

## **When it Rains it Pours**

Just like the clouds gathering over the coast that signal rain, signs of a major change on the horizon for the property market have been increasingly evident over the past few days. We've seen a groundswell of activity among buyers who are coming to the conclusion the market's now bumping along the bottom and it's time to act. We've exchanged contracts on four properties in the past seven days, which represents an incredible 12% of the total stock we currently have available for sale.

Funnily enough, rain always seems to go hand in hand with more buyer activity in our local area – there will generally be more people through open homes and more offers made. So while the recent drizzle may have been annoying for some, it certainly has been a good thing for vendors keen to sell.

This recent spurt in buyer activity should not necessarily be interpreted by vendors as meaning they can afford to play hard-ball. While it's great there are plenty of buyers about, they're coming in low and are often happy to walk away if their offer's rejected. These circumstances mean vendors don't have the luxury of too much time to weigh up any opportunities that do come their way. We had two offers at the same price point on a property last week that were both less than what the vendor had hoped for. After a couple of day's consideration, they decided they were prepared to accept the lower price point, but it was too late - by then, both buyers had already purchased elsewhere.

Interestingly, all four of our buyers last week were from out of town. They all saw real value at current prices. After watching the market for some time, all four were cashed up and mentally ready to buy. One buyer had been in the background quietly watching the property he eventually purchased for six months!

Whatever's coming, it's coming at us fast now. It's a strange market with no discernable pattern and with global events still so unpredictable, it's hard to know what the future is going to look like.

Depending on how well prepared you are and how and when you choose to react, any outcome can be good or bad news. It's the key to smart investing.

Looking forward to helping you make good property decisions,

Michael Knights