

# PROPRIETĀS

## MELBOURNE



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**xynergy**realty

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Greetings to the 62<sup>nd</sup> edition of Proprietas!

As the coronavirus restrictions start to ease down, the cold weather is not stopping the property markets red hot recovery. We have many new listings across our city to showcase for you.

Even though we have faced challenges as a business during this time, Xynergy Realty had the privilege to donate over \$4,000 worth of essential goods to a local food bank in our community called Empow+r.

With many of our overseas clients concerned about the impacts of COVID-19 to the Australian property market, Xynergy Realty held a webinar in 11th Space which was hosted by our Group Business Development Director, Ivan Tandy. We invited industry leaders to explain the changes that have occurred in the market and how businesses have responded in light of Covid-19.

After missing out on all the amazing events last quarter because of COVID-19 we made a list of upcoming events that are still going ahead that you can participate in either online or at a venue with strict social distancing measures for your safety.

Enjoy reading!





# OUR SERVICES

## SALES

Throughout the sales process, you will reap the benefits of our powerful combination of experience and talent, evidenced by the distinctive way in which we handle each and every aspects of your sale campaign.

Some of the many benefits you will receive through working with Xynergy are:

- A talented team of associates who can tailor the selling approach to your unique requirements
- Creativity, the ability to adapt, and passion for real estate
- Ability to meet and exceed your goals
- Strategic negotiation abilities

With the large number of properties that Xynergy manage across Melbourne, we are able to offer a wide range of property selections to suit your different needs.

## RENTAL

Renting through Xynergy is really easy and efficient. To submit your interest, all you need to do is to come into one of our open inspections and fill up an application form.

Our team will help you do the rest, such as helpin you set up utility connection and rent payment, as well as attending your maintenance requests.

## PROPERTY MANAGEMENT

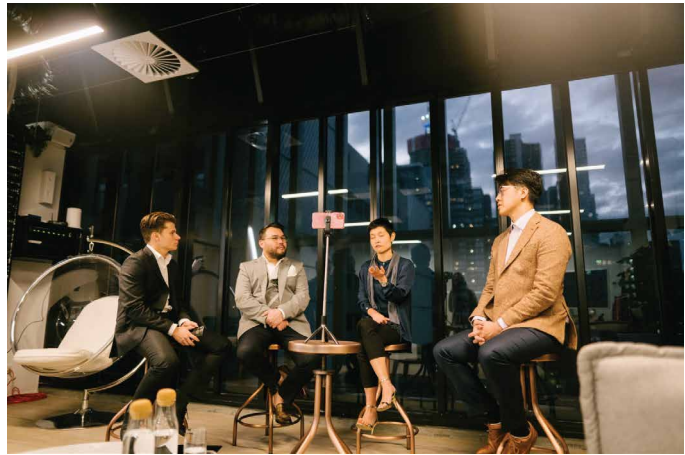
Our company distinguishes itself from other real estates organisations through our:

- Understanding that your real estate investment is one of your most valuable assets and should be treated as such through care by experienced professionals
- The multilingual property management team who are committed to achieving high-performance levels
- Thoughtful, targeted application of proven real estate and marketing strategies for your property
- An integrated network of qualified, motivated clientele and high-quality service providers
- Diverse landlord benefits that include a dedicated leasing team, fast response time (within 24 hours), unrivaled CRM technology and a competitive management rate

