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BOUTIQUE IS BETTER

27-Sep-2011

Hi Folks,

The no. 1 question/questions I am being quizzed on as I go about daily real estate life is/are.

“So Paul, are we in a buyers’ market and is it a good time to buy?”

Or if you are coming from a sellers view point, “so Paul, should I sell now or should I wait for the market to improve?”

Locally at least, this is how I see it. A buyers market is where you have one buyer for three properties, thus allowing a buyer to pick and choose, where as a sellers market (which we experienced last year), is where there are three buyers for every property from which the competition pushes up prices.

Currently we seem to have a buyer for every property – but we don’t always have more. This would explain why nearly all property sellers are receiving offers and why there are more sales negotiated post auction, than under the hammer.

Therefore we are in a **balanced** market, and yes it definitely is a better time to buy now than last year assuming you find the property that suits.

In our office we are finding about 30% of properties are selling competitively under the hammer and a further 60% are receiving offers that lead to a one on one negotiation.

Often there is a small gap between buyer offer and vendor response that is seemingly impossible to bridge with all parties quite rightly feeling they are being fair. For a sale to be made they need to strike a **balance**.

Whether it is a good time to buy or sell for you is determined by what you gain and it is important to note these gains are not just monetary.

There is a **balance** there as well.

[Click here](#) to view our available properties online or [download](#) our current stock list which includes our Open for Inspection and Auction Times. If you are interested in a rental property [Sheryl Upton](#) and her team would be happy to assist

Cheers
Paul

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