

# HINTERLAND MARKET CONTINUES TO THRIVE

The property market along the Range remains strong however Spring normally sees more supply coming available giving greater choice for serious buyers. It is usually the time that properties look their best so this encourages Sellers to list at this time to attract the most attention.

Despite some media reports that the market is softening with pressure from higher interest rates, we are not seeing any sign of that in our district. Terry Ryder (our local property guru from Hotspotting) states in a recent article that according to the ABS, lending for home purchases rose 19% in June compared to a year earlier. Statistics also show increasing numbers of first home buyers although they form only a small part of the Hinterland property market.

Our buyers are generally lifestylers leaving city or rural areas with the median age around 55 TO 59 (ABS census figures) and the median sale price over \$1m now in all towns across the Range.

Supply and demand are ever changing and after the incredible spike in sales post Covid, we are now experiencing a "normal" market once again where buyers are back to justifying what they can pay.

If you have a nicely presented property that is priced accordingly to the market conditions, there will be reasonable demand from buyers. The key is to take professional advice (it doesn't hurt to engage a professional valuer for peace of mind) on where to pitch your property in the market and select the agent you feel you can trust.

## TESTIMONIALS

### 5 STAR REVIEWS FROM OUR CLIENTS

★★★★★ Would recommend Monica any time for buying and selling. Goes beyond, honest, reliable, very experienced, absolutely a pleasure to work with. **L Collins - Mapleton**

★★★★★ Roger and Monica are very professional, friendly and hard working. They made the selling of our house a pleasure. **F Bowling & B Makepeace - Montville**

★★★★★ Very professional in all dealings with caring nature. Communication & real estate knowledge was excellent given that we resided well away from Dulong. **E Miles - Dulong**

★★★★★ We cannot thank Monica enough for her support a guidance during our sale process. At every stage Monica listened, understood our personal circumstances and went above and beyond to act in our best interests. Anyone looking to either sell could not find a better agent. **P & D Hawkins - Montville**

ROGER LOUGHNAN

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