


Property Brokers

This is Property Brokers' Country!

Licensed under the REAA 2008

Real Estate with **Debbie White**



15 MILLION DOLLAR CLUB

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

November 2013

HASTINGS 06 878 3878 HAVELOCK NORTH 06 877 7161 NAPIER 06 834 4255
TARADALE 06 845 9101 CLIVE & COASTAL 06 872 6015 WAIPIKURAU 06 858 7280

From the desk of Debbie

I am happy to say that I am now in my 14th year of real estate — the last three and a half years with Property Brokers. I am proud of the achievements I consistently attain, it places me in the top echelons of salespeople within Property Brokers Real Estate.

Achieving these results year after year is built on the successful results I achieve for my vendors who entrust me to market and sell their property. To be successful in this industry you have to work hard, be knowledgeable, keep vendors informed every step of the way when marketing their property and bring both seller and buyer together to achieve a 'win win' solution. I am good at what I do and my sales, month after month—year after year, are testament to this fact.

If you are considering coming to the market with your property, why not use my skills and experience, particularly my skill at closing sales to achieve a successful result for you. I'm sure you will be happy with the result.



IT'S STILL POSSIBLE TO BUY A HOME WITH ONLY A **10% DEPOSIT**

Property Brokers is having two 1st homebuyers seminars:

6.00pm – 7.00pm Tuesday 26th November at Westpac Napier

6.00pm – 7.00pm Thursday 28th November at Westpac Hastings

These are "must attend" seminars if you're wanting to buy your first home. Register now by calling **873 0135**

Total Hawkes Bay Residential Property Sales for the year ended October 2013

Period	Sales#	TotalSales	MedianList	MedianSales	MedianSalePrcChg	%Auction	%Tender	%Other
Nov 2012	215	63,586,378	302,526	275,000	6.38 %	3.26 %	0.93 %	95.81 %
Dec 2012	178	49,897,710	259,110	253,250	-7.91 %	3.93 %	6.74 %	89.33 %
Jan 2013	174	52,552,361	295,196	272,500	7.60 %	1.15 %	0.57 %	98.28 %
Feb 2013	214	67,790,499	304,346	284,250	4.31 %	5.14 %	2.80 %	92.06 %
Mar 2013	211	67,095,595	300,739	282,000	-0.79 %	3.79 %	3.32 %	92.89 %
Apr 2013	194	58,826,743	283,159	277,000	-1.77 %	5.67 %	3.09 %	91.24 %
May 2013	239	71,725,850	299,971	285,000	2.89 %	3.35 %	2.09 %	94.56 %
Jun 2013	162	47,502,012	286,975	271,500	-4.74 %	4.32 %	1.23 %	94.44 %
Jul 2013	227	63,692,495	274,854	275,000	1.29 %	2.64 %	1.76 %	95.59 %
Aug 2013	221	65,670,770	284,462	295,000	7.27 %	4.07 %	2.71 %	93.21 %
Sep 2013	198	59,417,340	271,653	268,750	-8.90 %	5.05 %	3.54 %	91.41 %
Oct 2013	197	58,554,350	295,715	270,000	0.47 %	4.57 %	1.52 %	93.91 %
Total	2,430	\$726,312,103						

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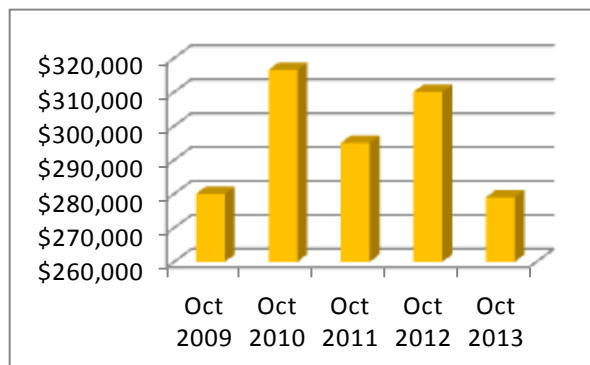
www.debbiewhite.co.nz



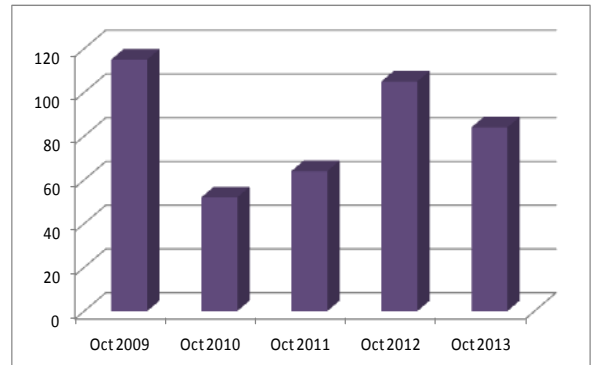
**NZ Realtors
Network LTD**

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Napier Median Sale Price
Last 5 years



Napier Total Sales
Last 5 years



Commentary

Sales volumes in Hawkes Bay eased by .05% compared to September with volumes rising in Napier and Hastings but falling elsewhere in the region. Compared to October 2012 sales volumes fell by 14%

The median price increased by \$11,500 (+4.4%) compared to October 2012 with prices increasing in Hastings and Hawkes Bay Country, but falling elsewhere in the region.

The median days to sell for Hawkes Bay improved by one day compared to September, dropping to 41 days. Over the past 10 years the median number of days to sell for the Hawkes Bay Region has been 42 days

REINZ Chief Executive Helen O'Sullivan noted that, "both buyers and sellers are betwixed and between with uncertainty about the impact of the Loan Value Ratio restrictions. Listings continue to be in short supply, however, attendances at Open Homes have softened indicating that buyers are less active than previously"

The median price trend remains steady, however the sales volume trend has eased further. The overall trend for the region is now easing

Property of the Week

153 Milton Road, Bluff Hill



- ◇ 646m² land area
- ◇ 230m² floor area
- ◇ 3 bedrooms, study
- ◇ Double garage
- ◇ High \$400,000's

Open Home Sunday 3.30-4.00pm
Debbie White on 027 440 7607

You might get this question next time you're at a pub quiz

Q What is the most common street name in New Zealand?

A King Street

Incidentally the most common surname in NZ is Smith so if you know a Smith who lives in King Street, they probably get other peoples mail

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

Debbie White
RESIDENTIAL CONSULTANT

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