

# Buyers' gaze fixed

BEHIND THE WALLS  
with Debra Solomon

WITH rumours of further interest rate rises and a levelling of market prices, buyers are taking a more serious look at properties, local agents have observed.

Buyers are taking the opportunity to lock in to a fixed interest rate, and want to buy into the market before the price creep begins.

## » Landlords beware

NATIONAL Real Estate reminds managing agents of their obligation to promptly attend to repairs and maintenance in accordance with a landlord's instructions. Landlords should be aware that under the Property, Stock & Business Agents Act 2002, if you instruct your managing agent to not carry out a particular repair, it could constitute a breach of the Residential Tenancy Agreement.

## » Boutique space

W PROPERTY has at-

tracted strong interest in its new boutique commercial centre in Crows Nest, with more than 60 per cent of the 25 strata-titled offices and shops sold before its official launch.

Called "4 Clarke Street" (for obvious reasons!), the building has tapped into a growing niche in the northern suburbs, where local professional people are seeking quality office space close to their homes, avoiding bridge delays. Floorspace ranges from 26-154sq m, prices \$162,000-\$650,000.

Further information:  
Cayleys Property Consultants 9959 4394



## » RE/MAX arrives

RE/MAX has opened a new office in St Ives, in addition to its Lindfield office.

Ron Faul is the licensee, Shirley Wang is a bilingual sales assistant.

Shirley has been invited to Shanghai to familiarise herself with the work of

that city's leading developer.

## » Treaty the way

The Real Estate Institute of NSW is confirming what most agents have known for some time – that private treaty is the most effective sale method of choice at the moment.

Institute president Rowen Kelly said buyers were only looking at properties that were priced correctly for today's market.

"With more home buyers and fewer investors looking to purchase property and a tightening of the NSW property market overall, sellers are now committing to a listed price to attract more interest in their property." Fewer than 10 per cent of property sales are traditionally made through auctions, Institute figures show.

» Email contributions to  
solomond@cng.news1td.  
com.au