



Real Estate with Pauline Phillips

Licensed under the Real Estate Agents Act 2008



Property Brokers Limited MREINZ
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May 2013

CLIVE & COASTAL 06 872 6015 HASTINGS 06 878 3878 NAPIER 06 834 4255
HAVELOCK NORTH 06 877 7161 TARADALE 06 845 9101 WAIPUKURAU 06 858 7280

From the desk of Pauline

I never stop thinking what a wonderful place we live in! Although the nights are drawing in, we are still having some lovely sunny days which adds to the "feel good" factor!

I am looking forward to the new book being published next month which tells the story of Clive over nearly 200 years from pre European times to present. As a fairly new resident of 8 years, it will be great to familiarise myself with the evolution of our fantastic community!

Its good to see the Clive community patrol out and about keeping watch on the area. We also have some wonderful neighbourhood watch schemes operating with email alerts to any strange activities.

Love the increase of out of town visitors in camper vans by the river, and all of you enjoying walking and cycling along the pathways.

Kind Regards to you all

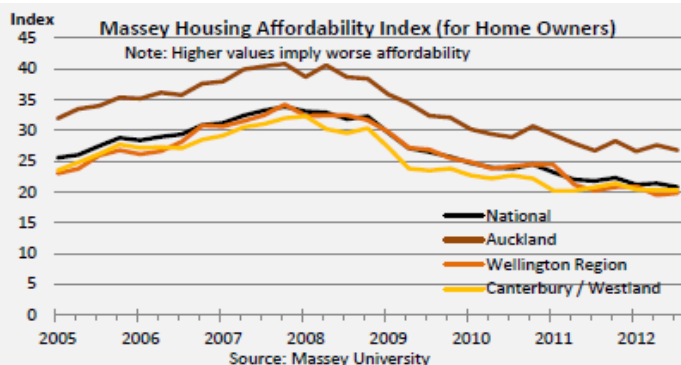
Foreign Direct Investment myths put to bed

Think tank the **NZ Initiative**, has focused on NZ's international debt position and foreign direct investment regimes in a new report - *New Zealand's Global Links: Foreign Ownership and the Status of New Zealand's Net International Investment*. Among its findings:

- **NZers actually earn more than they spend.** National residential unit savings has been positive for the last 38 of the last 41 years
- **High debt is not the private sector's fault.** Private debt levels may be high, but they stem from the legacy of Govt policies between 1974 and mid-1980s
- **The future debt burden will depend on** internal competitiveness and the gap between NZ's growth rate and the yield in the debt
- **If NZers are to become tenants in their own country**, the landlord will probably be the Govt, not foreign investors. Of the 28.7m hectares in NZ, the report estimates 1m are owned by foreigners, and the Department of Conservation alone manages 8.5m
- **Offshore investment is a two-way street.** NZ is not a 'takeover' target by foreign investors. In fact, the OECD regards NZ's regime for screening inwards investment as one of the most restrictive in the world.



<http://nzinitiative.org.nz/Research/Foreign+Direct+Investment.html>



Sale Price vs List Price

When it comes time to sell, do we expect to get our asking price? The graph to the right shows all NZ residential sales data for 2012, and from the graph it's clear that there's a much higher number of properties that sell for less than what they list for. In fact 76.2% of properties sold for less than the listing price, 6.2% sold for exactly the listing price and 17.6% sold for more. Generally, those that sell for less than the asking price do so for between 2% and 8% below but around 25% of the properties sold for prices that were 8% or more below the listing price.

