

BAYLEYSWilde
Thomas

TEAM#1

Hibiscus Coast

Premier Property Report



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Summer 2017



Summer is here!

Following a period of sharply cooling house sale volumes, property across the Hibiscus Coast has rebounded very quickly following the new Government announcement. The activity levels have risen immediately and our vendors and buyers are finally getting on with agreeing deals that a month ago didn't seem possible. The REINZ stats for October have been released and it is interesting to see 104 deals done across our area in October 2017. This is an increase in volume compared to September and a small jump on October last year when things started to show a slowdown. What is most interesting now is the price changes in the stats. The prices across all of Auckland have showed a 3.2% drop year on year. This is in contrast to the rest of the country, which continues to show slight median price increases. The Hibiscus Coast has shown a 7% drop in median house prices compared to this time last year, with a median sell price of \$905,000 in October 2016, this was \$840,000 last month. This is a significant change in price trend which we expect may continue as supply continues to increase in our area with the new builds.

Immigration and pending a ban on foreign buyers has made waves-post election, however data shows New Zealand had naturally reached a peak in migration back in June, with levels slowly decreasing since. It's our position that clamping down on foreign ownership of residential property will have little effect on the local housing market, with plenty of willing New Zealander's stepping in to fill any void. With the wave of buyers for the Hibiscus Coast area continuing to come from the North Shore and Auckland, we don't see much effect long term on our property market.

With election jitters in the past, we are very confident of continued activity to the year-end as summer in the North brings our seasonal lift in listings and therefore the sales which follow. If the last couple of weeks are anything to go by, it is going to be a busy summer. For those seeking a sale during the warmer weather, Bayleys Hibiscus Coast offices are well-placed to perform for you, with a host of strategies designed to utilise local, national and international marketing reach to your advantage when selling.

Why trust Lynnette and Simon to sell your home?

- Number 1 for Bayleys Hibiscus Coast (2015/2016/2017)
- Top 5% of Bayleys agents nationwide (2016)
- Registered Valuer with a Property Degree from Auckland University
- Proven performers skilled in marketing and negotiation with over 25 years real estate experience

***"It's not rocket science:
engaging the best agents will
get you the best price."***

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Properties sold recently by Lynnette & Simon



"We have had some record sales lately, but these results leave many buyers still on the hunt and very keen to purchase in your neighbourhood - the timing is strong to consider selling." - Simon

Properties for sale by Lynnette & Simon



"Selling property is a major decision, we all have dreams, aspirations and changing ambitions. Your choice to sell should go hand in hand with selecting an agent who understands your goals and is committed to achieving them. Give us a call today for a relaxed, confidential chat about your next move, we would be delighted to help" - Lynnette

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