

NOVEMBER 2024

BELMONT, HAURAKI, BAYSWATER

PROPERTY MARKET UPDATE



**MICHAEL
SWARBRICK**

**YOUR
LOCAL
EXPERT**

Harcourts Cooper & Co

Cooper & Co Real Estate Ltd Licensed REAA 2008

ABOUT ME

Michael Swarbrick is the #1 Individual Sales Consultant for Harcourts Northern Region 2023/2024

Michael Swarbrick is an award winning real estate agent, well-connected community member and a local Belmont resident.

He exudes success and consistently strives to obtain the very best possible price for his clients' property. Michael is committed to his clients first and foremost. When you work with Michael, you are working with a partner committed to your desired outcome 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, along with their grown teenagers, love the lifestyle of Auckland's North Shore, and 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 as well as boating on the Hauraki Gulf and 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.



Delivered an excellent result

Michael has been a great agent. He's proactive, responsive, knowledgeable and ran an incredible campaign. With so many parties through our home and many enquirers, Michael had his work cut out for him. We got a wonderful result and were very happy with the sale. We would 100% use Michael again with future sales and recommend to friends and family.

 Review submitted by the Vendor on 14 Oct 2024

 Verified Review



Highly recommend Michael

We recently had the pleasure of working with Michael to sell our home. From the beginning, Michael was a professional and effective communicator. His honest and direct approach set appropriate expectations; making us feel informed and confident throughout the process. He was always available to answer our questions, address any concerns, and provide expert advice. Michael went above and beyond in every aspect of the sale, ensuring a smooth, stress-free, and quick experience. We highly recommend him as an agent who not only delivers results, but also for his depth of expertise and genuine personalised approach.

 Review submitted by the Vendor on 20 Oct 2024

 Verified Review



To read more client reviews
please scan the QR code

**LIVE LOCAL
SUPPORT
LOCAL**

DEMAND WHAT & WHY

Property Market Update

The Market Has Turned

When looking at what's happening in the market, the natural place to look is the media and what is happening with interest rates. From my experience, often this can be misaligned with what's happening on the ground in the coalface of the market. What's happening in our local market can also be very different from what's happening in the greater North Shore and beyond.

So here is what I am seeing from current listings in our local market:

- Buyer inspection and open home numbers have increased significantly.
- FOMO (fear of missing out) is starting to set in.
- Demand is growing across all price points.
- Home owners are feeling more positive and looking for change, resulting in more listings coming to market.
- Clearance rates at Auctions have increased.
- An uplift in pre-auction offers.
- Sentiment from buyers is we have pushed through the bottom of the market.

As we see these green shoots emerge, buyers and sellers start to feel better about the future, which results in the market beginning to move. It's always amazing to me how this can change so quickly.

Demand is increasing across all price points, especially the entry-level and sub \$2M price points. I have buyers who are desperate to find four-bedroom homes in the area; most of these homes are tightly held as families support kids throughout their education, and because we are so close to the city and university, often that means holding onto these homes longer as our adult children push through university.

I am very proud of my results. With 100% of my past nine properties selling at or before Auction, my average days on the market are 23 versus 46 days across all listings on the North Shore.

One of my highlights this month was marketing 16 Bardia Street in Belmont. What an absolute pleasure it was to market and it broke many records! It would have to be the best price for a



two-bedroom home in the area, selling for \$1,690,000. I had 290 viewings over three weeks of marketing and nine registered bidders, selling under the hammer at auction.

When you are looking at selling your home, you want results and an agent who will partner with you to achieve an outstanding outcome, provide exceptional service, and implement a proven strategy. If you are considering selling, please visit my website and rate my agent profile to read what my clients say. I am always available to provide sound advice, focusing on the best outcome for you.

Michael

RECENT SALES AROUND HAURAKI, BELMONT AND BAYSWATER



31A Jutland Rd
Hauraki

Date: 24 October 24
Bedrooms: 5
Price: **\$2,235,000**



28a Francis Street
Belmont

Date: 20 October 24
Bedrooms: 3
Price: **\$1,350,000**



6 Bellcroft Pl
Belmont

Date: 20 October 24
Bedrooms: 4
Price: **\$1,200,000**



1/22 Sydney St
Hauraki

Date: 10 October 24
Bedrooms: 3
Price: **\$1,565,000**



53 Jutland Rd
Hauraki

Date: 10 October 24
Bedrooms: 5
Price: **\$2,900,000**



13 Bardia St
Belmont

Date: 10 October 24
Bedrooms: 2
Price: **\$1,690,000**



1/51A Northboro Rd
Belmont

Date: 03 October 24
Bedrooms: 2
Price: **\$825,000**



3/3 Opua St
Hauraki

Date: 02 October 24
Bedrooms: 2
Price: **\$868,000**



14 Egremont St
Belmont

Date: 27 September 24
Bedrooms: 4
Price: **\$2,000,000**



3 Hauraki Road
Hauraki

Date: 27 September 24
Bedrooms: 3
Price: **\$2,810,000**



59 Aramoana Ave
Devonport

Date: 19 September 24
Bedrooms: 3
Price: **\$1,300,000**



10 Bayview Rd
Hauraki

Date: 12 September 24
Bedrooms: 4
Price: **\$2,550,000**

HARCOURTS AUCTIONEER UPDATE

IT'S TIME TO THINK ABOUT SELLING

It's encouraging to see another month of improved clearance rates, indicating continued stability in the market place. Typically in this environment a seller only will achieve a premium price if given the opportunity to sell with buyer competition. As we are well aware this is usually best achieved in a public environment that only the auction process delivers.

