

A woman with short brown hair, wearing a yellow blazer over a white shirt and yellow pants, is standing outdoors. She is pointing her right index finger upwards towards the sky. In her left hand, she holds a clipboard with some papers attached. The background shows a blurred outdoor setting with other people.

WHY SELL NOW?

There's always a reason to sell.

Take a look at some of the things you should consider if you're going to market this month.

MAP

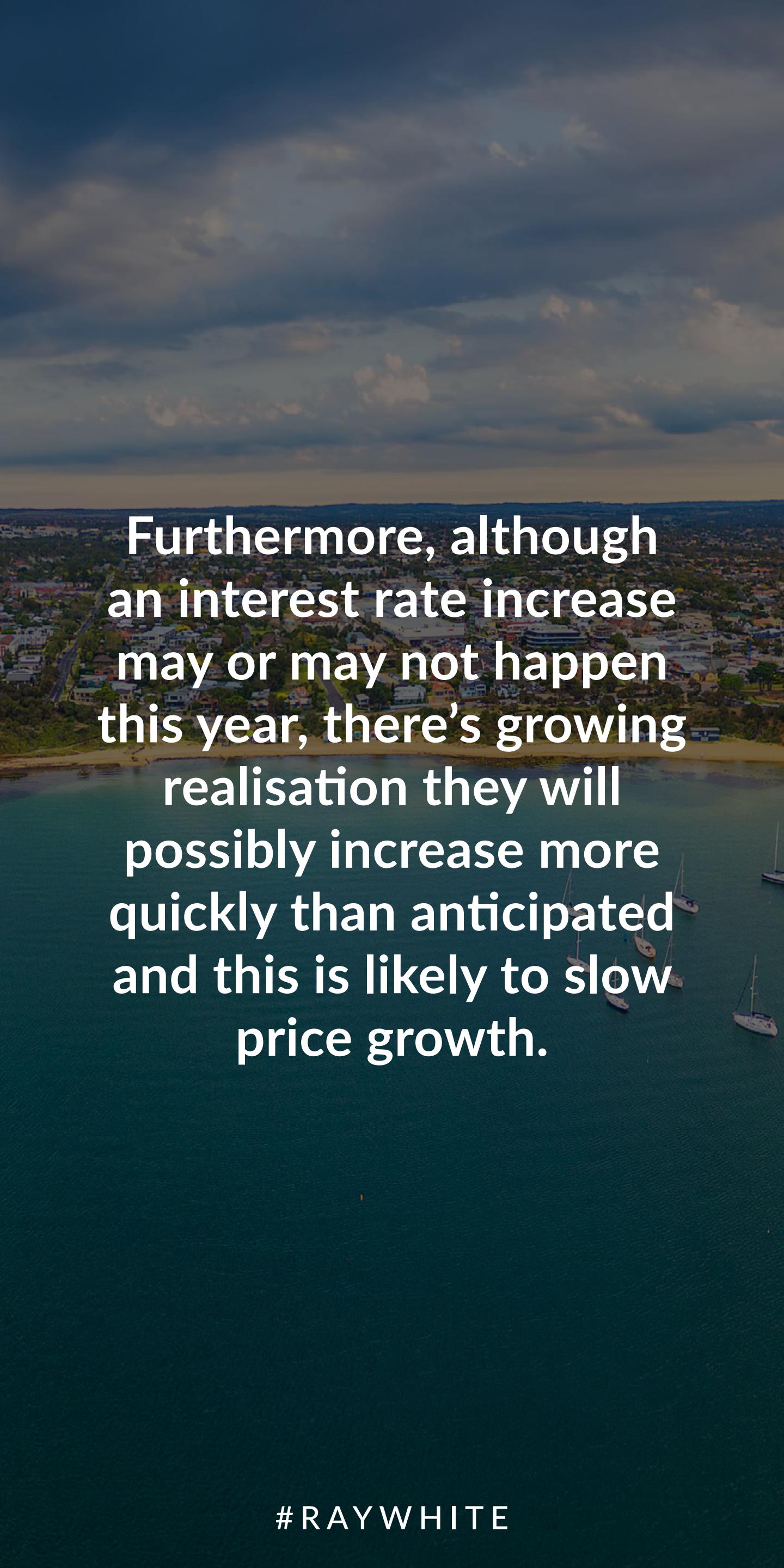


Price growth is set to continue.

With strong price growth comes big increases in home loans.

#RAYWHITE

It was no surprise the Australian Prudential Regulation Authority stepped in to put the first set of restrictions in place to slow things down. While the restrictions are mild, if they don't work we're likely to see further restrictions.

An aerial photograph of a coastal town during sunset. The sky is filled with dramatic, orange and yellow clouds. Below, a dense cluster of houses and buildings is nestled along a sandy beach. Several sailboats are anchored in the dark blue water of a bay or harbor.

Furthermore, although an interest rate increase may or may not happen this year, there's growing realisation they will possibly increase more quickly than anticipated and this is likely to slow price growth.

While it's almost certain that price growth will be slower this year compared to last, at this stage, we're not looking at a decline in prices. This year will be a growth market, but will also be a much calmer market.

A photograph showing a woman with long blonde hair, wearing a grey blazer over a striped shirt, holding a small child in a striped onesie. She is looking down at a tablet device she is holding in her hands. The background is blurred green foliage.

Demand remains high.
It's hard to measure demand for property.
One metric we track closely is active bidding at auction, which was at its highest level ever recorded at the end of 2021.

While we've never seen so many people bidding at auction, active bidders per auction did decline. At this point it does look like slowing market conditions is being driven by more properties for sale, as opposed to a drop off in people looking to buy.

A photograph of a beach at sunset. In the foreground, a wooden pier extends into the ocean. The sky is filled with large, billowing clouds that are illuminated from behind by the setting sun, creating a warm orange and yellow glow. The ocean waves are visible at the bottom.

**Waiting until the
spring selling season
to list your property?**

**Summer is also a
decent time to sell.**

Fewer properties for sale, and hence less competition is an obvious reason that's generally true whatever year.



However, this year we have a lot of uncertainty with finance restrictions expected and the federal election.

There's also no end in sight for the pandemic and interest rates may or may not increase this year but at some point, they will.



For now, the market is far more steady than last year but still seeing price growth. These calm conditions make it a favourable time to come to market.

Find out more about the latest market insights **with Ray White Now.**

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