was very emotional and he dealt with the different personalities in our family with so much care, empathy and honesty. He explained the process and answered all our questions with patience. I believe Ryan got us the best price possible, he really worked hard and stayed very committed and focused. Ryan was always very approachable and kept us updated with calls and written reports. I will always be grateful to Ryan, he went above and beyond what I imagined from an agent. I can't recommend him enough. Thank you Ryan!

Mrs Lee – Gerroa Vendor

2533 Kiama (and surrounds)

The **median price** for the last quarter was **\$821,000**

The median sale price has risen close to 5% this quarter due to a high percentage of sales being higher priced well-located homes. Buyer activity has increased considerably, and buyer confidence has been the reason they have been happening nearly twice as fast as the same quarter last year.



Lowest sale **\$385,000** ————— **Highest sale** **\$2,850,000**

The **median days on market** for a property sold was **46 days**

2534 Gerringong (and surrounds)

The **median price** for the October - December quarter was **\$870,000**

The median sale price has remained steady this quarter, but the number of sales has been lower. Increased buyer activity has reduced the number of days on market back to just 29 but we will likely see this extend back out this coming quarter due the travel restrictions with the covid19 virus.



Lowest sale **\$490,000** ————— **Highest sale** **\$6,050,000**

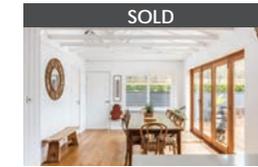
The **median days on market** for a property sold was **29 days**

Our Recent Sales



KIAMA DOWNS

17 Ironbark Crescent
4 2 2
\$910,000



GERRINGONG

31 Brook Street
3 2 1
\$840,000



WERRI BEACH

105 Renfrew Road
6 2 2
\$942,000



KIAMA DOWNS

14 Byrne Place
4 2 2
\$870,000



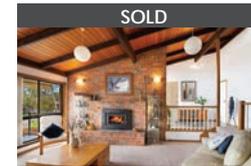
KIAMA DOWNS

9 Hoskings Crescent
3 2 1
\$760,000



WERRI BEACH

144 Renfrew Road
2 2 1
\$1,296,000



KIAMA DOWNS

6 Cowell Place
4 2 2
\$980,000



GERROA

100 Stafford Street
4 2 2
\$2,820,000



JAMBEROO

56A Churchill Street
4 2 2
\$870,000



KIAMA

9 Tombonda Drive
4 2 2
\$980,000



KIAMA

148 Manning Street
3 2
Contact Agent



KIAMA

Lot 13 Caliope Street
4 2 2
\$1,000,000



GERRINGONG

16 Union Way
4 2 2
\$885,000



GERRINGONG

16 Burnett Avenue
4 2 2
Contact Agent



KIAMA

87 Merrick Circuit
3 3 2
\$1,100,000



KIAMA

28 Lilly Pilly Way
4 3 2
\$1,150,000



KIAMA

24 Barney Street
3 1 2
Contact Agent



GERRONG

9 Park Road
4 2 1
\$1,295,000



GERRINGONG

6 Carinya Way
3 2 2
\$840,000



GERRINGONG

9 Boona Avenue
3 1 1
\$913,500



KIAMA HEIGHTS

73 Attunga Avenue
4 2 2
\$975,000



GERRONG

106 Crooked River Road
4 3 1
\$920,000



KIAMA

45 Marsden Street
3 1 2
\$1,130,000



KIAMA HEIGHTS

114 Attunga Avenue
5 3 2
\$1,265,000



GERRINGONG

38 Campbell Street
3 2 2
\$960,000



GERRINGONG

74 Greta Street
5 2 4
\$829,000



JAMBEROO

24 Wyalla Road
4 2 3
\$1,055,000



JAMBEROO

36 Beattie Street
3 3 1
Contact Agent



KIAMA HEIGHTS

15 Anembo Crescent
4 3 2
\$890,000



KIAMA DOWNS

4 Alexander Avenue
3 1 1
\$743,000



GERRONG

152 Headland Drive
4 2 2
\$2,750,000



GERRINGONG

10 Campbell Street
2 2 1
\$719,000



KIAMA DOWNS

31 Cathedral Rocks
3 1 2
\$881,000



WERRI BEACH

119 Renfrew Road
6 2
\$966,200



GERRINGONG

11 Willowbank Place
5 2 2
\$1,030,000



GERRINGONG

3 Morrow Street
3 2 2
\$790,000

AGENT PROFILE:

Dana Edwards



What is your funniest moment in real estate? Haha, depends who's asking as to what my answer is! That's all I'm saying.

