

...a word from



# Haze



**first  
national**  
REAL ESTATE

FIRST NATIONAL KAITAIA | NEWSLETTER SEPTEMBER 2015

## The Market Springs into LIFE!

"A drop in interest rates is likely to set Kaitaia's property market up for a strong spring"

August 2015 saw 17 sales at average house price of \$175,000. The most interesting part is the average list price was only \$170,000. Comparing this with only 6 sales in Augusts 2014 at an average house sell/list price of \$140,000 & \$160,000 respectively, we confidently say we are experiencing a changing market. Other important information being we had the same amount of sales last month and the time taken to sell a property has reduced from 164 days Aug 2014 to 88 Days last month and **now ONLY 64 days**.

If you haven't already your marketing campaign should be based around an 8 week plan (56 days). As our market volume increases our houses available have become a little short. Still the key to securing the best price is through immaculate presentation and a strong marketing plan. As we have a rising market, all be it not as big as some would like, I don't want vendors to get caught with their pants down and sell for anything less than they could of got in the market.

I have recently just taken a place to tender which I sold before the tender finished. Remember this is still an option. I believe the tender process is great for achieving market value.

The statistics released by REINZ continue to show a steady median price for houses and number of houses selling.

7'776 houses have sold **Nationwide** in August! Numbers like that are just astonishing when you compare that to the gridlock the market was in just a few years ago. In my honest opinion the current market that we're in, coupled with the state of the Nation's economy, make it a perfect time for First Home Buyers and Investors to enter this current market and start purchasing property.

### "Join me in November"

In November I will be hosting a seminar for first home buyers. Coupled with interest rates plummeting, Housing NZ grants, Kiwi saver and still Affordable house prices I believe now is a great time to enter the Kaitaia Market. There will be food and beverages at the venue and all you need to do is turn up and give me and my guest speakers your attention!

### HAZELY WINDLEBORN

**Sales Consultant**

**Moving Realty Ltd • Licensed REAA 2008**



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### NEW LISTING:

**49A Lamb Road, Pukenui**

Vendor is looking to sell-up due to a change in his situation.

**\$280,000**



Entry Level Investment

### SOLD LISTING:

A quick thinking Investor grasped at opportunity and has increased his portfolio!



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