

COMPARATIVE MARKET ANALYSIS



11B Keble Heights College Grove WA 6230



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► YOUR PROFESSIONAL AGENT



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► ABOUT ME

I have 25 years of Asset & Business Management experience and coupled with my Business & Sales qualifications has made for an easy, seamless & outstanding transition into real estate sales. I achieved "Rookie of the Year" in my first year for my previous real estate company, awarded to the most successful first year salesperson in the entire statewide franchise. I continue to build my business achieving awards that are for customer service and high commission level achieved. I uses a system that is proven to get a better results

- (1) I can demonstrate selling at a better price,
- (2) My listings sell in less time, &
- (3) I provide solutions for my clients.

You will no doubt appreciate what I will bring to your table in market knowledge and information to help you make an informed decision and to make your real estate experience a smooth one.

▶ MY SALES SUCCESS



19/3 Clifton Street Bunbury, WA, 6230

Sold Price: **\$480,000**

Sold Date: 23 Mar 2017



15 Thomas Street Bunbury, WA, 6230

Sold Price: **\$430,000**

Sold Date: 18 Mar 2017



11 Edenhope Road Australind, WA, 6233

Sold Price: **\$357,000**

Sold Date: 1 Feb 2017



▶ YOUR PROPERTY

11B Keble Heights College Grove WA 6230



Apr 16



Apr 16



▶ KEY SELLING POINTS

▶ THINGS TO CONSIDER


► SINGLE PROPERTY MAPPING

Aerial View







Cadastral View

► SOLD PROPERTIES




3 Cavendish Green College Grove WA 6230

Sold Price:	\$306,000
Sold Date:	7 Apr 2017
Category:	House: Standard
Lot Plan:	439/P022520 COLLEGE GROVE WA





 3	 2	 2	 640m ²
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Distance: 0.55km




4 Christchurch Place College Grove WA 6230

Sold Price:	\$325,000
Sold Date:	16 Feb 2017
Category:	House: Standard
Lot Plan:	16/P019455 COLLEGE GROVE WA





 4	 2	 2	 661m ²
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Distance: 0.36km




8 Christchurch Place College Grove WA 6230

Sold Price:	\$330,000
Sold Date:	6 Apr 2017
Category:	House: Standard
Lot Plan:	18/P019455 COLLEGE GROVE WA





 4	 2	 2	 707m ²
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Distance: 0.33km




6 Clare Row College Grove WA 6230

Sold Price:	\$401,000
Sold Date:	7 Mar 2017
Category:	House: Standard
Lot Plan:	417/P023858 COLLEGE GROVE WA





 3	 2	 2	 867m ²
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Distance: 0.69km




8 Darwin Way College Grove WA 6230

Sold Price:	\$265,000
Sold Date:	2 Jun 2017
Category:	House
Lot Plan:	441/P023134 COLLEGE GROVE WA





 4	 2	 2	 824m ²
--	--	--	--

Distance: 0.54km




25 Pembroke Street College Grove WA 6230

Sold Price:	\$330,000
Sold Date:	28 Apr 2017
Category:	House: Standard
Lot Plan:	410/P023858 COLLEGE GROVE WA

 4	 2	 2	 545m ²
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Distance: 0.66km