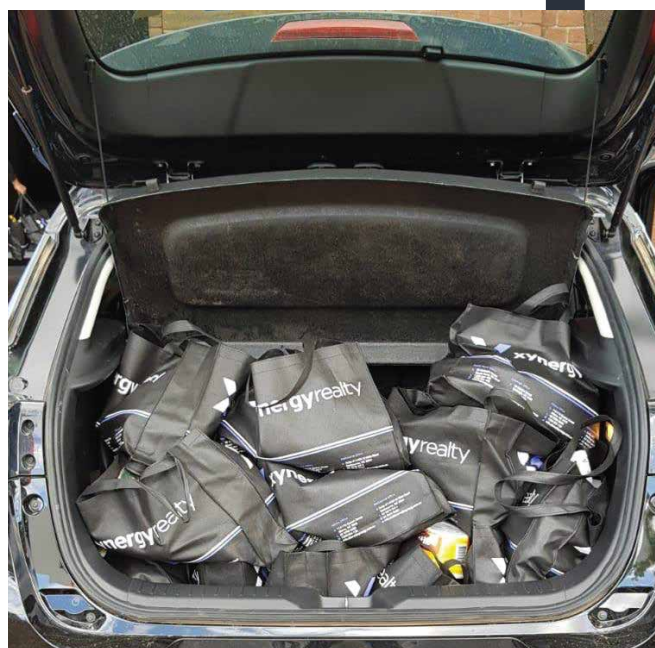
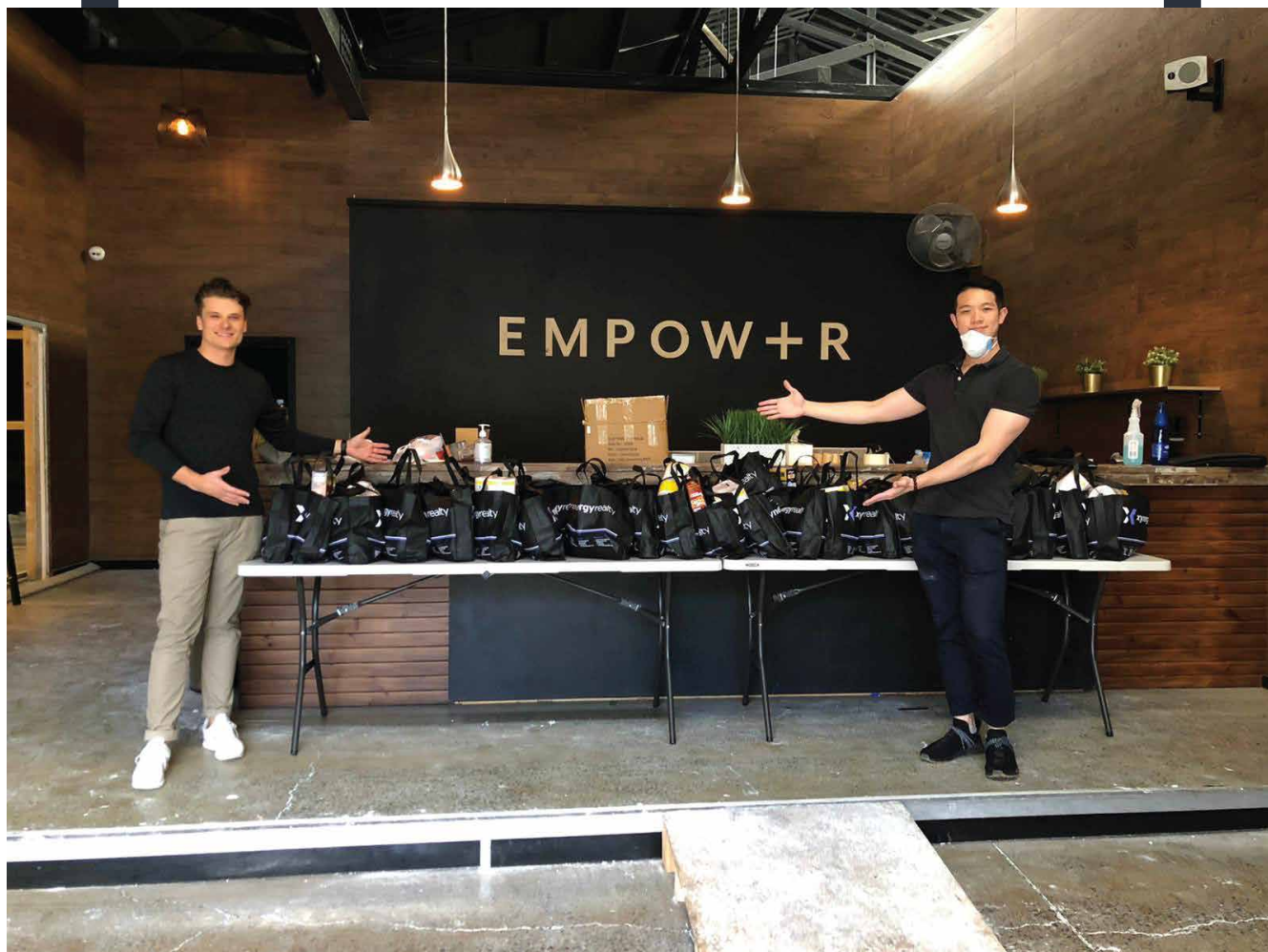


