

the Peer review

THE PLACES, SPACES & FACES OF YOUR COMMUNITY



A WORK OF ART:

Meet Melbourne's favourite art dealer, Irving Laffner

FROM FARM TO FORK:
The ultimate cheat sheet for farmers' market newbies

PODCASTS, PAVEMENTS
AND POACHED CHICKEN:
A day in the life of Jeremy Rosens

FROM THE EDITOR



The American dream. The city of angels. La-La Land.

This June, several of our directors and I found out first-hand how Los Angeles earned its name when we took a study trip to Palm Springs.

Inspiration was everywhere. In the towering palm trees, the iconic scenery and the classic, mid-century architecture that once housed history's biggest stars – from Elizabeth Taylor to Frank Sinatra.

Not to mention the inspiring international industry leaders we had the chance to meet and share ideas with – like Million Dollar Listing's, Matt Altman!

And we brought all that fresh perspective home to share with our team and clients – so we can continue to improve and implement positive change.

Our main takeaway? The importance of creativity and innovation. Something this issue of *The Peer Review* has in spades (if I do say so, myself).

In your hands, you'll find the secret behind Irving Laffner's carefully curated art collection. The hot spots taking Carnegie by storm. The routine that keeps Director Jeremy Rosens on top of his game. What your dream home's style says about *you*. Plus – my favourite – the dedicated people who bear their souls each week, putting their creativity on display at your local farmers' markets.

And, because innovation requires information, our Sales, New Projects and Property Management teams are back to offer their latest insights. In both English and Mandarin.

This issue of *The Peer Review* is my favourite so far. But, as my new friend Frank once sang, the best is yet to come.

A handwritten signature in black ink, appearing to be 'G. Peer'.

Gary Peer
Co-founder & Director

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The *State of Play* data sourced in this report covers properties sold in the entire industry. Data is extracted from reiv.com.au with a date range of July to September 2023.

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SUBURB SPY:

Uncovering Carnegie's 12 best places to eat, meet and retreat



Flanked by Caulfield East and Glen Huntly to the west, Murrumbeena to the east, and centred around the famous Koornang Road, Carnegie is prime real estate.

Full of bars, restaurants, and places for kids – *and* adults – to play, exercise, and relax, we're taking a closer look at what makes Carnegie so special.

What to eat

With Koornang Road drawing foodies from across Melbourne, Carnegie's reputation as a delicious destination is well-earned.

Let's find out why!

SOWL Restaurant

Tucked amidst the culinary chaos of Koornang Road, SOWL Restaurant is an oasis of calm, class, cocktails – and quality cuisine.

Serving up Mediterranean food with wine from Europe and Australia, the name SOWL (pronounced sole) has a dual meaning. Intended to represent both the spirituality of the soul and the wisdom of the owl, SOWL promises you'll 'meet people who care and love what they do.'

So – what to order?

We suggest starting with an order of fig and olive tapenade, and moving on to the slow-baked beef cheeks. For dessert, it's hard to look past the espresso martini tiramisu – perhaps with a side of the cocktail it's named after!



Huff Bagelry



The Bank Carnegie



Coco's Patisserie



Dumpling Workshop



Sowl Restaurant

The Bank Carnegie

Located only a minute's walk away from SOWL Restaurant, The Bank Carnegie is a pub that provides for the *whole* family.

So named because it's located at the site of an old bank, this pub offers plenty of deals to make each weeknight a special occasion.

There's trivia and \$25 steak on Wednesday, \$20 parma on Thursday, and a \$30 curry of the day on Sunday. (Not to mention \$25 for a burger and a pint between Friday and Sunday.)

Plus, The Bank Carnegie has recently partnered with Caulfield Bears Football Club to offer a free kid's meal with every adult meal purchased on a Sunday. A free post-footy feed? Sign us up!

Huff Bagelry

Wander back up Koornang Road, but be careful – Huff Bagelry boasts a gravitational pull too powerful for most food lovers to resist.

Don't fret, though. This is one (bagel) hole you'll be more than happy to fall into!

Inspired by New York's thriving bagel scene, Huff Bagelry is a no-nonsense, no-frills place to grab a satisfying bite and – to paraphrase our American friends – a hot cup of 'joe'.

Our top pick? The garlic salt and rosemary bagel served with smoked salmon, cream cheese and capers. Delicious!

Coco's Patisserie

Whether you're craving croissants or leaning more towards a lamington, Coco's Patisserie has you covered.

Situated at 88 Koornang Road, the Coco's team prepares all its baked goods from scratch every morning. Better still, it uses only the finest ingredients – and from local suppliers, too.

From pies and pastries to picture-perfect piccolos, this patisserie has it all. And it's open 362 days a year – only closing its doors for Christmas Day, Boxing Day and New Year's Day.

We'd recommend what to eat there, but the truth is that there's just too much to choose from. Pre-order online, or simply roll up in person with an open mind – and an *empty* stomach!

Dumpling Workshop

A mere scone's throw from Coco's, you'll find Dumpling Workshop – Koornang Road's very own taste of China. Ideal for eating in or taking away, you'll be spoiled not only for choice – but for *flavour*, too.

Our suggestion? Kick things off with a serving of chicken and chive dumplings (boiled or pan-fried, your choice; it's the former for us!) and a plate of satay chicken skewers.

With your appetite whetted, proceed to the Mongolian beef – it's served on a sizzling plate that's almost as hot as the chilli-laden meat itself. But for the vegetarians out there, the Chinese broccoli (slathered liberally in oyster sauce) should be your first port of call.

Our only advice? Dumpling Workshop is almost always packed out – so be sure to book in!



Lukumades



Shyun



The Carnegie Commons



City Cave

Shyun (and Shyun Ramen Bar)

You've sampled Carnegie's ode to China – how about its twin tributes to Japan?

For a sense of how committed 126 Koornang Road's Shyun is to freshness and quality, look no further than the name. 'Shyun', which means 'season' in Japanese, is a testament to the ingredients – only the most seasonal and nutritious – the restaurant uses.

Open for eating in or taking away, we recommend either the Kaarage Chicken (crispy and more-ish) or the Sukiyaki Beef (tender and texture-rich, served with egg and onion).

Shyun is popular. So popular, in fact, that its owners had to open another similarly named location – just down the road! So at 73 Koornang, you'll find Shyun Ramen Bar – a restaurant channelling all the same vibes as its near namesake, but with a soupier flavour to savour.

Lukumades

Lukumades – a store selling Greek doughnuts it claims are 'the world's most unique' – is an Aussie franchise with locations in the US, the UAE, Malaysia, Indonesia, and... Carnegie!

That said, Carnegie's branch doesn't *feel* like a chain.

Stepping into its 3/89 Koornang Road shop, you get the sense of a profoundly local business. And, taking a bite out of one of its renowned 'Lukumades' (the recipe of which comes from founder 'Mr Ex's' friends, relatives and shop owners in Greece) you'll find it *tastes* local, too.

Lukumades caters to all sweet teeth. But, if we had to choose (and don't make us!), we're opting for the Twix Fix: melted milk chocolate, crushed biscuits and drizzled caramel sauce. But be warned, one bite and you'll be hooked!

The Carnegie Commons

Our only Carnegie food and drink hotspot not located on Koornang Road, The Carnegie Commons – tucked away on Morton Avenue – is one of the suburb's best-kept secrets.

Serving up tapas, cocktails and wine, this establishment oozes class. But that's not to say it's exclusive – or *expensive*.

On Wednesdays, all house pints and wines ordered with food are half-price. 'Throwback Thursdays' promise 20% off all 'classic' cocktails. As for '\$6 Shot Sundays', well... we'll let you figure that one out for yourself!

If you're there to indulge your taste for food rather than drink, we suggest ordering some chorizo bomba and mushroom arancini for the table. The baked jalapeno is delicious, too – albeit not for the faint-hearted.

Places to go

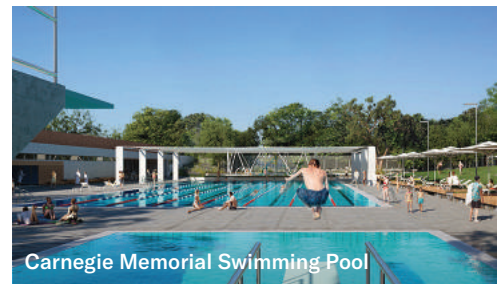
With your appetites satiated and those Sunday shots down the hatch, it's time for some fun – for the *whole* family!

From pools and parks to karaoke and toy libraries, let's explore the best of Carnegie's attractions.

City Cave

The first thing you need to know about City Cave? It's not an *actual* cave. It's a wellness centre offering float therapy, massages and infrared saunas.