16 Possum Way College Grove WA 6230


Sold Price: \$405,000


Sold Date: 23 Apr 2017


Category: House

Lot Plan: 1132/P030067 COLLEGE GROVE WA



4


2


2


675m²

Distance: 0.56km




36 Possum Way College Grove WA 6230


Sold Price: \$365,000


Sold Date: 7 Feb 2017


Category: House

Lot Plan: 1124/P030067 COLLEGE GROVE WA



4


2


2


550m²

Distance: 0.69km




2 Pembroke Street College Grove WA 6230


Sold Price: \$385,000


Sold Date: 6 Apr 2017


Category: House: Standard

Lot Plan: 423/P023858 COLLEGE GROVE WA


4
















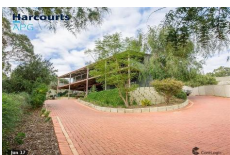















2


2


729m²

Distance: 0.70km

▶ ON THE MARKET

	<p>4 Balliol Court College Grove WA 6230</p> <p>Listing Price: \$399,990</p> <p>Listing Date: 26 Jun 2017</p> <p>Agency: Redink Homes - South West</p> <p>Lot Plan: 2/S046571 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.09km</p>
	<p>9 Christchurch Place College Grove WA 6230</p> <p>Listing Price: \$350,000</p> <p>Listing Date: 7 Jul 2017</p> <p>Agency: Barr & Standley Bunbury</p> <p>Lot Plan: 123/P019455 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.40km</p>
	<p>9 Possum Way College Grove WA 6230</p> <p>Listing Price: Offers Over \$429,000</p> <p>Listing Date: 1 Jul 2017</p> <p>Agency: Barr & Standley Real Estate</p> <p>Lot Plan: 1142/P030067 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.58km</p>
	<p>12 University Close College Grove WA 6230</p> <p>Listing Price: \$389,000</p> <p>Listing Date: 30 Jun 2017</p> <p>Agency: Harcourts - Bunbury</p> <p>Lot Plan: 76/P018631 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.23km</p>
	<p>5 Merton Avenue College Grove WA 6230</p> <p>Listing Price: FROM \$449,000 (under offer)</p> <p>Listing Date: 4 Jul 2017</p> <p>Agency: Realmark Dunsborough</p> <p>Lot Plan: 12/P061603 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.78km</p>
	<p>15 Melaleuca Drive College Grove WA 6230</p> <p>Listing Price: Offers Over \$410,000</p> <p>Listing Date: 23 Jun 2017</p> <p>Agency: Century 21 Advance Realty - Bunbury</p> <p>Lot Plan: 32/P061603 COLLEGE GROVE WA</p>	   	<p>Listing Type: Normal Sale</p> <p>Distance: 0.85km</p>

▶ AREA PROFILE

The size of College Grove is approximately 6 square kilometres. It has 2 parks covering nearly 1% of total area.

The population of College Grove in 2006 was 1,435 people. By 2011 the population was 1,480 showing a population growth of 3% in the area during that time.

The predominant age group in College Grove is 25-34 years.

Households in College Grove are primarily couples with children and are likely to be repaying between \$1400 - \$1800 per month on mortgage repayments.

In general, people in College Grove work in a non-specific occupation.

In 2006, 77.6% of the homes in College Grove were owner-occupied compared with 71.9% in 2011.

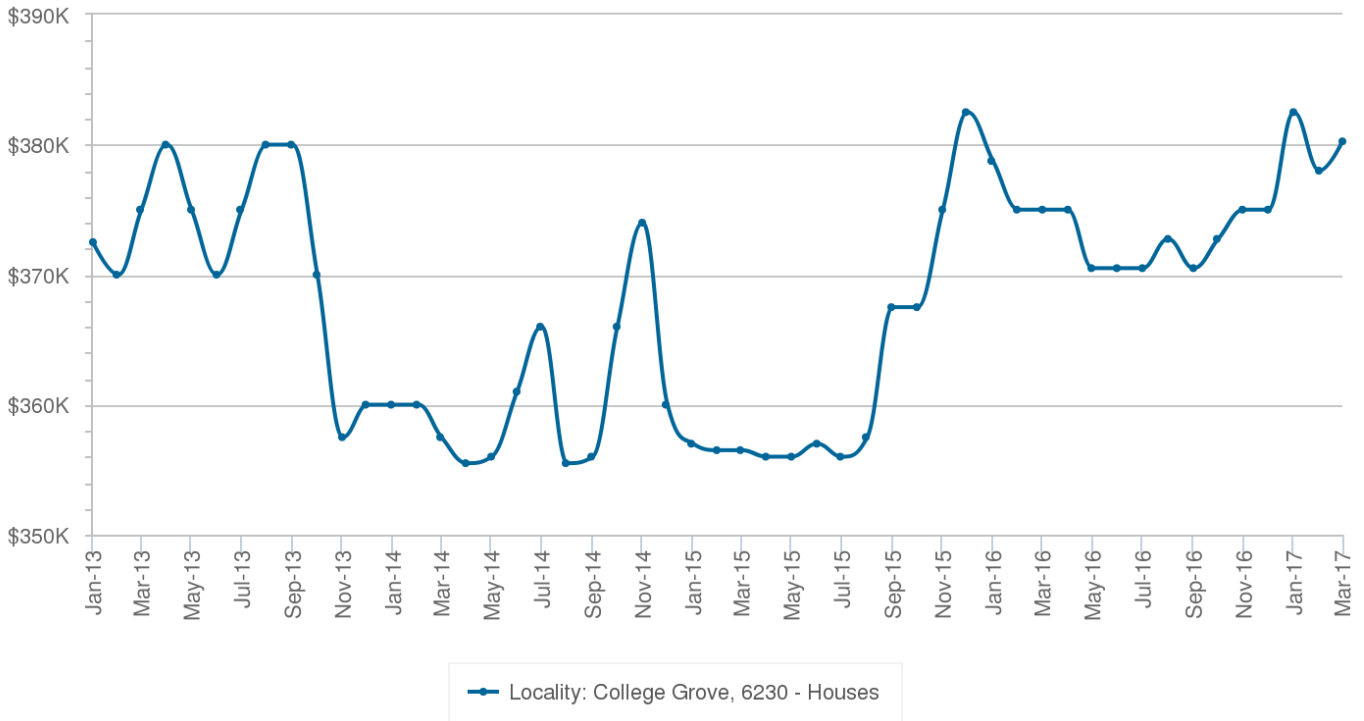
Currently the median sales price of houses in the area is \$380,250.

