



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

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TARADALE 06 845 9101 CLIVE & COASTAL 06 872 6015 WAIPIKURAU 06 858 7280

From the desk of Debbie

Well hasn't time flown! Spring is in the air and Christmas isn't too far away again. The sunshine brings out all those buyers, so if you are thinking of selling NOW is the time to do it, before we get too close to Christmas. People are always looking for a change during the spring months—a chance to rejuvenate and blow away those winter blues.

We are still listing and selling homes at excellent prices and if you would like an idea of how much your property would be worth give me a call and I will pop around and give you my opinion. You may be pleasantly surprised! There is a shortage of listings currently and if you list now, there could be a better result for you as the buyer demand is high right now.

The website www.realestate.co.nz has a very good article on the ins and outs of auctions: In Auctions, you can determine the purchase price through competitive bidding. By doing this, you know you are negotiating fairly and on the same terms as all other buyers while you all openly compete with one another.

However, there are a few important things to bear in mind and steps to follow, to ensure you are 100% prepared for auction day as a buyer. Here are a few guidelines to follow:



- Do your homework: start attending auctions as an observer - this will give you a better understanding of the auction process.
- Ask questions: if you're unsure of how the auction process works, ask your real estate agent for advice.
- Make sure all the t's are crossed: have your solicitor examine the Contract of Sale prior to the auction to ensure everything is in order. Also have any building and/or pest inspections carried out prior to auction day.
- Get your finances in order: you should know exactly how much you can spend on auction day - and, most importantly, you need to stick to your limit on the day. If you're the successful bidder, you will be required to pay a deposit on the spot, usually 10% of the purchase price - so make sure you have the funds available.
- Register to bid: if you register with the company prior to auction day, the agent will be able to keep you informed of progress during the marketing phase leading up to the day.
- Come prepared: on auction day arrive at the auction venue early, with cheque book in hand. Position yourself so you are close to the auctioneer, but have a clear view of other bidders also.



When you are ready to bid, do so with confidence. However, if you don't feel confident about bidding, you can arrange a buyers' agent to do the job for you. Ask your real estate agent for advice in this regard.

- Going once, going twice...: if yours is the successful final bid, congratulations! You will then be required to sign a contract and pay your deposit immediately. The balance of the purchase price will be paid on settlement. If you'd like more information give me a call, I would be happy to help.



Real estate with Debbie White

The chart below outlines the 10 year trend in residential property sales for the month of July in Napier / Taradale. It's interesting to note that July sales volumes and median sell price figures are now similar to the figures we were seeing in 2006

July	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	141	118	90	105	85	115	66	90	106	103
Median Sell Price	\$237,000	\$279,500	\$297,500	\$315,000	\$315,000	\$277,000	\$287,000	\$283,500	\$285,000	\$295,000

Sales by Suburb

Tamatea lead the way in July with 16 sales, closely followed by Taradale

Ahuriri	2
Awatoto	2
Bay View	2
Bluff Hill	10
Greenmeadows	8
Hospital Hill	5
Maraenui	2
Marewa	6
Meeanee	1
Napier City	11
Onekawa	13
Pirimai	8
Poraiti	2
Tamatea	16
Taradale	14
Westshore	2

Commentary

Sales volumes in Hawkes Bay rose by over 40% compared to June, rising strongly in Napier and Dannevirke. The increase in July reflects a bounce back from weak sales in June. Compared to July 2012 sales volumes increased by 8% with sales falling slightly in Napier but rising across the rest of the region

The median price increased by \$5,500 compared to a year ago, with prices increasing most in Napier, but falling in Hastings. Compared to June the median price increased by \$3,500 with prices again rising in Napier but falling in Hastings.

The median days to sell for Hawkes Bay eased by four days to 49 compared to June. The number of days to sell improved by 13 days compared to July 2012. Over the past 10 years the median number of days to sell for Hawkes Bay in July has been 49

REINZ Chief Executive Helen O'Sullivan noted that "an increasing shortage of listings in the most popular price brackets is limiting choice for buyers, coupled with rising expectations from vendors. Compared to last year there are more first home buyers and investors in the market"

The median price and sales volume trends continue to ease, however the days to sell trend is now improving, although overall the trend for the region continues to ease

Do you know of a home, to suit these buyers?

Family looking to relocate, they need:

- 4 bedrooms with ensuite
- 2 living areas
- Decent sized section

They would quite like something in Greenmeadows and are willing to spend \$450,000-\$500,000

Father and daughter looking for:

- Greenmeadows location
- Up to \$330,000

Lady is looking for:

- 3 bedroom home
- Up to \$290,000

Family looking for:

- 3 to 4 bedroom low maintenance home
- Double garage Up to \$350,000

Interested in receiving an appraisal of your property? Please call me to make a time.

Debbie White
RESIDENTIAL CONSULTANT

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