Monthly Newsletter SEPTEMBER Issue 2026

Shop 1/568 Forest Road, Penshurst
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Property Market: Keeping You Updated

Rented:
411/26 Cambridge St Epping
73 Woodlands Ave Lugarno
B08/3-5 Porter St Ryde

For rent:
B03/3-5 Porter St Ryde
1/2-4 Montgomery St Miranda

For sale:
105/57-59 Trafalgar St Peakhurst
5/26-28 Gover St Peakhurst

Featured Property

1 bed / 1 bath / 1 car

Contact: Olive Li
Phone: 0424 873 428

105/57-59 Trafalgar St, Peakhurst
Offers Invited

- Full brick apartment opposite Peakhurst Park, total area $84m^2$
- Large bedroom with BIR and access to balcony
- Sunny combined lounge/dining room with tiled floor and air conditioner opens onto a large undercoverbalcony
- Open plan kitchen with stone benchtops and splashback, natural gas cook tops and dishwasher
- Modern bathroom with tiles to the ceiling, internal laundry
- Security car space plus big storage cage
- Within Peakhurst Public School catchment
- Strata approx. $882, council $442, water on separate meter

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OPAC realty

3 ways home sellers can succeed in tough property markets

Vendors are finding it tougher to sell homes across the country as property prices cool and buyers spend more time to make a decision, but experts say there are three factors that can help sellers get a strong sale. It comes as properties are also staying on the market longer, auction clearance rates are softer, and vendors have had to adjust their price expectations.

Nail the presentation and make buyers fall in love

When buyers have more choice and are less concerned about missing out, presentation is critical. “It needs to be a bit more compelling; it needs to be a bit more competitive,” he said. Sellers should focus on strong visual presentation, and making it easy for buyers to do their due diligence, such as having a building and pest report ready to go. Presentation should also appeal to the senses, with effective lighting and scents, while kerb appeal, including the lawn, letterbox and driveway, should not be overlooked.

Win the marketing battle for buyers’ attention

Nowadays, buyers are consuming enormous amounts of content and sellers only have a small window to make a lasting impression. A strong image, professional photography and clear messaging about the location perks could help a listing stand out. Property walkthrough videos are increasingly valuable, he said, offering buyers a more authentic glimpse into the property.

Have realistic price expectations

Lastly, having realistic pricing was crucial, as buyers have more choice and will quickly eliminate properties that are outside their budget. Sellers should research recent comparable sales to build a clear picture of the market value of their property. Price was one of the first filters buyers used when shortlisting properties, so unrealistic expectations could quickly rule a home out.

Capital gains tax: Why do we pay it? How will the changes affect you?

Capital gains tax has become a hot topic in property amid the introduction of significant reforms to property investment taxation announced in the 2026 Federal Budget.

What is it? CGT is a tax paid on the profits made when disposing of assets. In Australia, that includes anything from investment properties and cars to shares, cryptocurrency, land, managed investments and even collectibles like art and jewelry.

From 1 July next year, a new regime will be applied to all assets, residential property included.

Treasurer Jim Chalmers confirmed the change is meant to “help rebalance a system where house prices have decoupled from incomes", while better leveling the playing field between investors and first-home buyers. Investors will be taxed on the 'above-inflation' gain on their asset, rather than on half of the total gain as per the old system.

Weighing up best and worst cases

New South Wales-based mortgage broker Jen Hughes says for clients unsure about what the tax changes meant for them should seek expert advice and run the numbers on the best and worst of all scenarios.

“Usually, when a client owns property and they're thinking about selling it, whether it's a property or shares, I think they're always thinking in terms of what are the rules today and getting that advice early before they make any property investment choices,” she adds.

“As you go to sell an investment property, we always take the potential CGT into consideration for funds to complete.”

Property market impacts

The property market will likely be significantly impacted in the 12 months once the changes come into effect, Mr Koulizos says. “But then after that, people will get used to it. But there are other things that play in the property market. It's not just the CGT,” he explains.

As rules changes, buyers are rumoured to be setting their sights on commercial property investment as an alternative, while others may place residential property into a company name where the company tax rate is only 25%.