Median Sales Price

	YEAR 2013	YEAR 2014	YEAR 2015	YEAR 2016	YEAR 2017
Period	Median Price	Median Price	Median Price	Median Price	Median Price
January	\$372,500	\$360,000	\$357,000	\$378,750	\$382,500
February	\$370,000	\$360,000	\$356,500	\$375,000	\$378,000
March	\$375,000	\$357,500	\$356,500	\$375,000	\$380,250
April	\$380,000	\$355,500	\$356,000	\$375,000	n/a
May	\$375,000	\$356,000	\$356,000	\$370,500	n/a
June	\$370,000	\$361,000	\$357,000	\$370,500	n/a
July	\$375,000	\$366,000	\$356,000	\$370,500	n/a
August	\$380,000	\$355,500	\$357,500	\$372,750	n/a
September	\$380,000	\$356,000	\$367,500	\$370,500	n/a
October	\$370,000	\$366,000	\$367,500	\$372,750	n/a
November	\$357,500	\$374,000	\$375,000	\$375,000	n/a
December	\$360,000	\$360,000	\$382,500	\$375,000	n/a

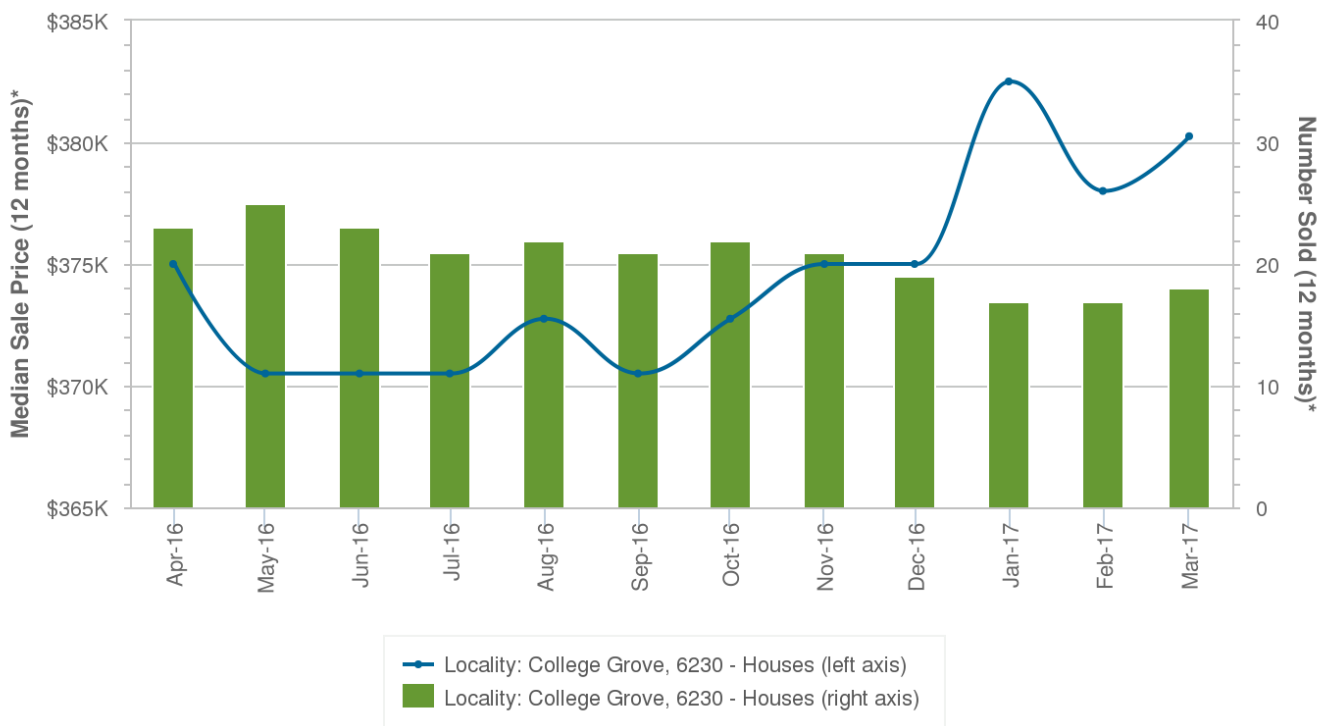
Statistics are calculated over a rolling 12 month period

