

September 19

Mildura Update

RayWhite[®]



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Spring into the Market this Season.

Spring is finally here and it's what many people may refer to as the silly season of real estate due to homes generally selling like hot cakes! The perception that it's the best time to put your home on the market is widespread and agreed upon throughout Australia.

If you've considered selling your home lately, here's why spring is a great time to move forward with those plans:

- Warmer weather makes buyers active and provocatively out to buy.
- There are plenty of buyers who look to settle by Summer
- You can get a head start on your 'Spring Cleaning'

Not only are flowers in bloom and the sky clear for some great marketing material, but also people are 'champing at the bit' to start the sale process so they can move in and get settled before summer arrives.

Homebuyers have a tendency to stay sedentary in the winter. This is not just in typically colder parts of the country. A mixture of holiday obligations and kids in school leads to more homes coming off the market temporarily and buyers pressing pause on checking out new listings.

Statistics show that at least 50% of homes are sold in the summer months with more listings and more properties sold than any other time of the year. Core logic RP data shows that auction clearance rates trends also sharpen up every Spring.

Bush Retreat.

559 Meridian Road, Merbein West

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Situated on 13 acres, is this sensational family property, that features lovely grassed areas and established trees that surround the country style home that takes in all the serenity that this property offers. The unique home offers a lovely timber kitchen, large living zones including lounge, dining, rumpus and a study.



Ray White Awards 2019

Another successful awards night for Ray White Mildura has come and gone!

Fancy gowns, extravagant hair & make-up and an exciting trip to Melbourne weren't the only highlights of the memorable night. A big congratulations to our own Damian Portaro on winning No. 1 Regional Performer for Settled Commission, and to our Mildura Office on winning No. 2 Regional Office for Settled Commission.

A fantastic night with huge achievements from all. Lets bring on an even bigger and better year for 2020!





Bidding for Auctions.

Over the past month, housing auctions across Australia's capital cities have recorded their highest clearance rates in over 2 years.

This has come following a return in buyer confidence since the federal election in May and two recent interest rate cuts.

Of the partial figures released by data provider CoreLogic, it showed that of 1,221 homes that were taken to auction last month, 76.6 per cent were sold, up from 67.8 per cent of 1,111 homes the month before.

The most successful sales were in Melbourne where 78.3 per cent of 588 Auctions were successful.

For a successful auction campaign you need to make sure you choose the right agent and auctioneer as these are the people who will have the biggest impact on your sale.

In preparation for Auction day, the agent will help you in all aspects from styling your home right through to setting your reserve price.

At Ray White Mildura we are happy to say we have two knowledgeable and skilled Auctioneers, Craig Kerr & Luke Hermans. With both agents hosting a total of over 50 combined auctions last financial year, they are the team to go to for all your future Auction queries.

Mildura's CBD continues to show great growth and strong interest from buyers, particularly local investors.

162 Orange Avenue recently went to Auction and it didn't disappoint. Ray White Chief Auctioneer Matt Condon made the trip from Melbourne to conduct the auction and was impressed by the spirited bidding.

A total of 4 bidders were involved in the Auction, with the Ray White team working buyers from the opening bid of \$150,000, to an eventual sale price of \$210,000, a total of 22 bids.

Mildura Statistics

Median House Price

\$305,000

Suburb Growth

+15.1%

#Houses On Market

172

Source:
realestate.com
Pricefinder