# RECENT XYNERGY EVENTS

## **Xynergy's Webinar** COVID-19 Impacts on the Real Estate Market

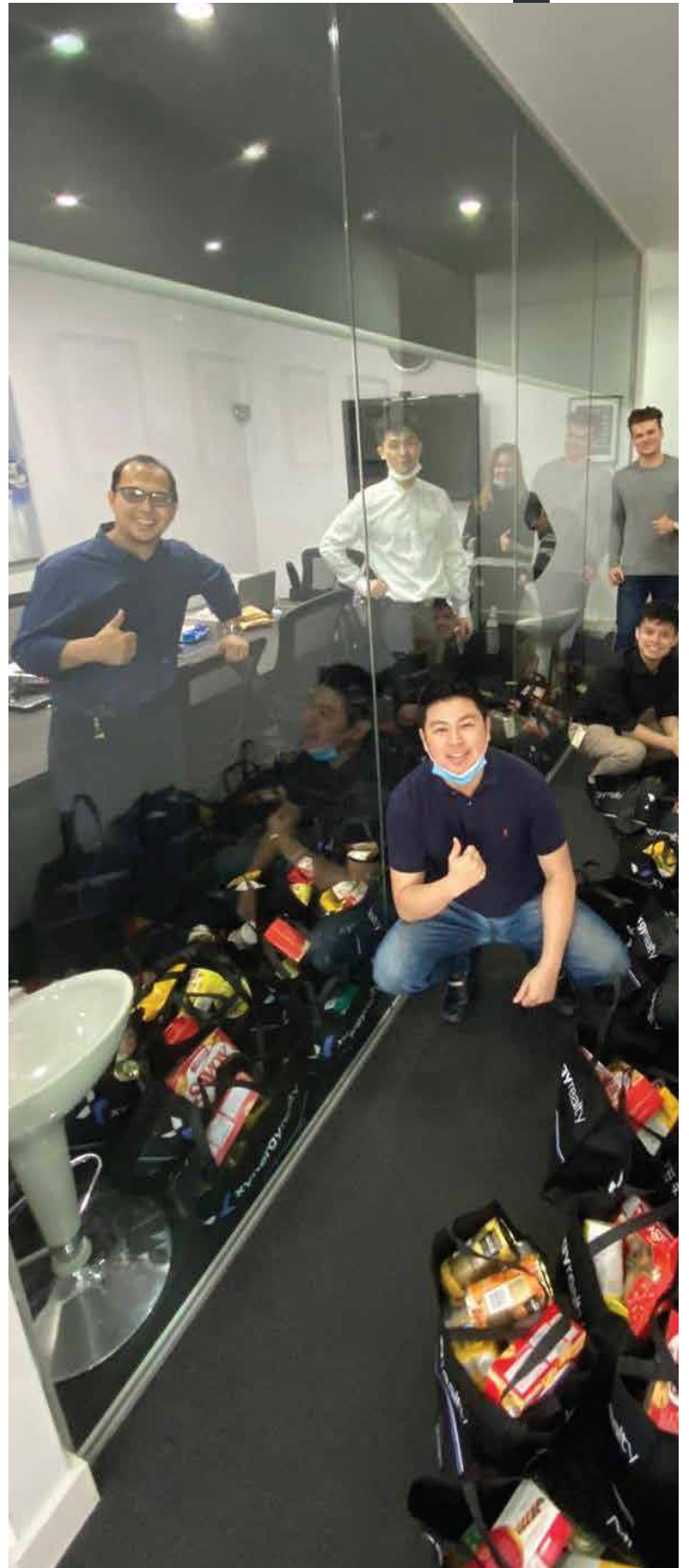


# XYNERGY GIVES BACK





# XYNERGY GIVES BACK





# FEATURED PROPERTIES



## 6 Altitude Dr, Point Cook

House | 🛏️4 🚿2 🚗2

### Low Maintenance Luxury Living

This 4 bedroom, 2 bathroom entertainer uses space effectively, both inside and outside the home. Discover a wide entrance hallway branching off to a spacious open-plan living and dining area, revolving around a sleek, stone-topped kitchen boasting high-end, stainless-steel appliances and an inviting breakfast bar for relaxed mealtimes.

The spacious main bedroom includes an en suite bathroom with double vanity, oversized shower and toilet. Covered alfresco entertaining zone - perfect for family dinners or large scale entertaining. Established low maintenance gardens enhance the ambience of the outdoor living area - a delightful space for year-round enjoyment.



## 1211/35 Albert Rd, Melbourne

Apartment | 🛏️2 🚿1 🚗1

### Refined Living with Skyline Views

Located on the twelfth floor of the beautiful, contemporary, Emerald Building is an excellent base for an inner-city lifestyle.

Exceptionally large, the apartment has a designer kitchen with stone bench tops and quality Miele appliances. The relaxed living/meals area is finished with timber flooring, adjoins the kitchen and has direct access to the large balcony which also has views of the Royal Botanic Gardens and the CBD in the distance. Enjoy a pair of generously sized bedrooms, both serviced by a fully tiled bathroom and extensive built-in robes.