Median Sales Price



Statistics are calculated over a rolling 12 month period

Median Sales Price vs Number Sold



*Statistics are calculated over a rolling 12 month period

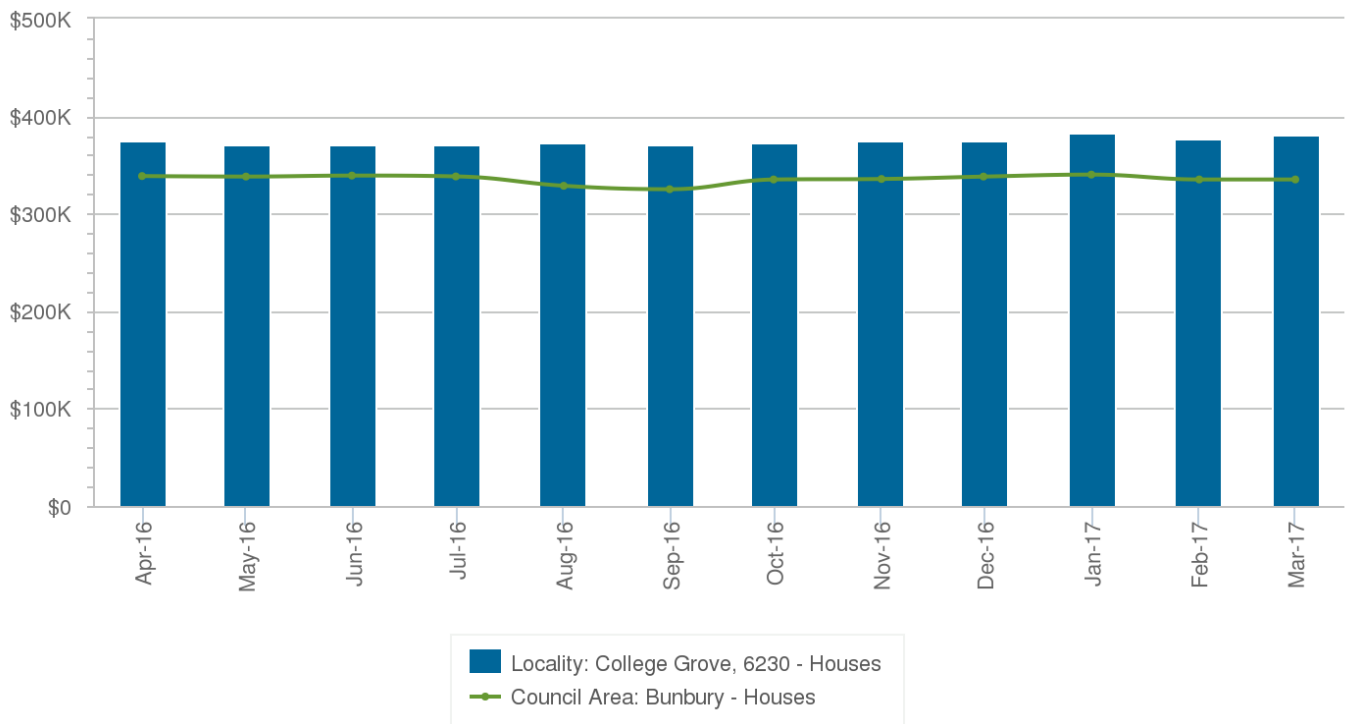
▶ RECENT MEDIAN SALE PRICES

Recent Median Sale Prices (House)

Period	COLLEGE GROVE	BUNBURY
	Median Price	Median Price
March 2017	\$380,250	\$335,000
February 2017	\$378,000	\$335,000
January 2017	\$382,500	\$340,000
December 2016	\$375,000	\$338,000
November 2016	\$375,000	\$335,500
October 2016	\$372,750	\$335,000
September 2016	\$370,500	\$325,000
August 2016	\$372,750	\$328,500
July 2016	\$370,500	\$338,100
June 2016	\$370,500	\$339,000
May 2016	\$370,500	\$338,000
April 2016	\$375,000	\$338,500

Statistics are calculated over a rolling 12 month period

Recent Median Sale Prices (House)



