

Identity Property Buyers

NEWSLETTER #067



It's Time To Do The Opposite

Unless you have been living in a cave or under a rock you will be well aware that the RBA has been shuffling interest rates higher. Remember interest rates were reduced down to basement levels in order to keep people spending through the COVID pandemic lockdown periods.

We are now through this period in time and we have adapted our way of life to work around COVID. So the economy has bounced back and people are out spending in droves. Various outside influences are restricting supply of goods and the cost of living is increasing quite rapidly.

Interest rates are increasing and property prices in many areas are no longer growing. Some small price corrections are filtering through and vendors/selling agents are no longer dealing with droves of buyers & multiple offers on properties.

Where to now?





Sentiment has shifted significantly with many hesitant to act, which has resulted in properties sitting on the market for much longer. The crowds of people previously all pepped up on FOMO are nowhere to be seen, the market has cooled.

I now ask... Have you heard of countercyclical investing?

Countercyclical investing is all about doing the opposite of everyone else. It's about selling when very few others are selling and then buying when the demand to buy is extremely low.

So for the savvy investor interested in countercyclical investing, the window in time to buy is now beginning to open in many, but not all areas around the country.



For the Melbourne and Sydney buyers the window here is open with the markets cooling off earlier in the year. The same can also be said for the majority of the regional surrounds of these capitals.

For Brisbane and Adelaide buyers the markets are slowing ahead of some small corrections. There is still some time before the window opens in this market, making the optimal entry timing as an investor perhaps early next year... Perhaps!

The neatest way to describe countercyclical Investing is best summed up by perhaps the worlds best investor, Warren Buffet has quoted...

**“Be Fearful When Others Are Greedy & Be Greedy
When Others Are Fearful!”**



Doing the opposite of the masses is not easy, because people will impart their strong negative opinions on you without much hesitation. You will be bombarded with all the reasons why now is not a good time to invest, but do “they” really know?

The reality is that **‘Timing’** your investment in the property market is secondary to **‘Time in the market’**. Does it really matter if you pay 10 or 20k more for a quality property now if in 10 or 15 years time it’s potentially worth double what you paid?

What is however extremely important with regards to timing your investment is if you are ready. In other words:

- Do you have ample deposit & access to finance?
- Do you have a regular income & stable employment?
- Do you have the ability to cope with further interest rate rises?

Is Timing Right For You?



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

web: www.identitypropertybuyers.com.au

email: greg@identitypropertybuyers.com.au

Phone: +61 (0) 491 759 126

Written by Greg Egerton Buyers Agent & Property Strategist



At IDentity Property Buyers we build Investment Portfolio Plans for clients who want exceptional results.

SIGNUP HERE

Signup to our **Free Newsletter** & receive valuable information on Purchasing Tactics, Market Trends, Investment Strategies and much more.

Disclaimer - This information does not constitute personal advice and should only be used for general discussion purposes only.