Forget your troubles with a float in a pool filled with 400kg of Epsom salts, with water heated to the exact temperatures of your body. Meditate in an infrared sauna to boost your mood and help your muscles recover. And unwind with your choice of a range of massages – including remedial, deep tissue, relaxation or pregnancy.



Packer Park

There's nothing like a walk in the park to stretch the legs, get the dog off the leash, and set the world to rights with a good friend. And Packer Park ticks all the boxes.

Marked by Oakleigh Road to the north and Leila Road to the south, Packer Park is an oasis of green space amidst Carnegie's trademark hustle and bustle. It boasts walking routes, toilets, ample seating, BBQ facilities and a rotunda that doubles as a picnic shelter.

That's not to say it's *all* about relaxation, though. With a basketball ring, lawn bowls, a fitness station, a multi-purpose hit-up wall, lawn bowls and a birdie golf cage, there's plenty to get you up and moving.

Used as a training venue during the 1956 Melbourne Olympic Games (and for Aussie athletes ahead of the 1960 and 1964 Games) the 367-metre-long track is history-rich and open to the public. (Except on race days, and when the Caulfield Cycling Club are training there.)

Carnegie Toy Library

Guess what? Fun has an address – and it's 12 Munro Avenue in Carnegie.

The Carnegie Toy Library empowers local families not to buy new toys all the time, but to *borrow* them. It's a win-win situation: the parents save money, the kids get to play with fresh, exciting toys every week, and the environment benefits from the lack of plastic cluttering our planet.

With over 2,500 educational, high-quality toys to choose from – and annual memberships starting at just \$90 – this is one location both you *and* your little one will love.

Carnegie Memorial Swimming Pool

A staple of the Glen Eira community for over 50 years, it was sad to see the Carnegie Memorial Swimming Pool in

disarray. But great news! This much-loved icon is getting a facelift.

So what can we expect from the revamp? Plenty of brand-new facilities, sprinkled with some refurbished original elements the locals have come to know – and love.

Outside will boast a sparkling new eight-lane, 50-metre pool, built within the old pool's footprint. And to maintain the old centre's look and feel, it will again be surrounded by loads of open spaces and native landscaping. Perfect for sunbathing *and* watching the kids play.

And to make sure you *really* don't have to leave, there will be a concourse spa, a diving pool and plenty of shaded barbeque areas. So you can swim, eat and repeat.

Inside will house a 25-metre indoor pool, a sauna and stream room, and plenty of easy-access changerooms. And when all this sweating and swimming inevitably makes your tummy grumble, you can head on over to the café to ease those hunger pains.

So as you can see, this redevelopment is certainly no small feat. But we'll be back sunning ourselves, Carnegie style, by the summer of 2024.

Want to unlock even more insights into the best food, drinks and attractions in your local suburbs? Explore our Suburb Spy series on *The Peer Blog*.





A WORK OF ART:

Meet Melbourne's favourite art dealer, Irving Laffner



Irving Laffner is not your everyday art dealer.

For one, you won't find him behind the counter at a stark gallery on High Street or Chapel Street. Nor will you ever come across a splashy advertisement with his name in the corner.

Rather, he spends his days in a quiet grey house – on a quiet street. In Caulfield North, to be precise. No signboards out front. And certainly, no big canvases gracing his windows.

But beauty abounds within.

Join us as we tour Irving's stunning home gallery and learn about his story. Get ready to discover everything from the random moments that brought him to where he is today – to why he thinks it may be hard to pass on his passion.





Stepping into Irving's surprising world

Given the unassuming facade of Irving's home, you'd be forgiven for having mixed expectations.

But as soon as you step inside, you'll be greeted by a burst of colour and beauty. The outside world fades away for a moment, as the man himself welcomes you with a friendly smile and warm demeanour.

Irving's home, doubling as a showroom, is filled with culture and moments frozen in time. From atmospheric portraits, textured landscapes and abstract oil paintings to stately white owl sculptures. You'll find works by some of Australia's most renowned artists – like Ben Quilty, Matthew Johnson, Dell Kathryn Barton, Dale Frank and more – all under this one understated roof.

When asked if he has a favourite piece in his collection, Irving looks around with pride in his eyes. 'Well, I own every piece in here,' he says. 'If I didn't love each and every one, I wouldn't have bought it.'

And that's another special something that sets Irving apart from other art dealers: he owns – and *loves* – everything he sells.

It all started with random decisions

Specialising in the secondary art market, Irving sells only reputable Australian contemporary art that's been pre-owned.



And after four decades in the business, he's become the go-to art supplier for many of Melbourne's leading interior designers – such as David Hicks and Mim Design – as well as art galleries, architects, developers and private collectors.

Looking at him today, with his confident passion and eye for stellar works, you'd never guess that Irving once had absolutely *no interest* in art.

As we take a seat in a room filled with canvases and sculpted artwork of all sizes, he shares his origin story.

'When I was in uni,' he begins. 'My friend suggested I take an art course to fill my credits, so I took his advice. But not because I had any interest in art. Rather, it was because he said the course was taught in a dim-lit lecture hall where they showed slides – and that if I wanted to, I could sleep. And that sounded great to me!' he laughs.

This was the first random moment that, in the grand scheme of things, planted the seed for what was to come.

A few years later, Irving went to the USA for a holiday – and made another impromptu decision that would soon change his life.

'At the end of my trip, I had \$1,000 spending money left over. So I thought, why not buy something with it? And since artwork was being sold on every street corner in New York, that's what I chose.'

Finding the happy medium

Armed with his new-found knowledge of certain artists like Salvador Dali and Marc Chagall – thanks to his art course – Irving ended up buying 'a few things' on those New York streets.

His plan? To come back to Australia and *sell* them.

How? And to who? He had no idea.

So he started approaching other art dealers, and from there, discovered a love for the secondary art market. And that's where he's stayed ever since.

To Irving, pre-owned work is extremely interesting – and sometimes, rich with history.

'You know all those works that come up for sale in major auction houses both in Australia and overseas, like Sotheby's and Christie's? They've all been owned before and there's no stigma attached to that.

'In fact, it's better,' he adds. 'Because the work has a provenance: who owned it, where it came from, which important collection it's been in – and buyers appreciate that. There's a story.'

Although Irving started off by selling international artists' works, he soon switched his focus to Australian art due to the demand. Most of the art in his collection today is by Aussie artists who have exhibited in state galleries, and who were finalists or winners of the Archibald Prize.

'Australians tend to only be interested in Australian artwork,' Irving notes. 'They just want to support Australian art and artists.'

Getting a sign from above

After that trip to the States, Irving's art business was really only a hobby. I took 10 years – and a big blow – before he finally got serious about it.

'The company I was working for went into receivership. And I thought to myself, you know what, it's a sign. So instead of looking for another job, I decided to focus on my art business full time.'

Seeing Irving so at home with his art collection, it's clear he has no regrets.

So what does he love most about his work now?

'I love meeting the people, I love doing deals,' he answers enthusiastically. 'People ask me, are you working today or on the weekend? I say, if somebody calls, I'm working!'

Something else that fuels his passion? Helping people get quality art they love – at good value.

'I try and sell works for what they're actually worth. Not necessarily the retail price,' he explains. 'Which means most of the time, I sell artworks for 30–50% below what you might pay for a new work in a gallery. And that resale value holds.'

Irving's role in the market allows him to support art buyers and sellers. But as much as he loves helping sellers get a good price for their art, he says it's not always just about trading for profits.



'I get artworks from people who have collected them over the years. Sometimes the art just doesn't suit them anymore. Or other times, people move houses, and their new place doesn't have enough walls. So, sometimes it's not about the money.'

In art choices, go big when you can

Irving may not be an artist himself – 'I have two left hands,' he says with a chuckle – but he certainly knows what captivates him.

'I like contemporary art,' he says, nodding at his extensive contemporary art collection.

'It's the splash of colour. It's interesting. And it needs no explanation,' he adds. 'It's like a great work of architecture. You can't explain it. It just looks good. You connect with it. And you feel comfortable with it.'

So what advice would he give to someone who's looking to invest in an artwork for their space?

'Bigger is almost always better,' Irving effuses.

'Choose the biggest artwork that fits the space. Because if you pick something small, then you might think, gee, I could use something next to it. Then the wall ends up looking busy.'

'Every space you look at, a bigger work almost always looks better,' he says.

His next piece of advice? Go for the best painting you can afford by an artist that has a strong secondary market.

'It's like with property,'
Irving explains.
'If it's a matter of a few
thousand dollars' difference
between two options,
that extra bit of money
will be insignificant in
a few years' time.

So, if you can afford it, and
if you like it, go for a more
reputable or recognised artist.