# PROPERTIES FOR SALE



21 Moore Avenue, Clayton South

4 beds 3 baths 2 cars

William Wang  
Lisa Suryawan

0410 515 168  
0450 540 168



8/335 Grand Boulevard, Craigieburn

2 beds 1 bath 1 car

Nathan Agus

0430 228 168



23A/31 Malcolm Street, South Yarra

3 beds 2 baths 1 car

William Wang  
Lisa Suryawan

0410 515 168  
0450 540 168



611/35 Malcolm Street, South Yarra

2 beds 2 baths 1 car

William Wang  
Lisa Suryawan

0410 515 168  
0450 540 168



5704/568 Collins Street, Melbourne

2 beds 2 baths 1 car

William Wang

0410 515 168



601/1 Marmion Place, Docklands

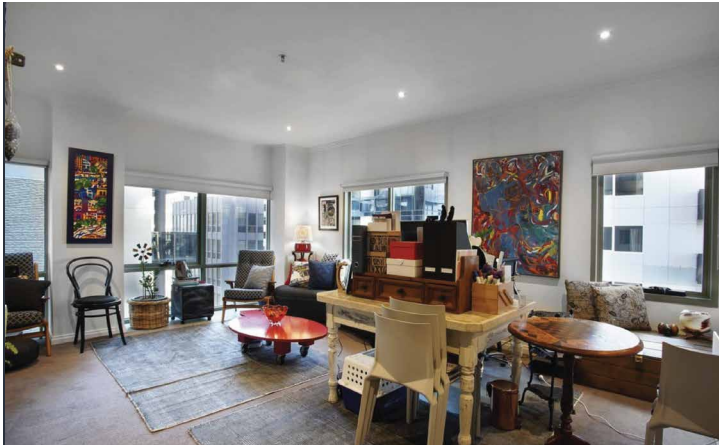
1 bed 1 bath 1 car

Candy Subrata

0414 046 168



# PROPERTIES FOR SALE



608/15 Queens Road, Melbourne

2 2 1

Sultan Mustafa

0413 612 412



39 Clyde Street, Oakleigh

2 2 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



401/152 Peel Street, Windsor

2 2 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



1402E/888 Collins Street, Docklands

2 1 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



206/33-35 Breese Street, Brunswick

2 1 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



311/30-32 Lilydale Grove, Hawthorn East

2 1 1

William Wang  
Nathan Agus

0410 515 168  
0430 228 168



# PROPERTIES FOR SALE



49 Waiben Crescent, Point Cook

🛏️ 4 🚿 2 🚗 2

William Wang

0410 515 168



210/33-35 Breese Street, Brunswick

🛏️ 1 🚿 1 🚗 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



