

# Property On The Move

Mar 23 to  
Apr 23

## THE LATEST PROPERTY MARKET UPDATE via REINZ

### Auckland Region Median Price

Past 5 Years



### REINZ February 2023 data:

The median price in the City of Sails saw an annual decrease of 15.2% in February to \$1,009,000.

“Due to Cyclone Gabrielle, market activity was subdued throughout February.

Open home attendance was light, and sales counts saw an annual decrease of 41.4%.

“Many buyer groups are still finding it difficult to secure finance, and rising interest rates remain a real concern.

Vendors have more realistic expectations of price and Auckland agents say people are aware of the current market conditions which are seeing potential sellers pause.

We can see this reflected in our February numbers with a 36.9% decrease in listings year-on-year for Auckland.”

The current Days to Sell of 57 days is more than the 10-year average for February which is 43 days.

## NEW LISTINGS & PROPERTIES CURRENTLY FOR SALE



### 6 LEN GARLICK PLACE PAHUREHURE

Approx 290m2 of family-filled potential, Rooms galore, & opportunity to add your own taste & style.  
**AUCTION (ONLINE) 5 APRIL 23 at 1PM**

4 2 2 857m<sup>2</sup>



### 61 COSTA VIVA CRESCENT KARAKA LAKES

Stunning sunny 3 bed, 2 bath, townhouse with dble garaging and entertainers backyard  
**AUCTION (ONLINE) 5 APRIL 23 at 1PM**

3 2 2 283m<sup>2</sup>



### 1/79 OLD WAIROA ROAD PAPAKURA

Cute, character-filled 2 brm w/b home with polished wooden floors & potential to add value  
**PRICE BY NEGOTIATION**

2 1 2



### 1/49 ASHDOWN PLACE, PAHUREHURE

Substantial 2 Brm 'Bigger Than Texas' brick home (approx 240m2 (MOL) ROW site).  
**ASKING PRICE \$829,000**

2 1 2

## RECENTLY SOLD PROPERTIES



### 2/32 COLES CRESCENT, PAPAKURA

2 1 1



### 2/49 ASHDOWN PLACE, PAHUREHURE

2 1 2



## WARREN & PHILLIPA TIBBOTTS & JAMES BOYD

021 977-775 (Warren) 021 888-168 (Phillipa) 021 026-33713 (James)

[warrenandphillipatibbotts.co.nz](http://warrenandphillipatibbotts.co.nz)

## LOCAL REAL ESTATE SUBURB TRENDS

Month	Median	Average	Sold	Days	Highest\$	Lowest\$
<b>KARAKA</b> Incl Lakes & Harbourside						
Feb 22	\$1,630,000	\$1,702,100	10	56	\$2,250,000	\$1,180,000
Feb 23	\$1,175,000	\$1,175,000	2	57	\$1,380,000	\$970,000
<b>PAHUREHURE</b>						
Feb 22	\$1,185,000	\$1,188,333	6	62	\$1,550,000	\$825,000
Feb 23	\$900,000	\$900,000	1	159	\$900,000	\$900,000
<b>PAPAKURA SUBURB</b>						
Feb 22	\$897,500	\$919,842	48	47	\$1,666,000	\$500,000
Feb 23	\$748,500	\$784,233	32	59	\$1,370,000	\$415,000
<b>OPAHEKE</b>						
Feb 22	\$950,025	\$1,018,013	4	76	\$1,310,000	\$862,000
Feb 23	\$911,000	\$1,157,800	5	104	\$1,638,000	\$740,000
<b>ROSEHILL</b> Incl Parkhaven Estate						
Feb 22	\$850,000	\$850,000	1	50	\$850,000	\$850,000
Feb 23	\$820,000	\$820,000	1	23	\$820,000	\$820,000
<b>TAKANINI</b> Incl Longford Park & Conifer Grove						
Feb 22	\$1,032,500	\$1,099,533	30	57	\$1,550,000	\$805,000
Feb 23	\$1,000,000	\$944,333	42	9	\$1,130,000	\$570,000
<b>PAPAKURA WIDER DISTRICT</b>						
Feb 22	\$985,000	\$1,073,862	101	52	\$6,150,000	\$500,000
Feb 23	\$835,000	\$891,124	52	60	\$2,470,000	\$415,000

## THINKING OF SELLING IN THE NEXT 6 MTHS?

We have several buyers we are working with to find the ideal home and we may be able to get you sold with very little fuss, so give us a call today to see if we can help you GET SOLD!

## CURRENT BANK LENDING RATES

Bank	Floating	1 year	2 year	5 year
ASB	7.99%	6.84%	6.79%	6.49%
BNZ	7.74%	6.54%	6.45%	6.59%
ANZ	7.99%	6.54%	6.45%	7.09%
TSB	7.95%	6.29%	6.49%	6.49%
KiwiBank	7.75%	6.49%	6.49%	6.79%
Westpac	7.99%	6.59%	6.54%	6.49%
Best Rate	6.75% Heartland	6.14% Heartland	5.99% Heartland	6.35% ICBC

Info from mortgage.com.au as at 15 March 2023. Red equals increased rate, Black equals the same rate, Green equals reduced rate (compared to last month) In no way is this display to be taken as an endorsement of any of these Banks

## HOW TO DECLUTTER YOUR HOME

When it comes to selling a property, decluttering can be a crucial step that can make a big difference in attracting potential buyers and getting a good sale price.

Decluttering refers to the process of removing excess items and creating a clean and spacious environment that showcases the property's best features.

Here are some tips on how to declutter a property before getting it on the market for sale.

### Start with a Plan:

Before you begin decluttering, it's essential to have a plan. Decide which areas of the property need the most attention, and create a checklist of tasks to complete. Consider discussing with your real estate agent or hiring a professional organiser if you're feeling overwhelmed or if you need help creating a plan.

### Remove Personal Items:

Personal items such as family photos, collections, and memorabilia can make it difficult for potential buyers to imagine themselves living in the space.

Often, these are the items that build up over the years and focusing on removing or minimising these items and replace them with neutral decor that appeals to a broader range of buyers can make the most impact.

### Clear Out the Clutter:

One of the most important steps in decluttering is to clear out excess items. Start by removing anything that's broken or no longer useful, and then move on to items that you no longer need or use.

Consider donating or selling items that are in good condition but are no longer needed, especially if you haven't had the need to use them for over 10 years.

### Organize and Clean:

Once you've cleared out the clutter, it's time to organize and clean. Make sure everything has a designated place, and organize items by category. Clean all surfaces thoroughly, including windows, floors, and countertops. Pay extra close attention to the kitchen and bathrooms, as these rooms can make or break a sale.

### Create an Inviting Space:

Finally, focus on creating an inviting space that will appeal to potential buyers. Use natural light, add fresh flowers or plants, and use neutral colours to create a calm and peaceful atmosphere.

Make sure that each room has a clear purpose and that furniture is arranged in a way that maximizes space and flow.

In conclusion, decluttering a property before putting it on the market for sale is an essential step that can help attract potential buyers and increase the chances of getting a good sale price.

