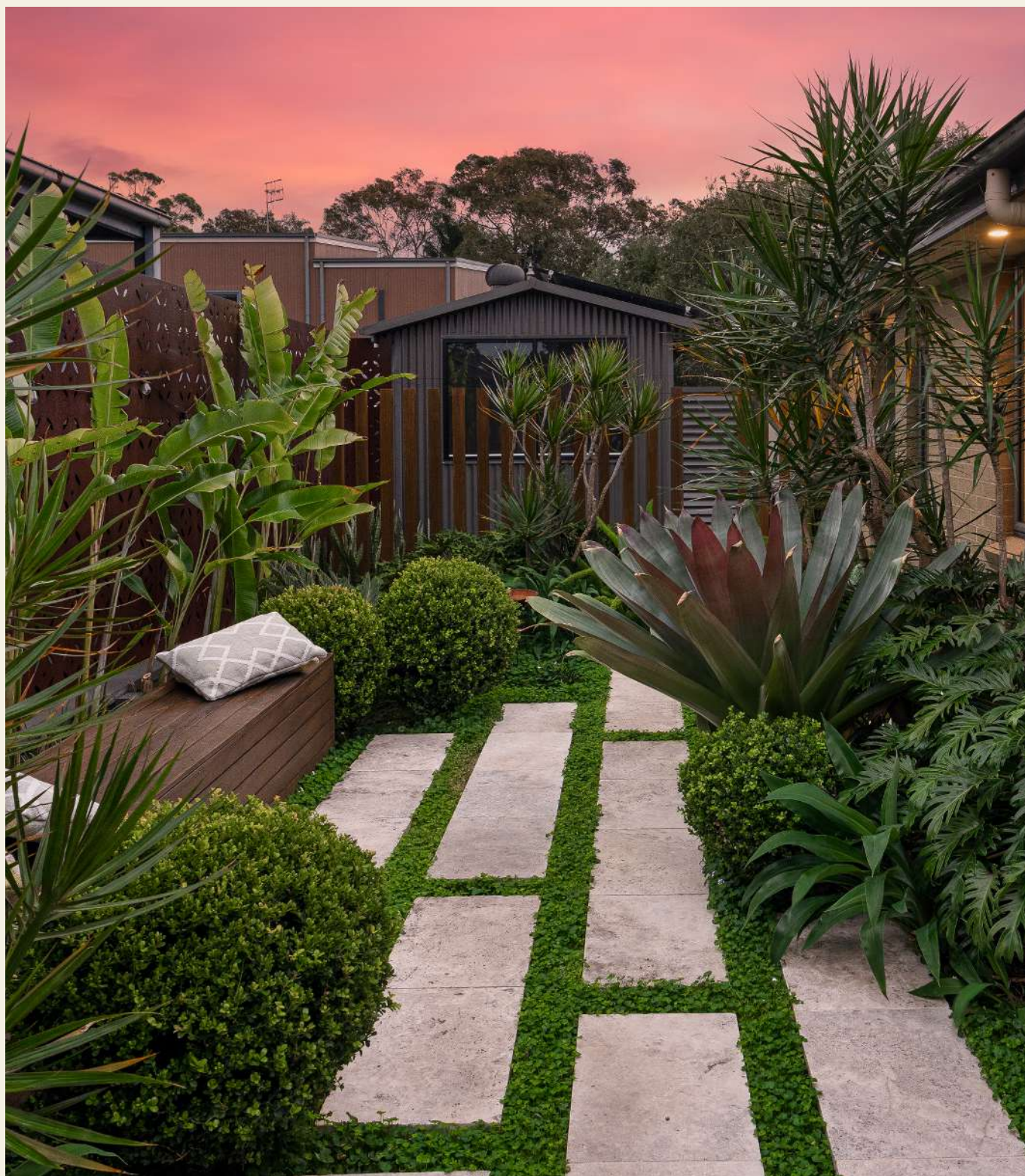




THE **KAPRILIAN** EDIT



THE EDIT
SPRING EDITION



THE EDIT | SPRING EDITION

FIRST LIGHT

Shifts emerge through subtle movement — changes in enquiry, buyers through a home, the conversations afterwards and the decisions that follow. Often, the telling signs are found in what buyers are quietly doing.

This Spring, buyer numbers are there again. Enquiry is strong, inspections on the right properties can be high, and increasingly, we are seeing buyers return for a second or third look.

Yet sentiment remains fractured.

