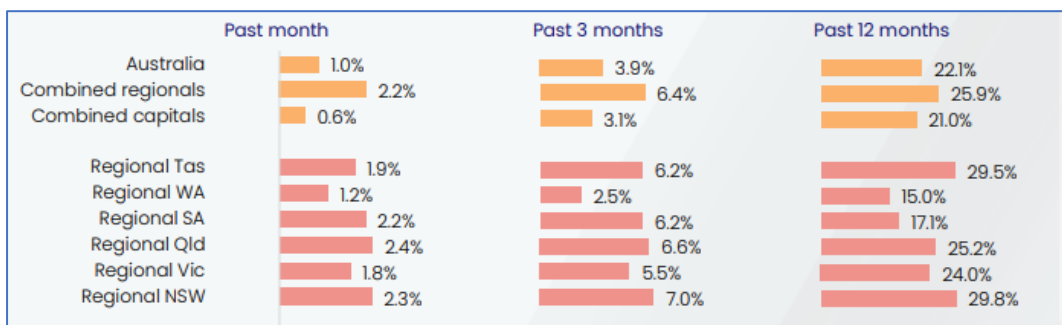


## January 2022 Newsletter

**Regional markets are seeing renewed momentum in the pace of value growth.**

The strongest regional markets have been in New South Wales (29.8%) and Tasmania (29.5%), the most popular regional markets have seen housing values rise more than 30% over the calendar year.



**Although there are some headwinds building for the housing market, we expect national housing values will continue to rise in the short term.**

Even if interest rates rise earlier than expected, it is likely to be a gradual process. The cost of debt is likely to remain well below long term averages, continuing to support housing demand for an extended period of time.

### **Don't sell "Off Market"**

The major drawback from a seller's point of view is that the competitive nature of an 'open market' sale is unlikely when selling off-market which will impact on the result compared to listing on the open market.

Selling off-market for a good price in a boom is relatively easy, however, in a boom market, the difference between a good price and a great price can be tens of thousands of dollars, if not hundreds of thousands.

### **Ask an agent for advice**

If you want to squeeze every cent out of your property you can, it's best to arrange for a local agent to have a walk-through of it so they can offer up advice about exactly what they would recommend should or should not be changed.