'Invest in work with great quality and artists with a reputation. Work that can be sold and resold. Because for the extra you're spending, you'll get all that money back and more when you sell the work.'

A legacy in the community – and family

Having been in the business for over 40 years, Irving is well known in the community. Both for his beautiful art collection – and generosity.

Local organisations often approach Irving for artwork donations when they do charity auctions or fundraising. And his answer is always a resounding 'yes'.

'I just love to help,' he says simply.

That's his impact on the community. But what about his impact on his nearest and dearest?

'My children, Ellie and Josh, love it. They grew up with art around them. And they were used to it, so I never had to worry about them scratching or damaging anything. They also learnt what they liked and didn't like from a young age. They would ask me lots of questions about the business and the stories behind some of the pieces.'

'And I've always involved them in the business. Like, they helped me move things around,' Irving adds, laughing.

So, the million-dollar question: Will Irving's children take the reins on his business one day?

Irving's face softens. 'Oh, they would love to, but it wouldn't be easy.'

'The hardest thing is knowing the value of individual pieces,' he says. 'How do you teach someone to recognise that something is a bargain at \$100,000 – while another is too expensive at \$1,000? It's a skill picked up over many decades.'

That's definitely something to ponder. But perhaps, they too would make a trip overseas one day, come back with a few pieces to sell – and begin their own journey?

At that, Irving laughs. 'Maybe. Maybe they would.'



**Get in touch
with Irving Laffner**

Instagram:
@irvinglaffner

Phone: 0412 181 716



To view Irving Laffner's Australian contemporary art collection, check out his Instagram account. Want to explore more stories of our local icons? Head over to *The Peer Blog*.



FROM FARM TO FORK:

The ultimate cheat sheet for farmers' market newbies

Let us paint you a picture.

It's Saturday morning. The smell of fruits and flowers fills the air. You feel the sun on your skin, the wind in your hair. And everywhere you turn, there's another friendly face.

For the farmers' markets enthusiasts out there – like our very own co-founder, Gary Peer – you know the feeling well. And chances are, you already have plans to hit up your local this weekend.

But if your experience with the markets extends only as far as when 'this little piggy' went, you're probably wondering what all the fuss is about.

Which is why we're sharing the who, what, where, when and why in this crash course in Melbourne markets.

Why should I shop at farmers' markets?

If we were to draw up a pros and cons list of farmers' markets, the only con would be that they don't happen every day.

Where else would you get the chance to talk about the food you're about to eat with the person who grew it?

Farmers' markets promote sustainability, preserve rural livelihoods and stimulate local economies. Plus, they're the perfect excuse to get out and about in the community, and add a touch of socialisation to your usual shopping experience.

And there's no surer way to support our local, hard-working community.

Who can I see at farmers' markets?

Just about every man and his dog will be at your local weekend markets. Seriously.

There's a special quality about farmers' markets that encourages socialisation. And it's not something you can experience anywhere else.

Because let's be honest – at your local supermarket, you're just trying to get in, buy your groceries, then get out. As quickly as possible.

But at the farmers' markets, you'll find yourself *wanting* to wander. Speak to the vendors, catch up with your neighbours, and take a breath of fresh air (literally).

Want to test that theory? Head to your local farmers' market this weekend, and watch your inner social butterfly emerge from its cocoon.





If there's one rule of farmers' markets, it's this: ask questions! Farmers and growers are a passionate bunch. So if you've got a question about their product – how it's grown, its origins, its taste, how to prepare it – voice it!

What do I do at a farmers' market?

With so much to see, smell and taste at your local farmers' market, you'll want to do it all.

But, to make the *most* of your market, here are our top tips:

- **Know what's in season:** Generally, produce that's in season sells for the best prices. Not to mention, who doesn't want to eat their food when it's at its freshest?
- **Plan your meals ahead of time:** It's easy to get swayed by all the tempting smells and samples – but shopping with your heart instead of your head could result in far more casualties in your crisper than necessary. So have a plan and get products you know you'll use.
- **Try before you buy:** If there are taste tests up for grabs, take advantage of them! Not only will you get to *know* the product – and the vendor – better, but you'll get free food! It's a win-win.
- **Take a walk on the mild side:** Markets are made to be enjoyed. So slow down, explore, and if there are roses present? Stop to smell them. And while you're looking around, keep an eye out for the best deals.
- **Get to know the produce – and the vendors:** If there's one rule of farmers' markets, it's this: ask questions! Farmers and growers are a passionate bunch. So if you've got a question about their product – how it's grown, its origins, its taste, how to prepare it – voice it!



Where and when are my local farmers' markets?

We thought you'd never ask.

Put your new-found skills into practice at your next farmers' market. And if you go to one of the following, you might even catch a Gary Peer team member there:

Bayside Farmers' Market:

Jetty Road, Trey Bit Reserve, Sandringham. Occurs on the fourth Saturday of the month, from 8am to 1pm.

Bentleigh Farmers' Market:

Bentleigh East Primary School, 90 Bignell Road, Bentleigh East. Occurs on the fourth Saturday of the month, from 8am to 12:30pm.

Boroondara Farmers' Market:

Auburn Road, Patterson Reserve, East Hawthorn. Occurs on the first, third and fifth Saturdays of the month, from 8am to 1pm.

Brighton Farmers' Market:

St Andrew's Church, 228 New Street, Brighton. Occurs on the third Saturday of the month, from 8:30am to 1pm.

Caulfield Racecourse Reserve Community Market:

Caulfield Racecourse Reserve, Kambrook Road, Caulfield East. Occurs on the first Sunday of the month, from 9am to 2pm.

Elwood Farmers' Market:

Elwood Primary School, 49 Scott Street, Elwood. Occurs on the second and fourth Saturday of the month, from 8:30am to 1pm.

Gasworks Farmers' Market:

21 Graham Street, Gasworks Arts Park, Albert Park. Occurs on the third Saturday of the month, from 8am to 1pm.

Gleadell Street Market:

Gleadell Street, Richmond. Occurs every Saturday, from 7am to 1pm.

Kingston Farmers' Market:

Kingston Health Reserve, 285 Centre Dandenong Road, Cheltenham. Occurs on the first Saturday of the month, from 8am to 12:30pm.

Veg Out Farmers' Market:

Peanut Farm Reserve, Chaucer Street, St Kilda. Occurs on the first Saturday of the month, from 8:30am to 1pm.

Keen to get even *more* in the know about what's happening in your community?

Check out *The Peer Blog*.







Q3 2023

STATE OF PLAY

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Recent sales



[View more recent sales](#)



2/10 Blair Street, Bentleigh
Sold at auction for \$1,335,000
4 🏠 2 🛏 2 🚗



37a Wilgah Street, St Kilda East
Sold for \$1,710,000 with 4 bidders
3 🏠 2 🛏 2 🚗



1/43 Hopkins Street, McKinnon
Sold for \$1,710,000 with 4 bidders
3 🏠 2 🛏 2 🚗



65 Snowdon Avenue, Caulfield
Sold before auction for \$2,800,000
4 🏠 4 🛏 2 🚗



12b Roslyn Crescent, Bentleigh East
Sold for \$1,595,000
4 🏠 2 🛏 2 🚗



31 Foster Avenue, Glen Huntly
Sold before auction for \$2,000,000
4 🏠 1 🛏 2 🚗



22 Bambra Road, Caulfield North
Sold at auction with 3 bidders
6 🏠 4 🛏 2 🚗



5 Myrtle Street, St Kilda East

Sold with multiple bidders

4 🏠 2 🛏 2 🚗



1-4/73 Dickens Street, Elwood

Sold at auction for \$3,200,000

12 🏠 8 🛏 1 🚗



1003 Glen Huntly Road, Caulfield

Sold at auction with 3 bidders

5 🏠 2 🛏 2 🚗



34 Hughes Street, Malvern East

Sold at auction for \$2,800,500 with 5 bidders

3 🏠 2 🛏 2 🚗



New Murrumbeena record

31 Murrumbeena Road, Murrumbeena Sold for \$3,800,000 – the highest ever sale price for a residential house in Murrumbeena

5 🏠 3 🛏 2 🚗



27A MacGowan Avenue, Glen Huntly

Sold before auction for a new record, \$2,250,000

4 🏠 3 🛏 3 🚗

Key data by suburb

For more
suburb statistics
visit our website



Source: The data sourced in this report covers properties sold by the entire industry. Data is extracted from reiv.com.au with a date range of July to September 2023. Please note that some suburbs may not have any statistics due to insufficient data.

