

JUNE 2026

BELMONT, BAYSWATER, HAURAKI

YOUR LOCAL PROPERTY MARKET UPDATE



Michael
SWARBRICK

Harcourts Cooper & Co

Cooper & Co Real Estate Ltd Licensed REAA 2008

ABOUT ME

Rate My Agent Suburb winner 2024/2025/2026

Michael Swarbrick is an award winning real estate agent, Rate My Agent Suburb Winner, and proud recipient of the #2 Individual Agent for Harcourts in the Northern Region for the 2025/2026 year. A well-connected community member and local Belmont resident, Michael's results speak for themselves.

He exudes success and consistently strives to obtain the very best possible price for his clients' property. Authentic in everything he does, Michael is people first and committed to his clients above all else. When you work with Michael, you are working with a partner dedicated to doing the right things and committed to great outcomes — with your goals always front of mind.

He has an outstanding ability to negotiate with integrity, shown by his unwavering commitment to being his word. His friendly and upbeat personality sees him create an immediate rapport with everyone he meets. He is very approachable and honest, and his genuine interest in people is clear from the get go.

Michael and his wife Fleur have raised their children through the local schools in Belmont, and are proud to watch them now

forging ahead with their careers. As a family they love to take on new opportunities and make the most of every experience. In his personal life outside of real estate, Michael enjoys playing golf, fly-fishing in some of NZ's backcountry and cruising around in his classic Chevrolet truck — personalised plates and all, naturally reading 'DRIVES' — spending time with family and friends.

Giving back to the community is important to Michael and his commitment to support local led Michael to produce a series of 'Live Local / Support Local' videos as a way of highlighting some amazing local businesses within the Belmont and surrounding communities and to shine a light on the wonderful people behind them.

With over 30 years global sales and marketing experience, Michael is bringing a fresh approach to real estate using both tried and true techniques, along with new marketing methods to maintain his edge over the competition and gain consistently excellent results.

Choosing the right sales professional and winning strategic approach to market your property is absolutely paramount to achieving the very best price. Michael is a renowned sales specialist who will deliver world class service, leave no stone unturned and go above and beyond for you — because for Michael, doing the right thing and achieving the very best outcome for his clients isn't just a promise, it's who he is.

COLOUR DASH 2026

It was really exciting to sponsor the recent Colour Dash down in Devonport.

This was such a fun day and an awesome cause, with all money raised going to the Liz Soper Foundation.

The Colour Dash is a vibrant community celebration made possible through the partnership between Creative Abilities & Associates and The Liz Soper Foundation of Care. Founded by Liz Soper in 1994, Creative Abilities has spent 30 years supporting individuals with physical and intellectual impairments, guided by the belief that everyone deserves

to live life their way in an inclusive community, enjoying enriching experiences and meaningful connections.

A huge thank you to everyone involved for putting together such a fantastic event. Already looking forward to the 2027 Colour Dash!



MARKET SNAPSHOT

In Our Local Property Market

Strong Buyer Demand Building in the \$1.1M-\$1.7M Market Amid Growing Competition and Limited Quality Listings

One of the questions I'm asked almost daily is how the market is tracking, and as we move through May 2026, the answer is still very much: it depends on where you are positioned.

Personally, I have had an outstanding year:

- The 2025 financial year was my second-best year on record
- Ranked #2 Individual Agent across 300+ agents at Harcourts Cooper & Co
- Ranked #2 Individual Agent across the wider Auckland region for 2025/2026
- Achieved #18 overall across all teams and individual agents
- Belmont Rate My Agent Suburb winner for the third year running

Those results, combined with the excellent outcomes achieved for my clients throughout the year, give me real confidence in the advice I am providing in today's market. Because of that success, and my hands-on involvement in every campaign, I remain genuinely positive about the opportunities that still exist when the right strategy is implemented.

