

Canning Vale Market Update Report

Paul Short

| Your Local Expert

| Selling Locally

| September 2017



complete transparency
nakedrealestate.com.au



Warning! Don't Undersell Your Home

If you're thinking of selling be careful not to be undersold in the current market conditions.

Saying that, you shouldn't over-price your property either as all it achieves is scaring off the genuine buyers. This then results in having to adjust your price lower than the market to get buyers interested again.

It has been a tough market place all around, not just in real estate. If we put the state budget to one side, things aren't as bad as the doomsday sayers would have you believe. We have strong employment again and the banks seem to be more positive with WA buyers on the lending front, with the exception of investment lending where things will remain tight for some time to come on the back of the APRA changes.

With low interest rates and the number of homes for sale in Perth dropping below 8000 (excluding units and land) buyers will soon find themselves no longer in a "buyers market".

Over the past two months we have seen a dramatic change in the number of buyers coming through home opens. From the follow up we do, they are finding homes and putting in offers. We have had several properties that have had multiple offers.

Under our Select Date Sale® system we had one property presented with seven offers in seven days and the price achieved was far better than we (or any other agent for that matter) had predicted. So the method you choose in selling your home will have a huge effect on the final outcome of the price you achieve.

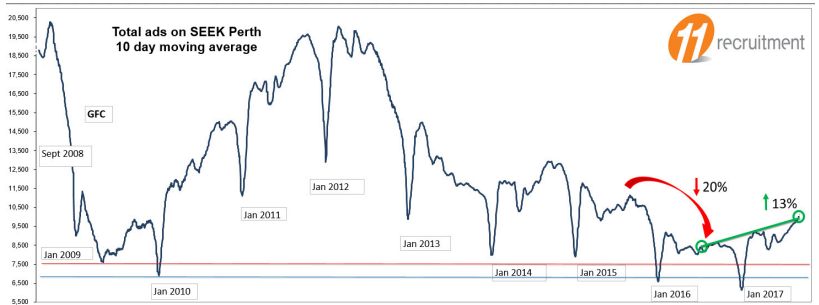
For the spring and summer ahead I'm predicting a marked turnaround in the market place. As I've been saying all year if you're thinking of upgrading, get in and do it now as this is the best type of market to upgrade in.

If you're a first home buyer, my advice is stay away from the shiny new builds and put your money into an established area. They might be older homes and in need of some work but there are some serious bargains to be had if you're willing to do the work.

Hope you enjoy the lovely spring weather that lies ahead after our long winter. As always, I'm here for you if you want to have a chat about what's happening in your local market. Contact me, your Canning Vale specialist, **Paul Short** on 0403 124 439 or email paul@nakedrealestate.com.au.

Number of ads
September 2016
vs the first week of
September 2017,
are up by 13.2%.

source: 11 recruitment





Recent Canning Vale Statistics

Number of homes sold in the past six months	135
Number of homes for sale today	192
Average days on market	90
Highest sales price in the past six months	\$965,000
Lowest sales price in the past six months	\$390,000
Median sales price in the past six months	\$550,000
Agency total home sales in the last 15 years	1088
Agency total home sales by value in the last 15 years	\$481 million +

Recent Sales In The Canning Vale Area

All care is taken to provide accurate data. All information is sourced from Corelogic RPData and REIWA.

Address	Sale Price	Sale Date				Land Size
166 Southacre Drive	\$605,000	14/07/2017	4	2	2	621 m ²
87 Bennett Drive	\$695,000	13/07/2017	4	2	2	770 m ²
3 Tucker Court	\$599,000	09/07/2017	4	2	2	754 m ²
54 Ashmore Avenue	\$650,000	02/07/2017	4	2	2	600 m ²
8 Sanctuary Avenue	\$525,000	25/06/2017	4	2	2	665 m ²
42 Brookside Square	\$670,000	20/06/2017	4	2	2	823 m ²
82 Southacre Drive	\$525,000	16/06/2017	3	2	2	731 m ²
3 Jilakin Loop	\$570,000	10/06/2017	5	2	2	710 m ²
58 Ashmore Avenue	\$810,000	09/06/2017	4	2	2	861 m ²
21 Kingsway Gardens	\$535,000	04/06/2017	4	2	2	562 m ²
7 Lipari Terrace	\$640,000	01/06/2017	5	2	2	638 m ²
37 Lomandra Drive	\$865,000	01/06/2017	4	2	2	700 m ²
172 Southacre Drive	\$611,750	29/05/2017	3	2	2	624 m ²
6/87 Shreeve Road	\$390,000	19/05/2017	3	2	2	227 m ²
106 Bennett Drive	\$965,000	05/05/2017	5	2	2	703 m ²



59 Katrine Parade, Canning Vale



82 Southacre Drive, Canning Vale

Thinking of Selling?

When experience counts, you can count on Naked Real Estate.

In **15** years, over **1080** homeowners just like you have trusted Naked Real Estate with the sale of their biggest asset - the family home.

This many people can't be wrong.

"Paul Short has an excellent history with assisting us in buying and selling homes over many years. He consistently brings constructive knowledge to the table in regards with the market trends at the time of purchase or sales, which definitely helps with understanding house prices when buying or selling your home or investment."

- Mr C & Mrs K Hubon

"Paul just didn't give up during this hard time of property marketing and always stated he would sell our house in which he did, it was a pleasure working with Paul."

- Mr J & Mrs R Mathlin

"I found Paul Short to be professional, honest and efficient with the sale of my home. I would highly recommend Paul Short to look after you."

- Ms C Di Toro

"Purchasing a property as a first home buyer is daunting, but Paul Short from Naked Real Estate was extremely accommodating, and answered my never-ending questions with complete transparency. I could not have asked for a better Real Estate Agent, and will definitely be recommending him to all my friends and family. Thank you so much for all your efforts Paul."

- Mr M Tay

"Happy with the outcome. Good lean service, no fluff. I would sell with Naked again."

- Mr S Dawson

"Paul Short was our knight in shining armour. We had been unsuccessfully trying to sell for a long time with other agents and were very disheartened. Paul came to our rescue with the greatest of patience and respect, always acknowledging our feelings but gently helping us to understand a difficult market so that we could achieve success. We can't thank him enough and we will always be grateful for the gracious and patient way he handled our sale. We thoroughly recommend Paul as the best agent you could ask for."

- Mr D & Mrs F Jensen

"Paul Short and the team at Naked Real Estate were a pleasure to deal with during the purchase of my new house in Baldivis. They are very friendly and professional, with excellent market knowledge and great responsiveness to the needs of the customer. I highly recommend Paul and the team."

- Mr H Cross

"He gave us confidence that it would sell, and it did."

- Mr I Dodds

"We have been very pleased and satisfied with the team at Naked. They have all been excellent to deal with, and would recommend them without hesitation."

- Mr P & Mrs L Bassett

"Thank you for all the effort you made at selling our house you did a fantastic job."

- Mrs K Wood

Paul Short

Sales Associate - Your Canning Vale Specialist

0403 124 439

6254 6333

paul@nakedrealestate.com.au

nakedrealestate.com.au

 facebook.com/nakedagents  @nakedagents  @nakedagents