Balaclava

Clearance rate	Av. days on market	Properties sold
58%	41	28

	HOUSES	UNITS
Median sale price	\$1.5m	\$598k
Quarterly price change	-8.3%*	-2.8%
Median rent	\$738pw	\$450pw
Rental yield	2.6%	3.8%

Bentleigh

Clearance rate	Av. days on market	Properties sold
78%	44	90

	HOUSES	UNITS
Median sale price	\$1.67m	\$1.05m
Quarterly price change	5.2%	-5.1%
Median rent	\$695pw	\$570pw
Rental yield	2.1%	3.1%

Bentleigh East

Clearance rate	Av. days on market	Properties sold
73%	46	135

	HOUSES	UNITS
Median sale price	\$1.46m	\$1.29m
Quarterly price change	3.7%	5.6%
Median rent	\$650pw	\$720pw
Rental yield	2.4%	3.1%

Brighton East

Clearance rate	Av. days on market	Properties sold
71%	42	72

	HOUSES	UNITS
Median sale price	\$2.72m	\$1.25m
Quarterly price change	11.7%	-12%
Median rent	\$895pw	\$693pw
Rental yield	1.9%	2.7%

Carnegie

Clearance rate	Av. days on market	Properties sold
82%	40	103

	HOUSES	UNITS
Median sale price	\$1.7m	\$605k
Quarterly price change	0.1%	-4.3%
Median rent	\$660pw	\$450pw
Rental yield	2.1%	3.8%

Caulfield

Clearance rate	Av. days on market	Properties sold
88%	n/a	27

	HOUSES	UNITS
Median sale price	\$2.08m	\$1.21m
Quarterly price change	-11.1%*	-3.1%
Median rent	\$830pw	\$499pw
Rental yield	2.3%	3%

Caulfield North

Clearance rate	Av. days on market	Properties sold
84%	43	80

	HOUSES	UNITS
Median sale price	\$2.52m	\$643k
Quarterly price change	-3.8%	24.1%
Median rent	\$800pw	\$550pw
Rental yield	1.6%	4.8%

Caulfield South

Clearance rate	Av. days on market	Properties sold
83%	36	54

	HOUSES	UNITS
Median sale price	\$1.92m	\$763k
Quarterly price change	14.2%	-7.6%
Median rent	\$750pw	\$525pw
Rental yield	2.2%	2.7%

Elsternwick

Clearance rate	Av. days on market	Properties sold
59%	36	46

	HOUSES	UNITS
Median sale price	\$1.71m	\$600k
Quarterly price change	-24.7%	-2.5%
Median rent	\$875pw	\$495pw
Rental yield	2%	4.1%

Elwood

Clearance rate	Av. days on market	Properties sold
67%	41	100

	HOUSES	UNITS
Median sale price	\$2.21m	\$680k
Quarterly price change	19.2%	-1.4%
Median rent	\$950pw	\$480pw
Rental yield	2.1%	3.8%

Glen Huntly

Clearance rate	Av. days on market	Properties sold
80%	44	28

	HOUSES	UNITS
Median sale price	\$1.43m	\$714k
Quarterly price change	-14.8%*	3.1%
Median rent	n/a	\$450pw
Rental yield	n/a	4%

Hughesdale

Clearance rate	Av. days on market	Properties sold
83%	57	29

	HOUSES	UNITS
Median sale price	\$1.54m	\$759k
Quarterly price change	2.6%*	-7.4%
Median rent	\$650pw	\$495pw
Rental yield	2.2%	3.4%

Malvern East

Clearance rate	Av. days on market	Properties sold
76%	40	92

	HOUSES	UNITS
Median sale price	\$2.09m	\$510k
Quarterly price change	9.5%	-21.2%
Median rent	\$800pw	\$480pw
Rental yield	2%	4.2%

McKinnon

Clearance rate	Av. days on market	Properties sold
74%	34	27

	HOUSES	UNITS
Median sale price	\$1.88m	\$845k
Quarterly price change	-3.5%	-0.8%
Median rent	\$730pw	\$550pw
Rental yield	2.1%	2.9%

Moorabbin

Clearance rate	Av. days on market	Properties sold
90%	66	31

	HOUSES	UNITS
Median sale price	\$1.32m	\$966k
Quarterly price change	5.2%	19.7%
Median rent	\$665pw	\$510pw
Rental yield	2.8%	3.1%

Murrumbeena

Clearance rate	Av. days on market	Properties sold
63%	41	37

	HOUSES	UNITS
Median sale price	\$1.70m	\$581k
Quarterly price change	-8.4%	1%
Median rent	\$695pw	\$410pw
Rental yield	2.2%	3.7%

Ormond

Clearance rate	Av. days on market	Properties sold
80%	43	45

	HOUSES	UNITS
Median sale price	\$2.08m	\$550k
Quarterly price change	-3.3%	-40.9%
Median rent	\$700pw	\$435pw
Rental yield	1.9%	3.8%

Ripponlea

Clearance rate	Av. days on market	Properties sold
70%	n/a	11

	HOUSES	UNITS
Median sale price	n/a	\$623k
Quarterly price change	n/a*	-12.7%*
Median rent	n/a	\$420pw
Rental yield	n/a	3.7%

St Kilda

Clearance rate	Av. days on market	Properties sold
66%	36	151

	HOUSES	UNITS
Median sale price	\$1.47m	\$525k
Quarterly price change	-7.9%	-2.8%
Median rent	\$798pw	\$450pw
Rental yield	2.6%	4.4%

St Kilda East

Clearance rate	Av. days on market	Properties sold
83%	49	68

	HOUSES	UNITS
Median sale price	\$1.88m	\$610k
Quarterly price change	22.9%	-6.1%
Median rent	\$750pw	\$470pw
Rental yield	2.4%	4.2%

St Kilda West

Clearance rate	Av. days on market	Properties sold
82%	34	20

	HOUSES	UNITS
Median sale price	\$3.21m	\$438k
Quarterly price change	33.5%*	-10.7%
Median rent	\$1,150pw	\$455pw
Rental yield	1.9%	4.9%

* Annual price change

Market updates from your local property experts

Gary Peer, Jeremy Rosens, Leon Gouzenfiter and Leor Samuel offer their latest takes on southeast Melbourne's property market.

Find out which properties are in vogue across the Glen Eira and Bayside areas. Explore last quarter's standout sales. And keep your finger on the pulse of what's selling in the streets and suburbs *you* call home.

What's happening in the market?

JEREMY: Since the beginning of the year, the market has been crying out for good quality homes. And the last three months have answered.

The largest volume of properties coming to the market seems to be investment-grade – off the back of the rising interest rates, government regulations around new tenancy laws and land tax. But we're still seeing a shortage of good quality, turn-key homes. So the demand from buyers for quality renovations is huge.

As we approach spring, it feels that the stock is back. And it's bringing higher levels of buyer interest with it, which is encouraging.

LEOR: Agreed. In Carnegie, we've seen a big increase in listings compared to earlier in the year. So spring definitely came early!

Still, with the rents going up along with inflation, some newer investors have been coming in. That's been really exciting to see.

Meanwhile, buyer activity is also increasing, because there are more of them out there now. And a lot of them are interested in investor apartments – many of which are going to owner-occupiers and first-time buyers.

LEON: More buyers means more people coming to the market – because there's more chance their property will sell.

But we've come from a market with some really hot prices, simply due to its little supply. That's not the case anymore, because buyers know there are other options.

So, in Bentleigh, we're seeing average weekend open-for-inspection numbers go from around 12-13 visitors per property to 7-8. Because there's more choice out there!

GARY: Really, in three months, we've seen things shift from being low stock, low competition – to the complete opposite.

And with that, we're seeing buyers and sellers coming together. There was a bit of a standoff going on between the two groups before – when the sellers wanted the



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prices of yesterday, but the buyers wanted the bargains of tomorrow. However, some price equivalency has returned, and clearance rates are higher.

That's where Melbourne's changed a lot over the years. It used to be very slow to react. Now, things can move very quickly. And they do!

What properties are in the hottest demand?

LEOR: Everything established has been well-received by the market. Villa units have also been very strong. And in terms of the listings that are coming, let's just say spring will be busy in the Carnegie, Murrumbeena, Glen Huntly and Ormond markets!

JEREMY: In St Kilda, whole apartment blocks that have historically been held by families seem to be coming to the market. The last twelve months have probably seen the largest number of blocks sold in any one year. The price bracket of \$1-2m is being hotly contested, with renovated period homes and modern builds still attracting loads of interest.

LEON: It's the same thing in Bentleigh. Fully renovated or near-new properties are performing very well. On the other hand, properties that are generic, need work or are immediately unrentable for developers are struggling.

That's because of the fear of construction costs and building companies collapsing. Plus the uncertainty around interest rates.

GARY: But we've also seen some upswing in people considering buying land again.

This year, with interest rates rising and builders going broke, land packages were not as attractive to buyers. Now, we're finding things have changed.