110/33-35 Breese Street, Brunswick

🛏️ 1 🚿 1 🚗 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



202/5 Curlew Court, Doncaster

🛏️ 1 🚿 1 🚗 1

Candy Subrata  
Kelvin Quah

0414 046 168  
0424 222 168



814/35 Malcolm Street, South Yarra

🛏️ 2 🚿 1 🚗 1

William Wang

0410 515 168



805/182 Collins Street, Melbourne

🛏️ 2 🚿 1

William Wang  
Nathan Agus

0410 515 168  
0430 228 168

# PROPERTIES FOR SALE

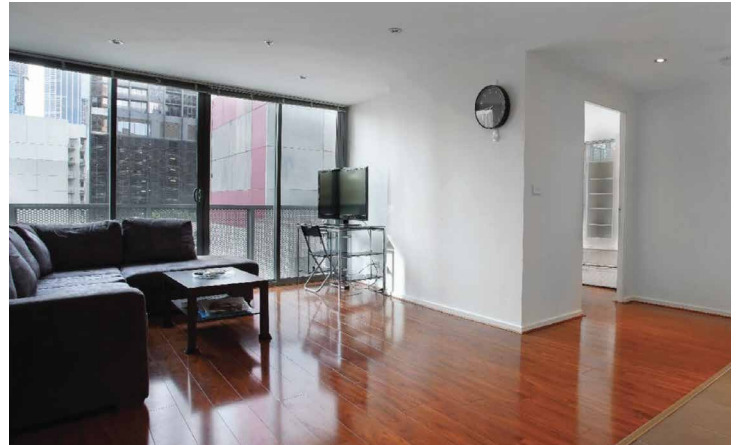


95 Millers Road, Altona North

4 1 1

Trisno Tjandi

0430 114 054

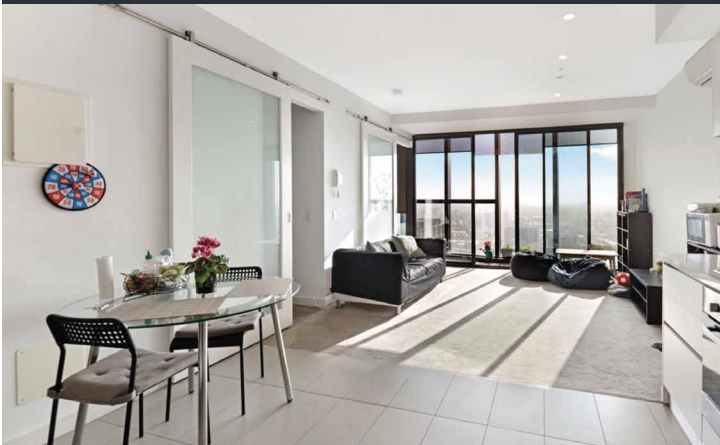


505/8 Exploration Lane, Melbourne

3 2 1

William Wang  
Lisa Suryawan

0410 515 168  
0450 540 168



1805/35 Malcolm Street, South Yarra

2 1 1

Angie Gao

0478 194 168



206/99 Dow Street, Port Melbourne

1 1 1

William Wang

0410 515 168



1010/35 Malcolm Street, South Yarra

2 1 1

William Wang

0410 515 168



602/315 La Trobe Street, Melbourne

2 1

Angie Gao

0478 194 168



## FOLLOW US ON SOCIAL MEDIA

### South Yarra Office



[www.facebook.com/xynergyrealty](https://www.facebook.com/xynergyrealty)



[@xynergyrealty](https://www.instagram.com/xynergyrealty)



[xynergy realty](https://www.linkedin.com/company/xynergy-realty)

### Oakleigh Office



[www.facebook.com/xynergyoakleigh](https://www.facebook.com/xynergyoakleigh)



[@xynergyrealtyoakleigh](https://www.instagram.com/xynergyrealtyoakleigh)

### Altona Office



[www.facebook.com/xynergyaltona](https://www.facebook.com/xynergyaltona)



