

ALAN WHITE

Elite



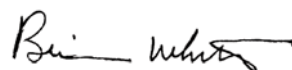
PERFORMER 2015

Awarded to

GAVIN RUBINSTEIN



For elite performance in sales achievement and service.
As an Alan White Elite Performer, your name will be immortalised
in the historic Shed at Crows Nest, Queensland.

A handwritten signature in black ink, reading 'Brian White'.

Brian White AO
Joint Chairman

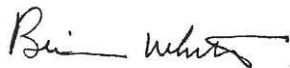
Gavin Rubinstein

Double Bay

No.1

Top 10 City Salespeople
Settled Commission

January - June 2014



Brian White
Joint Chairman
Ray White Group



Stephen Nell
CEO
Ray White NSW

3 GINAHGULLA RD, BELLEVUE HILL

Warmth and style in large amounts

A home that is inviting and well-positioned is a great family retreat, **Jen Melocco** writes

GINAHGULLA Rd is one of Bellevue Hill's top streets, a tree-lined road boasting some of the east's most impressive homes.

Situated on this desirable strip is a home that is both stylish and well-designed for family living.

It sits among established gardens, which are a standout feature of the property. The front terrace of the home features a wisteria covered pergola. The rear garden has lush lawns, well established hedges surrounding the pool and an impressive and towering pine.

Inside, the five-bedroom house is just as attractive. The home has a real connection to the outdoors and is flooded with light. This is evident in the formal living room that has direct access, via full length glass doors, to the attractive wide front terrace.

In this room and throughout the home the well-thought colour scheme, custom-built joinery and attention to detail show the interiors have been created by a talented interior designer.

There is also a superior level of comfort and livability to this home. The entry level is home to a large and attractive kitchen, dining room and informal lounge area overlooking the large rear garden and pool.

The kitchen is a standout. The joinery is a unique sea foam green colour, which works well with light marble benchtops and a subway tile splashback. The gas appliances are of a commercial

in your bracket

There are 58 properties on the market in Bellevue Hill

PRICE	PROPERTIES
Under \$500k	0
\$500k-\$699k	1
\$700k-\$999k	2
\$1m-\$1.499m	1
\$1.5m-\$1.999m	2
\$2m plus	8
Auction/POA	44

Median suburb price

\$3.39 million (houses)
\$915,000 (units)

level. On this entry level there are three bedrooms, including a large main bedroom that has direct outdoor access and an ensuite.

The further two bedrooms are on the lower-ground level of the home. This floor also includes a media room with a large gym.

Outside on the lower ground level sits an entertaining terrace with a clear view to the meticulously maintained gardens.

This family home is well located just steps from The Scots College and within walking distance of Cranbrook.

Well regarded girls schools, Kambala, Kincoppal and Ascham are also nearby. Double Bay village with its good food shopping, restaurants and cafes are also close by.



5 bedrooms, 3 bathrooms, 5 cars

INSPECT: Thursday & Saturday 12.30-1.15pm
PRICE GUIDE: More than \$5 million
AUCTION: Thursday September 3
CONTACT: Ray White Double Bay, Gavin Rubinstein, 0424 532 451



See more at realestate.com.au
 Australia lives here



V1 - WC0E01201MA

2/20 ETHAM AVE, DARLING POINT

Mad Men-style pad by the harbour

A spacious and elegant apartment on one of Darling Point's most charming tree-lined streets is a real find, **Jen Melocco** writes

THE attractiveness of living in Darling Point becomes apparent as soon as you turn into Etham Ave, where this full-floor four-bedroom apartment is situated.

The trip from the city centre is just a short journey and can be completed by car, ferry or by train connection at the nearby Edgecliff station.

The street itself is a quiet and secluded wide tree-lined avenue.

It is lined with handsome houses and older-style apartments.

Glimpses of the harbour can also be seen between the well-spaced out buildings.

The building at 20 Etham Ave contains just two full-floor apartments and is situated in leafy gardens.

Even before stepping in the front door one gets a feeling this could be a very pleasant spot to live.

The apartment interiors are spacious and the original high ceilings of the building enhance this feeling.

Hallways are wide and both formal and informal living areas, along with the four bedrooms, are well proportioned.

The position of the home on a high ridge of Darling Point also affords it great views.

From the formal living and dining area, along with a large sunny enclosed veranda there are views out to the harbour over Double Bay and towards Vaucluse and the Heads. These two areas are the perfect spots to perch yourself and take in the view.

in your bracket

There are 42 properties on the market in Darling Point

PRICE	PROPERTIES
Under \$500k	1
\$500k-\$699k	0
\$700k-\$999k	1
\$1m-\$1.499m	0
\$1.5m-\$1.999m	1
\$2m plus	4
Auction/POA	35

Median suburb price

NA (houses)
\$1.45 million (units)

A wide outdoor terrace that leads off the living room is also a great spot to soak up the sunshine and harbour vista.

The interiors of the apartment in some areas hark back to an earlier glamorous era with the main bedroom also featuring an early custom built dressing room. A study with dark timber interiors is also a perfect time capsule, it could easily be a set from *Mad Men*.

What is evident throughout these areas and all the house is the quality of the building and the workmanship in it.

For the active there is also an undercover pool on title.

Nearby parks such as Rushcutters Bay are ideal for running and there are also sailing clubs and facilities at both Double Bay and Rushcutters Bay.



4 4 2

INSPECT: Thursday and Saturday 11-11.45am

PRICE GUIDE: Mid to high \$2 millions

AUCTION: June 25

CONTACT: Ray White Double Bay, Gavin Rubinstein 0424 532 451, Jerome Srot 0404 193 644

See more at



V1 - WC0E01201MA

WENTWORTH COURIER, Wednesday, June 10, 2015 49

turns heads on market



The Dover Heights home of architect Andre Baroukh.

DOVER HEIGHTS DESIGN

WELL-KNOWN eastern suburbs architect Andre Baroukh has put his own Dover Heights home on the market. The distinctive residential designs of Andre Baroukh can be seen throughout the eastern suburbs from Tamarama to Vaucluse – his buildings noted for their strong profile and emphasis on melding indoor and outdoor living.

For his own home at 3 Pindari Rd, Dover Heights, there is a generous layout featuring five bedrooms and an easy flow between the home's interior and gardens.

Listed with Gavin Rubinstein of Ray White Double Bay it is to be auctioned on November 6.

The property has a price guide of more than \$3.7 million.

Realestate

Bellevue Hill home rises \$2.7m



The Hamptons style kitchen of 35 Bulkara Rd Bellevue Hill.

A renovation and rise in the prestige market brings results, writes **Jen Melocco**

WHEN the auctioneers hammered down on 35 Bulkara Rd in Bellevue Hill last Friday there were some very happy vendors in the house. The five bedroom home was bought just under two years ago in April 2012 for \$3.6 million and sold last Friday for almost double that, attracting the winning bid of \$6.32 million.