Statistics are calculated over a rolling 12 month period

SALES PER ANNUM

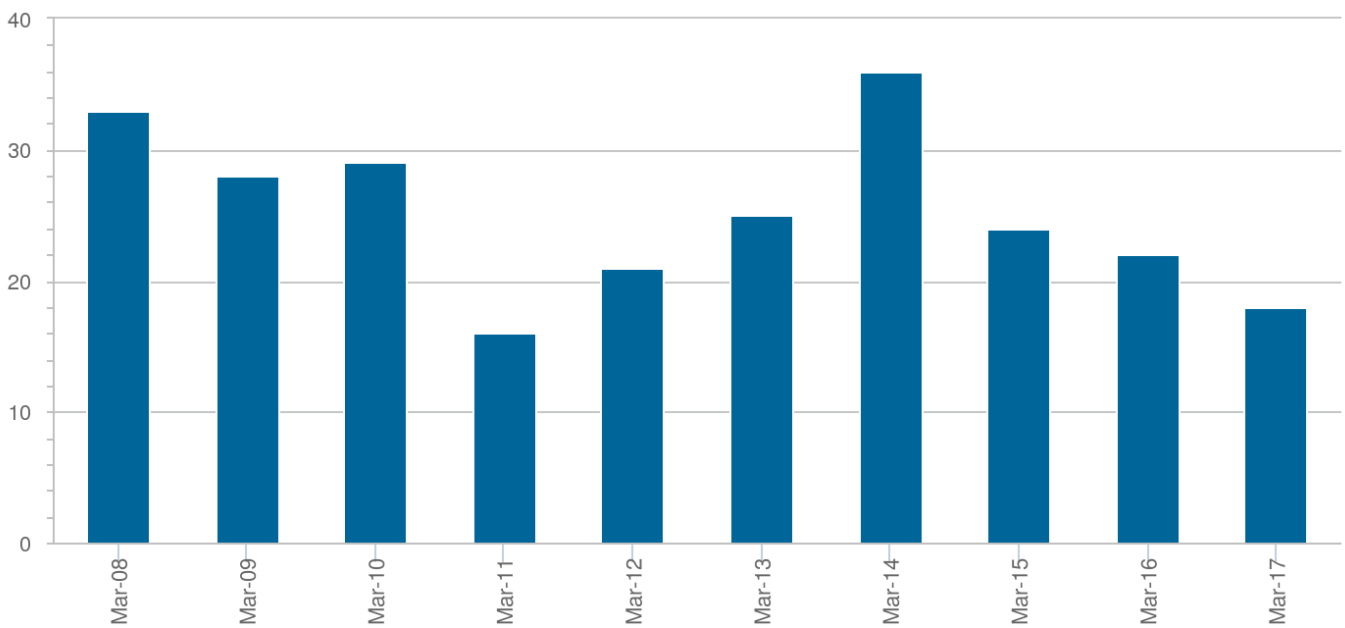
Sales Per Annum (House)

COLLEGE GROVE

Period Ending	Number
Mar 2017	18
Mar 2016	22
Mar 2015	24
Mar 2014	36
Mar 2013	25
Mar 2012	21
Mar 2011	16
Mar 2010	29
Mar 2009	28
Mar 2008	33

Statistics are calculated over a rolling 12 month period

Sales Per Annum (House)



