

# Market Report

Ray White Golden Bay Autumn 2013



Photograph by Cory Griffiths email=photopianz@gmail.com



28 Rangihaeata Road, Takaka  
**SOLD WITH PRICE**  
Under contract in 20 days



152 Pupu Valley Road, Takaka  
**SOLD WITH PRICE**  
Under contract in 57 days



41 Pohara Valley Road, Pohara  
**SOLD BY DEADLINE SALE**  
Under contract in 45 days



674 Abel Tasman Drive, Clifton  
**SOLD WITH PRICE**  
Under contract in 21 days



9 Pohutukawa Place, Pohara  
**SOLD BY NEGOTIATION**  
Under contract in 24 days



26 Sunbelt Crescent, Takaka  
**SOLD BY DEADLINE SALE**  
Under contract in 13 days



34 Feary Crescent, Takaka  
**SOLD WITH PRICE**  
Under contract in 26 days

*Did you know there were only  
22 residential sales in Golden Bay  
in the first quarter of 2013?*

Source: REINZ.co.nz

**Ray White**<sup>TM</sup>

**Golden Bay**



The median price across the region rose by \$13,500 (+4.1%) compared to March 2012, with prices in Richmond and Motueka rising the fastest. Compared to February the median price increased by \$9,500 (+2.8%) with prices falling in Motueka but stable in Richmond.

Sales volume compared to February was 22% higher with notable increases in Richmond and Motueka. Compared to March 2012 sales volumes increased by almost 10% with sales in Richmond up 76% and up 15.4% in Nelson City.

The number of days to sell remained steady at 40 days compared to February and eased by five days compared to March 2012. Over the past 10 years the median number of days to sell in February across the region has been 38 days.

REINZ Chief Executive, Helen O'Sullivan commented that "the Nelson market continues to suffer from a shortage of listings with buyer demand outstripping the supply of listings. Despite that first home buyers are active in the market along with some investors looking to buy while interest rates remain low."

The median price trend continues to improve, although the volume and days to sell trends remain sideways. The overall trend for the region has now eased to sideways.

A huge congratulations to our Licensee Agent Billy Kerrisk who, at our recent Ray White National Awards bought home not one, but two awards!

## Growth in Market Share and Premier Award. Well done Billy



### The new Code of Conduct is now in effect. What does this mean to you?

- You must be told when an agency agreement will end
- If you cancel an agency agreement you must be given a list of customers who, if you sell to, may be subject to a commission
- You must be recommended to seek legal advice before signing agency agreements or sale and purchase agreements
- Agents who are operating as a business must ensure that all their salespersons are properly supervised and managed
- If there is no comparable or semi-comparable sales data to base an appraisal of your property on, this must be advised to you in writing
- You must be advised that how you chose to sell your property can impact on the benefits you receive prior to signing an agency agreement



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# Ray White™

## Golden Bay