

### **And a Patchy New Year...**

Unlike last year, the weather was just beautiful on the coast during the Christmas break and there were plenty of people out and about. The beaches were packed and local businesses enjoyed a boost from the influx of holiday makers. But although I've heard a few property agents boasting about buyer numbers over Christmas, having been on-call throughout the whole period, I would say the truth is the market has been patchy at best.

2011 was not an easy year for the property market. A couple of local agencies actually closed down and many agents have left the industry entirely. Regardless, I maintain that any market offers good opportunities for those who are savvy enough to see them and in a tough environment, quality agents will thrive.

The market has shifted yet again over the past few days, with the level of buyer enquiry picking up; predominantly out-of-town buyers looking for solid investment opportunities in the price range up to 450K. And they don't have to look too hard to find them. In fact, with the current oversupply of stock in many areas and price segments, there are some unbelievably good buys on offer, with some properties discounted by 30% or more and yielding excellent rental returns.

There's also a last-minute rush on properties that qualify for the \$10,000 Government grant on new buildings, which is due to end on 31<sup>st</sup> January. The Aspect North Development in the Brightwater Estate has been of particular interest to buyers, with 50% of the development now sold and negotiations underway on several of the remaining townhouses. View at [www.sunshinecoastproperty.com](http://www.sunshinecoastproperty.com).

There's no doubt the drop in values over last year combined with two interest rate cuts has brought increased confidence to the local property market. Looking forward into 2012, even the most conservative commentators are now predicting three more interest rate cuts in the next six months, with traders betting on a full .75% worth of cuts by May. Of course, there's still a lot of speculation over what will happen in the Eurozone and I'm not saying property prices are likely to rise anytime soon. But I do believe we're still bumping along the bottom, making it an excellent time for buyers and sellers who are planning to re-buy to make their move. When the market does turn, the rebound usually happens quickly and at that point, it will be too late.

We're holding our first property and wealth coaching seminar for the year on the 18<sup>th</sup> January at Maroochydore (details attached) and would love to see you there – attendance is free but seats are limited so please contact us ASAP to reserve your spot.

Looking forward to helping you make good property decisions in 2012,

Michael Knights