

GOOD TIME TO SELL

Have you been wondering why there are lots and lots of flyers from Real Estate Agents in your letterbox lately? It's because there aren't many properties on the market at present.

The number of sales across the Hinterland is significantly down from previous years. Across the Range, sales for 2018 were 228 and so far in 2019 only 67 properties have sold. Currently, there are 171 properties for sale from Kureelipa through to Maleny.

This trend is the same across the Sunshine Coast and even North Lakes has seen a decline in sales from 449 in 2018 to 171 so far in 2019.

The median sale price is showing a steady rise over the long term. The rapid development of the Sunshine Coast is helping to keep buyer demand very strong in our area. Whilst Sydney and Melbourne have experienced downturns in the past twelve months, South East Queensland has remained stable with strong enquiry. Although supply is relatively tight, prices have been increasing steadily but not unrealistically.

Other contributing factors such as a reduction in interest rates and banks easing access to finance post the banking enquiry are keeping Buyer demand strong. Some investors with funds in term deposit are looking to transfer their cash into property to try and achieve higher returns.

CommSec economist Ryan Felsman said there could be a boost to consumer confidence. *"With the Aussie share market straddling record highs and home prices finding a floor, consumers may start to feel a bit more chipper. That said, continued job gains remain crucial to improving sentiment"* he said. *

Recent stock market volatility often strengthens the property market as well as Buyers put their money into "bricks and mortar". If you would like an in-depth analysis of your home and suburb, call in or make an appointment with our experienced team.

*Source - *"Is the property market downturn finally over?"* by Shane Wright, The Sydney Morning Herald, August 1, 2019.



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