



This is Property Brokers' Country!

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Real Estate with

Debbie White



Property Brokers Limited MREINZ
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May 2015

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

From the desk of Debbie

The market is definitely very active at the moment and the buyers are definitely making decisions. There is a shortage occurring for listings in various price brackets now, so the buyers have not got as many to select from and prices are good for both the Seller and the Buyer. We have noticed that a lot of the sales recently have had more than one buyer submitting offers on the same home at the same time which shows that the market is busy as well.

If you are considering selling, now is a great time to list your home for sale as there is less competition right now and you will get a higher price now than when there are more homes on the market. If you are a buyer then don't hesitate to put your offer in now on a home that suits because the prices are definitely firming and perhaps even getting a bit dearer right now—the interest rates are fantastic and the likelihood of the prices reducing are now a distant wish or memory, get in now while they are stable!

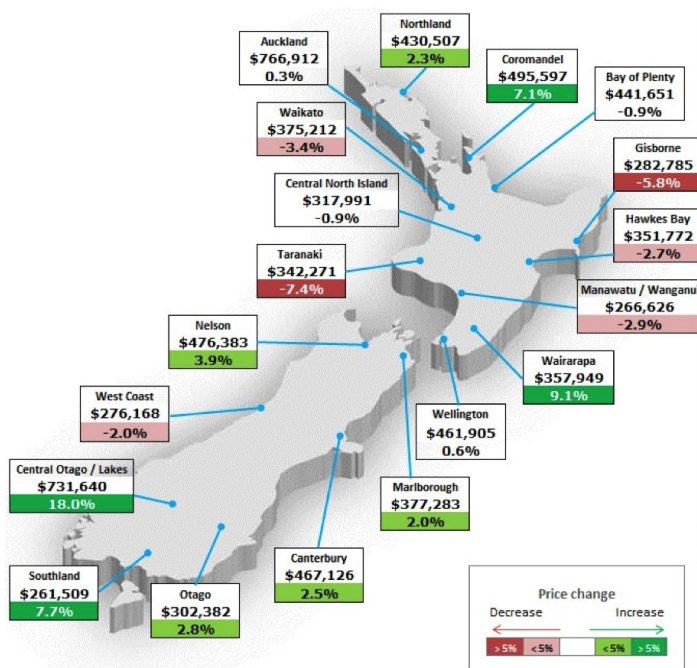
If you would like more one on one assistance to see what is available for you as a buyer or discussions on the Market or the Value of your home if you are considering selling, then feel free to call me as this is what I am here for...use my experience of over 15 years in the Napier market.

Another record

The new national high in average asking price of \$514,712 was a small increase of 0.6% on the previous record of \$511,412 set last month. The growth in asking prices in March was also reflected in different parts of the country with three regions experiencing new records, including Canterbury and Auckland.

Property Asking Price for March 2015
Compared to prior month

\$514,712
0.6%



Asking prices for new listing calculated as seasonally adjusted prices using X12 ARIMA methodology

Fish where the fish are



When going fishing you normally go to the spot where you know people have caught fish don't you? The alternative doesn't

seem to make much sense - casting your rod into a piece of water where no one has ever brought back a story of their success. Well the same can be said about real estate. Go with the real estate company that has the buyers and the sellers. Property Brokers continues to lead when it comes to bringing together buyers and sellers in Hawkes Bay. **In the month of March we put over 100 properties under contract!** So guess what? We want more listings. If you're thinking of selling think about this: Fish where the fish are, and then give us a call

We've got the final tally

Again in 2015, Property Brokers was hugely proud to support the Hawkes Bay Cancer Society in its fundraising.

We participated in the Relay for Life and we again hosted the hugely successful Charity Auction, and we're pleased to tell you that the total amount raised in our region was \$190,000. That's a fantastic effort any way you look at it, and it'll be a major help to those who are suffering from cancer, and of course the dedicated cancer society staff.



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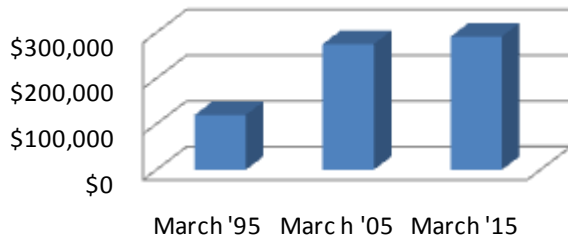
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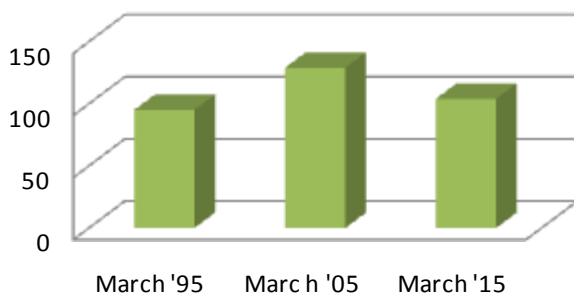
Real estate with Debbie White

Napier Median Sell Price



If you've owned your home for twenty years the graph to the left will give you an idea how much house prices in the Napier / Taradale area have moved in that time. In March 1995 the median sale price for a home was \$120,000. Ten years later it had risen to \$275,000, and in the next ten years (to last month) the median had risen to \$291,500. Overall that's very steady growth - around \$8,575 a year. So if you're planning on staying another ten years you might be able to forecast the median price in March 2025. Although we must caution that historical figures do not determine future figures.

Napier Number of Sales



The statistics for residential properties sold in Napier / Taradale over the same 20 year period have far less predictability about them. Ten years ago property sales in general were greater than the decades before or after. In March 1995, 95 homes were sold. A decade later the economy, and particularly the property market were performing strongly and that figure had jumped to 129 sales. Moving forward to March 2015 and 104 sales were recorded - monthly sales are down but certainly up on 20 years ago. Some say it's the trend that's important, and in this chart you can see the cyclic nature of real estate.

Property of the Week

166 Auckland Road,
Greenmeadows



- ◇ 614m2 land area
- ◇ 210m2 floor area
- ◇ 3 bedrooms
- ◇ Double Garage
- ◇ RV \$425,000

Call Debbie White on 027 440 7607
To view this property

March - in a nut shell

- ◇ Sales volumes in Napier rose by 22 compared to a year ago
- ◇ Compared to February, sales volumes were up with 6 more properties sold
- ◇ The median price fell \$29,500 (-9.2%) compared to a year ago
- ◇ Compared to February the median price fell \$33,500 (-10.3%)

REINZ Chief Executive Colleen Milne noted that, "there has been an increase in the number of first home buyers, with a concurrent lift in open home activity. The number of listings has also risen providing greater choice to buyers, although prices remain more or less stable across the region."

Interested in getting an appraisal on your home?

Appraisals by a licensed real estate agent are a great way to give you a good idea what your home is currently worth, what other properties are for sale in your area and what has sold recently. Call me to make a time.



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