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**Property for Landlords with Geoff O'Reilly –
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The US economic news seems to get worse by the week: another 500,000 loss of jobs in January, house prices still falling, and a 40% drop in car sales to a rate equivalent to about two thirds the sales rate in Australia! Why does this and other news like it matter? Because US consumers account for about 19% of the **world** economy, and conditions this bad in the US (and Europe and Japan) seriously affect the whole world, and Australia. That's why the Government and the RBA are taking unprecedented action to stimulate the Australian economy.

At Highlands Property, we can certainly see this economic stimulation starting to work. In January, first home buyers were starting to get active. Now after last week's fresh handouts and interest rate cut, they are even more active.

Local mortgage brokers tell us they are busier than for years and there are now buyers with approved finance ready to buy affordable houses. We and other agents in this tier of the market are being kept busy with these buyers. So if you have a house in the \$250,000 to \$350,000 price range and you have been wanting to sell, now might be a window of opportunity whilst the first home grants are effective.

But a word of caution here about price: first home buyers have tight and absolute budget limits on what they can afford to pay; and the supply side of the market is still very competitive. So ... don't miss the opportunity by over-pricing.



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