[@xynergyrealtyaltona](https://www.instagram.com/xynergyrealtyaltona)

### Melbourne Office



[www.facebook.com/xynergycommercial](https://www.facebook.com/xynergycommercial)



[@xynergy\\_commercial](https://www.instagram.com/xynergy_commercial)





# RECENTLY SOLD PROPERTIES



1 Anton Court, Doncaster

🛏️ 4 🚿 4 🚗 2



50 Waterford Avenue, Maribyrnong

🛏️ 3 🚿 2 🚗 2



101/95 Wilcox Street, Preston

🛏️ 2 🚿 1 🚗 1



6/1-3 Hilltop Crescent, Burwood East

🛏️ 3 🚿 2 🚗 2



521/35 Malcolm Street, South Yarra

🛏️ 2 🚿 1 🚗 1



23/180 Cox Road, Lovely Banks

🛏️ 2 🚿 1 🚗 1



7 Ewart Lane, Burwood

🛏️ 4 🚿 2 🚗 2



16/546 Flinders Street, Melbourne

🛏️ 1 🚿 1



205/339 Burnley Street, Richmond

🛏️ 2 🚿 2 🚗 1



11/41 Furlong Street, Craigieburn

🛏️ 2 🚿 2 🚗 1



507/144-150 Clarendon Street, Southbank

🛏️ 1 🚿 1 🚗 1



4007/8 Sutherland Street, Melbourne

🛏️ 2 🚿 2

# RECENTLY SOLD PROPERTIES



9 Ryecroft Court, Noble Park North

🛏️ 3 🚿 1 🚗 1



15 Sully Court, Diggers Rest

🛏️ 4 🚿 2 🚗 2



19/1066 Lygon Street, Carlton North

🛏️ 3 🚿 1 🚗 1



1 Garton Court, Mulgrave

🛏️ 4 🚿 2 🚗 2



3202/45 Clarke Street, Southbank

🛏️ 2 🚿 1



1/151-155 Burwood Road, Hawthorn

🛏️ 1 🚿 1 🚗 1



10/33 Johnston Street, Port Melbourne

🛏️ 2 🚿 1 🚗 1



106/79 Market Street,  
South Melbourne

🛏️ 2 🚿 1 🚗 1



A201/59 Autumn Terrace,  
Clayton South

🛏️ 1 🚿 1 🚗 1



801/67-71 Stead Street,  
South Melbourne

🛏️ 1 🚿 1 🚗 1



507/54-60 Nott Street, Port Melbourne

🛏️ 2 🚿 1 🚗 1



2/2 Duggan Street, Brunswick West

🛏️ 2 🚿 1 🚗 1



# ***Why Melbourne City Rentals Are So Cheap And Why It's Never A Better Time To Be A Renter***

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Never in the 12 years as Managing Director of Xynergy Realty have I seen this many empty apartments in Melbourne. The lack of international and domestic tourists along with the reduction of international and interstate students living in the city whilst studying at Melbourne universities has caused inner-city apartment rents to plummet.

This has been the biggest decline in overseas tourists in Melbourne's history. Since I have been in Australia I've seen the Victorian government invest millions of dollars in tourism, growing the number of international tourists from 5 million in 2009 to 8.5 million in 2019 with the government planning to grow this to 15 million by 2026. Out of the 8.5 million tourists that come to Victoria every year, 3 million of them visit Melbourne as well as 10.8 million domestic tourists.

The real estate market has changed because of this. Due to the increased demand for short term accommodation, landlords can now rent out their apartments as AirBnBs. While this is riskier in terms of consistent cash flow, most investors see greater rental returns in such short-term rentals compared to leasing out long term for 12-months. Some buildings in suburbs like Melbourne CBD, Docklands and Southbank have close to 20% of buildings being used as short term accommodations and AirBnBs. This has helped accommodate the increase of tourists in our city.

However, these short-term operators have now become a double-edge sword to many landlords. Most residential buildings in the CBD are not built to cater to commercial activities that short-term accommodation operators present to the buildings' facilities and amenities. Most of these operators are signing Residential Tenancy Agreements instead of Commercial Tenancy Agreements. Hence, landlords and other owners in the buildings have to cope with significantly higher maintenance costs that are built in their Owner Corporation's levies and all other outgoings attached to the properties. Given the COVID-19 pandemic situation, the units that are leased out to short-term accommodation operators are the worst performers, since many of these operators are now completely unable to pay rent.

