

# PROPERTY ON THE MOVE

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OCT-NOV 2024

## Timing The Market: Why Selling Now Could Be Your Best Move

If you're a homeowner and you're debating whether or not to sell your property, now might be the perfect time to act.

While many sellers often wait for the summer months, current market conditions suggest that acting sooner rather than later could be a smart move.

The property market is beginning to experience lower inventory levels, especially over the past couple of months, due to the recent surge in buyer interest and falling mortgage rates, meaning there are fewer homes on the market at this time.

This creates a golden opportunity for sellers—less competition means your property can stand out, potentially attracting more attention from serious buyers.

Buyers who are actively searching in today's market tend to be well-prepared and motivated, despite the economic uncertainty and higher interest rates.

These factors are pushing some buyers to secure a home now.

While traditionally, sellers wait until the warmer months, holding off could mean your property gets lost in the surge of listings that always occur from February onwards.

By December, many homeowners will have the same idea—list their homes during peak season.

More homes on the market always leads to greater competition, giving buyers a lot more choice and making it harder for your property to shine.

Also, if you've been waiting for a market upswing, remember that predicting the perfect moment is always tricky.

Holding out for conditions to dramatically improve could mean missing the ideal window, with demand steadily increasing and serious buyers in the market today, selling sooner rather than later could help you secure a strong sale price before the landscape shifts.

If your property is ready to list and sell, why wait?

Seizing the opportunity now with less market competition may put you in a better position than waiting for the typical summer rush.

## ON THE MARKET!



### 107 RUSHGREEN AVE Pahurehure

4 brm, 2 bth striking contemporary designed family living in Top Position on 769m2

**PRICE BY NEGOTIATION**



### 74 JUDGE RICHARDSON DRV Opaheke

5 bed, 3 bth, brick & tile, 5x garaging plus sep accom wing. Stunning Home on 1.94 Ha lifestyle

**SET DATE OF SALE -20 NOV**



### 17 WERI ROAD Karakā/Drury

3 bed, 2 bth with dble access garage. 4 yr old GJ Gardner built family home on compact 320m2 site.

**ASKING PRICE \$949,000**



### 24 NORMAN CLOSE The Gardens

3 bed, 2 bth with dble access garage -stunning family home on 601m2 site in cul-de-sac.

**ENQUIRIES OVER \$1,200,000**

## JUST SOLD



### 57 ROSEHILL DRIVE Rosehill

Classic 60's brick home on flat 840m2 site.

**SOLD UNDER THE HAMMER**

WARREN & PHILLIPA TIBBOTTs & JAMES BOYD



Phillipa  
021 888 168



Warren  
021 977 775



James  
021 026 33713

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# LOCAL REAL ESTATE SUBURB TRENDS

Month	Median	Average	Sold	Days	Highest\$	Lowest\$
<b>KARAKA</b> Incl Lakes & Harbourside						
Sep 23	\$1,015,000	\$1,186,944	18	52	\$1,840,000	\$761,000
SEP 24	\$820,000	\$1,063,398	17	54	\$2,000,000	\$578,261
<b>PAHUREHURE</b>						
Sep 23	\$899,000	\$893,188	8	41	\$1,115,000	\$690,000
SEP 24	\$930,000	\$892,727	11	45	\$1,190,000	\$585,000
<b>PAPAKURA SUBURB</b>						
Sep 23	\$770,000	\$804,753	43	46	\$1,600,000	\$455,000
SEP 24	\$761,000	\$777,749	70	74	\$1,590,000	\$480,000
<b>OPAHEKE</b>						
Sep 23	\$905,000	\$904,857	7	64	\$1,160,000	\$651,000
SEP 24	\$760,000	\$807,000	5	100	\$1,065,000	\$580,000
<b>ROSEHILL</b> Incl Parkhaven Estate						
Sep 23	\$872,000	\$939,600	5	41	\$1,305,000	\$770,000
SEP 24	\$690,000	\$809,800	5	27	\$1,239,000	\$550,000
<b>TAKANINI</b> Incl Longford Park & Conifer Grove						
Sep 23	\$910,000	\$932,096	23	35	\$1,240,000	\$592,000
SEP 24	\$784,000	\$882,100	30	60	\$1,620,000	\$590,000
<b>WATTLE DOWNS</b>						
Sep 23	\$1,000,000	\$980,455	11	43	\$1,620,000	\$635,000
SEP 24	\$845,500	\$862,250	10	28	\$1,090,000	\$648,000
<b>THE GARDENS</b>						
Sep 23	NA	NA	NA	NA	NA	NA
SEP 24	\$1,180,000	\$1,180,000	2	140	\$1,200,000	\$1,160,000
<b>PAPAKURA WIDER DISTRICT</b>						
Sep 23	\$845,000	\$916,759	111	46	\$1,885,000	\$455,000
SEP 24	\$785,000	\$848,433	139	67	\$2,600,000	\$480,000

## CURRENT BANK LENDING RATES

Bank	Floating	1 year	2 year	5 year
ANZ	7.89%	5.99%	5.69%	6.19%
ASB	7.89%	6.19%	5.69%	5.69%
BNZ	7.94%	5.99%	5.69%	5.69%
Kiwibank	7.75%	5.99%	5.69%	5.69%
TSB	7.89%	5.99%	5.69%	5.69%
Westpac	7.89%	5.99%	5.65%	5.59%
<b>Best Rate</b>	<b>7.49%</b> Heartland, ICBC	<b>5.99%</b> ANZ, BNZ, KiwiBank	<b>5.59%</b> Heartland	<b>5.49%</b> Bank of China

Info from mortgage.com.au 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 -SEPTEMBER 2024 PROPERTY REPORT

### National Highlights

# 5,816

## TOTAL PROPERTIES SOLD

▼ 1.1% year-on-year

# \$781,000

## NZ MEDIAN SALE PRICE

▼ Down 2.3% year-on-year

▲ Up 2.1% compared with August 2024

# 49

## NZ MEDIAN DAYS TO SELL

▼ Up 9 days year-on-year (from 41 days)

### Median House Prices

# \$970,000

## AUCKLAND MEDIAN SALE PRICE

▼ Down 5.4% year-on-year



Warren, Phillipa &  
James

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