



No recession in Noosa: Taylor

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With one sold prior, one after, one under the hammer, and the expectation of two more this weekend, Brent Higgins of Ray White Maroochydore is sitting on 100% for the month.

"Every time I list a property for auction, my confidence level for a sale is hugely optimistic," he says.

And Grant Smith of Century 21 Buderim reports an auction success rate around 75% for the past quarter. "Most of these properties had multiple bidding parties," he said.

"Of the other 25%, nearly all owners had the opportunity to consider a written contract during marketing. The strength in the auction campaign has certainly continued to bring buyers and sellers much closer in an uncertain market and continues to achieve outstanding results."

Trophy to Vic buyers

YOU generally expect auctioneer Kim Taylor to turn up with jostled hair, no tie, rolled up sleeves, and finger pointing like a man obsessed with getting a result.

Right on the dot of time, he appeared in long-sleeved white shirt, collar and tie at blue-chip Noosa Heads – "it's winter, you know," he exclaimed - his dress code not affecting his intentions to sell.

And sell he did!

With the mortgagee exercising power of sale at trophy 36 Angler Street in the heart of Noosa Heads looking across to rising Noosa National Park and with corridor views over Laguna Bay, the multi-level executive residence spoke entirely for itself, and the 60-70 auction watchers braving showers were not to be disappointed.

"Noosa is the greatest place in the world. I have been coming here for a lifetime and now feel privileged to live here.

"It has one of the finest climates, is a stone's throw to Main Beach and Hastings Street, and has everything within finger reach. Who wants to buy?" he asked the nine registered parties.

"I do," said one, offering \$1m as an opening bid that was quickly progressed to \$1.2 then \$1.3 from a third party and back to the opening bidder at \$1.35m.

"Geez, that is good buying," commented the auctioneer. On it went \$1.4, \$1.425 with a new bidder entering the fray at \$1.450.

"Get the bank manager on the phone, there's no recession in Noosa, it is one of the most popular destinations in Australia," he suggested to marketing agent Kyle Davies of Place. On it went - \$1.475, \$1.5, "an absolute steal", \$1.510, \$1.525, \$1.550, \$1.575, 1.6 with the opening bidder and the new party battling it out ..

\$1.625, \$1.650, \$1.7, \$1.725 stalling with the new bidder.

"We are selling today, we are playing for keeps," confirmed the auctioneer after seeking instructions from the mortgagee.

"But there was no more in it. The multi-level prestige property sold to a buyer who came up from Melbourne to stay with friends, especially for the auction.

"We plan to ultimately take up residence," the buyer confirmed, adding he spends almost six months of the year in Noosa.

Agent Kyle Davies of Place Real Estate was delighted with the result. "We had nine registered parties, six of whom bid on the day.

"It is a great achievement in this market to get a result on the day and sell one under the hammer. But I must add it was all due to our marketing campaign in Noosa News and Sunshine Coast Daily Property Week – that is where the buyers came from," said Kyle.

"The buyer had been looking around Noosa for the last eight months. In fact, most of the registered buyers have been looking around for the last six to 12 months. There are a lot of buyers here in Noosa. They have just not got on to the hook," he said.

Popularity does it

SUE Custance of Amber Werchon Property reports the sale of the three-bedroom house with pool at 7 Marana Street, Warana to a local buyer stepping up from a unit and loving the popular area.

"The auction was fun. It was very exciting. There was a lot of banter amongst the crowd. They were enjoying themselves, sparked along by auctioneer Jason Andrew who kept one eye on the weather as the auction progressed," said Sue.

Held out on the front driveway, Sue reported a turn-out of about 60, and five bidding parties from \$350,000. The property sold under the hammer for \$478,500 to a local buyer.

"There seems to be a lot of interest in this area, particularly from young people wanting to be beachside and looking for homes that offer opportunities for improvement.

"The auction proved to be the right way to go, right from the start. We had 45 groups through in the first three weeks of the campaign.

"Buyers know what they want, they know what they have to spend and have done everything right.

"They have their finance in place, building and pest reports are available, they know what area they want and are quite happy to spend Saturday afternoons being entertained and maybe coming away with a house," Sue said.

