

Stewart

ESTATE AGENTS



EYE WATERING PRICES



Uneven Price Hikes

There is no question that prices are making a lot of people's eyes water, particularly in the last 3 months.

If you told me or any agent 12 months ago that a single level home in Benowa Waters, a dry block of 620m2 would sell for \$1.76 million I would have thought you were off your rocker.

If you had told me that a single level home in Collins's crescent Benowa would sell for \$1.58 million then I really would think you had gone bonkers!

That is what is happening out there at the moment. However, it does not appear to be the same for waterfront properties, whilst some are reaching the highs, in comparison to the jump in dry blocks there are many that just don't make sense. What are your thoughts?

I have a theory, and if you are considering selling now or in the near future I would be happy to share.

Karen :)

(NB: the below examples have been sold by other agents)



SOLD \$1,760,000
Benowa Waters, Dry 600m2



SOLD \$2,200,000
Benowa Waters



SOLD \$1,580,000
Benowa, Dry



SOLD \$2,650,000
Benowa Waters, Main River



How long will these prices last?
That is of course a crystal ball question .

This is NAB's recent take on it as at 4 Feb 2022

National Australia Bank economists on Friday revised down their dwelling price forecasts, predicting the turning point in property prices will occur in the second half of this year.

They now expect dwelling prices will rise around 3% in 2022 before declining by around 10% in 2023, which NAB chief economist Alan Oster said would be a relatively orderly decline after a very sharp run up in prices over the last year. "We have brought forward the timing we expect house prices to drop late 2022 as affordability constraints begin to bite and rising mortgage rates place downward pressure on prices," Mr Oster said.

Interest to know more about what is selling in the area ?
please email me for a report.
karen@stewartestateagents.com.au

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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ESTATE AGENTS

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

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

Our 'no games' approach provides clients with a clear understanding of where they potentially sit in the market.

If we don't believe we can help you achieve your goals, then we will be honest with you.

The best way we can help you is to tell you what we feel is right for you, not what you want to hear just so we can get your business.

No agent can promise you a price, what we promise is that we will find the best price that is out there in the market-place 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**.

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



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

OUR MOST RECENT SALES



Vespa Crescent, Surfers

\$2,508,000



Marbella Drive, Benowa

\$1,705,000



Murrumba Drive, Ashmore

\$1,290,000