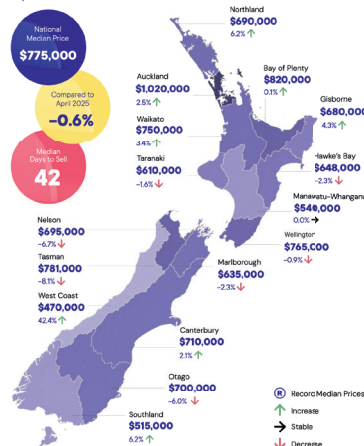
Overall, it does feel as though global events and economic uncertainty are continuing to have an effect on the market, with buyer demand softer overall than we would typically expect. This is particularly noticeable at the upper end of the market, where buyers are taking longer to make decisions and are far more cautious about value and the future outlook.

Across our local area, there remains steady underlying demand. Buyers are still looking to secure homes close to excellent schools, beaches, transport links and lifestyle amenities, while others are trading up, downsizing or simply repositioning within the same community. After more than a decade selling in this area, I can confidently say there is never enough good property available — particularly standalone family homes and solid brick-and-tile properties, which continue to attract strong interest.

A recent campaign I ran in Belmont was a great example of this. The property attracted more than 75 bids at auction, with three determined bidders competing strongly to secure the home, ultimately selling several hundred thousand dollars above the on-market price. Alongside this, I have also experienced multiple-offer situations across a number of recent campaigns, clearly showing that there are active and motivated buyers in the market right now — particularly in the \$1,100,000 to \$1,700,000 price bracket, where well-presented homes are continuing to generate strong competition. Results like this reinforce that while parts of the market remain challenging, quality homes in good locations, presented with the right strategy, are still achieving exceptional outcomes.

Annual Median Price Changes

April 2026



Auckland April 2026

The current median Days to Sell of 43 days is more than the 10-year average for April which is 39 days. There were 28 weeks of inventory in April 2026 which is 1 week more than the same time last year.

Compared to April 2025

↑ **2.5%** Median Price ↓ **-14.8%** Sales Count ↑ **2** Days to Sell

Compared to March 2026

↓ **-1.7%** Median Price ↓ **-29.5%** Sales Count ↑ **2** Days to Sell

↑ **0.5%** Seasonally Adjusted Median Price ↓ **-5.8%** Seasonally Adjusted Sales Count

North Shore

Where the market is more challenging is in the new-build space. You only need to drive around to see developments with unsold stock, and buyers are being more selective. However, this is not across the board. Quality developments, especially standalone homes with good materials, smart layouts, strong design and the right location, are still selling well.

It is also worth noting that some banks have recently started lifting longer-term interest rates, and this can affect buyer confidence in different ways. For some, it encourages action before further increases occur; for others, it creates a little more caution. Either way, it reinforces the importance of having the right strategy, pricing, presentation and campaign structure from day one.

One of the questions I am often asked is, "When is the best time to sell?" My answer is always the same — don't focus too much on the time of year, because in reality it should be more about your personal circumstances and what comes next for you.

Interestingly, many people naturally assume spring is the best time to sell, but the reality is that because so many sellers think the same way, the market is often flooded with more competition during that period. When looking at the number of listings currently available in the local area, I would actually suggest this is a very good time to sell. Historically, I often sell more homes through winter, largely because there is less competition, while serious buyers remain very active and motivated within the market.

Right now, I also have a number of highly motivated buyers actively looking for quality homes, which creates a real opportunity for sellers coming to market in the current environment. In some cases, you may even find I already have a buyer for your home through my existing database and buyer networks before we formally launch to the wider market.

Right now, there are approximately 2,000 listings across the North Shore on Trade Me, which is a relatively high level compared with previous years. Traditionally, we see listing numbers peak through the first quarter of the year before gradually dropping away, however this trend does not appear to have started yet. This is another sign that, on average, homes are taking longer to sell compared with previous years, reinforcing just how important presentation, pricing and marketing strategy are in today's market.

That said, it is important to understand that the wider North Shore market is not always reflective of our immediate local area. Many of our tightly held, family-focused suburbs continue to experience strong underlying demand, particularly for quality homes close to excellent schools, beaches and lifestyle amenities. Supporting this, unconditional sales activity across Auckland has still shown encouraging signs of stability, and on the ground I continue to see motivated buyers actively looking for quality homes within our local market.

So, what is my advice?

For buyers, the message is simple: act now if the right property presents itself. Prices remain steady, and while interest rates are still attractive compared with recent peaks, there are signs that some longer-term rates may be starting to creep back up. If I were a buyer in today's market, I would be seriously considering getting in now before increased competition or changing lending conditions potentially make things more challenging later on.

