


Real Estate with  
**Debbie White**

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

**December 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 7280



# Merry Christmas



## From the desk of Debbie

What a fantastic year I have had in Real Estate for 2013, with company recognition at our Oscar awards in Havelock North on Thursday night. I was named in the Top 10 Listers and Earners.

Thank you to all my past and present clients for making this achievement possible.

I wish you all a very Happy Christmas and a prosperous New Year. Enjoy your time catching up with family and friends. Relax and unwind.

I am only a phone call away over the festive season so don't hesitate to call me with any of your real estate enquiries.

I really do appreciate your business and I look forward to working with you in 2014.

## The National Numbers

**8253** Total sales nationwide in November

**358** Sales difference to last month

**5%** Sales difference to last month

**81980** Total Sales Year to Date

## The Napier / Taradale Numbers

**86** Total sales in November

**1** Sales difference to last month

**1%** Sales difference to last month

**1010** Total Sales Year to Date

## Going Away For Christmas?

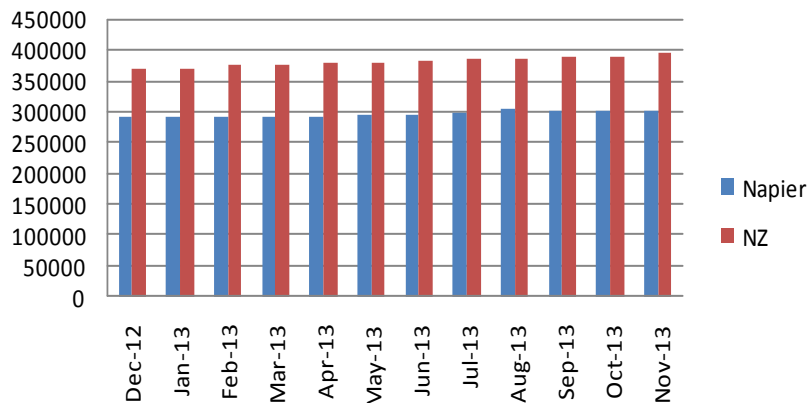
**Don't advertise your absence. Here are some things you should do before you head away**

- Cancel the newspaper
- Arrange for someone to collect the mail
- Leave blinds and curtains open
- Tell friends and neighbours you're going away, when you'll be back and who they may see coming to the house
- Arrange for a friend or neighbour to park their car in your driveway
- Leave a radio on low
- Don't mention on your answering machine that you're away
- Don't leave spare keys hidden outside your home
- Check all windows, doors, sheds and the garage are closed and locked
- Use an automatic timer to turn a lamp on in the house in the evening to give the appearance someone is home



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## Median Sale Price



The graph shows the median selling price for Napier and Taradale properties over the past 12 months (blue), relative to the median selling price for all New Zealand residential properties (red). Whereas the local median has increased by 3.4%, nationally that figure is 11.2%, brought about by strong real estate activity in our two largest cities

## Commentary

Sales volumes in Hawkes Bay improved by 6.6% compared to October with volumes rising in Hawkes Bay Country, Dannevirke and Napier. Compared to November 2012 sales volumes fell by 2.3% with sales falling in Napier and Hastings, but rising elsewhere across the region.

The median price fell by \$2500 compared to October, with prices falling in HB Country and Hastings, but rising in Napier. Compared to November 2012 the median price fell by \$7500 with prices falling in Hastings but rising in other Hawkes Bay regions although on small volumes

REINZ Chief Executive Helen O'Sullivan noted that, "there has been a big drop in first home buyers in the market, with investor enquiry steady. However the easing of prices is making vendors uncertain".

The median price trend remains steady, however the sales volume trend has eased further and is now one of the weakest sales volume trends in New Zealand.

## Staging

Preparing a property for sale is critical. US figures show that:

- Staged homes sell on average for 17% more than non-staged homes
- Sellers who spent \$500 on staging their home recovered over 343% of the cost
- In controlled tests selling identical homes, professionally staged vs. those not staged, the non-staged houses sold in 102 days, while the staged houses sold in 45 days. For more go to:

<http://homestaging.about.com/od/hsr/a/Did-You-Know.htm>



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

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