What are you doing when you aren't selling or leasing? (hobbies, sport etc.) I'm a mum to 2 beautiful girls, so they keep me pretty busy. I also love spending time and laughing with my family (a cheeky wine or two with my mum and sister) and friends. It's the simple things in life that are priceless.

How do you start your day? My days start early and sunrise is a favourite time of the day. I try to get in a walk along the beach or cup of tea on the deck and just take some time to appreciate all that I have.

What is your favourite travel destination? There are so many beautiful places in the world. Italy, France, the Amalfi Coast, Kiama are a few favorites. Simply any place where you create lifelong memories.

Who inspires you the most? Wise words. My family and friends inspire me to be the best person I can be. Being positive, kind, to work hard and always be thankful.



AGENT PROFILE:

Greg Crumpton

What is your funniest moment in real estate? A well to-do lady was navigating under an electric fence and her metal hair clip got caught on the wire. She started screaming and pulsating with every electric pulse. I could barely control my laughter to help her.

What are you doing when you aren't selling or leasing? (hobbies, sport etc.) I enjoy running, swimming and cycling (I used to do triathlons when I had more time to train), body surfing and walking the dogs.

How do you start your day? I usually either run or walk the dogs or both.

What is your favourite travel destination? Magnetic Island Queensland and Queenstown New Zealand.

Who inspires you the most? My wife with her blow torch and cattle prod - LOL.

Properties for Sale

We want the process of buying and selling to be the celebration it should be. Things tend to move fast once you've made the decision to proceed with your sale. We'll ensure the process is simple by taking care of everything for you. We'll keep you well informed so you can feel confident making the right decisions. The difference between a good and great price comes down to the agent with the strongest negotiation skills and who will work tirelessly to achieve the absolute best result possible. That's one of the reasons First National Coast & Country regularly achieve record prices for their clients.



