



## my News

Welcome to our Autumn 2015 market update and overview.

By now, you will be aware My Valuer have moved to our offices at 2 Pandora Road. Pretty hard to miss us if you are driving past!

Feel free to drop into our awesome office and say giddy to the team, and check out our spacious open plan offices.

My Valuer turned five in March. It has been a pleasure to start a business from scratch and operate in the Hawkes Bay market place, and grow the business to have the awesome team we have today.

The team has grown by one, with Jacob Brownlie (above) joining us in February. Jake has previously worked for QV, gaining invaluable experience with the local team before embarking on his OE. Jakes joins My Valuer with a goal of getting registered in the short term. He is also coming with some young "thinking" which is great for business!

The year has started on a real high, with lots of positive activity in Hawkes Bay, and plenty of action in the property market.

## my Residential

The Hawkes Bay residential market has been positive in the first quarter of 2015; following a relative dismal 2014 for the sector.

Feedback from the real estate industry indicates limited housing stock in areas of demand at present, though with plenty of buyers sitting in the wings. We are likely to see a flurry of activity as agents build their stock piles again.

Recent activity shows the number of sales for the Hawkes Bay region in March was up 25.9% on March 2014. This volume of sales is the most we have seen for a long time. This increase has is being fuelled by the balanced market with increased enquiry from 1st home buyers, low interest rates and competitive bank lending.

There have been a number of multiple offer situations this year. The pendulum may be starting to swing towards the market being in favour of the seller.

Key market facts:

- A lot more activity in the \$300,000-\$400,000 price bracket
- Strong activity in the new home market
- Low housing stocks
- Presentation is key to getting top dollar

## my Lifestyle

The lifestyle sector has followed a similar trend to the residential market with increased activity levels in the first quarter of 2015.

The supply of conveniently located lifestyle properties, both vacant and improved, available to the market has tightened due to increased demand and turnover, and a lack of new lifestyle listings coming onto the market.

Smaller easier care properties with land areas in the 2,000 sqm—5,000sqm range, and relative close proximity to the main centres are particularly popular.

# BOUNCE

## my Commercial/Industrial

64 Carlyle Street sold March 2015



\$1,350,000

67 Carlyle Street sold March 2015



\$750,000

Farmlands, Gisborne sold March 2015



\$2,850,000

124-128 Dalton Street sold March 2015



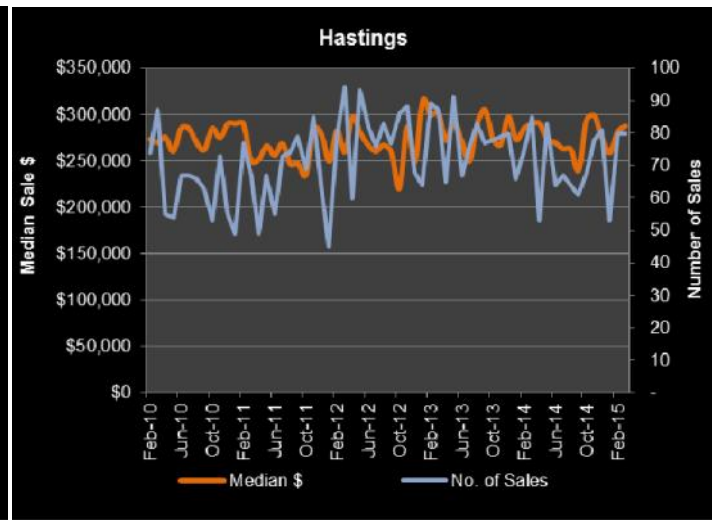
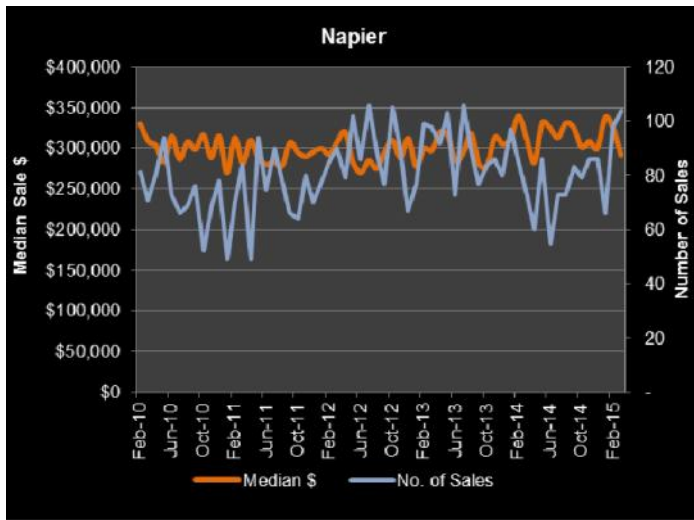
\$1,000,000

