

Identity Property Buyers

NEWSLETTER #008

5 Key Indicators To Understanding Property Markets

Welcome back to the next instalment in the IDentity Property Buyers Newsletter series. Today's chat is about how to begin to understand what is happening in the property market in the areas you are interested in.

So how do we do this?

Well there are a number of key indicators which provide insight into what is happening.

Five of the key indicators are listed below:

1. Buyer Sentiment
2. The change in the number of available properties for sale
3. Days on market
4. Clearance Rates
5. Change in median price



To expand on these further and provide insight into how to use this information to your benefit please read on.

1. Buyer Sentiment is a very interesting one as it will dictate how many people are on the ground looking. It will also dictate how many of those people looking are actually planning on purchasing. As soon as sentiment is raised more competition is created and prices start to rise.

2. The change in the number of properties for sale in the local area is a good indication of supply and demand. If this is consistently increasing then it is likely that there are less buyers competing. And on the contrary if the number of properties for sale is decreasing then it is likely that there are more buyers competing.

3. The average Days on Market for the local area provides insight into competition and the number of active buyers in the area. Short durations indicate that competition levels are high, long durations indicate competition is low. If this statistic is rapidly changing for the area then further insight into market direction can be interpreted.

4. Auction Clearance Rates are more useful in capital cities and in more normal times. But to put things in perspective increasing or decreasing clearance rates give live indications of the direction in market movement. Yes this is one of the most up to date and live statistics that can help you gauge what is happening on the ground right now.

5. Change in median prices provide relatively clear indications of suburb direction. They should not be viewed on a month to month basis however longer term trends will provide suburb price change directions that are clear. This data lags a few months behind the actuals however as property cycles are typically around 7 - 10 years it is extremely important to follow.

So now that you are equipped with a few key market indicators...

Are you going to wait for sentiment to improve and compete with everyone else?

Or

Contact a professional who can get you into the right property ahead of the rest of the pack?



Don't get left behind when the market is moving, take control with your very next steps in a professional way today!

Let our professionals at IDentity Property Buyers help you avoid all those costly mistakes and provide you with a fantastic experience and an exceptional end result....



Thank you very much Identity Property Buyers! Your expertise, professionalism and vast knowledge of the whole process right from planning to purchase was absolutely priceless. You converted what was a daunting and stressful period to a smooth process which gave me confidence and allowed me to ease my mind. Your strategic approach on auction day was amazing. I'm extremely happy with my purchase and look forward to continuing our business relationship in the future. Thank you!

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Make contact today and schedule a **Free, No Obligation** chat with one of our Buyers Agents & Property Strategists.

MAKE CONTACT

web: www.identitypropertybuyers.com.au
email: greg@identitypropertybuyers.com.au
Phone: +61 (0) 491 759 126



Written by Greg Egerton Buyers Agent & Property Strategist,
IDentity Property Buyers



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