GERRINGONG

9/146 Fern Street

3 beds 2 baths 2 cars

\$779,000



KIAMA

16/41 Banksia Drive

3 beds 1 bath 2 cars

\$640,000 - \$670,000



GERRINGONG

104 Fern Street

3 beds 2 baths 7 cars

Contact Agent



GERRINGONG

24 Union Way

4 beds 2 baths 2 cars

\$859,000



COOLANGATTA

1069 Bolong Road

3 beds 2 baths 5 cars

\$949,000



GERRINGONG

19 Armstrong Avenue

5 beds 2 baths 2 cars

\$1,350,000



GERRINGONG

C6/8a Myamba Street
1 1 1
\$745,000



GERRINGONG

C2/8a Myamba Street
3 2 1
\$1,075,000



GERRINGONG

16 Greta Street
2 2 1
\$765,000 - \$800,000



GERRINGONG

29/128 Belinda Street
3 2 2
\$1,075,000



GERRINGONG

22 Elambra Parade
4 2 2
\$895,000



GERRINGONG

85 Fern Street
2 1 1
Contact Agent



KIAMA DOWNS

23 Bass Street
3 2 1
Contact Agent



KIAMA DOWNS

15 Ironbark Crescent
3 1 2
Contact Agent



KIAMA

3/161 Shoalhaven Street
2 1 1
Contact Agent



KIAMA

6/41 Banksia Drive
2 1 1
\$570,000 - \$590,000



JAMBEROO

4 Downes Place
4 3 2
\$980,000 - \$1,050,000



GERROA

2 Park Road
2 1 1
Contact Agent



GERRINGONG

22 Nile Close
2 1 2
\$719,000



GERRINGONG

9 Tasman Drive
4 3 2
\$2,000,000 - \$2,150,000



KIAMA

7/20 Bong Bong Street
Build Size - 93sqm
Contact Agent



WARILLA

6/232 Shellharbour Road
Build Size - 110sqm
\$350,000 + GST



FOR SALE

BERRY

33 Little Creek Road

6  4  3 

\$2,200,000 - \$2,400,000

CONTACT AGENT

Greg Crumpton

0418 557 185





FOR SALE

GERROA

125 Headland Drive

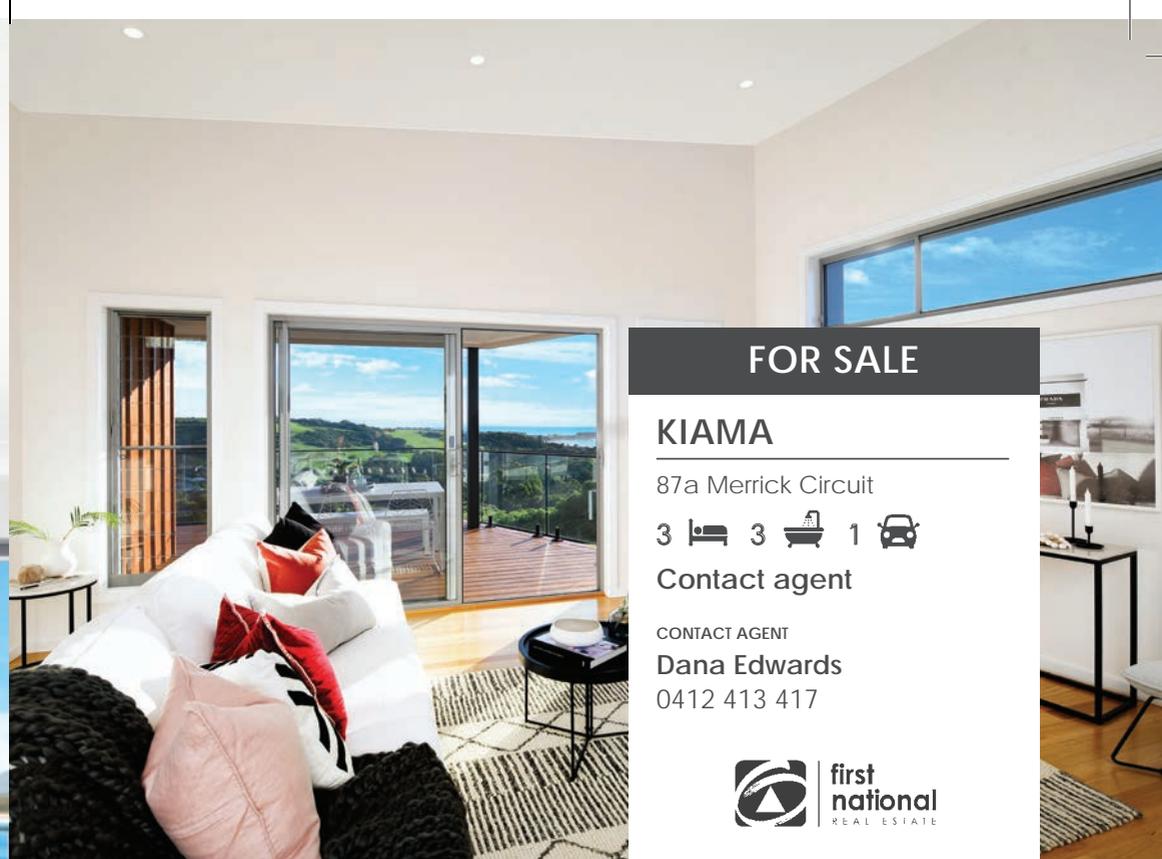
3 2 2

\$1,395,000

CONTACT AGENT

Jason Stalgis

0403 648 375



FOR SALE

KIAMA

87a Merrick Circuit

3 3 1

Contact agent

CONTACT AGENT

Dana Edwards

0412 413 417



FOR SALE

KIAMA HEIGHTS

91 Attunga Avenue

6 5 2

Contact agent

CONTACT AGENT

Terry Digger

0417 760 669



New Holidays Website

We have recently announced the launch of the new Coast and Country Holidays website. Visitors can book our holiday rental properties using any of the main holiday rental sites including Airbnb, HomeAway and Booking.com. The site also allows visitors to book and pay online directly with us.

Our holiday business has been growing steadily as owners with well-positioned, suitable properties seek the higher returns often available from holiday rentals. The new system helps our Holiday Manager Rachel to manage everything from bookings to cleaning, maintenance to disbursement of funds to owners. Owners also have individual real-time portals for them to access all the information about their properties.

Please have a look at our new website www.coastandcountryholidays.com.au/, and tell us what you think.

First National Coast & Country has been successfully operating a boutique holiday rental division from our Gerringong premises for over 15 years. We embarked in holiday letting due to high demand from both past and prospective clients whom were seeking a more personalised and proactive approach to the management of their holiday let properties. Our aim is to nurture and grow your holiday investment, to maximize your returns and offer you a complete property management service.

