

Total Talk

Winter | JULY 2024



Winter is here in it's full glory

Well, winter has arrived in all its glory although it was pleasing to say farewell to the heavy rain and welcome some sunnier, albeit cooler, days recently.

In terms of the real estate landscape, there's alot going on. New regulatory changes, including debt-to-income ratios (DTIs), the loosened loan-to-value ratios (LVRs), a more relaxed bright-line test, and changes to interest deductibility, have yet to make a major impact on the market. For buyers and sellers, the silver lining is stability in property prices although there are now signs of change.

With plenty of property choices for buyers, there is a noticeable lack of FOMO in the market. Whilst this doesn't seem to have affected the time a property is on the market, it will when sellers have unrealistic expectations on price. There is an important message here for sellers who want to move on and that is to negotiate, as refusal to accept without negotiation will likely result in no sale. Some sellers end up reluctantly renting their property out and this could be a reason why we are seeing the pace of rent growth slow throughout New Zealand.

It isn't all doom and gloom though as we continue to see motivated sellers list and motivated buyers buy throughout the year. We have a great team of experienced and knowledgeable agents who are all available to chat through your selling or buying circumstances and they would love to hear from you.

Rachael Cone
Business Owner



Market Commentary REINZ

Market commentary from REINZ: "Listings increased nationally by 25.4% year-on-year from 7,359 to 9,225, continuing a trend since the start of 2024. 12 of the 16 regions have increased in new listings year-on-year with notable increases in Wellington (+103.3%), Hawke's Bay (+34.3%), Marlborough (+33.3%), Auckland (+30.0%), Otago (+31.4%) and Waikato (+20.7%).

The national median sale price decreased slightly by 1.3% year-on-year, from \$780,000 to \$770,000, and decreased by 2.5% compared with April 2024, from \$790,000 to \$770,000. The seasonally adjusted figures show a 1.2% decrease, showing prices performed slightly below the change usual for May. The volume of listings and choice can affect prices as well as vendor price points adjusting to buyer demands."

Statistics

From The Street

Median Sale Prices

May 2024 vs May 2023

	NELSON -13% \$670,000
	BLLENHEIM +5.4% \$685,000
	KAIKOURA +5.1% \$626,000
	CHRISTCHURCH +4.8% \$680,000
	RANGIORA -4.9% \$680,000
	DUNEDIN +0.0% \$570,000
	INVERCARGILL +2.5% \$450,000
	ALEXANDRA +4.8% \$680,000

NATIONAL AVERAGE
-1.3% \$770,000



Recent sales across the South Island

Total Realty Ltd. MREINZ. Licensed Real Estate Agent REAA 2008

0800 663 737 | www.totalrealty.co.nz

total realty
just makes total sense