Land is being sought after again, builders are jumping back in because of the demand immigration will bring, and clearance rates are increasing across the board.

What've been this quarter's standout sales?

GARY: We may not be *known* as commercial agents, but we've had some very healthy success in commercial sales of late.

In fact, one of our most notable sales was a commercial property at 96 Kingsway, Glen Waverly. It sold for over \$5 million when the reserve was \$3.5 million. It was one of the most extraordinary sales we've seen for a long time.

LEOR: We had a very popular auction at 2/43 Drummond Street, Chadstone, where five bidders went head-to-head. It ended up selling for more than \$100,000 over the reserve – which, of course, was extremely exciting for the vendor... and us!

But the highlight was definitely 31 Murrumbeena Road, Murrumbeena. It sold for \$3,800,000 *before* the campaign even commenced – breaking the record for the highest-priced residential sale in the suburb.

JEREMY: 37A Wilgah Street in St Kilda East was a big one for us. Three-bedroom, two-bathroom with two car spaces, this Californian bungalow was hotly contested by four bidders. It eventually sold for \$1,710,000 – smashing the reserve in the process.

LEON: We were really excited to sell 1-4 / 15 Clinton Street, Brighton East – an Art Deco block of four apartments.

Through our many years of experience, Gary Peer is developing quite the reputation in Melbourne as the 'block of flats specialists'. So it was great to get another one under our belt. That makes 113 blocks of flats sold... and counting!

Thinking of selling
 your home? Get in
 touch with your local
 Gary Peer & Associates
 agent today to request
 an appraisal.



Property Management update



As we move from one financial year to the next, one thing is certain: a lot can happen in a year.

Twelve months ago, interest rates were going up, rental income was down, and property performance was leaving a lot to be desired. Today, rents are rising again – and with it, owners’ breathing space. Because thanks to the stronger rental market, owners can start to consider maintenance and improvements, meaning their rentals can start achieving stronger returns.

As rents rise, vacancies are levelling out. In fact, government statistics suggest there’s less turnover this new financial year than we’ve seen in a while. In a nutshell, people are preferring to stay – and even absorb a rent increase if need be – rather than go back to the market (unless they absolutely have to).

In saying that, people are always more inclined to move as the weather warms up. So watch this space!

Spring, specifically, is a time to be out with the old and in with the new. As such, this is the last financial year before the new land tax rates arrive in 2024. This is still new legislation, so as more details arrive, we’ll be sure to update you. Stay tuned!

One thing that hasn’t changed this new financial year? The uncertainty in the media surrounding rental supply. So much so that rent caps and freezes became a real conversation. But, coming as a relief to Melbourne and Victorian investors, they were not legislated. Instead, the government is looking at other solutions – like regulating Airbnb – to push more property back into the long-term rental market.

Looking ahead, we’re expecting a level-out of supply towards the end of the year. And as 2024 comes around, we expect a further influx of students and migrants – in line with the government policy encouraging them to come.

But considering the many changes in the last 18 months alone, we know there’s likely to be more uncertainty ahead. All the more reason to have a knowledgeable property manager on your side; someone who is intimately aware of the changing marketplace *and* legislation. It could mean the difference between a VCAT hearing and a restful night’s sleep.

Here at Gary Peer, we’re here to give you the right advice and champion you through it all.



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Looking for a reliable property manager for your investment? We treat your property like it’s our own.



A CONVERSATION WITH

Kellie Finlayson, Senior Property Manager

0413 360 011

Let's rewind 20 years... how did your property management career begin?

I was working in reception at a blinds company when I got offered *three* jobs in one day – all for different industries. I chose the one in real estate. Six months later, I was being trained as a property manager.

Fast forward 16 years to a holiday in Thailand, I got the call from Anthony offering me a role at Gary Peer. The rest is history!

What is your favourite thing about working at Gary Peer?

The people. Colleagues and clients, I love all the people I work with.

It's a big job, but I'm guaranteed to see genuine human kindness and laughter at least once a week. It's beautiful – and the reason I do what I do.

Do you have any advice for aspiring property managers?

Over the years, I've learned that things are rarely personal. It's just business.

Sometimes, it's hard not to take people's words to heart, but you need to remember they're not attacking you. It's the situation.

And ensure you maintain a healthy work-life balance, please!

And for people who may be seeking a new manager for their property?

Honesty and communication are essential. You need someone who is going to deliver on service promises. And then do it excellently. Not just say 'I will' and then never *do*.

Basically, give Gary Peer a call.

You're known around the office as being 'always the optimist'. Tell us how you stay positive.

I get a lot of that from my dad. He had a childlike heart – and so do I. So, I don't mind being silly and doing things that are going to make me smile. I even still love Care Bears!

It's all about perspective – because sometimes if you don't laugh, you could cry. So why not smile? You're here, you're breathing. What's not to be happy about?



New Projects update

Selling fast



Olive Green – a new lifestyle and standard of living in vibrant Caulfield South



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They say size doesn't matter. But with the movement we're seeing from rightsizers, we'd beg to differ.

This quarter has seen an influx of people moving out of their larger family homes and into quality, downsizer-suited properties. This means luxury townhouses and apartments – like our Seymour & Blanche and Olive Green projects – are hot commodities in the current marketplace.

Our Seymour & Blanche project is *particularly* perfect for downsizers. Spacious, low-maintenance and double-storey – with lifts – these Elsternwick townhouses have the wow factor. That's not to mention their north-facing courtyards and luxury fixtures, fittings and appliances.

But thanks to Chris McGowan and the team at McGowan Architects, the townhouses' practicality is paramount. With double-lock-up garages in the basement, plus a flexible space in each dwelling that could be anything you want. A gym, cinema room, study, extra bedroom – the choice is yours.

Want a closer look? Flip over to the back cover to see more of Seymour & Blanche.

Some more good news in New Projects this quarter? Construction costs have levelled off, giving builders more confidence in quoting. The not-so-good news? The prices aren't coming *down*. So, even with the all-around stabilisation, we will see a slowdown in construction in the new development space. At least for the foreseeable future.

A slowdown, but *not* a standstill. Because we've still got plenty of projects in the works that we cannot wait to share with you.

Like our brand-new project at 110-112 Balaclava Road, Caulfield North – right on the Golden Mile. Perfect for the downsizing disposition of late, this off-the-plan development is one to keep an eye on.

And looking to the east, the sun isn't the only thing rising. With three 3-bedroom townhouses (with two car spaces) and one standalone single house, our Lord Street project in Caulfield East has yet to be launched. But renders are coming soon, so watch this space!

For those not looking to downsize, don't worry. You have options, too.

Eastern Place is on the market – and already well into construction. Selling for about \$1.4 million, these 4-bedroom townhouses in the heart of Bentleigh East will be in high demand.

And that's just one of many. So keep an eye out when you're strolling through the southeast suburbs for more Gary Peer New Projects. And if you want to be ahead of the curve, book an appointment at our Balaclava Road office – or call us – to find out what's next.

We're dedicated to helping you enjoy the highest standards of living – in bold, brand-new, luxurious residences.

To find out what's available – and what's coming up – head to the Gary Peer Projects tab on our website.



Coming soon
CASCADE
Glen Iris



Builder appointed
BURTON PLACE
Ashburton



Under construction
CASA ELWOOD
Elwood

Asian market update

Melbourne's Asian property market is growing.

And with this last quarter seeing even more activity, development – and mooncakes, thanks to the Mid-Autumn Festival – it's certainly a cause for celebration.

So we sat down with our very own Yan Dosen, Kevin Huang and Dizzy Wang, along with co-founder and director Gary Peer, to chat all about the market, the future – and the community.

What factors are drawing Asian buyers to properties right now?

KEVIN: School zones will always be the priority. Preferably, private schools.

YAN: Agreed. School zones are attractive to both families and investors. Sale prices for properties in the McKinnon school zone, in particular, are higher now than they were at their peak in 2021. This means demand is outstripping supply – which naturally means homes are selling for more.

Which properties are the most popular among buyers from Asia?

DIZZY: Any large, well-kept property that's easy to maintain – especially the garden – will be a hot commodity.

YAN: Freestanding, double-storey brick homes on a large block are definitely the most popular. I'd say 40% of buyers of this type of property are of Chinese descent.

KEVIN: And if every bedroom had an ensuite, it would be an even bigger plus!

What are your market predictions for the coming months?

DIZZY: It all depends on demand and supply, but I think more supply will come in the warmer months, and it'll keep us all very busy.

YAN: With increased migration, we may see more Asian buyers in the market as a result. But with the trepidation around increasing land tax and interest rates, we may see more investors selling their properties in the next few months.