Should you wish to let your property as holiday accommodation, we offer the following services:

- Hassle-free holiday management
- Marketing your property across a wide range of networks
- Integration with Stayz, HomeAway and Airbnb booking platforms
- Ongoing maintenance, cleaning and care of your Investment
- A competitive fee structure that is clear, concise and easy to understand
- Peace of mind knowing that your property is closely supervised throughout the year
- Simple process for owner bookings, allowing you to enjoy your property

We invite you to liaise with us regarding your investment property. We can organise a complete setup package for new holiday rental properties, or a seamless transition for your existing holiday home. You can also now call our holiday department directly on 02 4234 1754



GERROA

Surfrider
3  2  SLEEPS 8



WERRI BEACH

Beach Breeze
2  1  SLEEPS 4



KIAMA

Vitamin Sea
4  3  SLEEPS 9



GERRINGONG

Docked@Oceania
2  1  SLEEPS 5



WILLOWVALE

Ocean Willow
3  2  SLEEPS 7



GERROA

Aqua View
3  2  SLEEPS 8

Our property management team



DEB PETERS

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LORRAINE SHAW

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TRICIA MURDOCH

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DEBRA MURPHY

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SUSAN SPENCE

Commercial Property
Manager - Kiama
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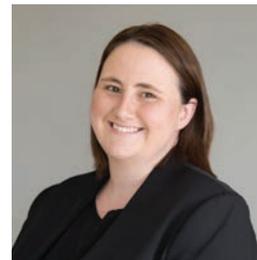
ERIN BROWN

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PETA WILLIAMS

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RACHEL MACKENZIE

Holiday Manager
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What we do for you

OUR 'CARE PLAN'

Our aim is to take on the responsibility for upkeep and management of your investment property. We have put in place practical procedures that ensure you and your property are cared for in the best possible way. We believe that communication is vital in maintaining healthy relationships whether in business or personally.

Our 'Care Plan' for your property involves:

- Discussing your aims and requirements for your property
- Advising you on all aspects of the rental process
- Verifying and establishing appropriate pricing
- Appropriate advertising of your property
- Full qualification of all applicants
- Confirmation of your acceptance of selected tenants
- Preparation of all leases
- Complex ingoing and outgoing inspection reports
- Regular property inspection and assessment reports including photos
- Regular communication with you personally
- Arrangement of all repairs and maintenance
- Comprehensive computerised accounting, including maintenance, rent receipting and reporting
- Direct depositing of rental monies at the end of the month
- Yearly property statement for end of year taxation purposes
- Regular rent reviews



We are still open for business
contact us today!

✉ admin@ccfn.com.au

🌐 www.coastandcountryfn.com.au

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