

Canning Vale

Market Update Report

Paul Short

| Your Local Expert

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Interesting Times but the Future Looks Good...

As I mentioned before, the first 6 months of this year in the real estate landscape will be up and down and/or a bit slower than the end of last year due to the Banking Royal Commission, and the Federal Election likely to happen in May.

This is now ringing true, but thankfully the first is out of the way and in real terms if we get away from the media for a few minutes, not much is going to change. We are already seeing the effects from the restrictions on lending from APRA and tighter regulation enforcements from ASIC.

These were put in place over 12 months ago and have had the desired effect of reducing the loan to value ratios. To put this in context, Investors were previously able to borrow 105% to cover stamp duty and bank fees so that they could claim these costs against their taxable income. As a result, Investor loans were sitting at around 37% of a bank's loan book, but that's now been reduced down to about 26%. **APRA's target was 30%.**

There has also been a lot of tightening on what buyers can borrow, and one of my recent buyers is a great example of this. He was given pre-approval for up to \$800,000 at the beginning of last year, and has taken a year to find a house. The most he could manage to offer on a home three weeks ago was \$638,000 and he's still in the same job and on the same money – in fact, he's on a little bit more. This is how things have changed in the financial world.

So why am I so confident about the market going forward?

Firstly, rents are on the way up for the first time in 7 years. **We have a zero vacancy rate, with people on waiting lists for any new properties that we have coming up.** This will then start to drive First Home Buyers back into the market as it will become cheaper to pay your own loan than it is to pay someone else's mortgage.

As the rent rises it will also bring investors into the market from over East where things have started to cool off a lot. These two groups will compete with each other and start to drive the all important bottom end of the market. **As a rule, when people sell to trade up they spend about \$200,000 more than what their old home sold for.** So a \$300,000 seller will trade up to a \$500,000 home, and so on, and up the chain it goes.

Going forward, finance will become easier to obtain across the board. **On top of all of this is the main driver in the WA economy - the iron ore price has just reached \$100 per tonne for high grade, and we all know what happened last time the prices reached these levels!**

If we can be of any help to you or your family, don't hesitate to contact us! If you're after an update on where your home sits in the market, or simply want some questions answered, **feel free to give me a call anytime on 0403 124 439.**

Recent Canning Vale Statistics

Number of homes sold in the past six months	106
Number of homes for sale today	172
Average days on market	97
Highest sales price in the past six months	\$980,000
Lowest sales price in the past six months	\$340,000
Median sales price in the past six months	\$535,000
Agency total home sales in the last 12 years	1165 sold
Agency total home sales by value in the last 12 years	\$522 million +

Recent Sales In The Canning Vale Area

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

Address	Sale Price	Sale Date	🏠	🚗	🚙	Land Size
3 Hockley Loop	\$645,000	12/12/2018	4	2	2	653m ²
1 Philadelphia Parade	\$535,000	07/12/2018	4	2	2	524m ²
33 Dorchester Turn	\$540,000	29/11/2018	3	2	2	375m ²
8 Breelya Rise	\$980,000	26/11/2018	4	2	2	607m ²
43 Granada Loop	\$675,000	24/11/2018	4	2	2	624m ²
16 Stembridge Way	\$597,000	23/11/2018	4	2	2	612m ²
8 Jonah Way	\$555,000	19/11/2018	4	2	2	703m ²
3 Kingsway Gardens	\$684,000	10/11/2018	4	2	2	420m ²
56 Gundaring Turn	\$630,000	09/11/2018	4	2	2	703m ²
20 Romulea Mews	\$662,000	08/11/2018	4	2	2	731m ²
11 St Albans Promenade	\$645,500	01/11/2018	4	2	2	375m ²
3 Bennett Drive	\$885,000	26/10/2018	5	2	2	803m ²
59 Lucas Loop	\$590,000	13/10/2018	4	2	2	645m ²
16/11 Hazlett Way	\$340,000	02/10/2018	3	2	1	216m ²
8 Jilakin Loop	\$590,000	07/09/2018	4	2	3	683m ²

Have you heard about SELECT DATE SALE®?

Exclusive to Naked Edge Real Estate, our SELECT DATE SALE® strategy is reducing days on market, encouraging multiple offers and achieving some amazing results for our sellers.

Call or SMS me today on 0403 124 439 to find out more!



85 Eucalyptus Boulevard, Canning Vale | 5 x 3



8 Melaleuca Court, Canning Vale | 4 x 2

Thinking of selling?

When experience counts, you can count on Naked Edge Real Estate.
In **12 years**, over **1165** homeowners just like you have trusted us
with the sale of their biggest asset - the family home.
That many people can't be wrong.



"Paul Short was at all times professional, efficient and punctual. He delivered on all promises and always kept us informed. Would definitely recommend his service as a reliable and knowledgeable agent."

- Mrs C & Mr B Brosztl

"Paul 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

"Paul gave us an honest appraisal of our house, priced it competitively & sold it in less than one week! Paul researched countless rural properties before helping us decide which one would best suit us. He acted on our behalf to secure our new land. As our house sold so fast we were able to secure our new property, without the stress of "subject sale". We highly recommend Paul, give him a call - you won't regret it."

- Matthew & Charissa

"I would recommend Paul Short anytime, he handled us & our tenant with great respect & honesty."

- Mr & Mrs Hunter

"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, which definitely helps with understanding house prices when buying or selling your home or investment."

- Mr C & Mrs K Hubon

"Paul was a polite and respectful agent & seemed to be very experienced in his field. He was prompt in response & timely communicated all information. Since it was our first house, he helped us whenever we had any questions. At the end of it, the process went fairly smoothly & settled earlier than the contract date."

- Mr T Mithaiwala

"Great service! Friendly and professional. Paul Short and the team at Naked Edge Real Estate were a pleasure to deal with. 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

"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

"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

Paul Short - Your Canning Vale Specialist

Sales Associate

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