The main talking point in the community right now, though, is the regulations coming at the beginning of next year for new-build homes – allowing only electric stoves rather than gas. And, traditionally, Asian families cook with gas.

KEVIN: This means we'll most likely see a higher demand for not new, but new-ish properties (around the 5-10-years-old mark), so they can keep preparing meals the way they prefer.

GARY: The reality is that our buyers and sellers have the benefit of having three very dynamic, Mandarin-speaking agents who are able and happy to assist. Dizzy, Yan and Kevin are building beautiful relationships with the community. They're contributing to another layer of our business that we're all really relishing and enjoying – and looking forward to developing even further.

Finally, this year's Mid-Autumn Festival fell on 29 September – how did you celebrate?

YAN: The Mid-Autumn Festival means family, togetherness, and reunion – so I was very excited to spend the day with some of my loved ones. We all celebrated under the full moon, gifted each other mooncakes, and simply enjoyed each other's company. It was beautiful.

DIZZY: Sometimes, people who have been living in Australia for long enough stop celebrating *all* the Chinese festivals. But the Mid-Autumn Festival is one of the two most important in Chinese culture – along with the Chinese New Year. So it's always very special to celebrate it with friends and family.

Thinking of selling your home?
Get in touch with your local
Mandarin-speaking Gary Peer
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亚洲市场最新动态

墨尔本的房地产亚洲市场正处于增长态势。

上季度，我们看到行业交易量、新项目，甚至是中秋节月饼数量都有所上升，这无疑值得庆祝。

今天有幸请到了我们的 Yan Dosen、Kevin Huang 和 Dizzy Wang，以及联合创始人兼董事 Gary Peer，来聊一聊亚洲市场、未来发展趋势和房地产业。

目前吸引亚洲买家购买房产的因素有哪些？

KEVIN: 学区始终是优先考虑的第一因素。附近最好有私立学校。

YAN: 对的。学区房对家庭和投资者都有吸引力。尤其是 McKinnon 学区的房产，现在的售价要高于2021年的峰值。这显示出市场供不应求，房产售价自然会水涨船高。

哪些房产最受亚洲买家欢迎？

DIZZY: 只要是面积大、维护方便的房产，尤其是花园容易维护的房子，都比较抢手。

YAN: 独栋、双层、占地面积大的砖房肯定最受欢迎。

KEVIN: 如果每间卧室都自带卫浴，那就更胜一筹！

您如何预测未来几个月的市场走势？

DIZZY: 这取决于供需关系，但我认为，到气温转暖的时候，会有更多待售房源投放至市场，届时业内会迎来旺季。

YAN: 随着来澳移民不断增加，我们可能会看到更多的亚洲买家进入市场。但由于大家担忧地税和利率上调问题，我们可能会看到在未来几个月内有更多投资者出售房产。

不过，目前房地产业界的主要关注点，是明年初新建住宅法规出台后，项目将只允许使用电炉，不得安装燃气灶具。而传统上，亚洲家庭都使用燃气做饭。

KEVIN: 所以，我们很可能会看到新增需求转向次新房产（房龄在5-10年左右），而不是纯新建，如此一来，业主就可以继续保持原有的烹饪习惯。

GARY: 现实情况是，我们有三位非常有活力、会讲普通话的经纪人，他们有能力，并且也乐于为我们的买家和卖家提供交易方面的专业支持。Dizzy、Yan和Kevin一直以来与我们客户群体都保持良好的合作关系。在他们的努力下，我们公司的业务得以多元化发展，我们对此也非常欣慰，并期待着进一步发展。

最后，今年的中秋节是9月29日，您几位是如何庆祝的？

YAN: 中秋节是阖家团圆的日子，所以我很高兴能和我的亲朋好友们一起度过这一天。我们在圆月下共度佳节，互赠月饼，尽情享受彼此的陪伴。非常美好温馨。

DIZZY: 有时候，在澳大利亚生活了很长时间，就不再庆祝这些中国节日了。但中秋节与春节是中国文化中最重要两个节日。因此，能够与亲朋好友一起庆祝中秋节，总是具有非常特别的意义。

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预约房产评估！



How Sofacraft by Berkowitz does furniture differently

At Gary Peer, we appreciate a well-dressed home better than most. And as a fifth-generation family business, Berkowitz specialises in exactly that.

Sure, Berkowitz didn't invent luxury furniture. But its one-year-old concept store, Sofacraft, has perfected it.

That's why we sat down (literally) with Managing Director Justin Berkowitz. To learn about the birth of Berkowitz and Sofacraft – and the home-furnishing trends to look out for this season.

So take a comfy seat, grab a cuppa and enjoy.



The surfacing of Sofacraft

The history of Berkowitz extends back to Sam Berkowitz in 1896 – an origin story Justin is proud to share.

'Sam was my great, great grandfather,' Justin explains. 'He was a cabinet maker in Melbourne who started a business with his sons – aptly named, Berkowitz and Sons!'

Fast forward over a *century*, and Berkowitz is a household Australian brand – with 11 stores across Victoria, Adelaide and Sydney.

A furniture family through and through, Berkowitz today caters to comfortable and quality designs. Housing established brands like Stressless, IMG and Molmic – as well as its own designs – Berkowitz has something for everyone.

Including an offshoot specialist sofa store, Sofacraft.

'We wanted a new concept store that champions sofa-making and design – as well as comfort,' Justin explains.

So, in 2022, Sofacraft by Berkowitz was born. And after only a year, this place has cemented itself as a Church Street staple for Melbourne furniture's latest inspired designs.

The ultimate 'yes' people

At Sofacraft, 'no' is merely a two-letter word – one that customers don't often hear.

'We can customise your sofa to be wider, curvier, taller, shorter – you name it – all depending on our customers' preferences,' Justin enthuses. 'They can choose from hundreds of fabrics and all types of foam options.'

In Justin's words, 'We can do just about anything!'



Justin (left) and Peter Berkowitz

So, next time you walk into Sofacraft, why not pull up a chair (there are plenty around!) to have a chat with their friendly staff? You could be kicking your feet up on your dream sofa in no time.

Lounging for longevity

From concept to construction, Sofacraft furniture keeps the customer in mind. That's why all its furniture is made right here in the city.

'With our Melbourne-made sofas, we know where all the components come from. Which means you get sofas we can guarantee will last the test of time,' Justin explains.

'Made with reversible cushions, resilient foams and refined fabrics, all the furniture at Sofacraft is *reliable*. That's why we back them with a 10-year warranty.'

The top of the trends

So, what's happening in furniture fashion right now, you ask?

Lucky for you, Justin has the answers.

'Recently, people are moving away from boucle fabrics and onto the more soft-touch chenille fabrics,' he observes.

And when it comes to colour? Olive green is all the rage.

As for design trends, Justin explains that 'the mid-century timber designs that were popular five to six years ago have lost their flair. Now, the design community is more interested in the rounded arm, modular sofa styles.'

A style Sofacraft supplies in spades.

Not getting comfortable

After a stellar first year, you'd expect the team at Sofacraft to be settling into their hotspot on Church Street. But no.

'For us to keep improving, it's all about finding new winners and staying on top of what's hot,' says Justin. 'So our next step is to continue experimenting with new models, and retire the ones that aren't connecting with our customers.'

Because for Sofacraft, customers are the cornerstone.

'I often work on the weekends,' Justin shares. 'I really enjoy speaking to customers and learning what they're interested in. Seeing their reactions to our designs and helping them find their perfect sofa is my favourite part of the job.'

So, if you're free this weekend, make your day by heading to Sofacraft. You might just make theirs, too!

Keen to check out the latest in Melbourne furniture design?

Pop into Sofacraft at
483 Church St, Richmond.

But if you'd rather
scroll than stroll, head
to their website.

More on Sofacraft



A DAY IN THE LIFE OF JEREMY ROSENS

Ever wondered what life is like as a real estate agent? Wanted to go behind the scenes and be a fly on the wall as their day unfolds?

Now, you can.

From sunrise to sundown (and beyond), Jeremy Rosens walks us through 16 hours in his footsteps. How does the Director of our St Kilda office stay fit? Where does he eat? What does he listen to – and what's his greatest unfulfilled goal?

He's waking up... so you're about to find out!





“
On a good morning,
I'll knock out a 5km run
around my local area
before the day gets going.
Today, it's a good morning.

Monday.

6:08am I like to live life in a rhythm.

So when I wake up – anytime between 5am and 6:20am – it's never to the shrill sound of an alarm clock. There's no battling the snooze button for an extra minute of slumber.

When I'm up, I'm up.

Like today. My eyes open, then I'm straight on my phone (bad habit, I know) for the morning trio: emails, social media and news.

With my mind engaged, it's time to get the body on board. On a good morning, I'll knock out a 5km run around my local area before the day gets going.

