



*Selling Homes, Just Like Yours*

Ph: 307 8317 ext 207

Mob: 021 221 2544

## Market Update

As we head into a belated mid-winter period when history says the real estate market should be slowing it's intriguing to note the opposite! Yes, across the country my colleagues are reporting increased sales compared with earlier this year and the same time last year as well as increased competition for better presented properties.

I know I've said it before but I make no apologies; it's the tidy, clean, stylish and well priced properties that are attracting the interest and the better ones are being fought over by several buyers. Those top properties in each suburb, size or price sector are attracting all the interest while those that present less well are being left well alone, marooned on the market for months.

We also note, again across the country, that first home buyers and investors are battling over lower priced options.

## Fun Holiday Activity

Help your kids discover the magic of this amazing science experiment.

### Magic Ink

**Number of Players:** 1+

### What You Need:

- Lemon
- Water
- Small plate
- Toothpick
- White paper
- Lamp

### Activity:

Squeeze the lemon juice into a small plate with a few drops of water and mix with a spoon.

Dip the toothpick into the lemon juice mix and write a message on the white sheet of paper.

When it dries the writing will be invisible.

Heat the paper by holding it over a lamp with the writing side down.

The invisible ink writing will slowly turn brown and appear on the page!

## Why Smart Homebuyers Work with an Agent



**Saves Money**

When it comes to selling a home, almost everyone understands the value of working with a knowledgeable real estate agent. But buyers can often benefit even more than they might expect. Find out the top reasons more buyers than ever choose to work with an agent when searching for their next home or investment property.

### Saves Money

Not only does working with an agent allow you to focus efforts on properties that meet your needs, but research also shows that it actually saves money in the long run. Sellers view agents as more objective during the negotiation process and buyers that work with agents have access to the best deals. Remember, even in a buyer's market, the best deals go fast. Many properties are already under contract by the time they make it into the magazines or online, whereas many agents send out weekly or even daily updates of newly listed properties.

and others to streamline the entire transaction and keep things moving along by providing a single, reliable point of contact. Should anything go wrong, agents are able to access their network of contacts and expertise to assist every step of the way.

### Access

Some of the best buying opportunities never even make it to the papers or the internet, foreclosures, bank-owned properties and even government repossessions are often handled by specific agents. Likewise, agents are often aware of creative finance options or specialized programs that may benefit veterans, first-time buyers, investors or even small-business owners.

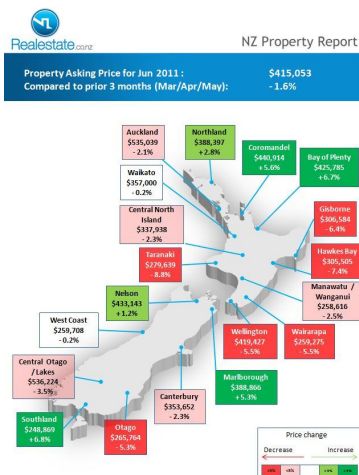
### Saves Time

Undoubtedly one of the most commonly cited benefits of working with an agent when buying a property is the ability to save time. Real estate agents do the hard work for you by obtaining all the details and then showing you only those properties that meet your pre-established criteria.

### Reduces Stress

Real estate agents are able to work with lending officers, appraisers

## Asking price expectations



The asking price, having fallen in May barely changed in June. Across the regions there is certainly some variances. A total of just 6 regions saw an increase in asking price expectations as compared to 13 showing falls.

The scale of some of these movements was significant, even outside of the smaller regions, which tend to exhibit large variances. Most noticeable were falls of greater than 5% in Wellington, the Hawkes Bay, Taranaki and Otago.

The largest asking price rises of greater than 5% were seen in the Bay of Plenty and Coromandel region, the latter still witnessing high inventory and as such is very much stuck in a buyers market. The biggest movement in asking price this month was seen in Southland with a 6.8% increase as compared to the recent 3-month average.



**first  
national**  
REAL ESTATE

**We put you first**

## NEW LISTINGS



### 70 McMurdo Street

Yes the opportunity is here for you to purchase this lovely three bedroom home with open plan kitchen, living and dining that has sliders that open out onto a sunny sheltered BBQ area. Large fenced section deal for pets and children. Plenty of scope for adding more sheds for toys, chooks and vege garden, yes be self sufficient.

Price: \$227,000

Land Size: 1,012sqm



### 104 Chalmers Avenue

This immaculate permanent material family home has been renovated to the highest level. It is full of wow at every turn. So much to enjoy just unlock and relax. Not only have the kitchen, bedrooms and bathroom been updated but it has been re carpeted through out plus re roofed, under floor insulation plus extra batts added in the ceiling space. Great off street parking, double garage and awesome fully fenced section.

Price: \$279,000

Land Size: 927sqm



### 34 Suffolk Street

Red brick family home with updated smart kitchen with open plan dining and living area this is a must to view. Large safe and secure section with extra room to spread. Priced to sell quickly.

Price: \$255,000

Land Size: 1,012sqm



### 57 Ludlow Drive

An outstanding family home that encourages you to relax and enjoy the lifestyle offered at your doorstep. Own private jetty at the bottom of the garden where you can sit and enjoy the spectacular sunrises and sunsets, and of course tie up your water toys. Three bedrooms plus rumpus room wing for children, huge master bedroom with double wardrobes plus walk in robe, enclosed office area, & ensuite WOW this home certainly does have a lot of points of difference.

Price: \$879,000

Land Size: 1,065sqm