

## Press Release

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Heading: Interest Increases

The Peard Real Estate Group recorded a big jump in the number of people attending its open homes in January.

Peard chief executive officer Peter Peard said the increased attendance had been across all market segments.

“In mortgage-belt areas such Kinross, home opens on average are attracting seven to eight people, whereas a few months ago one or two people were attending,” he said.

“Our Mindarie office is recording very strong numbers through lower-priced properties, with one home open in Quinns Rocks recently attracting nearly 30 visitors.”

He said in more expensive suburbs such as Hillarys, agents were recording in some cases 20 people attending homes priced at more than \$1 million.

“The renewed interest in home opens is further highlighted in the mid-price suburbs by the fact that Peard recently had 60 people attending a home open in Woodvale,” he said.

“Historically, an increase in attending in home opens is a prelude to strong sales activity.”

Mr Peard said fewer homes were being listed for sale.

“This trend, combined with lower interest rates, will start to erode into the high stock levels and encourage more prospective home buyers to make a decision about buying a property sooner rather than later,” he said.