Median Sale Price	\$1,180,000	4% ▲
Sales	321	-7.8% ▼
Median Days to Sell	47 days	10 days ▲



Harcourts Cooper & Co

Based on REINZ Statistics for North Shore City. Change is based on same time last year.

For sellers, the decision is more personal and should be guided by your next step rather than trying to perfectly time the market. If you are considering selling in 2026, the current conditions are worth serious consideration. Enquiry is active, demand is present, and well-presented homes with the right strategy are still achieving strong results.

If you are considering selling within the next six to twelve months, my recommendation would be to reach out now and start the conversation around preparing your home for the market and understanding where it currently sits within today's conditions. You may just find that your property is exactly the type of home buyers are actively competing for right now, particularly if it is a quality family home in a strong location.



REINZ REPORT

Scan to download REINZ April Property Report

MICHAEL'S RECENT SALES IN THE AREA



41 Lake Road
Devonport
Price: \$1,351,000



16A Egremont St
Belmont
Price: \$1,500,000



2/12 Westwell Rd
Belmont
Price: \$1,040,000



6B Elderwood Lane
Belmont
Price: \$1,621,000



2/36 Harley Close
Haurtaki
Price: \$880,000



108 Eversleigh Rd
Belmont
Price: \$840,000



1/33 Williamson Ave
Belmont
Price: Undisclosed



HANDLEY AVENUE DEVELOPMENT

1/16 Handley Avenue, **Narrow Neck**

3/16 Handley Avenue, **Narrow Neck**

5/18 Handley Avenue, **Narrow Neck**

6/18 Handley Avenue, **Narrow Neck**

7/18 Handley Avenue, **Narrow Neck**

8/18 Handley Avenue, **Narrow Neck**

6/16 Handley Avenue, **Narrow Neck**

Price: Undisclosed

RateMyAgent

2026 SUBURB WINNER



“Thank you to my amazing clients for your trust and 5-star reviews”

www.michaelswarbrick.co.nz

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MICHAEL SWARBRICK

A partner in your Real Estate success

Harcourts
Cooper & Co

TEN YEARS OF LIVING LOCAL AND WORKING FOR YOU

This year I'm proud to be celebrating 10 years with the Harcourts brand and Harcourts Cooper & Co Takapuna, supporting local clients in achieving outstanding real estate results.

Reaching a decade with the same brand and office is something I'm genuinely proud of. Success in real estate isn't just about having a recognised, trusted brand behind you — it's also about knowing what's in the mirror. While we often see agents change offices or brands searching for something better, I've always believed the real difference comes from personal accountability, experience, and an unwavering commitment to clients.

The past year has been one of my most successful in the last decade and a real highlight of my career. Alongside strong results, achieving my Branch Manager's Real Estate Licence was a significant milestone. This means my clients are working with an agent who operates at a higher level — with a next-level understanding of real estate compliance, strong governance, and a clear focus on keeping every transaction safe, transparent, and professionally managed.

With Harcourts behind me and years of proven sales success, I remain absolutely focused on one thing: achieving the best possible outcomes for my clients. That commitment has always been, and will always remain, at the forefront of everything I do — and it's what continues to drive consistent results and success within the industry.



I'm incredibly proud of the milestones, awards, and achievements over the past 10 years, but most of all I'm proud to continue serving the local community I live in and know so well. I love living local, working local, and helping my clients succeed — and I'm looking forward to an even stronger 11th year ahead.

Fun fact: when I started my real estate journey 10 years ago, I designed my logo myself. What most people wouldn't realise is that the logo was created to subtly incorporate my 1937 Chevrolet truck into my brand. Can you see the resemblance?



MICHAEL SWARBRICK

A partner in your Real Estate success

What did the place down the road **sell for?**

To receive a detailed market sales report for your suburb or your street please scan the QR code below. The report will be delivered directly to your inbox.



Interested in what your property is worth in **today's market?**

You may not be ready to buy or sell right now but I often find my clients' have questions about the market and just need clear information to make informed decisions when the time is right.

Contact me today for a free, no obligation market consultation and appraisal.

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LOCAL
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