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# Boon for buyers

IPSWICH and Redbank Plains are set to sizzle as astute buyers prepare to pounce on properties that cash-strapped owners will be forced to sell to make ends meet.

Independent property valuer and real estate consumer advocate Iain Herriot said economic pressures could soon trigger a turn in the market, signalling a comeback for shrewd investors to slip in and snap up a bargain.

"As the money belt keeps tightening, Ipswich and Redbank Plains homeowners who have overextended themselves will be desperate to offload their properties, with other cashed-up buyers

who have held on to their money predicted to get a great deal in the next 12 to 18 months," Mr Herriot said.

"Rather than rushing in when prices start to fall, I recommend potential purchasers be patient and wait a little longer to snare themselves a bargain.

"The credit squeeze is on, banks have tightened lending policies and the higher cost of living has turned many would-be purchasers away from real estate. The net effect is no market demand and a subsequent drop in prices.

"Falling prices are devastating for the seller but they're a boon for buyers."