Selling agent Gavin Rubenstein of Ray White Double Bay said an “exquisite renovation” undertaken in the two years had turned the property around. He said the home was now light and airy, with an easy flow from room to room and outdoor entertaining areas

and large pool. Mr Rubenstein said the renovation was a popular “Hamptons chic” style.

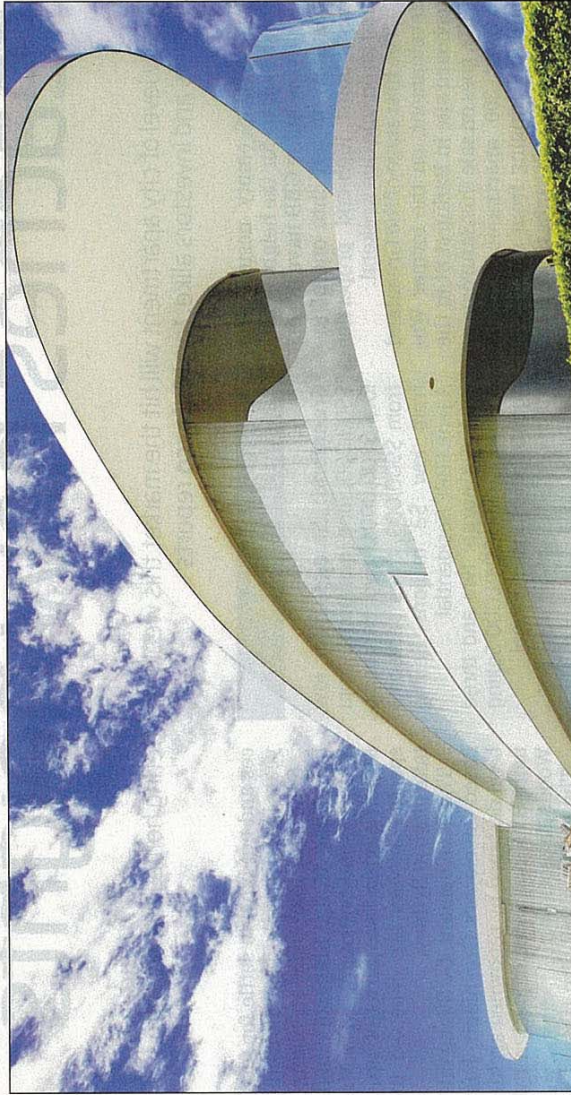
It attracted five registered bidders with two parties battling it out for the home with the property eventually going to a young family with three kids.

Mr Rubenstein said there was a renewed confidence in the market and this showed in the close to \$11.5 million worth of sales that he completed last Friday. That also included a five-bedroom Spanish Mission-style home at 10 Pindari Rd Dover Heights for \$3.75 million and \$1.87 million for a luxury top floor three bedroom modern apartment in Bundarra Rd Bellevue Hill.

SOLD ON STYLE

THE designer looks of interiors and food stylist Kirsten Bookallil’s

Prices spread their wings and



The "Butterfly House" at 197 Military Rd, Dover Heights. Picture: supplied

The local property market was in a flutter this spring, writes **Kirsten Craze**

EASTERN suburbs prices have been flying high in recent months and one property to finally take flight has been 197 Military Rd, Dover Heights which sold for an undisclosed figure, but agents Elliot Placks of Ray White Double Bay confirmed that the final result was "more than \$6 million".

Affectionately nicknamed the "Butterfly House" the residence has curved walls and windows throughout, panoramic harbour views and was created with feng shui elements.

When viewed from an aerial perspective, the landmark property resembles a butterfly in full flight.

Mr Placks, along with Gavin Rubenstein, sold the signature five-bedroom house designed by acclaimed architect Ed Lippmann, a week after auction.

The Ray White team also recently sold a luxury four-bedroom house at 46 Brighton Blvd, North Bondi for \$5.475 million.

A designer home just metres from Sydney's most famous beach, the home was incorrectly reported in the Wentworth Courier last week as selling before auction.

The beachside residence actually sold under the hammer with five registered bidders in attendance.

TOP PARK PRICE

THE top auction result for the eastern suburbs this week was achieved by David Fawn of New-

SNAPSHOT WENTWORTH

MEDIAN PRICES
HOUSES / \$1,670,000 UNITS / \$688,000

SALES

TOP 5 AUCTIONS

1	5 Robertson Rd, Centennial Park	\$4.72m
2	48 Jersey Rd, Paddington	\$3.7m
3	58 Hardy St, Dover Heights	\$2.96m
4	35 Benelong Cr, Bellevue Hill	\$2.7m
5	15/19 Young St, Vaucluse	\$2.5m

TOP 5 PRIVATE TREATY

1	7 Darley St, Darlinghurst	\$5.25m
2	5 Ranfurley Rd, Bellevue Hill	\$4.875m
3	4 Burrabirra Av, Vaucluse	\$4.25m
4	26 Brighton Blvd, North Bondi	\$3.82m
5	77a Hewlett St, Bronte	\$3m

ON THE MARKET

NUMBER OF PROPERTIES	Houses	Units
\$0-\$299,999	1	16
\$0-\$299,999	16	16
\$300,000-\$499,999	2	2
\$300,000-\$499,999	2	50
\$500,000-\$699,999	0	0
\$500,000-\$699,999	39	39
\$700,000-\$999,999	1	1
\$700,000-\$999,999	34	34
\$1million+	40	40
\$1million+	43	43

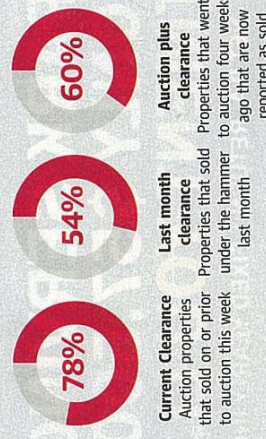
TOP PRICE

\$5.25m
7 Darley St, Darlinghurst

MEDIAN
\$932,000
6 Loftus Rd, Darling Point

BARGAIN
\$339,000
6/14 Ward Av, Rushcutters Bay

AUCTION CLEARANCE



AUCTION RESULTS

Reported Auctions	104
Sold at Auction	43
Sold before Auction	37
Withdrawn	7
Passed In	16
Sold After Auction	1

AUCTION EFFECTIVENESS
60% WARM



PRIVATE TREATY
592 LAST WEEK
568

AUCTIONS
574 LAST WEEK
633

NEW LISTINGS
67

GENERAL TIME
ON MARKET
77 DAYS

AUCTION TIME
ON MARKET
23 DAYS

First Home Buyers

5 TIPS

- 1 First-home buyers are facing intense competition from investors in today's market. The first step to ensuring you can compete is to have your finance pre-approved.
- 2 If you're looking to buy in a suburb where investor competition is particularly strong, consider the suburb next door. For example, the eastern suburbs have a large variety of desirable suburbs all offering the same main lifestyle attributes, so stay open-minded.
- 3 Compete on more than price. Meeting the vendors' preferences on conditions is a very effective negotiating tool. For example, given stock is so low, some vendors are concerned about having enough time to find their next home. If you can offer a longer settlement or perhaps lease the property back to the vendor for a period, ask the agent if the vendor would be interested. Investors tend not to like long settlements as they want to start earning a rental income as soon as possible.
- 4 There are great government incentives for first-home buyers purchasing new or off-the-plan. However, investors love buying new due to the lesser maintenance and depreciation benefits, so first-home buyers will find strong competition. If you are buying in a suburb where there is not a lot of new stock available, supply and demand also means you are more likely to pay a premium.

