



WINTER PROPERTY MARKET

Why the Cooler Months Can Be a Hot Opportunity

As winter settles across Perth, many people assume the property market slows down and buyers disappear until spring. While there can be fewer properties available for sale and rent, winter often presents unique opportunities for both homeowners and investors.

Less Competition, More Attention

One of the biggest advantages of selling during winter is reduced competition. With fewer properties coming to market, your home has a greater chance of standing out to active buyers. Those inspecting properties during the colder months are often highly motivated and ready to make a decision, whether due to changing family circumstances, work commitments, or investment goals.

Serious Buyers Remain Active

While some buyers choose to wait until spring, many continue their property search throughout winter. In fact, buyers who are attending inspections in the middle of winter are generally committed to purchasing rather than simply browsing. This can lead to more genuine enquiries and stronger negotiations.

Rental Demand Remains Strong

For investors, Perth's rental market continues to show resilience. Demand for quality rental accommodation remains high in many suburbs, with tenants seeking secure housing regardless of the season. Well-presented properties that are warm, comfortable, and move-in ready continue to attract strong interest.

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Winter Presentation Matters

Winter is an excellent time to showcase a property's comfort and livability. A warm, inviting home can leave a lasting impression on buyers and tenants alike. Simple improvements such as ensuring heating is working, maximising natural light, and maintaining tidy gardens can make a significant difference.

Looking Ahead

Historically, spring brings an increase in new listings. Property owners considering a sale may find winter provides an opportunity to enter the market before competition increases. With fewer homes available, buyers often have fewer options, helping quality properties attract attention.

Our View

The Perth property market continues to be supported by strong population growth, low housing supply, and ongoing demand from both owner-occupiers and investors. While every property and suburb is different, winter should not be overlooked as a time to achieve an excellent result.

Thinking about selling, leasing, or simply curious about your property's current value?

Contact the team at Peter Kuhne Real Estate for an obligation-free market update.

"Winter may bring cooler temperatures, but for many property owners, it can create some of the hottest opportunities of the year" - Jackson Slater



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PROPERTY OF THE WEEK

JUST LEASED

29 Avacodo Drive, Dianella WA 6059

\$890 per week



If you are interested in leasing your property get in contact with us today!!



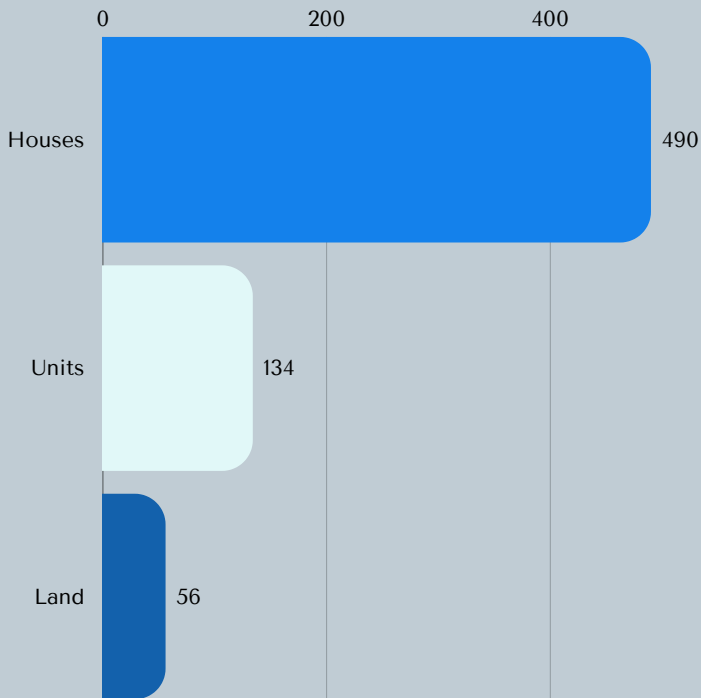
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MARKET INSIGHTS

Property Sales



Top Selling Suburbs

Morley:	14
Scarborough:	13
Baldivis:	12
Como:	10
Mandurah:	9
Maylands:	8
Yanchep:	8

Comparison

This week: 680

Four Weeks Ago: 675

Same Week Last Year: 972

Median Sales Prices



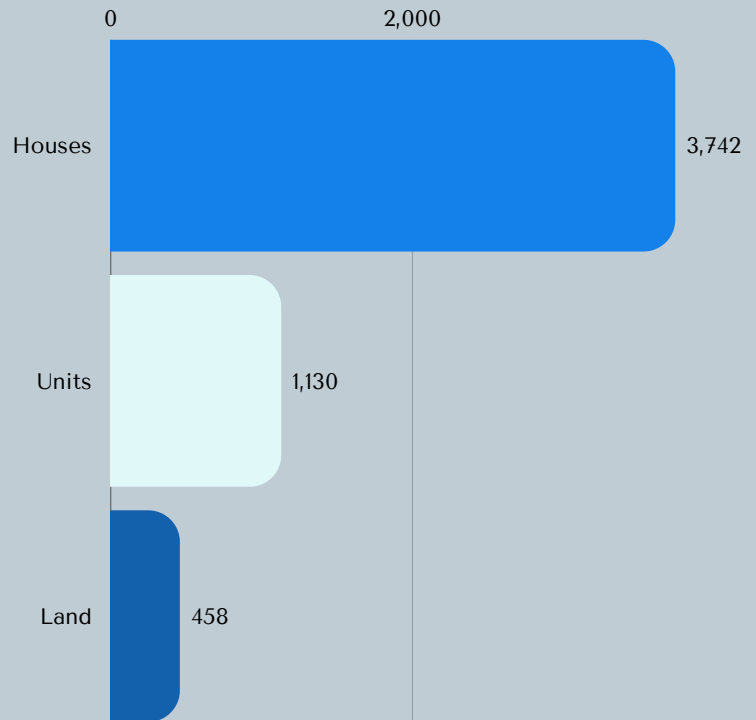
\$920,000

2BR	3BR	4BR
\$880K	\$850K	\$994K

Median Selling Days

13

Properties Listed for Sales



Comparison

This week: 5,330

Four Weeks Ago: 4,459

Same Week Last Year: 4,251

QUOTE OF THE WEEK

Don't wait to buy Real Estate. Buy Real Estate and wait.

