



THE **KAPRILIAN** EDIT



THE EDIT  
AUTUMN EDITION



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## A CHANGE IN PACE

Markets rarely announce their changes loudly. They arrive gradually — brisk mornings, shorter afternoons, a subtle slowing of pace. Autumn carries this same feeling. Activity does not disappear; it simply becomes more intentional.

The seasonal myth has long suggested that spring is the only moment worth waiting for. Yet experienced buyers rarely follow the calendar. They move when certainty appears, not when blossoms do.

As the market settles into autumn and winter, something interesting happens. The

urgency softens, distractions thin, and attention sharpens. Inspections feel calmer. Conversations become more considered. Decisions, when made, often carry greater conviction.

For sellers, this quieter period can reveal a different kind of advantage. Without the noise of peak-season volume, well-prepared homes are not as lost in competition — they are recognized more clearly.

Every market & season has its rhythm. Sometimes, when the pace slows just enough, the right buyers are finally able to see what was always there.

# THE WINDS OF CHANGE

The winds of change — cool and deliberate — carrying a whisper to a world long stagnant.

Proposed legislation arrives with the promise of fairness. A tightening of practice. A warning to those who have stretched the line too far. Yet as the boundary is drawn, one question lingers: has the bystander been caught in the gunfight?

The reforms move across two fronts — strengthened underquoting rules, and new guidance surrounding campaigns launched without a price.

The first is clear. Mandatory comparable sales disclosure, supported by meaningful penalties, signals the closing chapter of casual underquoting — a welcome recalibration the industry has long needed.

The second hits a different mark. Is this the stray bullet? Time will tell.

No-price campaigns have traditionally allowed free price discovery, inviting buyers to form judgement early, quietly forming confidence before commitment. If this theory proves correct, discovery may now take longer. Decision-making may become less fluid. Days on market could extend — not through lack of interest, but through a slower unfolding of certainty.

Price and time have always shared a quiet relationship. The longer a home sits, the more uncertain buyers can become. Delayed momentum can reshape perception as much as value itself. Perhaps this new world creates a future where those who understand buyers, negotiation, timing, and care for the end result may quietly begin to stand apart once again.



## RECENTLY SOLD



**SOLD - \$987,000 | 3 BED 2 BATH**  
91 HAMBLEDON HILL ROAD, GOWRIE



**SOLD \$1,130,000 | 3 BED 2 BATH**  
5/32 CHARLES STREET, WARNERS BAY



**SOLD - \$775,000 | 2 BED 2 BATH**  
1/50 LACHLAN ROAD, CARDIFF



**SOLD - \$705,000 | 2 BED 1 BATH**  
2/78 BRIGHTON AVENUE, TORONTO



**SOLD - \$995,000 | 4 BED 2 BATH**  
26 PALISADE STREET, EDGEWORTH



**SOLD - \$1,203,000 | 4 BED 2 BATH**  
OFF MARKET

# KIND WORDS



## THE KAPRILIAN EDIT

**5/32 CHARLES STREET  
WARNERS BAY**

**3 BED 2 BATH 2 CAR**

Andrew did an outstanding job selling our townhouse. He is extremely professional and kept us informed throughout the whole process.

His market knowledge and strategy was spot on. This made a significant difference in selling our property quickly and at a great price.

We would highly recommend Andrew for anyone looking for a dedicated and reliable agent.



## THE KAPRILIAN EDIT

**2/78 BRIGHTON AVENUE  
TORONTO**

**2 BED 1 BATH 1 CAR**

Various members of my family have sold with Andrew multiple times over the years. He has always been excellent at what he does.

He is professional, informative, realistic and always strives to get the best price possible.

I was more than happy to engage him to sell my mother's unit and I would not hesitate to recommend his services to anyone.

# THE ART OF NAVIGATION

With so many moving parts, there is an art to knowing which noise deserves attention and which should pass by.

Markets speak constantly — headlines, data, auction results, commentary and sentiment all competing for significance. Yet not all information carries equal weight. The role is not to gather more noise, but to interpret what truly matters.

Each piece of data becomes a move on the chessboard. Comparable sales, buyer enquiry,

inspection behaviour, interest rate expectations and seasonal rhythm only gain meaning when considered together — aligned with the needs and timing behind every decision.

Because the real question is rarely what is happening.

It is whether time becomes an ally — or an opponent. And recognising the difference often defines the outcome before the market ever declares it.



## SUMMARY

# THE ECHO OF SEASONS PAST

The market rarely changes all at once.

Instead, it leaves echoes — subtle shifts in behaviour, more considered inspections, conversations that feel different before results ever confirm it.

Every season carries traces of the one before it. What unfolded across recent months was not sudden movement, but recognition. Buyers re-engaged. Sellers returned. Momentum began to rebuild.

Within the first-home buyer bracket, activity surged as opportunity reappeared. Through the family market, limited stock became the driving force, allowing well-positioned homes to transact strongly, even if results were not universal across every campaign. Presentation and positioning proved decisive.

At the upper end around the lake, notable

sales crossed the line. The Knoll achieved \$3.6 million, though after stamp duty and fees the result still reflected the realities of a 2021 purchase. Additional sales along The Esplanade at \$2.85 million and Beryl Street, Warners Bay at \$2.35 million reinforced stability, while momentum above \$2 million appears to have eased slightly.

As we move into the current month, the defining feature is scarcity. With fewer properties available, a clear gap has emerged for homes that are thoughtfully prepared and strategically presented. In an increasingly dollar-conscious environment, this creates a window for sellers to rise above the noise — capturing attention, maximising exposure, and securing both price and conditions.

Where Better Begins...

## Continue the Conversation

Every home meets the market differently.

If you're considering a move — whether soon or simply exploring what's possible — a conversation is often where clarity begins.

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