## my Performers

Napier		March-15	
Suburb	Dwellings Sold	Median \$	Days to sell
Taradale	18	\$351,000	44
Onekawa	10	\$276,000	32
Greenmeadows	9	\$378,000	40
Marewa	9	\$232,000	100
Bluff Hill	8	\$202,500	77

Hastings		March-15	
Suburb	Dwellings Sold	Median \$	Days to Sell
Havelock North	22	\$490,000	52
Akina	10	\$235,250	75
Flaxmere	9	\$160,400	75
Frimley	7	\$341,000	36
Mahora	7	\$325,000	46

## my Research: Median Sale Price relative to Number of Sales

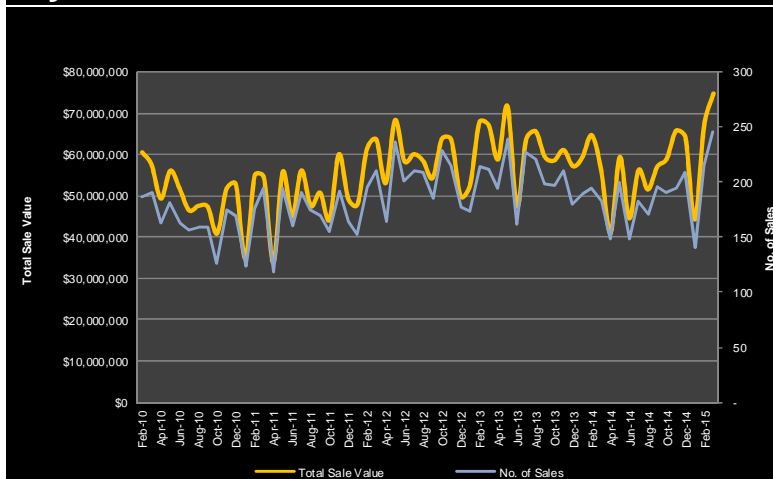


Napier - The graph shows that the number of sales were down for the Christmas period but then bounced back to 104 sales, which is a 29.8 percent increase compared with March 2014. The median house price has fluctuated between \$270,000 and \$340,000 over the last five years.

Hastings - The same trend for the number of sales has occurred in Hastings, but with more severity. There has been a 35 percent decrease in the number of sales since December 2014 but this has bounced back to the same levels that were recorded in October 2014. The median sale price has also increased this is to \$287,500 in March 2015.

Hawkes Bay Region - Sales activity across Hawkes Bay has been very positive with the highest sale numbers and median house prices we have seen in the past five years. With the total number of sales for March 2015 being up 25.7 percent on March 2014.

## my Total Value of House Sales in HB



## my Outlook

The lid has yet to be lifted off the pressure cooker. The Hawkes Bay market has been boiling away for some time, and with an overheated Auckland market, we are likely to see a lift in internal migration from the Auckland region as home owners release their equity and move to the provinces, particularly the likes of Hawkes Bay. Lets hope they bring their businesses with them!

**My Valuer** thinking property since the 70's  
COMMERCIAL - INDUSTRIAL - RESIDENTIAL

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