

PROPERTY ON THE MOVE

RayWhite

SEPT -OCT 2024

Ten Top Timeless Real Estate Tips To Keep In Mind

1- Every property will sell if the price is right.

The issue is never the house itself; it's the price. To maximize your sale price, focus on preparation, choosing the right agent, and using an effective marketing strategy.

2- Overpaying isn't a long-term issue.

Time heals most bad buying decisions. In a few years, the price you paid won't matter as much as having a home in a desirable area, with good schools, sun, and a solid structure.

3- The best real estate investment is holding long-term.

Many homeowners regret selling properties that, over time, increased in value five or tenfold.

4- The first offer isn't always the best.

While a quick offer might solve your immediate needs, exposing your property to more buyers and creating competition often leads to better offers and higher prices.

5- There's no such thing as a perfect builder's report.

Every home will have some maintenance issues. Manage your expectations and realize every house, even new builds, require upkeep.

6- Make decisions quickly when buying.

Avoid over-analyzing and stick to your non-negotiables like location, sun, or garage access. This helps maintain focus and streamline the process.

7- Don't let small price differences hold you back.

If the home feels right, don't let minor gaps like \$10k stop you from moving forward.

8- Selling is simpler than it seems.

Focus on what you can control: hiring the best agent, presenting your home well, and making it as easy as possible for buyers to visit & view your home

9- Location matters more than condition.

You can always fix a house, but you can't change its sun exposure or its location.

10- Trust & competition matter more than pushy sales tactics.

A personable agent creates trust and encourages competition, which beats hard-selling tactics and leads to better offers.

RECENTLY SOLD



8 BRIGHTWELL ST
Papakura
3 bed, 1 bth, 701m2
JUST SOLD

27 LAKESIDE DVE
Pahurehure
3 bed, 2 bth, 762m2
JUST SOLD



ON THE MARKET!



107 RUSHGREEN AVE
Pahurehure
4 brm, 2 bth striking contemporary designed family living in Top Position on 769m2
Set Date of Sale -16 Oct 4pm



57 ROSEHILL DRIVE
Rosehill
Classic original 60's brick home with aluminium joinery on flat 840m2 site.
Auction: TBA



17 WERI ROAD
Karaka/Drury
3 bed, 2 bth with dble access garage -4 yr old family home on compact 320m2 site.
Asking Price \$949,000



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LOCAL REAL ESTATE SUBURB TRENDS

Month	Median	Average	Sold	Days	Highest\$	Lowest\$
KARAKA Incl Lakes & Harbourside						
Aug 23	\$875,000	\$1,067,000	18	56	\$2,398,000	\$660,000
AUG 24	\$915,000	\$893,118	17	70	\$1,700,000	\$650,000
PAHUREHURE						
Aug 23	\$1,076,500	\$1,008,833	6	63	\$1,100,000	\$825,000
AUG 24	\$896,750	\$921,750	6	51	\$1,250,000	\$652,000
PAPAKURA SUBURB						
Aug 23	\$800,000	\$794,500	55	48	\$1,837,000	\$469,000
AUG 24	\$785,000	\$795,648	51	47	\$1,870,000	\$360,000
OPAHEKE						
Aug 23	\$865,000	\$1,068,111	9	41	\$2,125,000	\$588,000
AUG 24	\$871,000	\$881,750	4	76	\$1,135,000	\$650,000
ROSEHILL Incl Parkhaven Estate						
Aug 23	N/A	N/A	0	0	N/A	N/A
AUG 24	\$851,000	\$833,286	7	55	\$1,151,000	\$550,000
TAKANINI Incl Longford Park & Conifer Grove						
Aug 23	\$920,000	\$968,942	26	38	\$1,375,000	\$617,000
AUG 24	\$820,000	\$819,491	31	65	\$1,380,000	\$370,000
WATTLE DOWNS						
Aug 23	\$949,000	\$974,000	6	50	\$1,290,000	\$640,000
JUL 24	\$878,000	\$902,909	11	87	\$1,190,000	\$554,000
THE GARDENS						
Aug 23	\$1,119,900	\$1,119,900	2	14	\$1,205,000	\$1,034,800
JUL 24	\$1,201,500	\$1,201,500	1	30	\$1,201,500	\$1,201,500
PAPAKURA WIDER DISTRICT						
Aug 23	\$847,500	\$915,635	104	52	\$2,125,000	\$469,000
JUL 24	\$810,660	\$838,930	115	63	\$1,870,000	\$360,000

CURRENT BANK LENDING RATES

Bank	Floating	1 year	2 year	5 year
ANZ	8.39%	6.35%	5.79%	6.29%
ASB	8.39%	6.45%	5.89%	5.69%
BNZ	8.44%	6.45%	5.89%	5.69%
Kiwibank	8.25%	6.45%	5.99%	5.89%
TSB	8.39%	6.39%	5.99%	5.89%
Westpac	8.39%	6.45%	5.79%	5.69%
Best Rate	7.49% Bank of China	6.35% ANZ	5.79% ANZ & Westpac	5.69% Westpac & ANZ

Info from mortgagerates.co.nz as at 16 Sept 2024. 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

REINZ - AUGUST 2024 PROPERTY REPORT

National Highlights

5,685

TOTAL PROPERTIES SOLD

▼ 0.7% year-on-year

\$765,000

NZ MEDIAN SALE PRICE

▼ Down 0.6% year-on-year

▲ Up 1.3% compared with July 2024

50

NZ MEDIAN DAYS TO SELL

▼ Up 8 days year-on-year (from 42 days)

Median House Prices

\$960,000

AUCKLAND MEDIAN SALE PRICE

▼ Down 4.0% year-on-year

GO FOR
GOLD!

with 10% off our commission
SPECIAL OFFER for SuperGold Cardholders

Warren, Phillipa &
James

warrenandphillipatibbotts.co.nz