

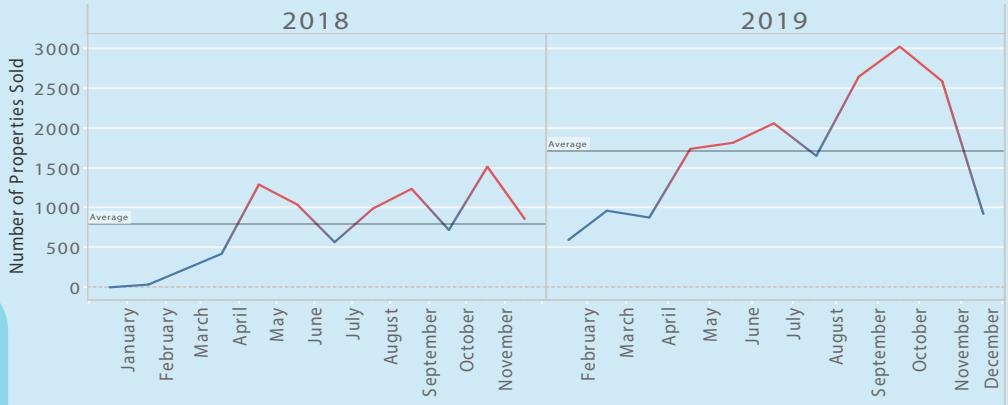
# MELBOURNE REAL ESTATE

Key Findings



## WHEN TO BUY OR SELL?

The property demand increased during **winter** to the highest in **spring** and reduced in **summer**



The period from **September to November** accounts for approximately **40%** of the total sales of the year

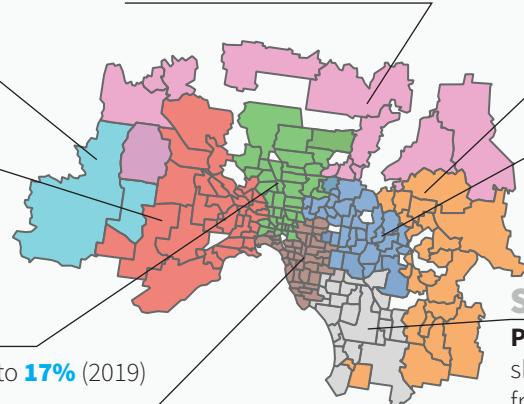
## WHERE TO BUY AND SELL?

### Western Victoria

Houses' price gradually increased from 2018 to 2020.

### Western Metropolitan

Price is predicted to **decrease overall**, but **townhouses**' price is predicted to gradually and stably **increase**.



### Northern Metropolitan

Demand of **units** increased from **14%** (2018) to **17%** (2019) of the properties sold during the year.

### Eastern Victoria

Houses' price gradually increased from 2018 to 2020.

### Eastern Metropolitan

Units' price gradually increased from 2018 to 2020.

### South-Eastern Metropolitan

**Price trend** was **unstable** but showed a strong **growth in price** of **2.93%** from 2019 - 2020 overall.

### Southern Metropolitan

Top **1** region having the highest price. High chance of **price growing** rate, especially for **houses**. Demand of **units** increased from **17%** (2018) to **24%** (2019) of the properties sold during the year.



## WILL THE REAL ESTATE MARKET BUBBLE POP?



No, price are expected to rise for the next several years → **safe to invest**

But slow increase in demand → **delay in selling properties**