Over the years, students have made up a significantly large portion of tenants in Melbourne's CBD. Most of the students that choose to come to Melbourne come from large cities and they are perfectly fine with that style of living and because some of our largest universities like Melbourne Uni and RMIT are in the CBD, so students will much prefer to live close to Uni and benefit from all the conveniences of CBD living. The Australian Bureau of Statistics showed that only 307,500 foreign students entered the country in March 2020, a drop of 60% the lowest it's been since I came to Melbourne as a student in 1994.





Our nation's vacancy rate usually sits just below 2%. Now in April, it has risen to 2.6%, the highest it's been since the Global Financial Crisis in August 2009. According to figures from the Melbourne City Council, the rental vacancy rate in the CBD and surrounding areas has nearly tripled since last April from 1.9 percent to 5.4 percent, reaching its highest point in more than a decade.

A concern for a lot of landlords if they are unable to rent out their property in 6 months is that they might be hit with the Vacancy Tax, which was originally proposed for landlords who deliberately left their apartments empty. This is obviously not the case now and the tax should be abolished over this period of time.

In summary, with the shrinking number of short term accommodation and a drop in international students, there are plenty of empty apartments now competing for tenants. We have seen landlords give huge discounts on rents just to lease out their property. This is great news if you are a tenant looking for an apartment in the city.



**Bruce Oliver,**

Group Managing Director  
*Effective In Control at*  
*Xynergy Realty South Yarra*

*Featured photo by : Skitterphoto, Pexels.com*



# Upcoming Events



Source: [www.filmink.com.au](http://www.filmink.com.au)

## • Melbourne International Film Festival

**Location:** Various venues, Melbourne, Victoria, 3000

**Date:** 5 August 2020 - 22 August 2020 (TBC)

Be part of Melbourne's most iconic screen event, Melbourne International Film Festival (MIFF).

MIFF has been established since 1952. It is one of the eldest film festivals in the world, and the most significant annual screen event in Australia.

Showcases the best chosen films around the world, including local films. Besides films, MIFF also showcases retrospectives, tributes and talks.



Source: [www.mfw.melbourne.vic.gov.au](http://www.mfw.melbourne.vic.gov.au)

## • Melbourne Fashion Week

**Location:** Melbourne Town Hall

**Date:** 27 August 2020 - 3 September 2020

Melbourne Fashion week is a fashion industry event, where local fashion designers and brands showcase their latest fashion collections in runway fashion shows.

It presents Spring/Summer ready-to-wear collections and displays Melbourne as an iconic destination for fashion, retail, designs and hospitality.

## • Melbourne Writers Festival

**Location:** Various venues, Melbourne, Victoria, 3000

**Date:** 7 August 2020 - 16 September 2020

Learn more about one of Australia's most loved literary institutions.

Held across the Festival's new Literary Precinct, Melbourne Writers Festival (MWF) brings together some of the world's leading authors, artists, journalists, poets, playwrights and songwriters to celebrate the myriad ways words move and inspire us.

However, due to COVID-19, the MWF will transition to an online program for 2020. It is to ensure the wellbeing and safety of both writers and audience.



Source: [www.mwf.com.au](http://www.mwf.com.au)



# Upcoming Events



## • Australian Motorcycle Grand Prix

**Location:** Phillip Island Grand Prix Circuit

**Date:** 23 October 2020 - 25 October 2020 (TBC)

If you live and breathe MotoGP you know that anything can happen. The Australian Motorcycle Grand Prix 2020 returns to Phillip Island for an adrenaline-fueled race from 23 to 25 October\*. Don't miss the ultimate racing experience where the most passionate fans and the world's fastest riders get up close and personal in this spectacle of speed and edge-of-your-seat action. It's the only place to witness world class motorcycle racing on one of the fastest circuits in the world.

A dramatic coastline is no match for the drama on track as the world's best riders take machine and talent to the edge.

