



Fisk & Nagle

FIRST CHOICE REAL ESTATE

1800 FOR SALE

monthly newsletter

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Is Now a Good Time to Buy Property?

Like most people, you're more than likely confused by the daily bombardment of mixed messages about the state of the property market. Are you finding it difficult to make sense of the conflicting information? Well don't.

The market is going through a transition period where some properties will remain stagnant, others will rise and some will fall.

There are no apparent signs of home sellers so desperate to sell that they would give away their properties at a 30% discount, which would then trigger a collapse in the housing market.

In Australia there are less than 1% of mortgages in arrears, which is considered low by international standards.

We are also currently seeing signs that the market is beginning to stabilise after the slowdown we experienced during the past twelve months.



Auctions Get Lower Prices

Thousands of sellers are turning their backs on auctions, and benefiting!

There are still thousands of sellers who don't realise, until it's too late, what happens to them and their homes at auction. They get a LOWER price, that's what happens. This is why:

- 1. The starting price:** It seems as if the price goes up at auctions. But that's only because it starts low. One of the basic principles of price negotiation is to always start high.
- 2. Reserve price:** The reserve price is the lowest price a seller is prepared to accept. And that becomes the central focus of the auction.

3. Deception: Most times both the seller and the buyer are deceived. To persuade sellers to auction their homes, agents will talk about high prices. And then to get buyers to come to the auction, the same agents will talk about low prices.

We pride ourselves on being upfront. If it comes down to being honest and losing a sale or property then we'll choose the latter. We believe in mutual trust, respect and plain old fashioned service. Our team is what sets us apart from our competitors and are the face of our business.