


Property Brokers

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Real Estate with

Debbie White

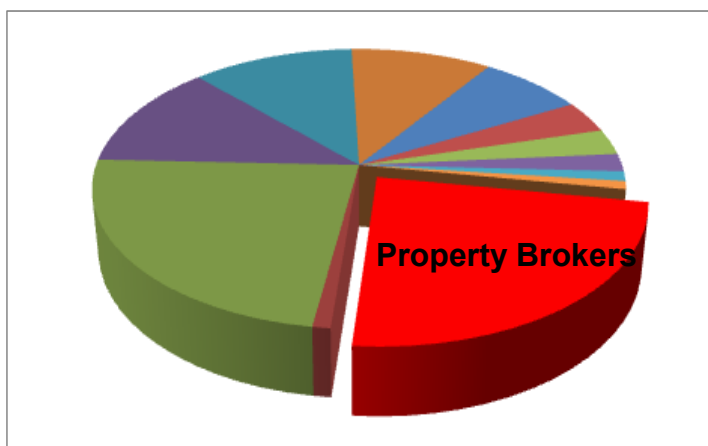


Property Brokers Limited MREINZ
Licensed under the Real Estate Agents Act 2008

January/February 2013

HASTINGS 06 878 3878 HAVELOCK NORTH 06 877 7161 NAPIER 06 834 4255
TARADALE 06 845 9101 CLIVE & COASTAL 06 872 6015 WAIPUKURAU 06 858

Napier & Taradale Sales July - December 2012



Disclaimer: The figures collated above have been derived from REINZ statistics. Their accuracy cannot be guaranteed for any error, omission or misdescription

From the desk of Debbie

Listings are less plentiful than last year which is a positive aspect as far as sellers expectations are concerned because they could achieve a premium sale. Customers are competing once again for some of our listings which is good for our vendors. Property Brokers have one of the largest sales teams in the Napier/Taradale area with each of our sale consultants working with a large percentage of the buyers in the market at any one time.

I currently have unsatisfied buyers that have missed out on properties due to multiple offers on the property they wanted.

If you know of anyone considering a real estate decision, you are welcome to suggest they call me for free no obligation advice.

Debbie

Fix or Float? The continuing story.....

There's a great calculator on the [interest.co.nz](http://www.interest.co.nz) website that can help you assess whether you should stay on a floating mortgage rate or change to a fixed rate. It works out the cost of floating using the assumed size and timing of rises in the OCR that the financial markets assume. However, it is only designed to 'help' you make a decision. Please note that it does not take all factors into account. For a full and proper assessment related to your specific circumstances, you should seek professional advice from a qualified person.

<http://www.interest.co.nz/calculators/55377/should-you-fix-or-stay-floating>



Putting it into perspective

The annual Demographia International Housing Affordability Survey is conducted in 337 metropolitan markets in 7 countries, one of which is New Zealand. The affordability rating employs the "Median Multiple" (median house price divided by gross before tax annual median household income) to rate housing affordability. The lower the Median Multiple the more affordable housing is. So, how does New Zealand compare to the 6 other surveyed countries in the latest survey?

	Affordable 3.0 & under	Moderately Unaffordable 3.1 - 4.0	Seriously Unaffordable 4.1 - 5.0	Severely Unaffordable 5.1 & above	Total	Median Multiple
Australia	0	0	9	30	39	5.6
Canada	8	17	4	6	35	3.6
Hong Kong	0	0	0	1	1	13.5
Ireland	1	4	0	0	5	3.2
New Zealand	0	0	3	5	8	5.3
UK	0	2	14	17	33	5.1
USA	100	87	13	16	216	3.1
TOTAL	109	110	43	75	337	

www.propertybrokers.co.nz

www.debbiewhite.co.nz



**NZ Realtors
Network LTD**

Real estate with Debbie White

Residential Sales - Napier/Taradale, December 2012

	Dwellings	Sections
Number of sales	67	1
Value of sales	\$22,716,400	\$411,000
Median list price	\$297,500	
Median sell price	\$312,500	
Median days to sell	43	91
Median valuation	\$300,000	
Freehold	61	
Leasehold	2	
Dwellings	2 bedrooms 10	3 bedrooms 37
	4 bedrooms 12	5+ bedrooms 6



"If the seller is willing to replace the roof, add a deck, put in a fireplace and an indoor pool, extend the livingroom fifteen feet and move the whole place to the other side of town, then we're definitely interested!"

Property of the Week

18 Chelsea Dr, Taradale



- ◇ 600m2 land area
- ◇ 149m2 floor area
- ◇ 3 bedrooms, ensuite
- ◇ Garage
- ◇ BEO \$363,000

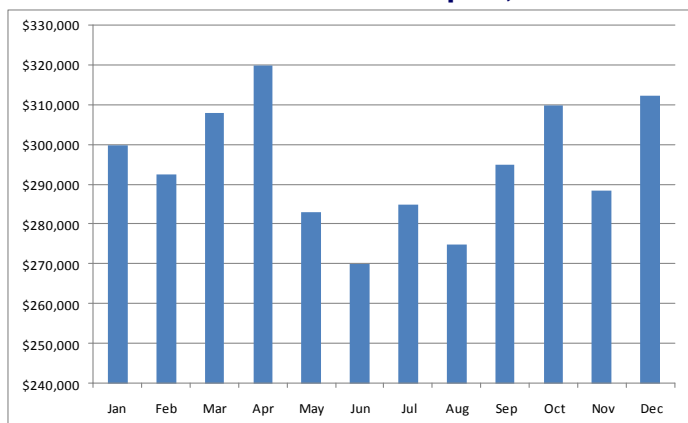
Viewing by Appointment
Call Debbie on 027 440 7607

Selling Price Distribution Napier, December 2012

The chart below shows how many properties sold in each price bracket in December. Two points are of interest: These figures indicate an increase in investors and first home buyers getting into the market with quite strong activity around the \$225k - \$275k price area, and nearly a third of all sales were in the \$400k and above bracket

\$75k - \$99k	1	\$300k - \$324k	6
\$100k - \$124k	0	\$325k - \$349k	5
\$125k - \$149k	2	\$350k - \$374k	2
\$150k - \$174k	2	\$375k - \$399k	4
\$175k - \$199k	5	\$400k - \$499k	10
\$200k - \$224k	2	\$500k - \$599k	7
\$225k - \$249k	9	\$600k - \$699k	2
\$250k - \$274k	5	\$700k - \$799k	1
\$275k - \$299k	4	\$800k and above	0

Median Sale Price - Napier, 2012



2012 was a substantially better year than 2011 for real estate sales in Napier. In 2011 there were 869 residential sales which averages 72 per month. 2012 saw that figure increase to 1054 sales or 88 per month. That's a 21% increase. While monthly sales fell as low as 49 and didn't break 100 in 2011, last year we saw three months where sales exceeded 100, and the lowest monthly sales figure was 67 in December.

Interested in receiving an appraisal of your property?

Give me a call to make a time

Debbie White
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