Today, it's a good morning.

6:26am I hear the shower running – my wife Michy starting the day. Like me, she lives in a rhythm (a similar rhythm, in fact!).

After Michy wakes the kids – Ryder, 16, and Indigo, 14 – she's downstairs to begin her morning routine.

It's time to start my own.

6:45am Three deep breaths and my feet hit the floor.

In darkness, I put on my Apple Watch and propel myself forward. I pull my T-shirt on, then don shorts, socks and a pair of running shoes.

Time to wake the kids up a second time...

6:58am Running gear on, I guzzle down a quick vanilla flavoured Nespresso. Then, I'm into dawn's freezing darkness to pound the pavement. Up Bambra Road, then down Glen Huntly – before a snaking sojourn back through the suburb's secluded side streets.

The dawn's early light and the dulcet musings of the *Dyl & Friends* podcast are fine company. (I listen only to podcasts when I run.)

Whether it's the inspiring stories of *The Imperfects*, gruelling true crime, or *The Howie Games* – intelligent interviews with elite sporting personalities – there's always something to learn.

The fact that it also takes my mind off how much further I have to run? That's just a bonus.

7:37am Breathing heavily, I slowly peel off the layers I ran in. Armed with a bottle of electrolyte-infused water, I grab a seat at the kitchen counter, enveloped in (*almost* organised) chaos.

Indigo's wolfing down a Vegemite bagel, Ryder an egg-white omelette. Michy's already made the kids lunch and has one eye on dinner prep.

Meanwhile, our five-year-old Labrador, Pepsi, looks on longingly. Hoping – *praying* – we'll turn away from the benchtop, so she can jump up and nab some food scraps.

She's named after the drink, yes: being brown and fizzy and all. Plus, "Coke" wasn't a feasible option!



7:47am Kissing the kids goodbye, it's time to think about breakfast.

Will it be two eggs, or oats warmed up in the microwave? Today is busy – so eggs it is.

Having now cooled down after my run, I sit there in my Oodie. Browsing the papers, checking my schedule, and mentally preparing for the day ahead.

Flicking through the pages, I contemplate current events, life, but mainly today's outfit.

8:02am The day awaits, as does a shower and a clean shave.

Crisp shirt, cufflinks, a straight-shooting tie (you won't see me donning anything novel), and socks that match the pants – not the shoes.

It's all about getting those small details right.

8:38am In the car, I update my voicemail message with today's date (details – don't forget the details!).

Starting the engine, I cast my mind back to the weekend's AFL results.

If Carlton won, a smile hits my face – I can listen to any footy channel I like. If we've lost, there's a heavy weight on my mind (if you know, you know!), which means no footy media for me.

In that case, cue the music! Something on trend – with a beat.

9:07am Strolling through the doors of our Balaclava Rd office for a meeting with the whole sales team. It's a 9:15am start, so I order my peppermint tea and take my seat.

10:21am Back in the car. Armed with a full brief on the week that was – and excited for the one to come.

I start the motor, and – juggling phone calls and the 17 emails I've received during the meeting – make my way to the St Kilda office.

10:31am Savouring a short black vanilla espresso, accompanied by a crunchy apple (strictly Jazz).

10:42am St Kilda team meeting. Talking agenda items, auction reviews and opens. Preparing weekend inspection times; planning our week ahead.

12:14pm Office door closed and into the day's long list of calls. Potential sellers, prospective buyers, and assorted people I met on the weekend – I'll chat to them all. More meetings await!

1:03pm *Lunch* – which, on this day, involves a quick drive up the road to Saigon Street Eats on Carlisle.

A vivid variety of Vietnamese stretches out before me, but – as always – I know what I'm having. Three poached chicken rice paper rolls, slathered in a healthy helping of hoisin.

On other days, I'll indulge in a large poached chicken phở.

Rice paper rolls in hand, it's time for me to roll – because the afternoon's shaping up to be a busy one.

1:07pm In the car, throwing my jacket on the back of the seat, looking at my phone.

Answering the phone.

Talking on the phone, coordinating a buyer inspection with another agent and the vendors.

Moving deals along. On my way to meet some potential clients for the third time. Hopefully by the end of the meeting they're *new* clients – not just potential ones!

2:27pm Back at the office, I hand Charlotte (Executive Assistant) the file for a just-listed property. We spend some time talking timelines.

Then, I'm into my office to make another dent in the 200-strong emails that come across my desk daily.

2:48pm One word about Gary Peer & Associates' St Kilda office: it's open plan.

One word about *my own* office? *It has glass walls.*

That means, unless the door's closed, it's open slather – with people popping in and out all day, asking questions.

Today, the door is open.

2:49pm Daniel Micmacher (a Sales Consultant I've been working with for over a decade) pops in with a question. Like dominoes falling, this leads to a longer conversation. And, ultimately, a round of phone calls to several people.

3:43pm Driving. Arriving. Looking at my phone, answering a call. Picking my jacket up off the back of the seat.

Jumping out of the car. Jumping back in the car. Business as usual!



Jeremy with Matthew Morley



Jeremy with Limor Herskovitz



Jeremy with Nikki Janover



Jeremy with Daniel Micmacher

5:17pm Back in the office. It's dark outside. The office is warm – in fact, it's *buzzing*.

The tapping of keyboards and bray of voices fill the room. The place is a hub of activity.

Someone's on their mobile by the couch area. Someone's in the meeting room with a client.

This is real estate's 'witching hour'. It's like an orchestra, but the melodies are phones ringing, voices competing for attention; a cacophony of real estate speak.

For me, it's electric – like being plugged into the mains. It gives me that burst of energy I need for the home stretch.

5:42pm I grab the three lists Charlotte's prepared on my desk. I put my AirPods in, and start dialling, talking, dialling again, talking more, making notes, updating our database.

5:42pm Meeting Daniel for a brief summary of the call backs to buyers. Pushing and probing each other to understand what we need to discuss with the vendors.

7:32pm In the elevator, on my way to the office basement.

I shrug my jacket off; bundle my briefcase into the back seat. Two pieces of chewing gum; no music.

It's a strict policy: the drive home is solely for calling people I missed throughout the day, or friends and family. If no one answers? I'll take the opportunity to practice mindfulness – and enjoy a patch of peace.

7:44pm I've arrived home. My phone is pressed to my ear.

Can't go inside yet. Promised myself I wouldn't go into the house while on a call.

It's a long call.



“

I love to eat with the family
(when I can). I never ate
dinner with my family when
I was a kid – now, it's the
highlight of my day.

7:52pm I'm a homebody; a family man. I'm not out with mates on a Monday, playing basketball on a Tuesday, or indulging in beer and pub trivia on a Wednesday. I'm straight home every evening to eat.

Tonight, it's satay chicken, rice and salad.

I love to eat with the family (when I can). I never ate dinner with my family when I was a kid – now, it's the highlight of my day.

7:55pm Sadly, tonight isn't one of those nights. The family has already eaten – so it's a lonely dinner for me.

Well, not *completely* lonely.

Pepsi sits at my feet, waiting; watching my every mouthful with a mournful expression. Good dog.

8:02pm Chicken dispatched, it's tools down – suit off.

I love my suit, but I don't wear it around the house. A part of me has always wanted to, though.

In fact, it's a dream I often have (but rarely share). Ready?

Picture me, sitting atop a three-seater Chesterfield couch, with a roaring fire crackling away. Eating nuts. And patting my dog, while drinking a 21-year-old Macallan Scotch in a Waterford crystal glass – dressed to the nines in a suit and tie.

Tonight's not the night, though. I put my pyjamas on – and, of course, my navy blue Oodie. Now's no time for fashion – it's all about comfort.

9:32pm There's an unspoken rule in the Rosens household.

At 9:30pm every night, we shut up shop. Lights out, door locked. Pepsi taken to the garden to conclude *her* day's business.



As for me, I'll sit with the kids – downloading their days in one-word answers. I might even help with some homework (until I remember, of course, that they're both smarter than me. And that the math they're up to is well above my pay grade!).

It's a simple routine, but a satisfying one.

As I said – I like to live life in a rhythm.

9:47pm In bed, there's time for a quick episode of *Billy the Kid* (currently watching) with Michy.

Then, we turn in.

I might spend 10 minutes with the Kindle to lull me to sleep. Or reflect on the day.

Because as much as I like the rounds and rhythm of routine, I love that every day is different.

I find myself talking to all manner of people – be they the CEO of a massive multinational company, or a 20-something buying their first studio apartment.

That's what *really* drives me – relationships. The ones we form with our clients, and the close-knit, community-driven team I have the pleasure of working with every day.

Knowing there are amazing people behind me – both at home and in the office – gets me out of bed every morning. And helps me sleep well at night.

