

Mount Warren Park & Springwood Summer Market Wrap — January Review & February Outlook

January has kicked off with clear buyer engagement across both Mount Warren Park and Springwood. While many sellers sit on the sidelines after Christmas, motivated buyers are already active, creating a timely window for homes that launch early and capture attention before competition builds later in the quarter.

Market Activity Snapshot

Mount Warren Park

New Sale Listings: 7 (↑ 65%)

A lift in new listings shows confidence returning, but overall supply remains controlled. For sellers, this means homes coming to market now are still enjoying solid visibility without being lost in oversupply.

Average Days on Market: 31.86 days (↓ 25.53%)

Homes are selling faster. Shorter selling times indicate decisive buyers and well-matched pricing — a positive signal for sellers considering a January campaign.

Average Vendor Discount: 1.24% (↓ 13.29%)

Discounting has tightened further, suggesting sellers are holding their ground and buyers are meeting expectations earlier in negotiations.

Recently Advised Sales: 10 (↑ 16.67%)

Sales activity has strengthened, confirming that demand hasn't paused over summer and transactions are continuing to flow.

Withdrawn Listings: 5 (↑ 37.5%)

Some sellers have stepped back, which reduces active competition and improves exposure for well-prepared homes that stay on the market.

Total Rental Listings: 13 (↑ 13.33%)

Rental supply remains limited, reinforcing underlying demand and continued investor interest in the area.

Springwood

New Sale Listings: 6 (↑ 72.73%)

A sharp rise in new listings, but overall numbers remain modest. Sellers who price correctly can still stand out early in the year.

Average Days on Market: 63.29 days (↑ 106.16%)

Homes are taking longer to sell, highlighting the importance of presentation and strategy. Well-positioned properties are separating themselves from slower-moving stock.

Average Vendor Discount: 0.21% (↓ 50%)

Despite longer selling times, discounting is extremely low. This points to price resilience and buyers willing to pay close to asking prices for the right homes.

Recently Advised Sales: 7 (↑ 74.07%)

Sales volumes have lifted sharply, confirming active buyer enquiry even as stock levels shift.

Withdrawn Listings: 15 (↑ 50%)

Higher withdrawals suggest some sellers are opting to wait, reducing competition for those prepared to move forward now.

Total Rental Listings: 49 (↑ 7.55%)

Rental availability remains tight relative to demand, supporting continued buyer and investor interest.

What These Numbers Are Telling Us

Across both suburbs, January is showing committed buyers, low discounting, and selective competition. While some sellers are testing the market or withdrawing, those who list with a clear plan are benefiting from reduced noise and motivated enquiry.

Why January Is One of the Best Times to Sell

January sellers face less competition, fresher buyer demand, and stronger negotiation positions. Many buyers have finance organised and want to act before the market becomes busier in late summer and early autumn. Listing now allows sellers to set the tone, rather than chasing it later.

Looking Ahead

As we move into February, listing volumes are expected to rise. Sellers who act early are best placed to capitalise on buyer urgency before choice increases. Preparation, pricing accuracy, and timing will be key to achieving strong outcomes in the weeks ahead.

"Spring is always a time of opportunity — and this year, local buyers are well-prepared and ready to move. Presentation and pricing remain key to standing out in these active markets."

Adam Randell – Lead Sales Agent

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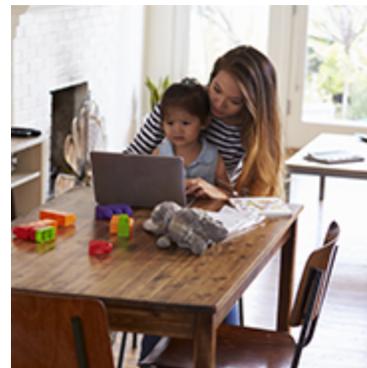
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