

## Albany Market

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Momentum is caused by confidence and at the moment we are seeing an increase in enquiry and sales. Great weather over January and plenty more people around generate energy which gives the town a buzz. Cruise ships arriving, families on holidays and tourists from afar help create this. To me that's a great thing and from the people I have spoken to it has encouraged people to spend mainly in retail and certainly in property.

The federal government is busy working out ways how to hand out money to assist Australians and the reserve bank has reduced rates to it's lowest since 1964 to ease the burdon on mortgage holders.

The real estate market is part of a cycle and if you look at history you will see that the next part of the cycle is likely to see an increase in property sales followed by an increase in building approvals and then a return of confidence from businesses. While we are not immune from everything that is happening around the world it really does depend on your perspective on things. If you think it's all doom and gloom it will be.

For me Albany is a wonderful town with many opportunities and a great place to call home. Remember positive experiences create positive momentum and that momentum creates even more wonderful experiences. Buying property should be one of the most positive experiences you have and there is never a better time. Visit [www.merrifield.com.au](http://www.merrifield.com.au) for the latest properties, expert opinions and hints and tips and you will get that positive experience.