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Alison Cork: "Quiet before the storm"



From ITV's *Homes & Property* and *Don't Move, Improve!*, property expert Alison Cork takes a look at the state of the housing market and tips where it is heading and when you should buy or sell

So often, property seems to me to be about smoke and mirrors – not so much what is actually happening, but what people try to persuade you is happening.

It's all about statistics and manipulation of data. Never more so than with property price indexes, which tend to be published three months in arrears and thus don't

really give a true and current picture of the market place.

So where are we? What is really happening, and is the market in an unstoppable freefall as we're being led to believe.

A pricing problem

My opinion is that the immediate problem is not actually about falling prices. The issue is that we're all caught in the aspic of indecision.

People with a property to sell are reluctant to accept that prices have softened – never mind that no one is viewing in any case.

Those renting would love to buy, but still can't quite see the bargain they're expecting, and are holding back in the hope that prices crash further.

And those who are simply cash rich opportunists continue to circle, making silly offers and working on the assumption that what counts is not the nine women who slap you in the face when propositioned, it's the one who says yes.

by Alison Cork, 23 May 2008

Alison Cork is the founder of online lifestyle magazine Homes & Bargains and home improvement directory Problem Solved

Next: Find out how long Alison expects the limbo state to last >>

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