The interest is there, but follow-through is less certain. Buyers are taking longer to

commit, weighing decisions carefully and looking for something beyond the property itself — a reason to feel comfortable moving forward.

That makes assurance increasingly important. The role of the agent is not simply to create interest, but to provide clarity and confidence that can turn interest into action.

Perhaps this is one of the quieter signs of change this Spring — the buyers have not necessarily gone anywhere; they may simply need more certainty before taking the next step.

BLOSSOM

There is something important about how a property begins. The first days can establish a rhythm that is difficult to recreate once the market has formed its view.

Initial momentum matters more than ever. Buyers are watching closely, comparing quickly and often deciding how seriously to engage before a campaign has had time to fully unfold. The early response can shape much of what follows.

And yet, this is also where optimism can become a trap.

A higher expectation can feel like a stronger position. After all, who wouldn't want to believe their property can achieve more? But optimism alone does not create an outcome. Sometimes, starting too far ahead of the market can mean the very momentum needed to achieve more is lost.

The better question may not be who is more optimistic about the price, but who you believe has the skills and understanding to achieve more.

Because achieving more is rarely about choosing the highest number at the beginning. It is about knowing where to start, understanding the response and having the experience to recognise what the market is telling you as it unfolds.

In a market where buyers are taking longer to commit, those early moments carry greater weight. The strongest campaigns are not necessarily the ones that begin with the biggest expectation, but those that create the conditions for momentum to build.

Sometimes, the most optimistic position is not the highest number. It is the clearest path to the best result.



RECENTLY SOLD



SOLD - \$1,730,000 | 5 BED 3 BATH
21 SPEERS STREET, SPEERS POINT



SOLD \$1,072,000 | 3 BED 2 BATH
3/2B EAST STREET, WARNERS BAY



SOLD - \$1,036,000 | 3 BED 2 BATH
3/37A BERKELEY STREET, SPEERS POINT



SOLD - \$607,550 | 736M2 BLOCK
26A FOURTH STREET, BOORAGUL



SOLD - \$995,000 | 3 BED 1 BATH
OFF MARKET



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

KIND WORDS



THE KAPRILIAN EDIT

**3/2B EAST STREET
WARNERS BAY**

3 BED 2 BATH 1 CAR

Andrew was great to work with for the sale of our investment home.

He is knowledgeable not just about the market but the area.

His communication is professional and we love his personal approach.

I can feel that he looks after both the vendor and the buyers to try to achieve the best outcome possible..



THE KAPRILIAN EDIT

**5/32 CHARLES STREET
WARNERS BAY**

3 BED 2 BATH 2 CAR

Andrew did an outstanding job selling our property.

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..

HAYFEVER

Some changes arrive with noise. Others appear quietly, altering the way a market behaves before we fully understand what has changed.

This Spring, one of the more meaningful changes is not in the market itself, but in the rules around how property is brought to it. New legislation has now passed through both Houses, reshaping the way agents establish, communicate and update pricing.

At its heart is a simple idea: greater clarity

around price should create greater certainty for buyers.

But markets rarely respond quite so simply.

The most meaningful change may be the one many buyers and sellers do not expect. Greater transparency may bring clearer expectations, but it may also change how properties are positioned, how buyers respond and how quickly decisions are made.

Will heightened expectations slow the market, or will buyers feel more confident?



SUMMARY

THE NEW HARVEST

Markets are rarely clearest while they are changing. Attention narrows. The landscape feels defined by the conditions immediately ahead, while the possibilities beyond them remain harder to see.

This Spring, the questions are becoming more interesting. Will strong buyer enquiry turn into motivated purchasers if fewer sellers choose to come to market? Will greater transparency around pricing improve buyer confidence, or will heightened expectations slow the roll?

And what of interest rates? Will the RBA recognise the weight of sentiment and allow conditions to settle, or will another move add further pressure to a market already adjusting to change?

None of these questions have simple answers. But perhaps there is something

reassuring in that.

The last time the market felt this uncertain was during COVID. Sentiment was difficult, conditions were changing quickly and few could have confidently predicted what followed. The market eventually found its footing, reminding us that uncertainty does not always point in the direction we expect.

That does not mean another surge is coming. Growth may be more measured this time. But it does suggest that periods of uncertainty can create opportunities that are difficult to see from within them.

Perhaps that is the nature of a new harvest. The conditions are never perfectly known, but the possibility of something better remains.

Where Better Begins.

Continue the Conversation

Every home enters the market differently. The way it is positioned can shape what follows.

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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