

# Stewart

ESTATE AGENTS



## THIS MONTH'S ISSUE INCLUDES

Will Spring still Bloom?

About Us and Our Team

Recent sales



### Will the Gold Coast Housing Market still Bloom this Spring?

Most people know that spring is one of the biggest selling seasons for residential real estate across Australia and in particular the Gold Coast.

What effect will the current COVID lockdowns and regulations have this Spring?

The only answer is no one can predict!

12 Months ago, most agents and real estate advisers would have predicated a dip in prices and the start of a buyers' market for some time to come. The current spike in house prices certainly came as a shock, and the current sellers' market appears to be showing no signs of slowing down.

Even during the tightest lockdowns in the country Gold Coast house prices continue to soar.

The two biggest factors appear to be; Continued low interest rates and Migration; people moving away from big cities to more regional parts of the county where lifestyle is becoming more important than ever before.

So, what can we tell you?

No one can predict the top of the market until the market starts to dip, the same way you never know where the bottom of the market is until prices start to rise.

Hindsight is a wonderful thing.

What we do know is that booms run their course and are followed by a price correction before prices rise again.

If you are buying and selling in the same market it generally equals out

The best time to downsize is in a high market.

Who do we think will be selling this Spring?

- \* Anyone who wants to take advantage of this unprecedented market.
- \* Investors where prices have risen significantly higher than their rental return.
- \* Those looking to downsize over the next few years. Apartments are not moving as fast as houses, maybe its time to "strike whilst the iron is hot"
- \* Anyone who thinks their financial situation is uncertain due to the current pandemic.

So, when is it the right time to sell? When YOU are ready!

The market is hot now, and we feel spring will bloom for the housing market. As that old adage "make hay while the sun shines" is ringing true for so many people.

### RECENT SALES IN YOUR AREA

#### BENOWA

2 Dunkeith Ave	\$ 1,107,750
14 Ayrshire Ave	\$ 1,020,000
1 Fullerton Street	\$903,000
24 Village High Rd	\$1,950,000

#### BENOWA WATERS

27 Rannock Ave	\$1,920,000
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#### SORRENTO

18 Coogeen Street	\$930,000
7 Allawah Street	\$ 970,000
52 Boomerang	\$ 5,075,000
65 Boomerang	\$1,435,000

#### ASHMORE

8 Warrungen Way	\$1,350,000
14 Wilga Court	\$ 1,040,000
6 Nemo Street	\$725,000
29 Yangoora Cr	\$807,000

#### BUNDALL

1 Jaguar Drive	\$ 1,125,000
65 Crombie Ave	\$1,235,000
30/7 Campbell St	\$975,000

**WE ARE URGENTLY SEEKING HOUSES TO CATER FOR THE HUGE BUYER DEMAND**

WHAT COULD YOUR HOME BE WORTH IN THIS UNPRECEDENTED MARKET?

If we are not your real estate agent, we would like to be! If you are considering selling, please put us on your interview list.

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*"People first, do the right thing and the rest follows".*

**Our boutique agency focuses** on providing quality bespoke services, expert advice, and honest conversations.

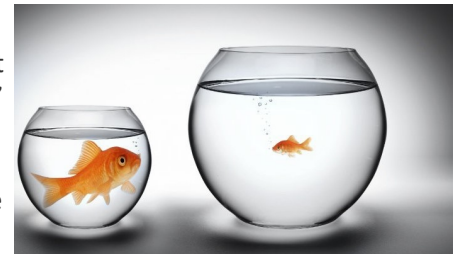
Our 'no games' approach provides clients with a clear understanding of where they sit in the market with fair, honest advice you can trust.

**No agent can promise you a price**, what we promise is that we will find the best price that is out there in the marketplace and then it is your decision to sell or not. We are surprising ourselves and our sellers with the results we are currently achieving. We have a very open mind with prices and know that now is the time to be **BOLD**.

**Clear communication, honest advice** and genuine understanding are at the heart of everything we do. We know that selling a property can be a stressful time and we approach the task with sensitivity and concern, providing expert advice and knowledge so you can make an educated decision when it comes to selling your home.

*"You will always be a big fish in a small pond when working with us".*

**We focus on quality over quantity**, our sellers are our priority. Yes, we build great rapport with buyers however our focus is on finding the right buyer for our sellers' homes, not running the buyers that have enquired on one home through all our properties hoping they will buy one. We have a buyer's agent on our team to do that and they will only be given to our buyer's agent once we have established the first property they enquired on does not suit them.



**We are a small agency, with a big reach**, tapping into the two biggest databases:

Realestate.com and Domain.com. Using social media to target the right buyers for your property.



**Karen Stewart**  
0413 260 661

Karen has been selling real estate in the area for nearly 20 years. As a resident of Marbella Drive Benowa for 20 years, she knows the area like the back of her hand. Karen has sold over 300 homes in Benowa Waters, Sorrento and surrounding areas alone. "My business is based on reputation, it takes a long time to build and a blink of the eye to lose." Hence our culture is, do the right thing and the rest follows.



**Martin Ingram**  
0417 275 527

With over 30 years of experience in the industry, Martin has lost count of how many houses he has sold. Martin brings a wealth of knowledge and a genuine care factor that is often lost in the younger generation. Martin offers impartial advice and constant communication throughout the marketing process, everything you need to feel confident when appointing an agent.



**Suzanne Clarkson**  
0407 732 766

Suzanne prides herself on putting the trust back into real estate and taking the stress out for you. Her clients describe her as "One in a Million" and an "Exceptionally Ethical and Professional Agent." Suzanne has a passion for helping people and a commitment to integrity and honesty. Suzanne's an Ashmore local, with children who attend Ashmore State School. She has a deep knowledge of the area and the people that live there

**Would you like to see something included in our monthly community news? If so, please email**

[karen@stewartestateagents.com.au](mailto:karen@stewartestateagents.com.au)