



# Mount Eliza 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  
0402 285 698  
[janice@janicedunn.com.au](mailto:janice@janicedunn.com.au)

[www.janicedunn.com.au](http://www.janicedunn.com.au)  
50 Norman Ave Frankston South

Janice Dunn  
  
Estate Agents





# Welcome to your Market Update.

April - June Quarter Two  
Results for Mount Eliza

## *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 Mount Eliza




ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
4 Manyung Court	House	5	2	2	1177	\$1,100,000	8-Apr-21
55 Volitans Avenue	House	4	2	4	985	\$1,135,000	1-Apr-21
33 Maughan Road	House	4	2	2	870	\$1,175,000	8-Jun-21
348 Canadian Bay Road	House	3	2	6	1372	\$1,200,000	5-Jun-21
5 Colstan Court	House	3	2	2	285	\$1,200,000	11-Apr-21
22 Wynnstay Road	House	3	2	2	815	\$1,205,000	13-Apr-21
50-52 Banool Crescent	House	4	2	4	1950	\$1,300,000	16-Apr-21
13 Warana Way	House	3	2	2	364	\$1,315,000	4-May-21
1 Taroona Close	House	4	2	4	2601	\$1,350,000	19-Apr-21
26 Kolora Crescent	House	4	2	0	1259	\$1,351,000	11-May-21
33 Wynnstay Road	House	4	2	2	700	\$1,352,000	6-May-21
21 Mountain View Road	House	3	2	2	692	\$1,355,000	27-May-21
11 Mohilla Street	House	5	3	2	803	\$1,370,000	5-Jun-21
107 Mountain View Road	House	3	2	2	1384	\$1,375,000	16-May-21
22-24 Station Street	House	4	3	4	1384	\$1,375,000	31-May-21
13 Tower Road	House	4	2	3	892	\$1,375,000	22-Jun-21
66 Rutland Avenue	House	3	2	1	878	\$1,400,000	10-Apr-21
5 Stephens Road	House	3	2	2	822	\$1,400,000	22-Apr-21
6 Valley Court	House	5	2	2	750	\$1,400,000	14-Jun-21
9-11 Station Street	House	3	2	2	1463	\$1,475,000	7-Apr-21
6 Burnell Street	House	5	3	3	1080	\$1,477,250	18-Jun-21
3 Kanya Road	House	5	2	3	1047	\$1,485,000	2-Jun-21



Think Local



ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
43 Walkers Road	House	4	3	2	2960	\$1,500,000	17-Apr-21
13 Arundel Court	House	4	2	3	2697	\$1,520,000	28-Apr-21
62 Bellbird Road	House	4	2	3	2858	\$1,530,000	4-Apr-21
132 Mount Eliza Way	House	3	1	1	975	\$1,535,000	8-May-21
81 Quinns Parade	House	4	2	2	696	\$1,555,000	16-Jun-21
57 Mountain View Road	House	5	3	2	976	\$1,573,000	20-Apr-21
13 Blake Court	House	5	3	2	2708	\$1,575,000	17-May-21
46 Kolora Crescent	House	3	2	2	781	\$1,575,000	22-Apr-21
53 Roborough Avenue	House	3	2	1	855	\$1,575,000	23-May-21
56 Millbank Drive	House	5	2	5	3222	\$1,585,000	1-Apr-21
8 Allen Drive	House	3	2	3	1120	\$1,600,000	13-May-21
5 Camelot Court	House	4	2	3	4317	\$1,600,000	12-Jun-21
28 Wynnstay Road	House	4	2	2	816	\$1,600,000	7-Apr-21
32 St James Crescent	House	4	2	2	898	\$1,645,000	21-Apr-21
4 Kolora Crescent	House	4	2	2	1037	\$1,760,000	29-Apr-21
3 Winona Road	House	4	2	5	2800	\$1,775,000	27-Apr-21
41 Bareena Drive	House	4	3	2	3109	\$1,795,000	29-Apr-21
55 Bellbird Road	House	3	2	2	2732	\$1,800,000	31-May-21
115 Bellbird Road	House	4	3	2	2809	\$1,825,000	25-Jun-21
83 Cobb Road	House	4	2	3	1301	\$1,825,000	27-May-21
113 Walkers Road	House	5	2	4	3127	\$1,860,000	12-May-21
16 Sunset Crescent	House	5	2	2	2792	\$1,870,000	13-Apr-21