Smile on my face, I reach for the bedside lamp.

Click.

Want to delve deeper into the stories of our team, clients – and the homes we're selling for them? Head to *The Peer Blog* for more.



What your dream home says about *you*

Your perfect home is more than just floors, facades and furniture. It's a living canvas that whispers your personality to the world.

Whether your ideal is an Art Deco masterpiece, a mid-century modern gem, or a cozy Edwardian abode, it tells a captivating story about who you are – and what you love.

So, let's embark on a journey through the language of exteriors and interiors, and decode the way your dream home speaks volumes about *you*.



Mid-century modern



Edwardian





Edwardian



Contemporary coastal

The elegant Edwardian

Edwardian-style homes exude timeless elegance, with the perfect touch of vintage charm.

These architectural gems, made popular during the early 20th century, are known for their intricate detailing, classic aesthetics and strong sense of old-world grandeur. Think asymmetrical roofs, decorative mouldings, cozy fireplaces and a warm, inviting atmosphere.

Choosing an Edwardian-style home is a tribute to both the enduring beauty of the past and the comfort of a classic, well-crafted living space. Ideal for those who love a *homely* vibe.

Edwardian home aficionados embody elegance and vintage allure. So if you lean towards this architectural style, you're likely a warm and sophisticated type – with values rooted deep in tradition.

Your contemporary coastal

Contemporary coastal (or Hamptons) homes are a modern take on beachfront living.

Chic and serene, they seamlessly blend into their environment. With open layouts, abundant natural light and a soothing colour palette inspired by the sea and sky.

The 'nature in, nature out' vibe continues with finishings derived from natural materials like driftwood, wicker and rattan. And large windows and outdoor living spaces allow homeowners to truly embrace the beauty of their surroundings.

Contemporary coastal homes offer a serene, beach-inspired retreat with a fresh twist. This makes them the perfect choice for those who seek a modern, yet laid-back, seaside lifestyle.

So if you're a lover of the contemporary coastal, you're likely a personality that's brimming with charm – and you crave a stress-free, balanced and nature-infused lifestyle.

A mid-century modern

Mid-century modern homes are an architectural dream, that represent the epitome of design sophistication from the mid-20th century, with all the mod cons we love today.

Characterised by their flat roofs, north-facing orientation, exposed bricks – and remarkable fusion of form and



Art Deco

function – mid-century modern homes lead the charge for zoning activity areas.

The interiors are often adorned with iconic furniture pieces, showcasing warm woods and uncluttered layouts that create an inviting and timeless atmosphere.

It's a design choice that resonates deeply with enthusiasts who appreciate the perfect marriage of aesthetics and practicality, offering a living experience that's both elegant and functional.

Mid-century modern home enthusiasts are the embodiment of cool. So if these homes speak to you, you no doubt exude sophistication – with just a hint of nostalgia glistening in your eye.

Simply put, you're a timeless and effortlessly chic personality that's always ahead of the curve.

The minimalist masterpiece

Minimalist homes exude simplicity and elegance, prioritising clean lines, uncluttered spaces and functional design.

Inside, you'll find a focus on essential elements, with a neutral colour palette and minimal décor. Minimalist interiors often feature high-end materials, emphasising quality over quantity.

These homes create a sense of calm and tranquillity, offering a serene refuge from the chaos of the world. With their emphasis on the essential, minimalist homes embody the idea that less really is more. This results in spaces that are not only visually pleasing, but also highly functional.

If a minimalist home was a person, it would be Marie Kondo herself. Or anyone who lives by her mantras. So, if this style of

home speaks to you, you're likely to be a practical, purposeful and focused person, who thrives on simplicity and clarity.

Your goal is to live intentionally, unburdened by excess. And to always appreciate the good things in life.

The avant-garde Art Deco

Art Deco homes are a visual spectacle, that ooze everlasting elegance with a dramatic flair.

Characterised by sleek curves and symmetrical patterns, these interiors feature geometric shapes, eclectic splashes of bright colour and monochrome prints. So bold that you could be worried the 'clashes' are almost wrong. But gosh, do they look – and *feel* – so right.

Art Decos showcase opulent materials such as rich woodwork and polished metals. And you could easily spend months uncovering the layers of unique and intricate detailing inside an Art Deco home.

So, if you're a lover of Art Deco architecture and design, you no doubt radiate an aura of vintage glamour – with a captivating dash of drama, sophistication and artistry. And you probably enjoy mixing the best of history with modernity.

Basically, you're extra. And honestly, we're here for it.

Ready to find your dream home? Explore what's on the market at Gary Peer.



What's been happening at Gary Peer?



Shining a light on our terrific team

This quarter, we continued our longstanding tradition of holding Team Nights every two months.

Team Nights bring every staff member, from every office, together. That's over 130 people from seven Gary Peer sites in the same room, enjoying an evening of food and festivities. And a side of recognition for jobs well done.

The well-earned winners this time round? 'Property Managers of the month' went to Kellie Finlayson and Jimmy Tsohagis. The 'Coach's award' went to Yan Dosen. Glenn Bricker was the Salesperson of the month in July, while in August, that honour went to Joel Ser. And finally, the team members of the month, were Cynthia King and Aliza Szylit.

We also recap the last two months from a company-wide perspective and celebrate important milestones within the team. Like joining the 10-year club (the 31-member club for employees who have worked at Gary Peer for over 10 years) – a feat Arlene Joffe and Susan Gaul achieved this quarter. So, congratulations to you both for a decade at Gary Peer. Looking forward to the next decade – and beyond!

Here's cheers to our wonderful team. See you all next month!





Setting our sellers up for success

This quarter saw another Gary Peer Seller Information Evening – a wonderful opportunity for all our current vendors to mingle with each other... and our agents!

So, one wintry Tuesday night, our sellers enjoyed a night of socialising and strategising with the rest of our Gary Peer Sales team.

Vendors received clear, succinct information – specific to *their* selling journey – so that they could plan their property's sale accordingly with their agent.

The one rule for Seller Information Evenings? If you have a question – just ask!



Ready to see your career soar?
Come join us!

Browse our open positions (or express your interest) at [GaryPeer.com.au](https://www.garypeer.com.au).



Our people



Gary Peer



Phillip Kingston



Jeremy Rosens



Leor Samuel



Darren Krongold



Sally Zelman



Leon Gouzenfiter



Julian Millman



Daniel Micmacher



Aviv Samuel



Daniel Fisher



Joel Ser



Graeme Callen



Arlene Joffe



Ben Ajzner



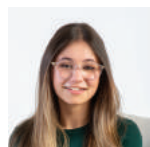
Jacob Kingston



Rishi Thaker



Maureen Maserow



Isabella Bracka



Dizzy Wang



Leor Bar



Marc Wynn



Monique Robin



Rheno Pabillore



Aimee Sandler



Stephanie Karasavidis



Clare Cruickshank



Amanda Davenport



Stephanie Christodoulou



Lisa Alberts



Georgia Milenkovski



Michy Rosens



Donna Pelobello



Lucy Morley



Jessica Madi



Lex Mae Lascaña



Debbie Morton



Trixie Ibay



Natalie Santangelo



Abby Rose Sernio



Gemmah Kinniff



Harry Lustig



Mairead Gaffney



Allira Skews



Brad Graham



Kylie Malmstrom



Cristina Trapler



Susan Gaul



Angela Skarlatos



Jamie-Lee Fox



Jimmy Tsohagis



Stefania Tartiris



Edward Leibel



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Jessica Alvarez



View our people



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Glenn Bricker



Rafi Joffe



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Kevin Huang



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Dan Dyason



Kane Nissenbaum



Oliver Quinn



Romy Szkolnik



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Jacqueline Sher



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Mark Kras



Adam Lipszyc



Billy Cohen



Angelique Mancilla



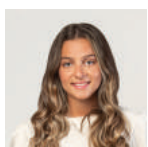
Cynthia King



Kristy Heyneker



Ma. Jerna Pol



Rikki Krongold



Chloe Richardson



Catherine Flint



Jenny Caughey



Anthony Lee



Brittany Kaklikos



Danijela Krstic



Tracey Freestone



Amey Shinde



Samantha Lee



Robert Litinetsky



Kirsty Shiner



Amanda Adami



Zoe Swinnerton



Kellie Finlayson



Olivia Johns



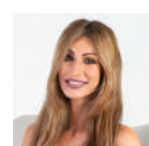
Martina Ticha



Edwina Wheatland



Tania Crawley



Nicole Symeonidis



Lachlan Hardiman



Indy Uthpala



Rachel Moshel



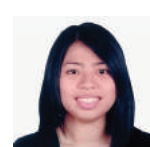
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