Vote of confidence

RICK Williams of PRDnationwide Buderim reports the successful sale of the three bedroom



GOOD BUY: Gee, that's good buying, comments auctioneer Kim Taylor while looking for a bidding increase at 36 Angler Street, Noosa Heads. The property sold under the hammer for \$1.725m to a Melbourne buyer who flew up for the auction.

house at 4 Nyes Crescent, Buderim.

"It was cold, windy and raining, and bidding followed in low to mid \$300,000s. Then it sold post auction to local first home buyers, very close to \$400,000."

Rick reported good inspections. "The property suited first home buyer and investor segments, suiting the auction process.

"It had gone to auction 18 months ago with another agent and the vendor was sworn off ever thinking about auctions.

"Fortunately, with me being both marketing agent and auctioneer, the vendor was confident in my ability to sell by auction. It was a vote of confidence.

"And this is what we did.

"Now the new buyer is looking forward to moving in to enjoy. It is a great position, a really good street. There are not too many properties that sell for this price in this street. They are usually well above," said Rick.

AUCTION RESULTS

BEERWAH

■ 3 Kurrajong Ct: 4br 2bath brick house on 2182sq m, Peter Henderson of Ray White Beerwah, generated a lot of prior interest, phone inquiry, and good inspections, sold prior to auction to Bokarina buyers taking up residence

BUDERIM

■ 15 Caroline Cres: 4br 3bath house, office, pool, ocean views, Vicki Stewart 0412 713 041 and Mary Tandy 0408 389 199 of Stewart Tandy and Assocs, intimate crowd in pouring rain, no bids recorded, offer immediately after, serious negotiations continuing with a second party

■ 4 Nyes Cres: 3br 2bath house, entry level, agent and auctioneer Rick Williams of PRDnationwide Buderim, bidding low to mid \$300,000s, sold post auction to local first home buyers very close to \$400,000

■ 134 Mons School Rd: 3br 2bath house on 5403sq m, ocean and tree views, close town, schools, Lloyd Edwards 0419 672 902 and Lynda Sherwell 0410 433 790 of Ray White Buderim, 25 attended despite rain, Justin Voss

auctioneer, 2bidders \$600,000 to \$640,000, listed \$695,000, still negotiating with parties DIDDILLIBAH

■ 58 Eudlo Flats Rd: 5br 2bath house on 1.01ha, a/c, a/g pool, 3bay shed, small dam, creek, fruit trees, suit horses, Mitch Sinclair of Amber Werchon Property, sold prior to auction (scheduled July 10)

KINGS BEACH

■ U21 10-14 Saltair St: 3br 2bath unit, Scott Hull of LJ Hooker Caloundra, 2registered, p/i \$600,000, listed \$630,000, 0419 901 011

LANDSBOROUGH

■ 30 Caloundra St: 3br 2bath house on 1011sq m, Andrew Hasker of LJ Hooker Caloundra p/i, some interest post auction, listed \$300,000, 0488 011 852

LITTLE MOUNTAIN

■ 23 Highclare Ct: 1392sq m elevated block, close school, shops, Darren Ide and Ryan Morris of RealWay Caloundra, auctioneer Jason Andrew, 2active bidders from \$180,000, sold under the hammer \$246,000 to local buyer looking at building a new home

■ 21 Pinewood St: 4br 2bath pole home on natural 4760sq m, Glasshouse Mtn views, work shed, Darren Ide 0408 549 457 and Ryan Morris 0404 657 343 of RealWay Caloundra, 40 attended, Jason Andrew auctioneer, 2bidders, p/i, under negotiation post auction, looking for more interest

MARCOOLA

■ 15 Lakedrive Cr: 5br 3bath house, pool, minutes beach, Daryl Rouse of RE/MAX Property, 2registered, p/i \$600,000, offer considered and rejected post auction, negotiating on a second, still looking for more interest, 0437 115 668

MOOLOOLABA

■ U4, 79 Buderim Ave: Recently updated 2br unit with ocean views, walk beach, Brent Higgins of Ray White Maroochydore, 4bidders from \$280,000, sold under the hammer \$280,000 to local professional lady

■ 5 Lillypilly Pl: 4br 2bath house with office, Luke Godwin 0438 713 414 and Brett Hughes 0410 585 424 of Ray White Mooloolaba, 50-55

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