## • Melbourne Cup Carnival

**Location:** Flemington Racecourse

**Date:** 31 October 2020 - 7 November 2020

Experience this incredible event that combines sport, entertainment, fashion and food – all in one place, the stunning Flemington Racecourse. Glamorous, refined and full of history, the Melbourne Cup Carnival is a must-do event for Melburnians and visitors alike.

With four big race days and a range of ticketing options, there are so many different ways to experience the Carnival:

- AAMI Victoria Derby Day: 31 October 2020.
- Lexus Melbourne Cup Day: 3 November 2020.
- Kennedy Oaks Day: 5 November 2020.
- Seppelt Wines Stakes Day: 7 November 2020.



## • ICC Men's T20 World Cup 2020

**Location:** MCG, Melbourne or Kardinia, Geelong

**Date:** 18 October 2020 - 15 November 2020

The ICC Men's T20 World Cup will feature premium matches in Melbourne that includes hosts Australia taking on New Zealand on a Friday night. That fixture will be one of six Super 12 stage matches held at the MCG in a schedule that also includes India against 2016 finalists England on 1 November. Defending champions West Indies will also feature twice in Melbourne.

Kardinia Park Stadium in Geelong will host six First Round matches in a week-long festival of cricket. The fixtures include the opening match of the tournament, featuring 2014 champions Sri Lanka on the 18th of October.

The final will fittingly be held at the world's biggest cricket stadium, the MCG in the evening of Sunday 15 November.



# Meet Our Dedicated Team

## South Yarra

### Property Management Team



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**Marsetio Suseno**  
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## Oakleigh

### Property Management Team



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**Helen Bi**  
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### Sales Team



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**Sultan Mustafa**  
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## Altona

### Property Management Team



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### Sales Team



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**Trisno Tjandi**  
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## Melbourne

### Property Management Team



**Arfa Tandribali**  
Property Manager  
0451 008 168  
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### Sales Team



**Craig Corby**  
Leasing/Sales Manager  
0433 587 168  
craig.corby@xynergycommercial.com.au



# CLIENT TESTIMONIALS

## What our clients say about us...

### **Lisa Suryawan is very friendly and helpful.**

We had a great experience with Lisa. Communication from start to finish was great. She is very helpful with all our inquiries and she has become our friend more than only the agent. I'd highly recommend using her service.

*- Sentosa, South Yarra*

### **Excellent communication and very helpful in all related matters.**

Angie is very professional in handling the auction and the final inspection of the new unit. She makes sure all the defects being identified have been fixed by the developer before the settlement. She is also very helpful in all related matters. Angie deserves a recognition of her outstanding attitude and work ethics.

*- Raymond, South Yarra*

### **I was fortunate enough to have Kelvin Xiao as my property manager.**

From initially inspecting the property, to applying, to dealing with the (extremely rare) issues, to finally moving out, he was professional, reliable and a clear communicator. The Oakleigh office staff were also very helpful with paperwork, key return etc.

*- Andrei, Oakleigh*

### **Great knowledge and fast replies.**

My husband and I bought a unit in Preston and Candy was very helpful throughout the whole process. She was very knowledgeable and quick to return our messages. She's very genuine and communication with her was very easy. Would highly recommend her!!

*- Pam, Oakleigh*

### **Virlia, from Xynergy Oakleigh, is an excellent Property Manager.**

She was always really quick to respond to me and handled things professionally. Easy to communicate with and a really nice person to talk to. Also, did an excellent job managing the needs of us (the tenants) swiftly. I'd highly recommend Xynergy Oakleigh - and particularly Virlia for your Real estate needs in the future. Thanks! God bless!

*- Lambert, Oakleigh*

### **Xynergy have been our leasing agent for about two years now.**

The team, including Endru Yao and others, have been excellent, responsive, and very professional yet supportive. They have negotiated on my behalf very skillfully, provided amazing service and handled all house repair/ other issues very quickly and diligently. Superb team.

*- Gagan, Altona*

For more positive reviews please visit [Xynergy Realty South Yarra and Oakleigh's Rate My Agent Page](#).



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