

# Identity Property Buyers

NEWSLETTER #047



## When Will Listing Numbers Improve?

**Welcome back** to the next instalment in the IDentity Property Buyers Newsletter series. Today's chat is surrounding property listing numbers and the fact that they are extremely low in many areas around the country.

COVID-19 is once again reeking havoc in our two major cities, which is having devastating effects on a large number of industries and businesses. It does however appear that when vaccination rates push towards 80% that a lot more freedoms will return.

The property industry has been limping along through these times and quality properties have been difficult for selling agents to get hold of in any significant number. So when quality properties are listed they are being snapped up quickly by eager buyers.

This lack of quality stock combined with hot competition has sent our prices north in a very big way and it's not done yet.



Traditionally Spring is when there is an influx of properties onto the market, mainly because gardens look their best and the weather is most comfortable and conducive for buyers to be out and about.



Vendors have been preparing their homes and gardens leading up to the Spring selling season and we are finally here.

Down south the completion of the AFL Grand Final traditionally would see the start of an influx of new listings. The question this year is whether the lockdowns will continue to delay vendors listing as concerns remain over the ability to achieve the best price during these times.



There is no doubt a significant percentage of vendors will want to wait until lockdowns are lifted. But there is a lot of unknowns and nobody really knows what the future holds after we open up again. Maybe vaccination rates are high enough to prevent our health care system being stretched, maybe more targeted lockdowns are the norm moving forward.

There is one thing for certain and that is that there is no certainties from here on. So what is going to kick these vendors into gear and how long can they wait before they pull the trigger and sell?

The answer is most likely going to be different depending on their individual circumstances. I would however expect that a lot will want to have sold their property and moved into their new home prior to Christmas.

**The Clock is Ticking . . .**



So with Spring upon us and Christmas fast approaching we should still see a notable increase in listings hitting the market over the remaining months of the year.

During this time competition will remain quite fierce and only experienced buyers will be able to purchase quality properties without taking significant risks.

To add a bit more weight to this discussion, the word from a large number of selling agents is that there is a significant pipeline of vendors signed up and ready to sell when conditions suit their individual circumstances.

**Bring on those circumstances!**



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....



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

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

MAKE CONTACT

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