# Sales Results in Mount Eliza

ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
15 Blake Court	House	6	5	2	2693	\$1,875,000	12-Jun-21
19 Summerhill Crescent	House	5	3	2	751	\$1,880,000	13-Jun-21
13 Kunyung Road	House	3	3	2	767	\$1,900,000	12-May-21
16 Meadow Lane	House	5	2	3	2714	\$1,910,000	20-Apr-21
9 Matong Road	House	5	3	4	1051	\$1,920,000	3-May-21
78 Wimbledon Avenue	House	3	2	2	834	\$1,920,000	9-Apr-21
33 Bright Crescent	House	5	2	4	2710	\$1,945,488	11-Jun-21
20 McCutcheon Close	House	5	4	2	2700	\$1,950,000	3-Apr-21
44 Redbourne Avenue	House	4	2	0	832	\$1,970,000	11-May-21
109 Wimbledon Avenue	House	4	4	2	1525	\$2,020,000	22-May-21
2 Lorrimore Close	House	5	3	2	2835	\$2,030,000	8-Apr-21
9 Mann Road	House	5	2	0	5237	\$2,038,888	1-Apr-21
54 Koetong Parade	House	4	2	2	1058	\$2,105,000	17-Jun-21
82 Two Bays Road	House	4	3	2	2692	\$2,200,000	13-Apr-21
73 Winona Road	House	5	3	2	2501	\$2,200,000	3-May-21
61 Wooralla Drive	House	5	2	3	2011	\$2,320,000	18-Jun-21
50 Rosserdale Crescent	House	4	3	2	834	\$2,350,000	27-Apr-21
19 Daveys Bay Road	House	4	2	2	1063	\$2,400,000	14-May-21
54 Old Mornington Road	House	4	3	4	889	\$2,510,000	29-Jun-21
17 Leindan Court	House	5	3	3	3836	\$2,550,000	14-May-21
5 Oak Grove	House	5	3	2	2697	\$2,600,000	1-Apr-21
36 Matong Road	House	3	4	3	1008	\$2,650,000	25-Apr-21
41 Bellbird Road	House	5	3	2	2703	\$2,675,000	14-May-21
1 Manna Hill Court	House	3	2	3	1130	\$2,725,000	25-Jun-21








ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
8 Glen Shian Lane	House	5	2	2	1665	\$2,750,000	24-Jun-21
9 Manna Hill Court	House	4	2	2	1085	\$2,800,000	20-May-21
136 Grant Road	House	5	3	4	1500	\$2,850,000	28-May-21
3 Rowsley Road	House	5	3	2	1037	\$2,950,000	11-May-21
11-13 Ravenscourt Cres	House	3	2	4	1504	\$3,000,000	23-Apr-21
1 Oak Grove	House	4	3	4	2687	\$3,100,000	7-Apr-21
78 Rutland Avenue	House	4	3	2	743	\$3,100,000	18-Jun-21
6 Maddison Avenue	House	4	3	3	1378	\$3,430,000	25-Jun-21
15 Clendon Close	House	4	4	6	1699	\$3,500,000	14-May-21
34 Jacksons Road	House	5	3	2	2793	\$3,925,000	1-May-21
6 Sandara Court	House	4	3	3	1308	\$4,200,000	12-Apr-21
9 Allambi Court	House	4	2	8	2815	Not Disclosed	1-Jun-21
98 Bellbird Road	House	3	2	4	2866	Not Disclosed	16-Jun-21
127 Bellbird Road	House	4	3	3	2839	Not Disclosed	13-May-21
1 Le Grand Close	House	4	2	2	2891	Not Disclosed	28-May-21
15 Maddison Avenue	House	3	2	2	1739	Not Disclosed	24-May-21
16 Matong Road	House	3	2	2	2067	Not Disclosed	9-Apr-21
186 Moorooduc Highway	House	4	2	6	2569	Not Disclosed	9-Apr-21
190 Moorooduc Highway	House	5	2	2	2866	Not Disclosed	30-Apr-21
10 Moseley Drive	House	4	2	2	2747	Not Disclosed	9-Jun-21
200 Mount Eliza Way	House	3	1	4	935	Not Disclosed	14-May-21
77 Quinns Parade	House	4	2	4	705	Not Disclosed	14-Jun-21
68 Summerhill Crescent	House	3	2	2	758	Not Disclosed	24-May-21
2A Tourello Road	House	4	3	4		Not Disclosed	24-Apr-21



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ADDRESS	TYPE				LAND	SALE PRICE	SALE DATE
7 Dolphin Street	House	4	2	2	1006	Not Disclosed	22-Jun-21
4 Moseley Drive	House	5	2	2	2699	Not Disclosed	21-Jun-21
129 Koornalla Crescent	Land	3	2	0	1363	\$600,000	7-Jun-21
19 Maughan Road	Land	0	0	0	716	\$680,000	25-Apr-21
23 Maughan Road	Land	0	0	0	702	\$720,000	15-Jun-21
20 Erang Drive	Land	0	0	0	1998	\$1,150,000	18-Jun-21
9 Rosserdale Crescent	Land	0	0	0	842	Not Disclosed	24-Apr-21
3/162 Canadian Bay Road	Unit	2	1	1	882	\$493,000	9-May-21
1/163 Mount Eliza Way	Unit	2	1	2	94	\$525,000	5-May-21
1/121-123 Mount Eliza Way	Unit	2	1	1	88	\$530,000	8-Apr-21
Mount Eliza Way	Unit	2	1	0	431	\$570,000	23-Apr-21
6/125 Mount Eliza Way	Unit	2	1	1	115	\$570,000	23-Apr-21
2/36 Clarkestown Avenue	Unit	2	2	1	200	\$725,000	8-May-21
4 Wendy Avenue	Unit	3	2	1	523	\$740,000	23-Apr-21
4/36 Clarkestown Avenue	Unit	3	2	1	213	\$806,500	25-Jun-21
2/32 Wimbledon Avenue	Unit	3	1	0	404	\$830,000	13-May-21
8 Warana Way	Unit	4	3	2	404	\$1,625,000	3-May-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.





# 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.



8764 5192  
[hello@janicedunn.com.au](mailto:hello@janicedunn.com.au)

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Find us on 

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Estate Agents