- 5 Stick to older style apartments. You are likely to see less competition from investors, particularly with apartments that require renovating, as investors tend to prefer apartments that are ready to lease from day one.

Source: Belle Property

rpdata.com
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POSTCODE
2026

Dane Bouris was attracted to Bondi for the relaxed beach lifestyle.

Picture: PHILLIP ROGERS

Beauty of the beachside

7/28 Roscoe St Bondi Beach

IT WAS the laid-back beach lifestyle and the fact that Bondi was an investment hot spot that attracted hotelier Dane Bouris to his apartment in the coastal suburb in 2002.

"I wanted to be in Bondi and nowhere else," the *Celebrity Apprentice* star said. "It was a lifestyle decision really."

Growing up around Bondi and keen to train and swim at the beach, Mr Bouris was attracted to the two-bedroom apartment just a few minutes' walk to the sand when he bought it in 2002.

"I wanted to be in Bondi and nowhere else. It was a lifestyle decision really"

- Dane Bouris

"I was a young guy and had a set budget for a property," Mr Bouris said.

Now he is putting the apartment on the market and enthusiastically endorses that it has plenty of appeal.

A two-bedroom apartment it also has two car spaces - a rarity in

the suburb. It is also bathed in sunlight and has its own private rooftop area.

Previously a larger terrace, Mr Bouris has opened the rooftop terrace and adjoining room to the apartment below through an internal staircase.

He said this rooftop haven could be utilised as either a lounge room or third bedroom.

"It has a great aspect with amazing views of the harbour and out to the ocean," Mr Bouris said.

The position of the apartment in Roscoe St is also a drawcard said Mr Bouris.

The location is close enough to

walk to the beach, bars and cafes nearby but also far enough away from the busy beachfront to be quiet and peaceful.

Mr Bouris said the property would be ideal for downsizers looking to live in a spacious apartment. He said it would also suit young families, who could use the rooftop room as a third bedroom, and terrace for an outdoor play space.

The property is on the market through Gavin Rubenstein at Ray White Double Bay on 0424 532 451. It is open for inspection on Saturday 9.15-10am and Thursday 2-2.45pm and will be auctioned on Thursday, November 21.

GOT A STORY: CONTACT US AT PROPERTYNEWS@WENTWORTHCOURIER.COM.AU

through spring season

Shor sold the unit under the hammer for \$815,000 – \$55,000 above the set reserve price; at 4/32 Diamond Bay Rd the unit fetched \$1.15 million and at 4/15-17 the sale price was \$591,000.

“We are feeling quite a boom in an area which is traditionally rather dormant,” Ms Shor said.

A \$10 MILLION WEEK

IN JUST five days last week, Gavin Rubinstein of Ray White Double Bay sold more than \$10 million of local property in the prestige pocket of Bellevue Hill.

Mr Rubinstein sold a five-bedroom house at 45 Beresford Rd for more than \$4 million and a five-bedroom house around the corner at 86 Balfour Rd, also for more than \$4 million and a property at 23 Riddell St for just under the \$2 million mark.

BRONTE IN BLOOM

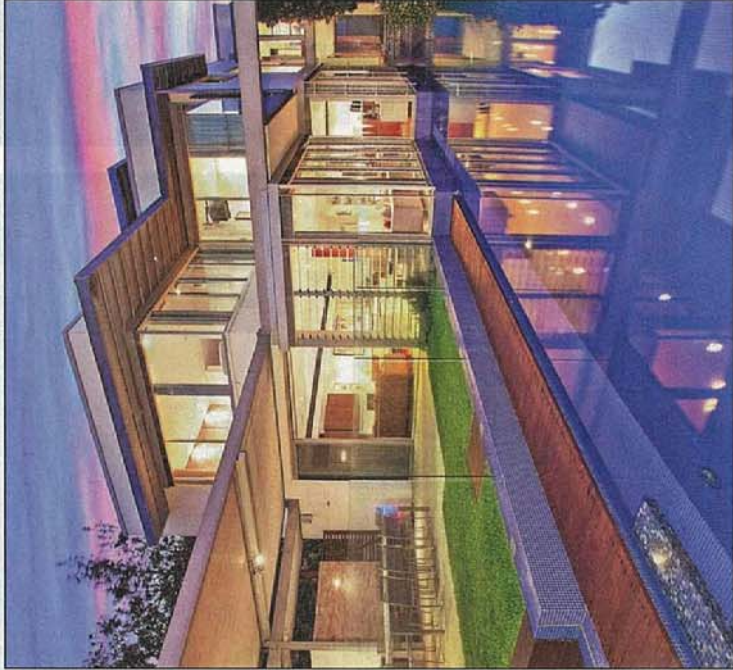
THREE Bronte homes have sold through the McGrath Coogee team for more than \$7.5 million.

Bethwyn Richards and Angus Gorrie sold a five-bedroom house at 30 Evans St for a confidential amount confirmed at more than the “\$3.4 million plus” price guide.

“It’s a great family home in one of Bronte’s best streets,” Ms Richards said.



12 Windsor St, Paddington.



Ian and Sara Miller of the fashion family, sold their Dover Heights home.

The pair sold another five-bedroom house at 33 Gipps St for \$2.375 million. Nearby, at 12 Blanford Ave, Bronte, they also sold a two-bedroom property under the hammer for \$1.89 million.

A WINDSOR CASTLE SELLS

MORE than 40 contracts were issued for a classic terrace house at 12 Windsor St, Paddington and on auction day 20 registered bidders turned out to bid on the property.

At the \$1.1 million mark, the

rion Badenoch, expected a competitive auction given the “extraordinary inquiry” throughout the campaign.

“Windsor St is a sought after Paddington address and because this was such a small parcel of land it gave an opportunity for younger couples to buy into this exclusive address,” Mr Kantor said.

SNAPPED UP IN SURRY HILLS

A GRAND four-bedroom terrace at 125 Devonshire St, Surry Hills passed in at auction last week at \$1.601 million, but over the following five days, co-principal of Belle Property Surry Hills, Scott Aggett, continued negotiating with three parties until the sale was secured for \$1.675 million.

The c1900 property on 120sq m was renovated in 2011 and has space for two cars on site.

