

Frankston South Marketplace Report April-June 2021



Janice **Dunn**

Estate Agents



“Working with Janice was an Easy and Enjoyable process with a Fantastic outcome - Thank You!!

I felt totally confident about Janice’s knowledge and approach - it was refreshing. The whole experience was smooth with clear communication throughout. I completely trusted Janice during the negotiation stage and she was caring and professional.

I particularly appreciated her very personal approach as we prepared the house for presentation, which included Me as a person still visible in the house and very much part of the process. We did a video which I believe was an Amazing way to share so much more about my home. Janice is responsive and a Woman of her Word. I would Totally Recommend Janice to be your agent - it’s a No Brainer, she and her team are FABULOUS !!!” Julia (Vendor)

Curious what your property could be worth?

Pop into the office and have a chat to one of our team members.

Janice Dunn - Director
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50 Norman Ave Frankston South

Janice Dunn

Estate Agents



Welcome to your Market Update.

April-June Quarter Two
Results for Frankston South

A Note from Janice

Hello and welcome to our latest market update.

What a fantastic quarter it has been for home sellers!

With the lowest interest rates on record, coupled with pleasingly low unemployment figures helped by both Federal and State stimulus packages aimed to ensure most of us recover from the State Lock-downs as quickly as possible, the property market has been rising in leaps and bounds.

In a rising market our biggest challenge as local agents is ensuring we aren't breaking State Legislation and "under-quoting". Feedback from buyers looking in the area is that they are frustrated and upset when homes they thought were affordable for them sell for far above the advertised price. Recent advice from Consumer Affairs Victoria is that they have experienced a 129% increase in complaints about underquoting.

If you want to know more about how we are handling this issue...get in touch with us now!






Sales Results in Frankston South

ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
27 Robinsons Road	House	3	2	1	343	\$662,000	14-May-21
119 Casuarina Drive	House	3	1	3	671	\$732,500	23-May-21
17 Gowrie Avenue	House	3	1	2	423	\$780,000	10-Apr-21
1 Settlers Way	House	3	2	2	677	\$782,000	17-May-21
17 Blaxland Avenue	House	3	1	1	617	\$788,000	26-May-21
10 Warrock Court	House	3	2	1	663	\$810,000	1-Apr-21
81 Lawson Avenue	House	3	1	2	641	\$835,000	3-Jun-21
52 Casuarina Drive	House	4	2	2	678	\$837,500	21-Apr-21
15 Oakfield Court	House	3	1	1	680	\$850,000	31-May-21
3 Paul Court	House	3	2	2	760	\$859,000	25-Jun-21
9 Kurrajong Court	House	3	2	2	658	\$860,000	1-May-21
40 Baileyana Street	House	5	2	2	669	\$875,000	27-Jun-21
3 Vista Court	House	3	1	2	651	\$880,000	1-Apr-21
5 Heritage Avenue	House	4	2	2	660	\$907,500	13-Apr-21
16 Grady Court	House	3	2	2	623	\$910,000	8-Apr-21
56 Overport Road	House	3	2	2	817	\$915,000	4-May-21
10 Grady Court	House	4	2	1	608	\$930,000	21-Apr-21
15 Sewell Court	House	4	2	2	645	\$930,000	19-Jun-21
25 Woolston Drive	House	3	2	2	801	\$930,000	29-Jun-21
133 Kars Street	House	3	2	2	536	\$943,000	10-May-21
6 Blair Avenue	House	3	3	0	719	\$945,000	6-Apr-21
2 Treecreeper Place	House	4	3	2	706	\$950,000	1-May-21
32 Leslie Street	House	3	1	0	562	\$950,000	30-Jun-21
21 Barmah Court	House	4	2	2	2661	\$970,000	15-Jun-21