■ Locality: College Grove, 6230 - Houses

Statistics are calculated over a rolling 12 month period

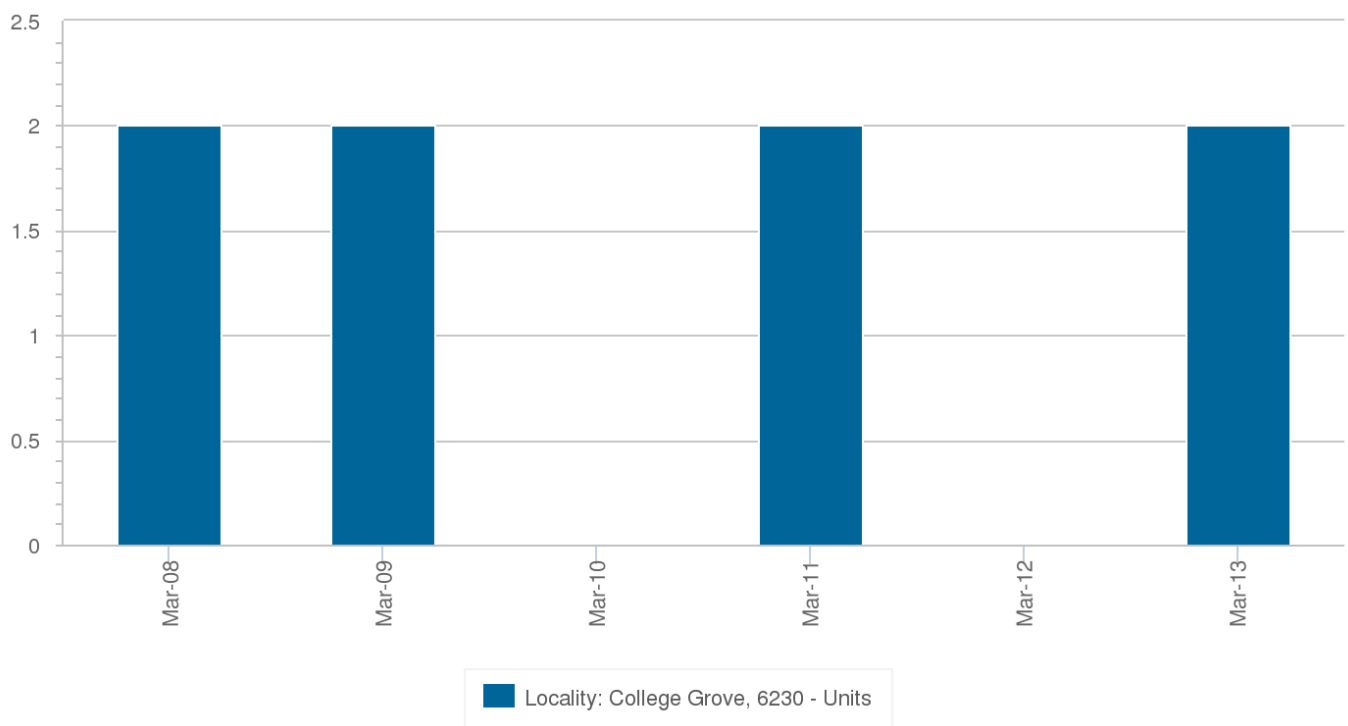
Sales Per Annum (Unit)

COLLEGE GROVE

Period Ending	Number
Mar 2016	n/a
Mar 2015	n/a
Mar 2014	n/a
Mar 2013	2
Mar 2012	0
Mar 2011	2
Mar 2010	0
Mar 2009	2
Mar 2008	2
Mar 2007	n/a

Statistics are calculated over a rolling 12 month period

Sales Per Annum (Unit)



Statistics are calculated over a rolling 12 month period

SALES BY PRICE

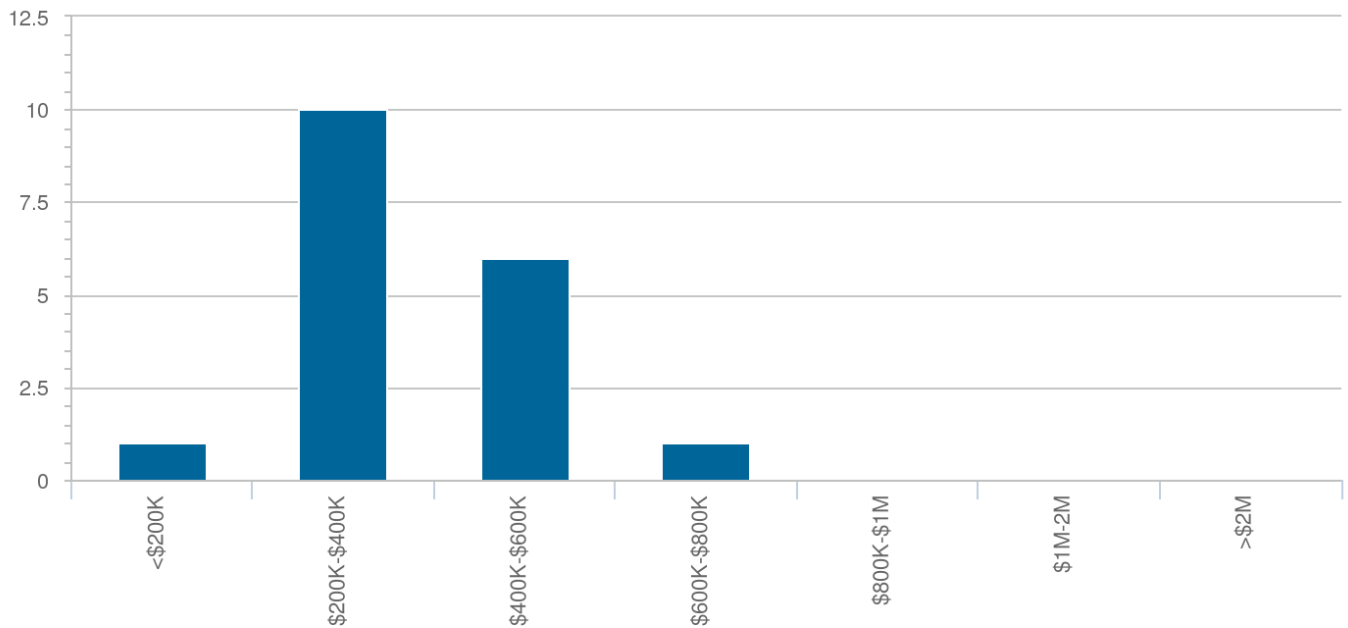
Sales By Price - 12 months (House)