FASHION FAMILY SELL

DANIEL Baran of BHR Estate agents has confirmed the sale of 23 Douglas Pde, Dover Heights.

The modern cliff-top property was home to Ian and Sara Miller, co-founders behind Specialty Group, which features brand names such as Kaities and Millers.

The home had been marketed with price expectations of more than \$5.5 million.

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Competition in the mortgage market is as strong as it has ever been, and it’s the non-major lenders who have been fuelling this. The result is unprecedented levels of discounting with the clear winner being the borrower.

– Mark Hewitt, general manager of sales and operations, AFG



Former prison guards' quarters.

Darlo Gaol is a steal at \$3.5m

THE former prison guards' quarters for Darlinghurst Gaol is currently up for grabs.

The jail on the site was built in the 1840s and the first prisoners lived there from 1841. By 1885, it was fully completed.

By 1921, the site had been transferred to the NSW Department of Education and the building was adapted for use as the East Sydney Technical College.

Today, it is a commercial and residential property, which includes a café and five residential apartments.

The block goes under the hammer on November 16 with a price guide of “about \$3.5 million” and the potential rental return for the block is more than \$300,000 a year.



Young guns

The *Journal* asked some of REINSW's best and brightest younger members about shooting for success in the first decade of their real estate career.

Part of the next generation of industry leaders, Gavin Rubinstein, Laura Nocera and Kate Towerton have set themselves apart by demonstrating professionalism beyond their years, and a dynamic mix of enthusiasm and dedication to real estate.



GAVIN RUBINSTEIN
RAY WHITE DOUBLE BAY

Age is no barrier Gavin, a sales executive at Ray White Double Bay, got his start in real estate as a sales assistant in 2008 and like so many agents in their 20s, has never let his age hold him back from an opportunity.

Despite his youth, real estate actually wasn't Gavin's first step into the workforce. After finishing school, he was travelling through Europe and landed a job as an event manager in London.

"At the age of 19, I was the youngest person in my role by at least seven years, but I have never considered age to be a barrier," he said.

"The experience taught me a lot and I knew it would give me a great foundation for whatever career I would take on next.



"By the time I left London 18 months later, I felt like I had got everything I could from the experience and was looking forward to whatever was next.

"I headed home already knowing I was going to begin a career in real estate, and had already lined up a few interviews before I got back. A career in real estate appealed to me from a young age for several reasons, but mainly because it was a people-based industry. I was also attracted by the fact that it was a profession where you can earn an uncapped income and required no tertiary education, because I hated studying."



LAURA NOCERA
GUNNING COMMERCIAL

Pursuing a passion Soon after graduating with a Bachelor of International Government and Business from the University of Sydney, Laura got married and started a family. It was then that

Laura turned her focus to her career. Letting her passion for property guide her, Laura became a leasing agent at Gunning Commercial.

"My bachelor degree was too broad and I had to make a decision about what road to take," she said.

"I have always loved property. I like everything about it; its architecture, its history and its extensive variety of spaces and styles. I have always thought real estate is the best way to build wealth as a long-term investment. I believe in property and I'm passionate about it."



KATE TOWERTON
HARCOURTS HILLS LIVING

Committed to career Now the Director of Residential Investment Services at Harcourts Hills Living Real Estate, Kate started her career in 2003 as a personal assistant to sales consultant Andrew Dane.

After working in sales and admin for several years Kate left the industry, but when Andrew, now a Principal, invited her to join his business in 2009 as the Property Management Director she couldn't resist the opportunity.

Having worked her way up the ranks relatively early in her career, Kate knows firsthand the advantages that younger agents can have.

"I think flexibility is the biggest advantage," she said.

"By starting and developing my real estate career during my 20s I have had the best possible opportunity to build my career, build my business, and establish my client base because I have the flexibility to work hours outside of a normal nine to five working day.

"I can work six days a week if need be, or be out until

nine at night listing property. I don't have a lot of conflicting commitments outside of work, which would prevent me from being available to clients on a weekend or in the evening.

"I hope that the long hours and hard work now will mean that I have the flexibility in the future to work an existing database, in a business with such seamless systems and procedures that new staff can step in and the business can grow with ease.

"In saying all this, it still comes down to balance. I don't think anyone has a plan in their long-term goals to spend the rest of their life working 70 hours a week. By balancing the big months with the slower times, a younger agent has more flexibility than someone who has more family commitments."

Having an edge Gavin agrees that flexibility and being able to commit more time to building a career is a big advantage of starting out young.

"Having an agent with fewer commitments in life can be seen as a positive from a seller's point of view, because it means more time can be spent on them," he said.

"For me personally, I'm able to commit 100 per cent of my time to real estate, focusing on my clients and getting them the result they want. Being available not only for the clients you are selling for but also for buyer enquiries on the properties

that you are selling is extremely important, as any new call could be your next deal.

"There isn't a day or time that you can't reach me on my phone. I treat every call like gold and am constantly hungry for new business, irrespective of how busy I am at the time."

With a family and commitments in her personal life, Laura sees other advantages to being a younger agent.



There isn't a day or time that you can't reach me on my phone. I treat every call like gold and am constantly hungry for new business, irrespective of how busy I am at the time.



"We are very enthusiastic and positive," she said.

"In a young agent's mind everything is possible and in this way we are able to make things happen, because positivity is contagious.

"Also, the real estate industry evolves constantly and I think

young agents have the capability to keep up with these changes and learn quickly, whereas some more established or experienced real estate agents might find it difficult to evolve and transform their way of doing business."

Facing up to challenges While they might have youthful exuberance on their side, these young agents also face plenty of testing times in their careers.

"I think building a profile is the most challenging aspect of real estate for a young agent or someone new to the industry," Gavin said.

"Creating a sale at the moment is hard work at any price point, and without selling property you can't build your profile. If I were a seller, particularly in the current market, I would probably be looking for an agent with a good track record and strong activity. I guess the good news for younger agents is that if you can stand out and achieve solid results in a depressed market, you will fly in a resilient one."

For Kate, one of the biggest challenges for young agents can be a client's assumption that with age comes knowledge.

"As a newcomer it is really important to recognise and appreciate that you may be surrounded by a lot of experienced and knowledgeable colleagues, but clients can sometimes forget that being one of the

40 COURTENAY RD, ROSE BAY

Family retreat a delight on every level

A large and inviting home in the heart of Rose Bay has plenty of attractive and practical features that will suit a growing family. **Jen Melocco** reports

A GREAT family home combines the practical design with a welcoming aesthetic. This large family residence in Rose Bay combines both factors creating an attractive house for a growing family.

A busy family schedule requires a home that is centrally placed, close to shops, schools, parks and beaches. Courtenay Rd is an attractive street lined with family homes and large gardens.

It is also in a prime position – placed between the harbour and the beach at Bondi. Rose Bay shops, with its wide variety of grocery stores along with bookshops, cafes and restaurants is just a short distance away. Top eastern suburb schools are within an easy commute.

