



NEWSFLASH

May – June 2018

The latest news in brief

For April the industry has experienced a steady market, sales volumes were down slightly from March which was expected as March is traditionally the largest month in the year for sales volumes.

The median sale price remained steady for Mount/Papamoa and Tauranga with the Mount/Papamoa market recording the same figure for both March 2018 and April 2018 with a value of \$685,000.

Te Puke has seen an increase in the Median sale price from March 2018 to April 2018. Currently at \$540,000. Sales volumes for April 2018 also increased to 27 sales up from 18 sales in March 2018 and 16 sales in April 2017.

Our local Harcourts offices continue to attract plenty of business from outside of our local market. This is partly due to the customer recognition of the Harcourts brand but also our large referral network across the Central Region and Nationally.

Harcourts has 42 offices in the Central Region of New Zealand, 194 offices nationwide and 850 offices globally across 9 countries employing 6800 sales consultants. Not bad for a New Zealand owned company that was founded in Wellington in 1888!

Our Property Management Division continues to grow. Over the last financial year the average rent across our portfolio of clients properties managed has increased from \$423.00 per week to \$463.00 per week. That's an average increase of \$40 per week or \$2,080.00 per year for our clients investment properties.



Artists impression

Harcourts have recently released to the market a large subdivision development in Papamoa named "Manawa". These sections range in size from 387 sqm to 540 sqm. Sections are selling fast so if you want to build your own home in this sought after location, talk to one of your local Harcourts Sales Consultants for more information.

— Simon Martin & Nigel Martin (Managing Directors)

The latest Real Estate figures in our area for April 2018 Source REINZ

Median Sell Prices (Dwellings)

| | Tauranga | Mount/Papamoa | Te Puke/Maketu |
|--------|----------|---------------|----------------|
| Apr 16 | 549,000 | 625,000 | 350,000 |
| Apr 17 | 570,000 | 652,000 | 490,000 |
| Mar 18 | 622,000 | 685,000 | 465,000 |
| Apr 18 | 620,000 | 685,000 | 540,000 |

Number of Sales (Dwellings)/Days to Sell

| | Tauranga | Mount/Papamoa | Te Puke/Maketu |
|--------|----------|---------------|----------------|
| Apr 16 | 207/35 | 120/38 | 25/19 |
| Apr 17 | 134/39 | 90/43 | 16/46 |
| Mar 18 | 180/47 | 119/42 | 18/23 |
| Apr 18 | 146/42 | 112/38 | 27/57 |



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Harcourts

Thinking of selling? Talk to Harcourts Advantage Realty Ltd about our

FREE AUCTION MARKETING CAMPAIGN

INTERNET MARKETING

harcourts.co.nz, harcourtstauranga.co.nz, blueprintmagazine.co.nz, realestate.co.nz (includes Quality Package upgrade), trademe.co.nz, open2view.co.nz

PRINT MEDIA MARKETING

Harcourts Blueprint Publication, Bay of Plenty Times Property Guide Publication

PROPERTY SIGNAGE

Photo Signboard 1200mm x 800mm

ADDITIONAL MARKETING

Property LIM Report, Professional Photography, Auctioneer Services, Title Search, Property Flyers, Property Profiles, Property Window Displays, Database Advertising and Distribution

VALUED OVER \$2,500.00

Harcourts

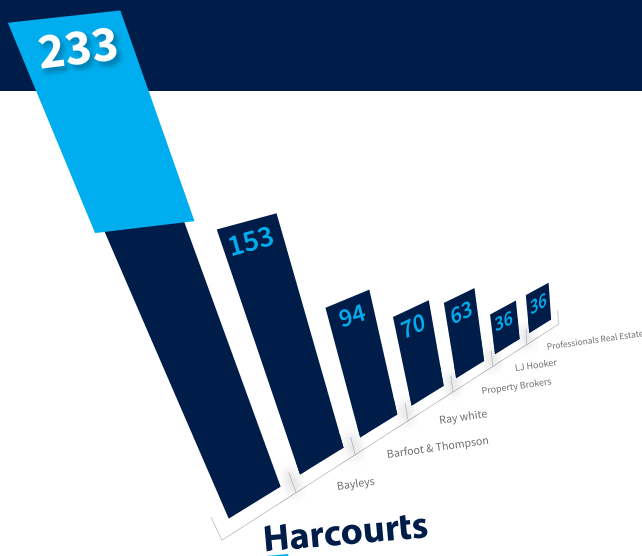


Trust. One thing you can't put a price on.

New Zealand's most trusted real estate brand, six years running.

Harcourts

Harcourts



harcourts.co.nz Provides Maximum Online Exposure

According to Nielsen Online Ratings 3 month average for January, February and March 2018 the Harcourts website had a higher unique audience than any other real estate group.

*Top 6 real estate agent brands online within New Zealand displayed. Figures displayed are the average unique audience (units of 1,000) over a 3 month period. Source: Nielsen Online Ratings Average Unique Audience Jan - Mar 2018.