

Holmview & Edens Landing Summer Market Wrap — January Review & February Outlook

January has delivered exactly what motivated sellers look for: focused buyers, reduced competition and faster decision-making. With many homeowners still on holidays and fewer properties launching, Summer has created a clear window of opportunity across Holmview and Edens Landing.

Market Activity Snapshot

Holmview

New Sale Listings: 4 ↓

Down 73.33% on the previous 30 days

Fewer new listings mean less competition. January sellers are enjoying stronger visibility and more buyer attention per listing.

Average Days on Market: 33.81 days ↓

Improved by 59.93%

Homes are selling significantly faster, signalling decisive buyers active early in the year.

Average Vendor Discount: -6.39% ↑

Wider than last month

Buyers are negotiating, but well-presented homes priced correctly are still transacting, particularly where competition is limited.

Recently Advised Sales: 3 ↑

Up 80%

Sales activity lifted despite fewer listings, reinforcing that buyer demand is present.

Recently Withdrawn Listings: 17 ↑

Up 30.77%

Some sellers exited before peak buyer enquiry — highlighting the advantage for those who stay the course or list now with intent.

Total Rental Listings: 45 ↑

Up 25%

Rental movement continues to support investor interest and buyer depth.

Edens Landing

New Sale Listings: 6 ↓

Down 14.29%

Stock levels remain controlled, keeping competition manageable for sellers.

Average Days on Market: 21.5 days ↑.

Up from a very low base

Even with an increase, properties are still selling within three weeks — fast by any standard.

Average Vendor Discount: 0.87% ↑.

Minimal discounting shows buyers are meeting the market when value is clear.

Recently Advised Sales: 2 ↑.

Up 66.67%

Sales volumes lifted, confirming buyer engagement through January.

Recently Withdrawn Listings: 4 ↑.

Up 66.67%

A reminder that strategy matters — the sellers succeeding are those pricing and presenting for current conditions.

Total Rental Listings: 15 ↑.

Up 34.78%

Continued rental demand underpins confidence from investors and first-time buyers alike.

What These Numbers Are Telling Us

Across both suburbs, January has delivered lower listing volumes, faster selling times and steady sales activity. Buyers are active, decisive and less distracted — while many potential sellers are waiting until later in the year. That imbalance creates leverage for those who act now.

Why January Is Powerful for Sellers

January consistently rewards proactive sellers. With fewer homes on the market, listings stand out more, inspections face less competition, and buyers motivated to "start the year right" are prepared to move quickly. Waiting until February or March often means competing against a surge of new stock.

Looking Ahead

As we move into February, listing numbers are expected to rise. Sellers who act early can capitalise on current buyer urgency before competition increases. Preparation, pricing accuracy and strong presentation will remain key over the next 30–60 days.

"Spring always brings new energy to Edens Landing. We're seeing genuine buyers ready to act fast on homes that present well — it's an exciting time for sellers who are prepared to move."

Tracey Wells – Lead Sales Agent

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