COLLEGE GROVE

Price	Number
<\$200K	1
\$200K-\$400K	10
\$400K-\$600K	6
\$600K-\$800K	1
\$800K-\$1M	0
\$1M-\$2M	0
>\$2M	0

Statistics are calculated over a rolling 12 month period

Sales By Price - 12 months (House)



Locality: College Grove, 6230 - Mar-17 - Houses

Statistics are calculated over a rolling 12 month period

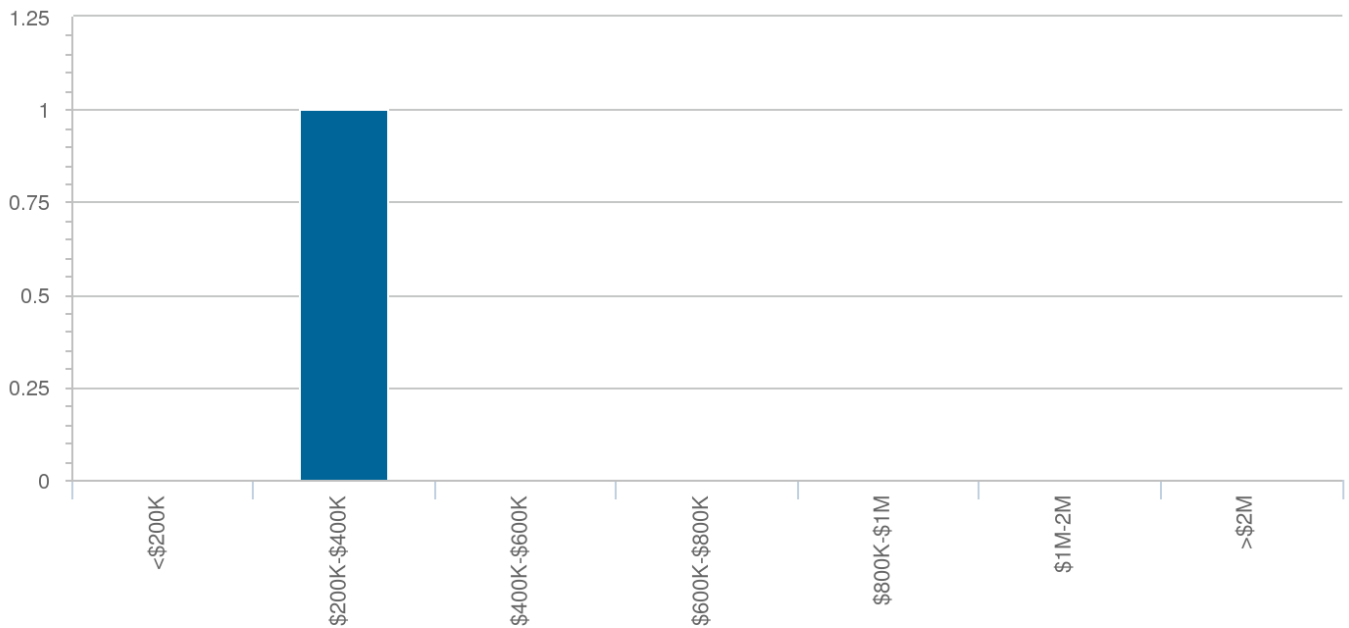
Sales By Price - 12 months (Unit)

COLLEGE GROVE

Price	Number
<\$200K	0
\$200K-\$400K	1
\$400K-\$600K	0
\$600K-\$800K	0
\$800K-\$1M	0
\$1M-\$2M	0
>\$2M	0

Statistics are calculated over a rolling 12 month period

Sales By Price - 12 months (Unit)