Large antique doors create a distinctive entrance to the home. They open to a central well-lit hallway featuring a solid marble entry bench on one side. On the other a sculptural free-form staircase leads to the upper level.

The home rises in a series of terraces up its gently sloping block. The rear of this upper level houses the main living area, a spacious and welcoming retreat that opens on to the attractive backyard.

The central kitchen features much sought after gas appliances, wide benches and plenty of cupboard space.

The combined dining and living area is flooded with light through floor-to-ceiling bi-fold doors on one side and clever glass louvre windows on one side. They allow sum-

in your bracket

There are 44 properties on the market in Rose Bay

PRICE	PROPERTIES
Under \$500k	1
\$500k-\$699k	0
\$700k-\$999k	1
\$1m-\$1.499m	0
\$1.5m-\$1.999m	1
\$2m plus	7
Auction/POA	34

Median suburb price

\$2.125 million (houses)
\$740,000 (units)

mer breezes to enter the home during warmer months and capturing the sun in cooler times.

A large terrace leads off from this zone. Just steps away is a heated lap pool. There is also a level lawn, the ideal spot for children to play.

Parents have their own retreat in this home with the large master suite with ensuite and a vast walk-in wardrobe on this floor.

Children are well accommodated on the lower level, which features three large bedrooms, including two that feature direct access to a wide terrace. Bathrooms are spacious and have top quality finishes.

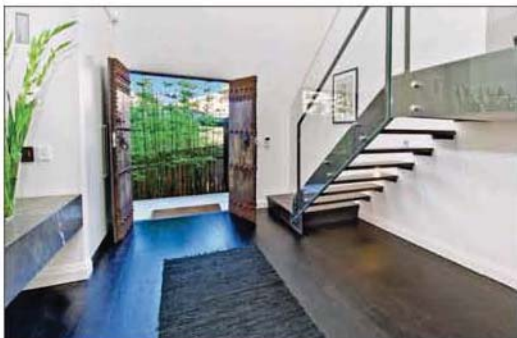
A family room, also on this level, is the ideal spot to take in a movie or chill out.



5 bedrooms, 3 bathrooms, 2 cars

INSPECT: Saturday 11-11.45am
PRICE GUIDE: Low to mid \$3 millions
AUCTION: Forthcoming
CONTACT: Ray White Double Bay, Gavin Rubinstein 0424 532 451

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52 OLOLA AVE, VAUCLUSE

Vaucluse dream with a French touch



A Vaucluse property is infused with multicultural character to create a family haven, **Justine Oates** reports.

THIS spectacular Vaucluse home with its European-inspired facade could be straight from the south of France.

The two-storey home sits directly opposite Victoria House, one of Sydney's most treasured estates with its sprawling gardens that roll down to Vaucluse Bay.

For raising a family you'd be hard pressed to find a lovelier location.

It's clear the owners are passionate about "aged" and one-off wares that infuse the five bedroom home with integrity and individuality.

Over-sized timber doors from China were put to use as dual front doors. And French doors, as well as fittings from France, were used throughout.

Recycled timber beams from a railway yard add a rustic flavour to the roof of the outdoor, entertainment area, while second-hand blackbutt floors add authenticity to the sandstone kitchen.

The kitchen, dining area and formal sitting room lead out to an aqua-tiled swimming pool and a separate cottage that contains top kitchen aids — a Gaggenau gas cook top, wall oven, Miele dishwasher and double fridge — are sure to make cooking a delight.

There are also prep benches with separate sinks and an enormous walk-in pantry.

Travertine floors begin in the

5 5 4

PRICE GUIDE: Around \$5 million
INSPECT: Wednesday 7-7.30pm and Thursday noon-12.45pm

AUCTION: Thursday, December 13 at 6.30pm

COMPANY: Ray White Double Bay
CONTACT: Gavin Rubinstein 0424 532 451

sitting room, which has a feature gas fireplace and doors to a secret cobblestone paved garden.

There is a guest bedroom with ensuite bathroom and a family room at the front of the house with an enormous plasma screen and low custom-built storage.

The other bedrooms are all upstairs. The master retreat has harbour glimpses, a built-in dressing room behind the bedhead, a separate office and ensuite bathroom with freestanding bath.

Another area for clothes has been cleverly placed behind built-in shelving currently used to display photos and books. All other bedrooms have bathrooms.

The 860sq m home has a play room, laundry with external drying area and garage for four cars.



See more at

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“ It is important to ensure that you attract the entire market place to inspect your property when selling. Some people read papers, some search on the Internet, some drive down the streets they would love to live. It is combination of marketing that ensure the greatest response, the most number of interested buyers and the absolute certainty that the best possible price has been achieved....oh and yes you need to ensure you choose the right agent too! ”

Georgia Cleary,
Director, Bradfield Cleary

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NEWSLOCAL
Wentworth Courier

24 FARADAY AVE, ROSE BAY

Old welcomes new in tree-lined street



A stylish blend of old and new exists in this attractive renovated and rebuilt Federation home in Rose Bay. **Jen Melocco** reports.

WHILE this family home in Rose Bay has been extensively renovated, its solid and impressive foundations are still evident.

The owners, who renovated the four-bedroom property in 2006, have used the sandstone footings of the original rear of the building in an impressive feature wall in the lounge area.

It provides an earthy backdrop to the light-filled room and the built-in Jetmaster fireplace is a welcome addition as the cooler days set in.

The rear addition is the perfect spot to take in all the seasons.

Comprising an open-plan lounge, dining room and kitchen – with a further adjoining family room – the area is bordered by floor-to-ceiling glass doors with a view to a pleasant family yard.

While in cooler months the lounges in either the living or family room may be the place to take in the view, in summer a large deck is the perfect spot to enjoy an evening meal or weekend barbecue.

The keen cook is well catered for in the home with a roomy kitchen featuring wide marble benchtops and European appliances.

Well positioned on a tree-lined street and close to both Rose Bay and Rose Bay North shopping centres, the home also retains its traditional facade.

Attractive features of the original home have been retained in the renovations, including a deep

in your bracket

There are 41 properties on the market in Rose Bay

PRICE	PROPERTIES
Under \$500k	1
\$500k-\$699k	1
\$700k-\$999k	0
\$1m-\$1.49m	1
\$1.5m-\$1.999m	0
\$2m plus	0
Auction/POA	38

Median suburb price

\$1,737,500	houses
\$685,000	units



4 2 2

INSPECT: Thursday and Saturday, noon-12.45pm

PRICE GUIDE: \$2.9 million plus

AUCTION: Thursday, June 20

CONTACT: Gavin Rubenstein, 0424 532 451, Ray White Double Bay

See more at

realestate.com.au
Australia's No.1 property site*

bay window in one of the front bedrooms, currently used as a children's room.

A master bedroom features a generous ensuite, while a second bathroom is also well sized.

A third bedroom is large and light-filled, while a fourth could also be used as a home office.

