

The PROPERTY REPORT

IS WINTER A BETTER TIME TO SELL?

Typically, the real estate market sees a huge boom in springtime as keen vendors put their homes on the market in hopes of achieving a premium price. When asked why this is, most say it's because the days are getting longer, daffodils and tulips are in bloom and their properties are looking their best so it's much more likely they'll get a higher price. Perhaps though, it's time vendors consider winter as the prime time to sell instead.

Here's why: it's a story of supply versus demand. In spring, there are many new properties on the market but in winter, the ratio of buyers to sellers is much higher because vendors have been holding off on putting their homes on the market.

As the number of buyers remains stable but the available stock plummets, it is much more likely that those homes on the market during the winter will achieve that desired premium due to higher competition.

In fact, just this past Saturday I was approached by a woman while at my son's rugby who bemoaned the scarcity of appropriate homes for her mother. "It is so difficult to find a home right now - we need to buy her a something ASAP, but the choice just isn't there! We're getting absolutely frantic!"

If you're considering selling, there's no better time than now to get in before the springtime rush. Follow these 5 tips to ensure your property looks its best in winter:

1. Potted annuals can add a huge splash of colour during a time which flowers can be scarce. Polyanthus, stock, and pansies provide good colour and are hardy enough to withstand even the gloomiest winter.

2. First impressions matter – ensure paths and walkways are clear of debris and looking tidy.

3. A warm house goes a long way in providing a welcome to prospective buyers. If you have a wood burner, start a fire at least an hour prior to an open home. Otherwise, turn on the heat and remember portable heaters can be used to warm up any cool areas.

4. If the day of an open home is nice enough (i.e. not raining), set up the outdoor furniture as you would in the summertime. It's always easier to imagine outdoor BBQ's if the scene is set.

5. If it's dull and rainy outside, turn on the lights inside even in the middle of the day. Dark spaces can seem small and enclosed while bright spaces look airy and inviting.

John Ross
Professionals Hutt City



Naenae as a basic translation from Māori means "mosquito" or "sandfly", recalling a time prior to the draining of the area, when the mosquito population predominated.

Source: Wikipedia Website (www.wikipedia.org)

Focus on ... Naenae

July 2006 - June 2007

	MEDIAN SALE PRICE	NUMBER OF SALES	MEDIAN DAYS TO SELL
July 2006	\$225,000	13	21
August 2006	\$246,000	16	15
September 2006	\$242,000	12	33
October 2006	\$263,000	13	21
November 2006	\$267,500	20	26
December 2006	\$265,000	15	25
January 2007	\$255,500	14	38
February 2007	\$256,000	12	22
March 2007	\$262,500	18	19
April 2007	\$295,000	11	17
May 2007	\$295,000	15	21
June 2007	\$282,000	9	37



Median - the middle value when all of the data is placed in order of value. The median is a better indicator of value in the middle of the range than the average figure, as the average can be influenced by 1 or 2 extremely high or low values.

Source - REINZ website and Professionals Hutt City Ltd MREINZ records. These statistics are for residential dwellings and do not include sections.

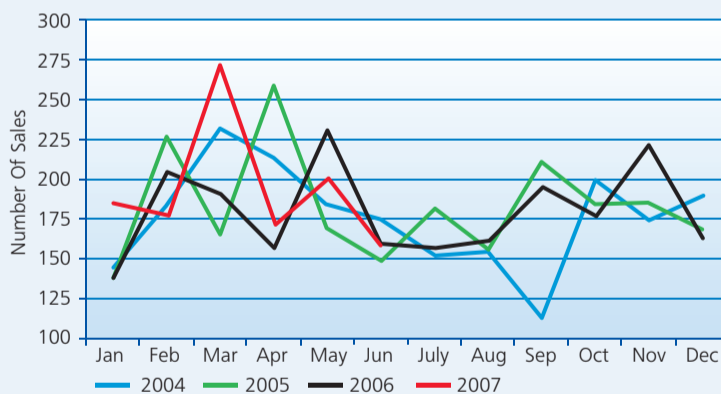
Lower Hutt Statistics

April - June 2007

SUBURBS	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE % CHANGE 1 YEAR	3 YEARS
Alicetown	\$415,000	16	↓	25	↓	14%	35%
Avalon	\$340,000	25	↓	28	↓	3%	37%
Belmont	\$403,000	17	↑	40	↑	7%	44%
Boulcott	\$547,250	8	↑	24	↓	20%	45%
Central Hutt	\$452,500	32	↓	22	↓	-1%	18%
Eastbourne & Bays	\$745,000	31	↑	40	↓	34%	58%
Fairfield	\$402,500	12	↓	30	↑	31%	54%
Harbourview*	-	-	-	-	-	-	-
Kelson	\$363,000	17	↓	25	↑	24%	51%
Korokoro	\$375,000	5	↓	26	↑	-3%	54%
Manor Park*	-	-	-	-	-	-	-
Maungaraki	\$405,500	18	↓	19	↓	19%	50%
Moera*	-	-	-	-	-	-	-
Naenae	\$292,000	35	↑	21	↓	27%	85%
Normandale	\$382,500	10	↓	27	↓	5%	26%
Park Ave	\$432,050	12	↑	24	↓	46%	59%
Petone	\$450,550	24	↓	30	↓	17%	54%
Stokes Valley	\$317,500	62	→	24	↓	33%	96%
Taita	\$275,000	23	↓	26	↓	19%	79%
Tirohanga	\$492,500	9	↑	43	↓	23%	52%
Wainuiomata	\$267,000	103	↑	25	↑	26%	98%
Waiwhetu	\$367,000	17	↓	36	↓	38%	37%
Waterloo	\$407,500	28	↑	26	↓	14%	36%
Woburn	\$715,000	19	↑	30	→	7%	60%

*For accuracy purposes, suburbs with less than 5 sales in the period have been excluded from this analysis.

Lower Hutt Residential Property Sales



Regional Round Up

April - June 2007

OUR REGION	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE % CHANGE 1 YEAR	3 YEARS
Lower Hutt	\$341,500	532	↓	27	↓	16%	45%
Upper Hutt	\$321,750	263	↑	22	↓	19%	55%
Porirua	\$375,000	199	↓	24	→	21%	60%
Wellington	\$465,562	1,064	↓	23	↓	15%	36%

MAIN CITIES	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE % CHANGE 1 YEAR	3 YEARS
Auckland	\$500,000	2,869	→	28	↓	16%	32%
Hamilton	\$340,000	826	↓	28	↓	14%	62%
Christchurch	\$330,000	2,221	↓	25	↓	14%	43%
Dunedin	\$253,000	687	↓	27	↓	7%	37%

Red, enough said.



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