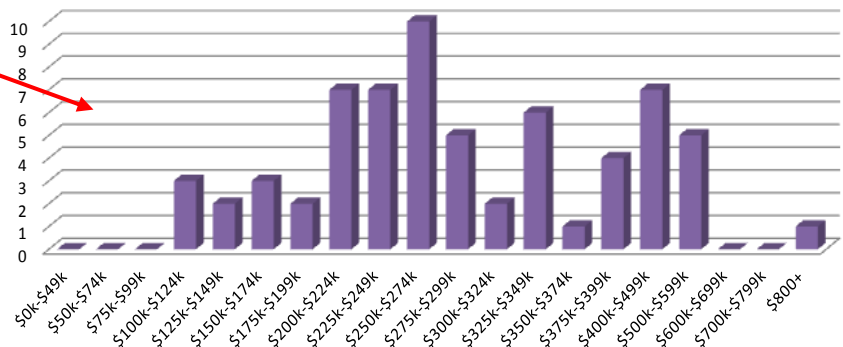


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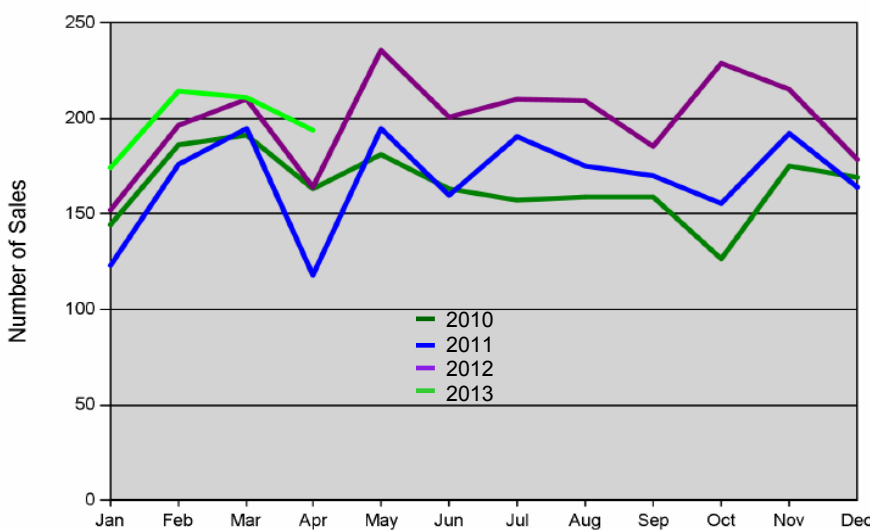
Hastings Sales - April 2013

Number of Sales	65
Number of Apartments	0
Number of Sections	3
Value of Sales	\$20,137,761
Median Days to Sell	45
Median List Price	\$269,000
Median Sell Price	\$272,000
Median Valuation	\$257,500

Sales by Price Band - April 2013



Number of Sales for Dwellings in Hawkes Bay



Changes to Residential Insurance

The Insurance Council of New Zealand warns that major changes to home insurance policies will put the onus on homeowners to get their valuations correct.

Insurance companies are about to introduce a sum-insured method to calculate the cost of house insurance, rather than the cover per square meter formula which is currently used.



The changes will mean that the homeowner will be insured for the actual cost of rebuilding the house, so you'll work out what it would cost to rebuild your home, tell your insurance company, and that will be the sum that will apply if your house burnt down or flooded.

<http://icnz.org.nz/for-consumers/domestic-insurance/calculate-area-of-house-for-insurance/>

How Much Has Hastings' Median Sell Price Changed?

- * In April 2013 the median sale price was \$272,000
- * In April 2003 that figure was \$148,500
- * In April 1993 it was \$98,000

Property of the Week

11 Allens Lane, Clive



975m2 land area
110m2 floor area
3/4 bedrooms
Garage
\$339,000

Open Home Sunday 1.45 - 2.15pm
Call Pauline Phillips on 027 499 9189

Commentary

The Hawkes Bay region is seeing a gradual rise in sales volumes, however, listings remain in short supply, which is limiting buyer choice. The number of buyers is steadily increasing, although this is not yet translating into prices with the price trend continuing to weaken. The trend in the median price has moved to easing, with the trends for sales volume and days to sell remaining sideways. Overall the trend for the region is now easing

Interested in receiving an appraisal of your property?

Give me a call to make a time

Pauline Phillips
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