It is the attractive back garden complete with large pool, lawn and cubby house that will make this property attractive to families.

And while the sun streams down on the lawn and pool on this north-facing, level block, thick hedges and adjoining properties with mature trees ensure privacy.

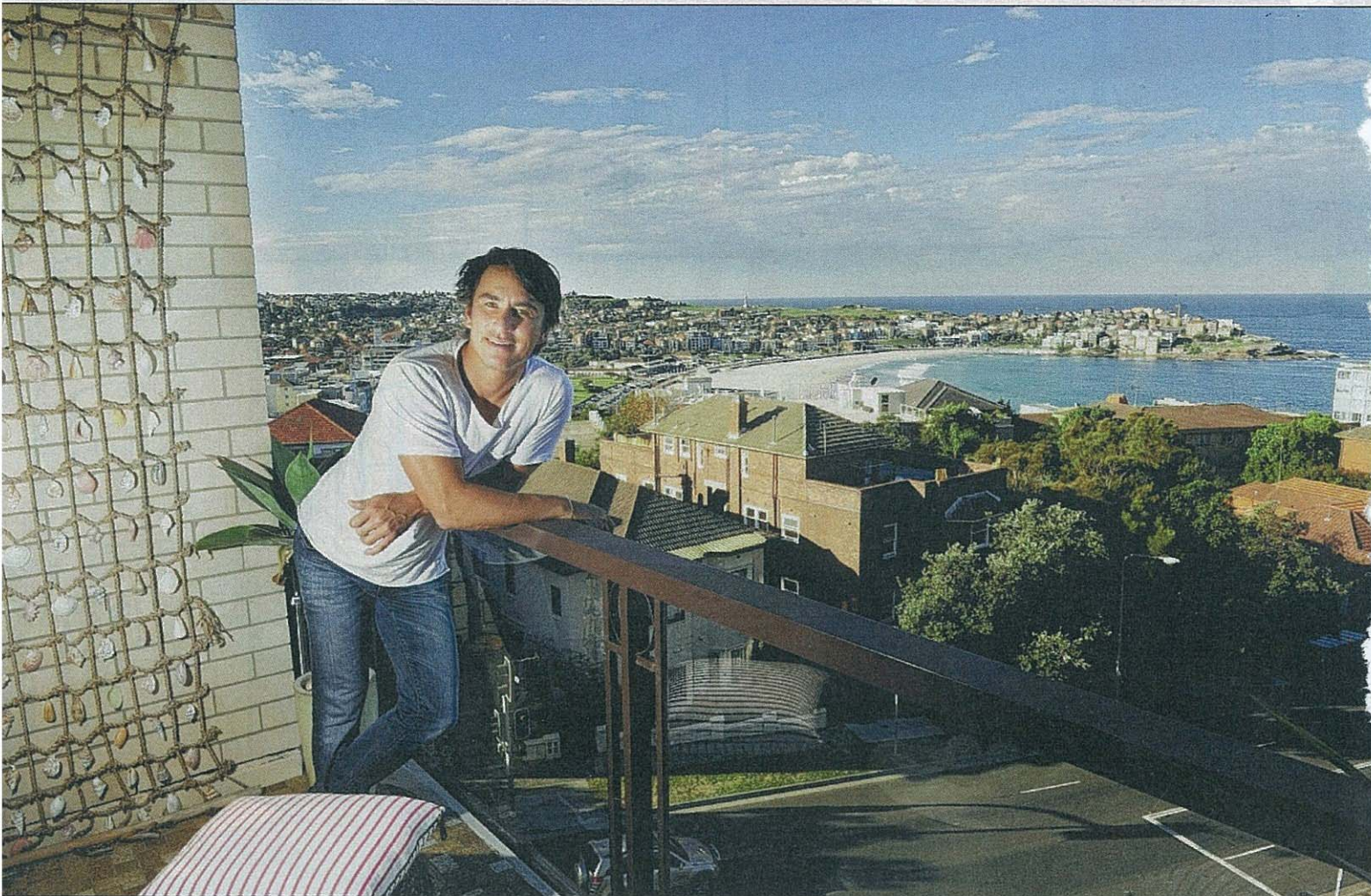




with property
editor Helena Sivric

POSTCODE

2026



Renowned local photographer Eugene Tan shows off the view from his Bondi Rd pad.

Ripper views from the top

**8/315 BONDI RD,
BONDI**

THE views from the top of Bondi Rd are worth the sweat of making the long climb.

"It's all about the view," renowned surf photographer Eugene Tan said.

"We're at the top of the hill and five storeys up, you can see everything."

Tan's gallery Aquabumps is on nearby Curlew St.

Having bird's eye views from Bondi Rd of weather changes is pivotal to how his day unfolds.

The Tan apartment has more

“It's like a little town where 100,000 people come and visit on the weekend

- Eugene Tan

going for it than great views.

Thanks to its position on Bondi Rd it is bathed in sunshine all winter.

"We often leave the apartment dressed entirely inappropriately and freeze when we get outside. The place is so warm. We don't even own a heater," he said.

In summer, the cool breeze finds its way through the hill top home.

"I've been living in Bondi for 15 years and five years in this apartment. It's like a little town where 100,000 people come and visit on the weekend," he said.

Tan loves the fact that he and his young family can walk everywhere, and he has been there long enough to see Bondi develop a great nightlife.

A weekend walk might mean a trip to Cafe Massive ("its really small") or maybe M Deli for a bowl of its signature muesli.

The crowds of Bondi give it a vibe of which residents cannot speak highly enough, and it has its share of VIPs as well.

"The Bondi Vet lives in this

street," Tan says and mentions another famous painter, though in a typical Bondi way Tan isn't into name dropping.

The Tans recently completed an extreme update of their Bondi pad. "It was a total renovation," he said. "We went all the way back to the concrete."

Mr Tan and his wife Debbie have just welcomed a new baby, and are looking for a bigger home, one that will hopefully have a good view of the waves.

The property will go to auction through Ray White Double Bay on Thursday, June 7.

Details: Gavin Rubenstein, 0424 532 451.

DON'T MISS A TRICK: Find our digital editions at digitaledition.wentworthcourier.com.au

Record for Surry Hills warehouse



5 Bennett Place, Surry Hills, sold for \$5.710 million at auction.

THE auction season has hit the east with a Surry Hills warehouse setting a record and one agency selling more than \$26 million under the gavel. **Helena Sivric** reports.

WITH more than 200 people in attendance, the on-site auction of an 1850s warehouse conversion at 5 Bennett Place, Surry Hills, on Saturday did not disappoint.

It sold under the hammer for \$5.71 million, a record for single residential dwellings in the suburb and the top sale in the east this week.

Listed with Ben Collier of McGrath Estate Agents and Shannon Whitney of BresicWhitney, six parties registered and bidding opened at \$4.5 million.

Mr Collier said the sale was significant.

