



This is Property Brokers' Country!

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Real Estate with

Debbie White



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

November 2012

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

October was a brilliant month for real estate sales throughout Hawkes Bay. Of the 242 sales, **Property Brokers** sold **102** of them. That's a market share of

42%

We are Number 1!

#1

Hastings / Havelock North

#1

Napier / Taradale

#1

Waipukurau

#1

Lifestyle

Sales for October 2012 were up 47.7% on October 2011

From the desk of Debbie

The Local Property News website says your new listing could become old news. It says vendors need to think like purchasers for a moment. If you are a purchaser, a new listing is a cause for excitement. After all, a purchaser who's been hunting for some time is eager for a new possibility - the right house at the right price. Eager buyers converge on the first Open Home and this is when the property is more likely to attract an offer. Yet this is the time a vendor is least likely to take an offer seriously

Many vendors fail to realize that offers will and should come early - if the price is right. Instead they believe that selling early is inevitably selling cheap

The longer a property is on the market at a given price, the more the sense of competition fizzles and the more likely subsequent purchasers are to feel they have plenty of time to make up their minds. As a result, the best time to sell a property is often the very time that vendors hesitate and hold out for something better further down the track. Read more at www.localpropertynews.net

Something of Interest

This series is based on archived records for all banks, as at 5pm each Friday. It is a simple average of all retail offerings of each bank brand. Where an institution offers different products for the same term, the standard residential offer is chosen, and the rate where the main volume activity is taking place. Go to www.interest.co.nz to see how your lender compares

Fixed Mortgage Rates (bank averages)

compared with the variable rate



BNZ's Chief Economist
Tony Alexander
Weekly overview

If I Were A Borrower What Would I Do?

I'd sit floating keeping an eye out for a lender offering a heavily discounted five year fixed rate near perhaps 5.5% rather than the current 6.5%. This is because I like rate certainty and worry that at some stage investors will reassess their outlook for world/United States inflation and push bond yields up 1% or so.

www.propertybrokers.co.nz

www.debbiewhite.co.nz

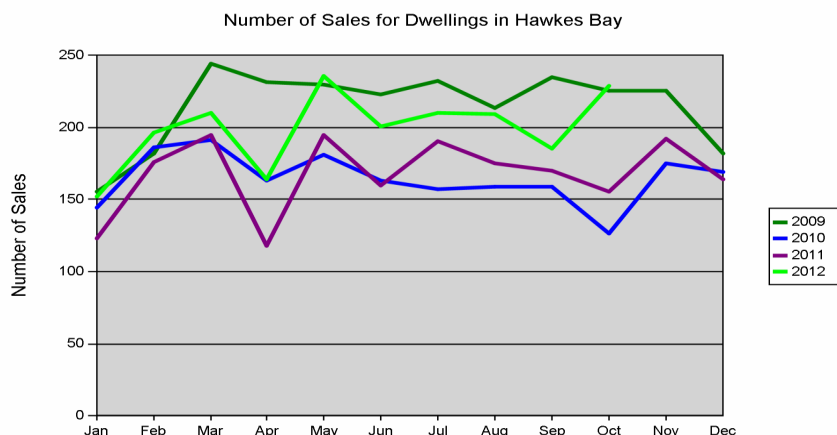


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Residential Sales Trend

Just two more months' data to come to complete the residential sales trend line for 2012 but as you can see from the graph below, it's been a good year, especially when compared to the previous two. So, the evidence is clear - more properties are selling. The second piece of good news is that for the 4th straight month 'days to sell' has decreased. Currently the median no. of days for a Hawkes Bay property to sell is 36



Napier/Taradale Residential Sales - October

Total sales:	105
Value of sales:	\$36,383,538
Median list price:	\$289,000
Median sell price:	\$310,000
Median Govt. Valuation:	\$307,500
Median days to sell:	38
1-bedroom	1
2-bedroom	21
3-bedroom	56
4-bedroom	22
5-bedroom+	5

October Sales by Suburb

Bluff Hill	6	Greenmeadows	16
Hospital Hill	5	Marewa	6
Napier City	9	Onekawa	8
Pirimai	6	Tamatea	12
Taradale	26	Other	11

Stick to your Day Job

A lack of houses at reasonable prices is driving a renovation revival, and with it a multimillion-dollar injury burden. DIY projects cost the taxpayer more than \$37 million last year, with injuries coming at a rate of about 1000 a week, says ACC. Blokes aged 45 to 64 accounted for 80 per cent of DIY-related claims in 2010.



But men aren't always to blame. One in four male respondents said their partners constantly lined up projects for them. And 45 per cent said they spent more at the hardware store than intended. One Auckland homeowner was told to stick to the day job after he attempted to cut a doorway between his kitchen and hallway. Maintenance company Hire a Hubby was called to repair the damage.

CHRISTMAS HAM

List your property
in December 2012
and you will receive a
FREE Christmas Ham.
Call Debbie now!

Conditions apply

Interested in receiving an appraisal of
your property?

Give me a call to make a time

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