

Hot Weather, Hot Market

We've had some beautiful weather here on the coast recently and as the temperature's warmed up, so too has the property market. Our education seminar last week was bursting at the seams with people craving investment information, attracted by local property prices that are up to 30% or 40% below their peak. Genuine buyer enquiry is noticeably higher, sale numbers are increasing and there's a real buzz in the air.

In stark contrast to last year's season of wild weather, holiday accommodation is virtually booked out and the anticipated high level of tourism is yet another sign that Christmas 2011 will be a bumper season for property. If we get the interest rate cut economists are predicting next Tuesday, it will be the icing on the cake for buyer confidence.

Although the number of sales is on the rise, all of this increased activity has not resulted in any upwards movement in prices, which is good news for vendors who are re-buying. There's still a huge amount of accumulated stock on the market which means there's real competition between sellers to secure a buyer, but vendors on the whole are more prepared than ever to meet the market. For buyers, it's almost like being let loose in a candy store – there are so many good buying opportunities to choose from.

Although this will be my last newsletter for the year, I'll be available for buyers and sellers right through the holidays, balancing working with spending time with my family. I'll be back with my next newsletter in early January with a New Year's update on the world economy, as well as what we can expect coming into 2012.

In the meantime, I wish you and your family all the best for the Christmas break and look forward to helping you make good property decisions.

Michael Knights