"We knew it had the potential to beat the record of \$4 million.

"But what was most surprising was the amount of interest and its broad appeal from downsizers to families.



Mr Collier said the auction process was the best way to sell the four-bedroom tri-level warehouse, which includes studio and workshop areas.

"I think people needed to see their competition and determine how far they were willing to go," he said.

"As we see more of these high-profile sales being achieved buyers are gradually feeling more confident and are creeping back into the top end of the market."

Ray White Double Bay Group sold nine out of 10 properties worth more than \$26 million at auction on Thursday.

Sales included Gavin Rubenstein and Michael Finger's listing at 37 Bundarra Rd, Bellevue Hill. It sold for \$4.420 million — \$720,000 above reserve.

There were 10 registered bidders. Bids started at \$3.4 million.

Mr Rubenstein said the auction moved fast and the evening's results were a positive sign.

"We've always been an auction-driven agency even in the tough times," he said. Ray White Double Bay Group director Craig Pontey was optimistic about sales: "Auction clearance rates have been around 50 per cent lately so this result is a standout in a rapidly changing environment."

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TRIPTYCH

Tuesday 18th May



LLOYD MARTIN HOUSE SOLD FOR \$9MIL

The home of the late Lloyd Martin, former general manager of the Sydney Opera House (1979-1997), and his wife, Alexandra, lived in for 25 years has sold for \$9 million.

The property, in the prestigious Sydney suburb of Vaucluse, includes outdoor entertaining terraces, landscaped gardens and romantic courtyards, glass mosaic tiled pool, and postcard views of Sydney Harbour and the iconic Opera House and Bridge.

"It simply doesn't get any better than this. The views from this part of Sydney are iconic," says agent Gavin Rubinstein.

The three level house features five bedrooms, formal entry with sweeping spiral staircase, banquet sized formal dining room with an open fireplace, enormous formal living room, open plan family areas, European kitchen with walk in pantry, guest powder room, double garage and parking for six further cars, palatial master retreat with private balcony, study, self contained guest suite, and wine cellar.

Rubinstein says, "The couple built the home so he could keep an eye on work from his own living room."

For further information, find it on www.thehomepage.com.au



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In recognition of excellent customer service to

Paul Wilmot

Brian White
Chairman


Date



TESTIMONIAL



2B/7 St Marks Road,
Darling Point NSW
2027
\$1,600,000

Share  

Delighted

Recommended by Robyn7 **VENDOR**

12 Dec 2014


A very professional service. We are all very happy with Gavin's energy and enthusiasm in achieving a good sale price. Thank you! I would be happy to recommend you to anyone.

Reply

TESTIMONIAL



3 Pindari Road, Dover
Heights NSW 2030
\$3,700,000

Share  

A Professional Approach

Recommended by Danielle4 **VENDOR**

08 Dec 2014


Gavin recently assisted us with the sale of our family home. Gavin gave us the confidence to embark on this daunting task and he and his team ably contributed to make the process seamless. Any communications were handled promptly, enthusiastically and professionally at all times of the day and night. We enjoyed working closely with Gavin and would be happy to work with him again.

Reply

TESTIMONIAL



6/28 Roscoe Street,
Bondi Beach NSW
2026
\$1,550,000

Share  

Great Experience

Recommended by MikeandJo **VENDOR**

08 Dec 2014



We had a great experience with Gavin and would recommend him without hesitation. He kept us informed of the progress of our sale and certainly we felt supported and confident in him, so much so that the process actually was an enjoyable experience. He is a friendly and relaxed communicator and made us feel as positive and confident with the process as possible. Gavin's team were great and nothing was too much trouble to assist us with any of our requests, no matter how last minute the call was made.

Reply

TESTIMONIAL



40 Courtenay Road,
Rose Bay NSW 2029
\$3,818,000

Share  

Exceptional Agent

Recommended by GroverYang **BUYER**

07 Dec 2014



I have worked with Gavin both as a buyer and vendor. Gavin was highly motivated and kept me well informed throughout both the selling and buying process. Thanks to him and Jerome, we were able to acquire our dream home. It is not hard to see why Gavin is a consistent top performer and I would highly recommend Gavin to anyone considering selling their home.

Reply

TESTIMONIAL



23 Sutherland Avenue,
Paddington NSW 2021
\$1,152,000

Share  

Top Notch!

Recommended by Dominic2 **VENDOR**

07 Dec 2014


We can all refer to a real estate agent's communication skills, presentation, feedback reports on buyer interest, advice on pricing, time taken to return phone calls/emails etc etc but frankly there's only one aspect I'm interested in....did they get me the price I wanted for my property? In this respect Gavin delivered 'in spades'...highly recommend.

Reply

TESTIMONIAL



28 Bangalla Road,
Rose Bay NSW 2029
\$3,400,000

Share  

Outstanding Agent

Recommended by TomGutman **VENDOR**

07 Dec 2014



Gavin's positive, hard-working and committed approach led to a successful sale of our property. He never once lost faith in his capacity to meet our expectations. As an exceptional communicator we, at all times, knew that he was working towards a favourable outcome. We have no hesitation in recommending Gavin as a top agent who will work with your best interests in mind.



TESTIMONIAL



2/23 Birriga Road,
Bellevue Hill NSW
2023
\$1,440,000

Share  

HIGHLY RECOMMEND 

Recommended by Brett2 **VENDOR**

04 Dec 2014



From start to finish, Gavin demonstrated a level of knowledge and skill that would have been impressive even for a veteran agent. Add to this his enthusiasm and positive attitude, and it is easy to see why he has already achieved so much at such a young age.

Reply

TESTIMONIAL



1/10 Blaxland Road,
Bellevue Hill NSW
2023
\$1,820,000

Share  

Gavin is an sales excellent professional and a delight to work with 

Recommended by Shelley3 **VENDOR**

04 Dec 2014

I thought his guidance, professionalism and support in the sale of my property was first class. It was a stressful time for me as a seller of my property; however I had complete confidence in him and his support team. He was by far the best real estate agent I have met and used and I also liked him very much as a person. I found every step of the sales journey was undertaken with his no fuss and expert manner. His support team was also first class and very much in touch with Gavin and my expectations regarding the sale. I wish him and his team all the very best for the future.

Reply

TESTIMONIAL



9 Loombah Road,
Dover Heights NSW
2030
\$4,250,000

Share  

Dedication and Knowledge 

Recommended by Paul020 **VENDOR**

04 Dec 2014

I was very happy with the job Gavin did for us, I felt he worked tirelessly for us

Reply

TESTIMONIAL



27 Clyde Street, North Bondi NSW 2026
\$2,010,000

Share

Superstar team

Recommended by AdamPozniak **VENDOR**

30 Mar 2015

Gavin and his team are superstars, capable and energetic, yet providing a very safe pair of hands. They will ensure your property is presented to perfection as they did with ours. They worked tirelessly on our behalf and communicated with both ourselves and the market exceptionally well throughout the entire process. I can't recommend Gavin strongly enough.