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Think Local

ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
83 Casuarina Drive	House	4	2	1	659	\$970,000	6-May-21
21 Barmah Court	House	4	2	2	2661	\$970,000	15-Jun-21
29 Lawson Avenue	House	4	2	2	668	\$970,000	27-Jun-21
22 Balmoral Court	House	4	2	2	615	\$988,000	8-Apr-21
19 Correa Grove	House	4	2	2	654	\$990,000	2-May-21
1/8 Brighton Street	House	4	2	2	449	\$990,000	20-Apr-21
71 Brighton Street	House	3	1	1	641	\$999,999	16-Apr-21
11 The Crest	House	3	3	4	607	\$1,000,000	5-May-21
28 Ronald Avenue	House	3	2	1	948	\$1,002,000	10-Apr-21
17A Sanders Road	House	3	2	2	969	\$1,005,000	27-May-21
18 Barmah Court	House	3	2	4	2738	\$1,040,000	22-Apr-21
20 Hamilton Grove	House	4	1	6	695	\$1,040,000	7-May-21
105B Kars Street	House	4	2	1	673	\$1,050,000	18-Apr-21
6 Christopher Drive	House	3	2	2	731	\$1,075,000	18-May-21
31 Hoadley Avenue	House	3	1	2	697	\$1,075,000	7-Apr-21
38 Jinchilla Avenue	House	3	2	2	640	\$1,080,000	4-Jun-21
4 Tavistock Road	House	3	2	7	664	\$1,080,000	16-May-21
38 Jinchilla Avenue	House	3	2	2	640	\$1,080,000	4-Jun-21
27 Escarpment Drive	House	4	2	2	729	\$1,085,000	11-May-21
11 Cabernet Court	House	4	2	2	679	\$1,090,000	10-May-21
34 Baileyana Street	House	4	3	1	697	\$1,091,000	18-Apr-21
24 Blaxland Avenue	House	5	3	3	898	\$1,100,000	7-Apr-21
84 Rosedale Grove	House	4	2	2	649	\$1,100,000	21-May-21
10 Bader Court	House	3	3	1	893	\$1,135,000	24-May-21




Sales Results in Frankston South

ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
7 Kim Close	House	4	3	1	661	\$1,141,000	30-Apr-21
23 Alicudi Avenue	House	3	2	4	1515	\$1,153,000	21-May-21
10 Glenbrook Close	House	4	2	4	3019	\$1,180,000	26-May-21
30 Thames Street	House	3	2	1	1073	\$1,181,000	13-Jun-21
12 Thames Street	House	2	1	2	1011	\$1,198,000	9-Apr-21
30 Harcourt Avenue	House	4	2	2	697	\$1,205,000	13-Apr-21
97 Woodside Avenue	House	3	2	2	1996	\$1,225,000	27-May-21
45 Mountain Avenue	House	4	2	6	2617	\$1,245,000	15-Apr-21
9 McComb Boulevard	House	4	2	1	874	\$1,251,000	18-Jun-21
60 Woodside Avenue	House	4	2	3	1244	\$1,260,000	10-Apr-21
40 Fleetwood Cres	House	5	3	2	851	\$1,302,000	9-Apr-21
33 Humphries Road	House	3	3	2	1000	\$1,315,000	2-May-21
15 Neil Street	House	4	2	2	1016	\$1,330,000	2-May-21
8 Sweetwater Drive	House	4	2	2	1054	\$1,330,000	12-May-21
87 Woodside Avenue	House	4	2	3	1827	\$1,350,000	22-May-21
48 Baden Powell Drive	House	4	2	4	943	\$1,355,000	2-Jun-21
12 Sussex Road	House	4	2	2	2427	\$1,357,500	8-May-21
119 Fleetwood Cres	House	5	2	4	859	\$1,415,000	26-May-21
26 Liddesdale Avenue	House	4	3	2	1008	\$1,430,000	3-May-21
9 Thames Street	House	4	3	2	997	\$1,490,000	23-Apr-21
9 Culcairn Drive	House	4	3	3	2460	\$1,495,000	8-May-21
103 Kars Street	House	3	2	3	753	\$1,540,888	9-Apr-21
2 Lipari Court	House	4	3	5	2687	\$1,650,000	28-Jun-21
3 Rinella Court	House	6	2	2	3007	\$1,721,000	20-Apr-21



ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
8 Ajana Lane	House	5	3	6	2810	\$1,800,000	25-Jun-21
8A Canning Street	House	3	2	4	674	\$1,800,000	24-Jun-21
9 Barriedale Grove	House	4	3	5	2717	\$1,850,000	20-May-21
5A The Range	House	3	2	2	1011	\$2,030,000	19-May-21
62 Alicudi Avenue	House	5	3	4	3381	\$2,240,000	11-Jun-21
3 Yamala Drive	House	4	2	2	1195	\$2,000,000	1-May-21
13 Chetwyn Court	House	5	3	3	2501	Not Disclosed	12-Apr-21
15 Donnelly Rise	House	3	2	0	651	Not Disclosed	15-Jun-21
271 Humphries Road	House	4	3	4	4935	Not Disclosed	10-May-21
2/85 McComb Blvd	Land	0	0	0	446	\$460,000	19-May-21
5 Scenic Close	Land	0	0	0	4741	\$950,000	2-Jul-21
634B Nepean Highway	Land	0	0	0	1934	\$2,750,000	3-May-21
1/101 Foot Street	Unit	2	1	1	319	\$525,000	14-May-21
5/29 Culcairn Drive	Unit	3	2	2	254	\$575,000	10-Apr-21
3/143 Kars Street	Unit	3	2	2	218	\$585,000	21-Apr-21
4/11 Towerhill Road	Unit	3	1	1	207	\$590,000	20-Jun-21
2/21 Culcairn Drive	Unit	3	2	2	235	\$640,000	26-May-21
2/8 Idon Avenue	Unit	3	2	0	178	\$720,000	30-May-21
2/35 Overport Road	Unit	4	2	1	335	\$737,100	28-Apr-21
1/10 Poinciana Street	Unit	3	2	2	309	\$830,000	21-May-21
1/64 Yuille Street	Unit	3	1	2	425	\$837,000	22-Jun-21
32 Blair Avenue	Unit	3	1	1	398	\$876,000	24-May-21

Sales Results in Frankston South

ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
1/11B Jasper Terrace	Unit	3	2	2	269	\$882,500	20-May-21
1 Bader Court	Unit	4	2	1	380	\$900,000	3-Jun-21

Information about this report: This report shows 3 months of sold properties (01/04/2021-30/06/2021), as reported on 3/07/2021.

This report is based on third party data. Whilst care has been taken in the preparation of the report, neither the author nor the real estate agent takes any responsibility for any incorrect, misleading or inaccurate data.

Properties listed are those sold by multiple agents/agencies in the area. Not all properties have been sold by Janice Dunn Estate Agents.

Should your property be currently exclusively listed with another agent, please disregard this communication.



DUNN RIGHT
HOME MAINTENANCE

Russell Dunn
0459 805 263



How to hold a successful garage sale

Holding a garage sale is a great way to declutter before going to market, before moving house, or when you feel you just have too much stuff! Below are some steps to help simplify the process.

One Month Before

- Find a space to gather all of the items you wish to sell, such as in a spare bedroom or in the garage
- Ask your family, friends and neighbours if they have anything they wish for you to sell on their behalf
- Sort through all of your possessions to locate items you no longer need.
- Clean all items and price them
- Work out if you will need any family or friends to be helpers on the day
- Check your local community newspapers/facebook groups to ensure there are no major local community or sporting events on the day you are planning to have your sale
- Choose a day and time for your garage sale – Saturday or Sunday are the best days to have a garage sale – you could even spread yours over the weekend if you have a lot to sell
- Choose a start and end time for your garage sale – we suggest an 8am start to avoid the “early birds” knocking on your door! Having a clearly stated finishing time (perhaps 1pm) means you won’t have people coming too late in the day