Locality: College Grove, 6230 - Oct-13 - Units

Statistics are calculated over a rolling 12 month period

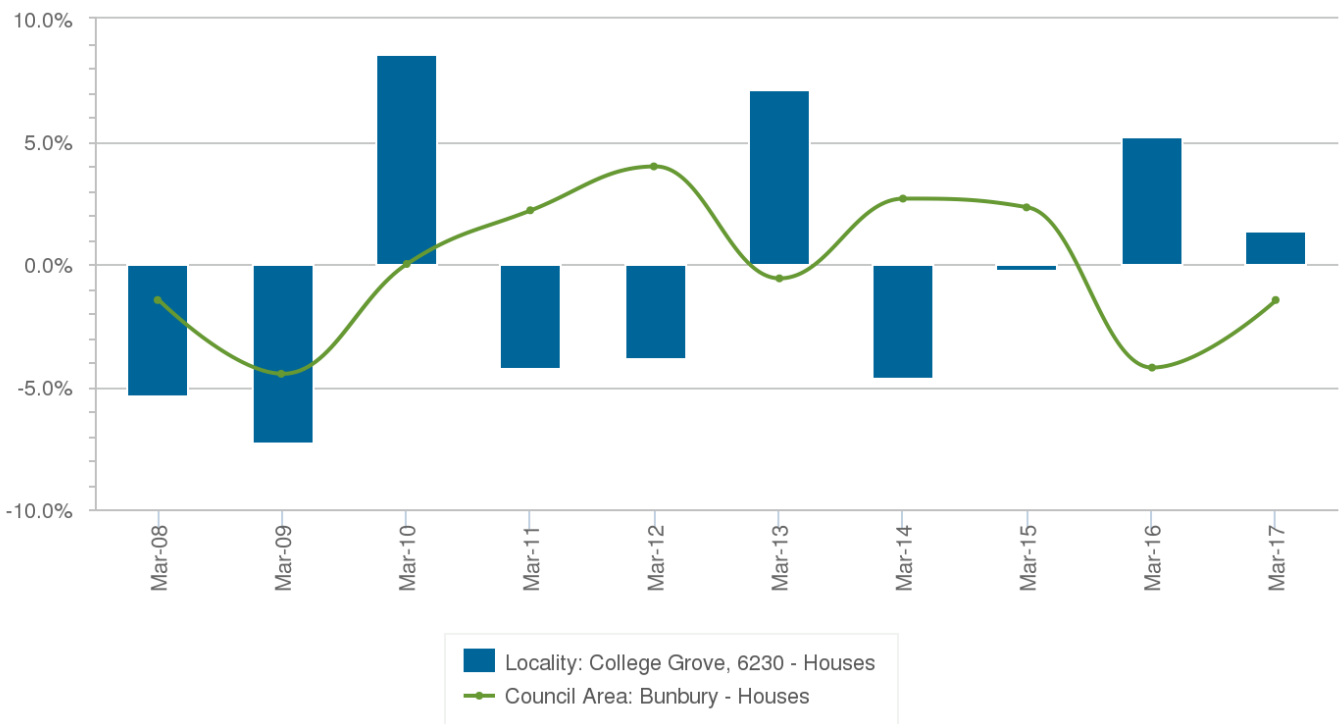
► CHANGE IN MEDIAN PRICE

Change in Median Price (House)

Period	COLLEGE GROVE	BUNBURY
	% Change	% Change
Dec 2016	-1.96%	-4.23%
Dec 2015	6.25%	4.41%
Dec 2014	0%	0%
Dec 2013	-1.37%	2.26%
Dec 2012	2.1%	0.76%
Dec 2011	-6.41%	3.12%
Dec 2010	3.24%	0%
Dec 2009	10.04%	-5.88%
Dec 2008	-13.78%	1.28%
Dec 2007	-2.38%	29.12%

Statistics are calculated over a rolling 12 month period

Change in Median Price (House)



Statistics are calculated over a rolling 12 month period

Change in Median Price (Unit)

Period	COLLEGE GROVE	BUNBURY
	% Change	% Change
Jan 2016	0%	2.97%
Jan 2015	0%	2.15%
Jan 2014	0%	1.05%
Jan 2013	0%	0%
Jan 2012	0%	-7.46%
Jan 2011	0%	6.35%
Jan 2010	0%	5%
Jan 2009	0%	-9.11%
Jan 2008	0%	-0.28%
Jan 2007	0%	11.76%

Statistics are calculated over a rolling 12 month period

► SUGGESTED LISTING PRICE

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 4	 1	 2	 Approx. 629m ²
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► AGENT DETAILS



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► DISCLAIMER

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