Reply

TESTIMONIAL



23 Riddell Street, Bellevue Hill NSW 2023
\$1,820,000

Share

Backs it up

Recommended by JonathanHarvey **VENDOR**

13 Mar 2015

Gavin is such a hard hitting weapon in the world of real estate! His no bull approach is exactly what is needed in the jungle of eastern suburb agents

Reply

TESTIMONIAL



72 Gilgandra Road, North Bondi NSW 2026
\$2,365,000

Share

Exemplary Professional

Recommended by JonSim **VENDOR**

08 Mar 2015

Gavin was a friend before he became our agent so irrespective of that friendship Gavin's reputation made him our obvious choice when it came to selling our home. From the first meeting he was totally professional in every concern we had. His team was amazing, every aspect was dealt with immediately and the whole process was made extremely easy. Gavin's responses were always quick, he was honest in communication and his appraisal was in line with our anticipated selling price. He does whatever it takes to close a deal, he was able to read the buyer and seller situation and in our case on a Friday night he instigated a pre auction to sell the house. I have since recommended him to my daughter and he successfully also sold her apartment. I would use Gavin without hesitation in any future purchases or sales.

Ms Shelley Jones
1/10 Blaxland Road
Bellevue Hill
Sydney 2023
sej511@bigpond.com
Mobile: 0414 652 720

10 May 2014

To Gavin Rubenstein
Ray White Real Estate

5th June 2014

Dear Gavin,

**Sale of 1/10 Blaxland Road
Bellevue Hill**

I am writing to thank you for all your guidance, professionalism and support in the sale of my property recently.

It was a stressful time for me as a seller of my property; however I had complete confidence in you and your selling capability.

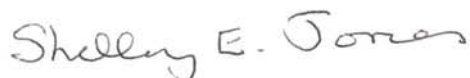
I think you are by far the best real estate agent I have met and I also liked you very much as a person. I found every step of the sales journey was undertaken with your no fuss and expert manner.

I wish you all the very best personally, and in your profession, and I would be delighted to recommend you to future property sellers if ever there was a need.

You are already a great success professionally and you will continue to be in the future.

I also think you have a great support team so please thank Jerome Srot and the team for all their support and I wish them all the very best for the future.

Yours Sincerely



Shelley E Jones

From: Ben Koes
Sent: Wednesday, 8 January 2014 12:59 PM
To: Gavin Rubinstein
Subject: Re: Video Update - Happy New Year From Gavin Rubinstein

Happy New Year Gavin!!

Well done mate, these are great testimonies. You should get one from buyers also how you never give up in following them up. As overseas buyers it's very difficult for us to inspect and buy what we like but you made it possible by fitting into our very tight and busy schedules. We first met you in Nov 2010 and you keep on following us up and we finally bought in Nov 2013 that is 3 years relationship in the making!! Thank you for never giving up on us.

Best wishes for 2014 and may God bless you always
Ben and Melanie

Sent from my BlackBerry® smartphone from Sinyal Bagus XL, Nyambung Teruuusss...!

From: Gavin Rubinstein <grubinstein@rwdb.com>
Date: Wed, 8 Jan 2014 01:34:15 +0000
To: Gavin Rubinstein<grubinstein@rwdb.com>
Subject: Video Update - Happy New Year from Gavin Rubinstein

Happy New Year! Wishing you all the best for the year ahead.

If you have a spare 2 minutes, click on the following link to see a quick market wrap up video for 2013: <http://imagerack.com.au/pv/view.php?sc=77f0f74291&v=/v/77f0f74291>

I look forward to assisting you with your property needs in 2014.

Best regards,

Gavin



Gavin Rubinstein LREA
Sales Executive
Ray White Double Bay
T 02 9302 1632 M 0424 532 451
F 02 9327 7717 E grubinstein@rwdb.com
Level 1 356 New South Head Road Double Bay NSW 2028 rwdb.com

Ray White

ALAN WHITE
Elite
PERFORMER 2013

From: Deborah Frank
Sent: Thursday, 17 January 2013 5:56 PM
To: Jerome Srot
Subject: Re: Testimonial for Gavin Rubinstein

Hi Jerome

It is an absolute pleasure to write about Gavin. Here goes!

I have dealt with Gavin for several years and he has sold two properties for me and helped me purchase one. Each transaction has been handled with total professionalism. As well, he has always been supportive, kind and charming! He is calm, knowledgeable and trustworthy - qualities I want and need for property transactions.

He is reliable and totally competent. He always made himself available to me and no matter how many times I needed some information or just some comforting advice - he was always there.

He is the only person I would choose to handle any further property transactions and cannot recommend him highly enough.

I am so proud of his achievements and wish him success and good fortune always.

Fondly,

Deborah Frank

From: Fraser Short
Sent: Wednesday, 13 June 2012 3:08 PM
To: Gavin Rubinstein
Subject: RE: testimonial - 37 Bundarra Rd

To whom it may concern,

I recently purchased a property that Gavin Rubinstein was the agent on.

The campaign ran for a period of about 4 weeks and there were a number of issues to consider in making the purchase.

Throughout the process I found Gavin to be extremely helpful and insightful on the area and the market in general.

His service to his client was sharp and his responses to me were prompt and transparent always returning calls, rescheduling his diary and generally accommodating both my wife and my needs to make the transaction.

At auction time he was attentive and read the crowd and there was a very smooth settlement.

I would recommend him highly as someone with common sense, an ability to listen and deliver (and on an aside has an impeccable taste in suits!)

Sincerely,

Fraser Short
37 Bundarra Road, Bellevue Hill

Ray White – Double Bay
Gavin Rubinstein
PO Box 63
Double Bay NSW 1360



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MPA Top 10
Broker 2009.
WINNER!
Australian
Mortgage
Awards 2009
Finalist
2008, 2007,
2006, 2005
& 2004

Dear Gavin,

I would like to personally thank you for your assistance given whilst we arranged the finance for our mutual client Adam & Nabila Zarth , enabling them to purchase their new home

I keep a list of real estate agents that have been helpful to us whilst arranging finance. I have added you and your firm to this list. I then encourage our clients to use the real estate agents that our firm recommends.

As you may already be aware, Intelligent Finance focuses on all areas of finance including property (new purchases, and sourcing of cheaper interest rates for clients with existing loans), cars and equipment finance and all areas of business and investment lending.

The business has grown solely from referrals, due mainly to our superior service levels, finance industry knowledge, and ability to obtain cheaper interest rates / loan products than other banks and finance brokers in the market.

Thank you once again for your assistance during the finance process.

Kindest regards,



Justin Doobov
Managing Director

*IT'S great to see
how you go the
extra mile.*

P.S. If you have any clients, business associates, family or friends that you think may be able to benefit from the services that we offer, we would be grateful if you could please pass on our details.

*I hope you had a great
financial year !!*