

Bahrs Scrub Summer Market Wrap — January Review & February Outlook

January brings a fresh start to the Bahrs Scrub property market, and summer conditions are working in sellers' favour. With many buyers active early in the year and fewer homes coming online, well-prepared properties are standing out while competition remains contained.

Market Activity Snapshot (Last 30 Days)

New Sale Listings: 11 → (0%)

Stock levels have held steady through January. With no surge of new listings, sellers benefit from clearer visibility and less competition for buyer attention.

Average Days on Market: 67.22 days ↑ (39.9%)

Homes are taking longer to sell, signalling that buyers are selective. For sellers, this highlights the importance of pricing correctly and launching with strong presentation to capture early interest.

Average Vendor Discount: -2.79% ↓ (165.71%)

Discounting has deepened compared to the prior period. This reflects negotiation in the market, but it also shows that realistic pricing is key—homes positioned well from day one are better placed to minimise reductions.

Recently Advised Sales: 4 ↑ (60%)

Sales activity has lifted, even with modest listing numbers. Buyers are transacting when the right property comes along, reinforcing that demand is still present for well-matched homes.

Recently Withdrawn Listings: 26 ↑ (52.94%)

More properties are being withdrawn, often a sign of missed pricing or timing expectations. Sellers who list strategically in January can avoid this outcome by aligning with current buyer sentiment.

Total Rental Listings: 59 → (0%)

Rental supply has remained unchanged. While rental demand data isn't provided, steady listings continue to support underlying interest from investors monitoring the area.

What These Numbers Are Telling Us

Bahrs Scrub is in a measured summer market. Buyers are active but cautious, and they're responding best to homes that are priced correctly and marketed confidently. Stable stock levels mean less noise, giving motivated sellers a genuine opportunity to stand out early in

the year.

Why January Is Powerful for Sellers

January buyers are typically decisive—many are relocating, upsizing, or keen to secure a home before the year fully ramps up. With no spike in new listings and sales activity rising, sellers who act now can capture attention before more stock emerges later in the quarter. A well-timed January launch sets the tone while others are still waiting to "see how the year goes".

Looking Ahead

As we move into February, buyer enquiry is expected to remain steady, with competition gradually increasing as more sellers prepare for autumn. The next 30–60 days favour sellers who are proactive, well-priced, and ready to meet the market.

"Spring has always been about opportunity — and right now, Bahrs Scrub sellers are seeing it firsthand. With faster turnarounds and confident buyers, it's an ideal time to make your move."

Stacey Shepherd – Lead Sales Agent

Stacey Shepherd, your local real estate expert, is here to guide you through the selling process and help you achieve your property goals.

Reach out to our team today for a free appraisal update to find out what your property may be worth – your perfect buyer may already be looking.



Stacey Shepherd

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