

WINTER 2022

# INVESTOR MARKET REPORT

# CENTURY 21<sup>®</sup>

Realty One



## CENTURY 21 MENAI | INTEREST RATE RISE TIME



The election is behind us winter has certainly arrived.

Over the past 6 weeks we have really seen the market slow across the Sutherland Shire. Stock levels have increased and auction clearance rates have pulled back.

FOMO has left the market and we have returned to a normal market. What we are seeing is that there is an uncertainty amongst buyers. Concerns of paying too much, concerns of another interest rate rise.

Investors have returned to the market place and hopefully this leads to a softening of the rental prices although I don't think this will happen as demand is still outweighing supply.

*Brendan*



## Stock Levels - INCREASING

Autumn and the cooling of the market brought us an increase in stock levels. With 55 properties currently for sale buyers are spoilt for choice. Vendors are having to meet the market in terms of price with some areas pulling back as much as 10-15% on where we were last December. There are still plenty of buyers out there looking, but an increase in supply has meant buyers now have more choice. With one interest rate rise passed when will be in store next week and what impact will this have on buyer confidence and serviceability?



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## TOP THREE THINGS TO KNOW WHEN INVESTING IN THE AREA



### Timing

Investors - Now is the time. With the increase in stock levels and stock levels increasing, now is the time to hit the open home circuit and find a great buy. They are definitely out there.



### Types of Property Available

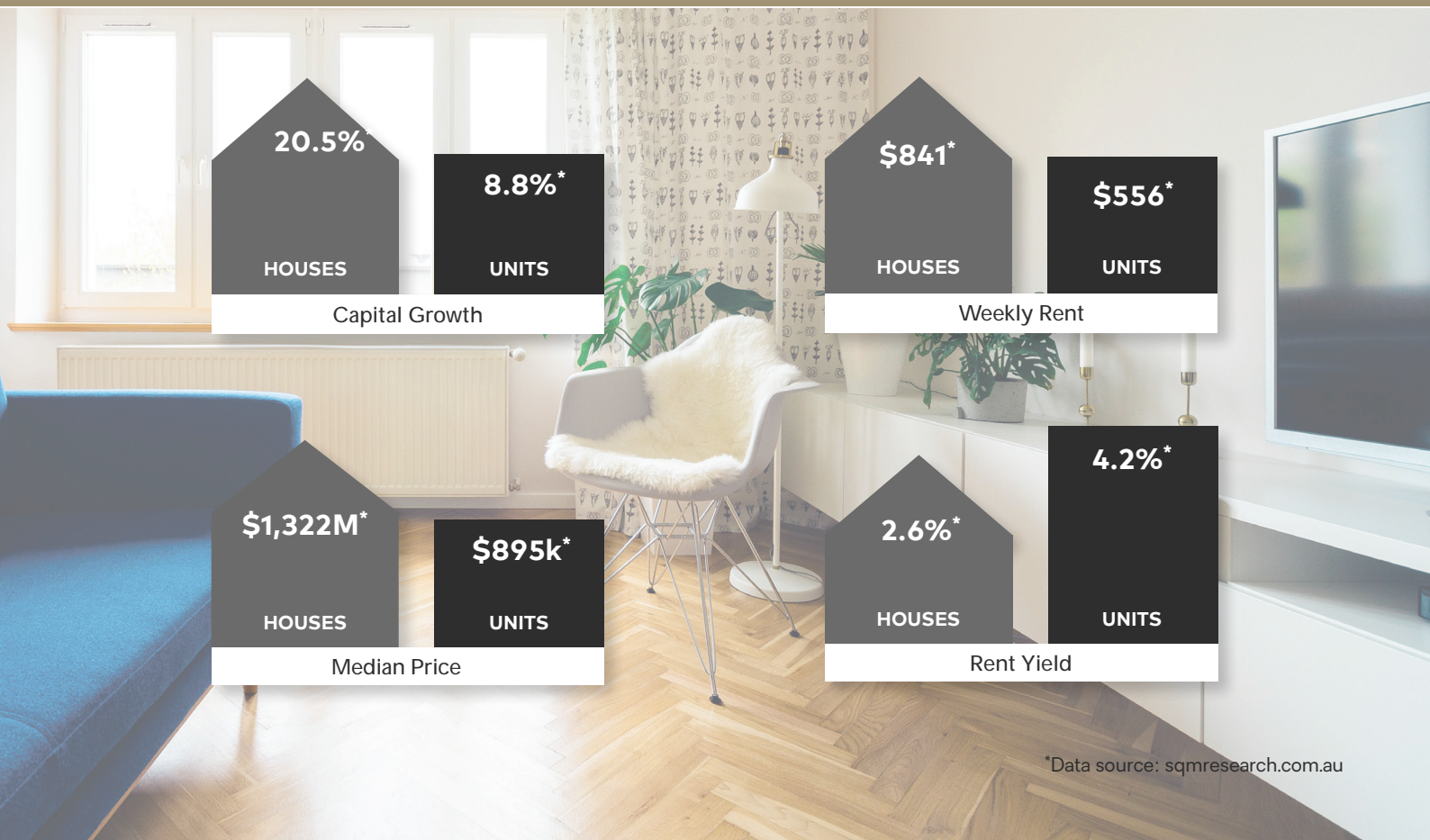
Stock levels have shifted. In 2234 we have 55 properties for sale and 10 for lease.



### Vacancy Rate

Vacancy rate is 0.8%, slightly higher than this time last year. The market continues to be extremely tight for rental properties with many properties leasing off market and above market rent. I feel this is only going to get worse as the borders have opened up.

## INCREASE IN VALUE (last 12 mths) AND RETURN ON INVESTMENT



\*Data source: sqmresearch.com.au

# WHAT YOU SAY ABOUT US...



**BRENDON KING**  
BDM & Property Consultant

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“ Katelyn & Brendon were simply amazing! From Inspection, application and move in they were brilliant!! Their ability to get everything done during such difficult times made the whole process so stress free and simple for myself cannot thank them enough for going above and beyond Highly recommend the team at Century 21 Menai

BRETT  
Tenant, Illawong

“ Brendon King from Century 21 Realty Menai was a standout from Day One. Brendon went above and beyond to get us the best possible outcome and never delayed on springing to action. He always kept us in the loop and outlined everything to make it as simple as possible which was extremely important to us as first home buyers. We would recommend Brendon and C21 Reality to anyone in the area.

OLIVIA  
Landlord, Illawong

“ From day one Century 21 were professional, knowledgeable, honest and friendly. I thought that transitioning from owner occupier to landlord would be stressful however Century 21 could not have made it more simple. A big thank you to both Brendon and Katelyn.

SAMANTHA  
Landlord, Menai