

MARKET SNAPSHOT

- Buyer demand is split 40% local and 60% out-of-area
- Properties-new and older listings-are selling quickly
- Accurate pricing remains crucial to attract serious offers
- New land releases offer some relief, but stock remains low
- In the rural sector, outof-town living is back in demand, with strong open home attendance and fast sales

End of Year Market Surge - Is Now the Right Time to Sell?

The property market is heating up across the Mid North Coast and Clarence Valley, with a noticeable surge in buyer activity. A few key factors are driving this momentum:

- Interest rate cuts, and holds are boosting buyer confidence
- A new government scheme allows first home buyers to purchase with just a 5% deposit - no Lenders Mortgage Insurance, and no price cap
- This has created strong competition, especially among first-time buyers keen to secure a property before the scheme ends.



Jody Culling

Principal & Licensee Licensed Real Estate & Stock & Station Agent

- **L** 02 5643 1008 | 0423 738 120
- 🔀 jody@cullingpropertygroup.com.au
- ? 1/1 King Street, Grafton
- cullingpropertygroup.com.au



THINKING OF SELLING?

With many qualified buyers actively searching and limited homes available, now is an excellent time to sell.

If you're considering a move—or simply want an up-to-date market appraisal—get in touch today.

WHY CHOOSE US:



Personalised experience -

We offer our clients consistent communication and advice



Tailored approach -

We offer a targeted, cost-effective marketing package



Realistic pricing strategy -

We position properties to sell, not sit



Guidance on presentation -

We help sellers get 'sale ready' without overcapitalising