One Week Before

- Advertise in your local community facebook groups and those of your neighbouring suburbs. Ensure your post is clear on date, time, location and the types of items being sold.
- Consider advertising your garage sale on community noticeboards such as those in supermarkets and community centres
- Prepare your advertising signs to place out the night before your garage sale. Keep the, brief with date, time and address. Your local agent may be able to provide you with some directional pointer boards. When putting up your signs, please respect other peoples property and ensure they are not in dangerous locations

One Day Before

- Place up your advertising signs the day before your garage sale - put them on the corner of your street and on any roads leading to your street

Day of Garage Sale

- Put balloons on your letterbox so people can easily see your house
- Have all of your helpers wearing a money belt or have just one person handling transactions
- Have plenty of change available - particularly coins
- Do not accept cheques. Ensure all items are paid for and taken immediately
- Have available plastic bags for buyers to take small items home in



What Happens When...? A Guide for Sellers

We're sure you have many questions about the process! Below are some common questions we are often asked by sellers.

WHAT DO I DO DURING BUYER INSPECTIONS?

Leave them to it! We understand that it is difficult to "let go", however we strongly suggest leaving for a short time while we are bringing buyers through your home. This will leave prospective buyers free to roam your property and feel at home. Rest assured we will be with them the whole time, and will ensure your home is locked up securely when we leave.

WHAT DO I DO WITH MY PETS?

If possible, take them with you (particularly dogs). If you are unable to take your animals with you, please provide a safe, secure space we can put them in for the duration of the inspection, to keep them safe and ensure they don't escape.

With cats, keep in mind that they can be easily spooked by strangers being in their homes. If possible, we recommend taking them with you in a cat carrier for inspections, particularly if they are "inside only" cats.

WILL PEOPLE LOOK INSIDE MY CUPBOARDS?

Yes. We understand you will still need to store things, just ensure they are neat and tidy and any valuables are stored out of sight.

WHAT DO I DO IF SOMEONE KNOCKS ON MY DOOR AND ASKS TO VIEW THE HOME?

Stranger Danger! We recommend that you don't allow anyone through your home without one of our agents present. Buyers can be very sneaky and are only trying to get information from you so they can pay the lowest price possible. Your agent of choice will have the skills necessary to deflect any uncomfortable questions, and will be able to expertly handle any negatives the buyers may bring up. Should someone knock on your door, simply give them one of our business cards and request that any discussions about the property be through the agent.

WHAT DO I DO IF IT'S RAINING ON AN INSPECTION DAY?

Don't despair! Although this may mean you have less groups through an open for inspection, the 'hot' buyers will still be out and about. Please leave some old towels out for the agent to place near all of your external doors to avoid muddy footprints inside!



Meet the Team



Janice Dunn
Director & Sales
Licensed Estate Agent
0402 285 698

Janice is the Director at Janice Dunn Estate Agents and loves all things real estate. With an unrivalled knowledge of Frankston South and Mount Eliza, Janice is at the forefront of the real estate market here.

As a local business owner who is passionate about the local market, Janice always goes the extra mile to help ensure you achieve your real estate goals.



Tina Melas
Rentals
Licensed Estate Agent
0439 415 022

With over 18 years of experience in the real estate industry, Tina is an expert in her field.

A local Frankston resident, Tina has a passion for property renovation, and brings this wealth of knowledge and a solid understanding of market trends for residential real estate to her clients, enabling her to provide sound advice at all times.



Anne Linke-Waldron
Sales Associate
Agents Representative
0404 924 827

Anne's enthusiasm is infectious, her customer service is spot on, and once you meet her she will make a lasting impression.

A Qualified teacher in a previous life, specializing in Language and Religion, Anne is skilled in communication and able to relate with all nationalities, demographics and family situations.

Thinking of Selling or Leasing?
Think Local.
Think Janice Dunn Estate Agents.



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