It is imperative now that future sellers are aware of this and at least having a conversation about selling at auction!

Sam Walmsley
AREINZ

Auctioneer
Harcourts Cooper & Co
027 807 4414

September 2024

58%
Sold Prior or
on auction day

13%
Under Offer

4%
Sold Post Auction

25%
Available

62%

*For the month of September 2024, Harcourts Cooper & Co conducted 52 auctions of which 30 sold prior or on auction day, 2 sold within 14 days post auction, 7 are currently under offer and 13 still have our undivided selling attention or are withdrawn.

Harcourts Cooper & Co



1/11A Hauraki Rd
Hauraki

Date: 11 September 24
Bedrooms: 4
Price: \$2,750,000



26 Hororata Rd
Hauraki

Date: 04 September 24
Bedrooms: 5
Price: \$2,400,000



42 Harley Close
Hauraki

Date: 30 August 24
Bedrooms: 4
Price: \$1,980,000



SOLD BY MICHAEL

2 Keys St
Belmont

Date: 01 August 24
Bedrooms: 3
Price: \$1,375,000

WIN ONE OF TEN
\$10,000
travel vouchers.



Be in the draw to win a share of \$100,000 in travel vouchers when you list and sell your property before 31 March 2025 with a participating Harcourts office.

T's & C's Apply

Harcourt Cooper & Co

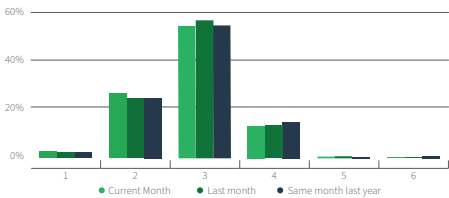
Cooper & Co Real Estate Ltd. Licensed Agent REAA 2008

MARKET ACTIVITY UPDATE

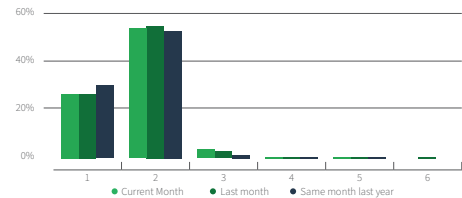
BELMONT, BAYSWATER, HAURAKI

September 2024

Searches by number of bedrooms

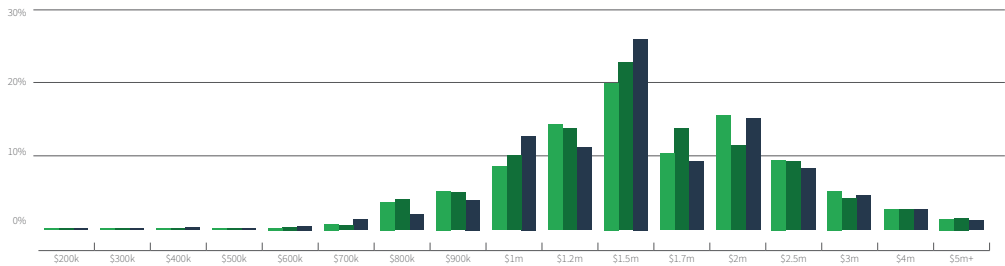


Searches by number of bathrooms



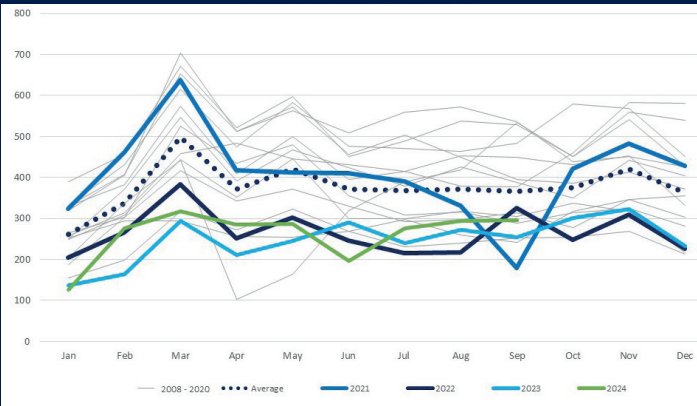
Search Price

How is buyer demand by price band changing?



All above data is based on the last 90 days of activity on TradeMe Property for the Belmont, Bayswater & Hauraki area.

North Shore Sales Volume January 2008 to September 2024



Market Stats

North Shore | September 2024

Median Sale Price

\$1,128,000 ↓ -9.7%

Sales

296 ↓ -5.4%

Median Days To Sell

48 days ↑ 13 days

*Based on REINZ statistics for North Shore City. Chane is based on sale time lasy year.

*Based on REINZ sales statistics for North Shore City

THE SUCCESS FORMULA

AVERAGE DAYS ON MARKET

Michael Swarbrick
23 Days

Michael's average days on the market from March to October 2024

North Shore
46 Days

Average based on REINZ data for Median Days to Sell across the North Shore from March to September 2024

AUCTION SUCCESS RATE

Michael Swarbrick
100%

9/9 of my listing sold at or prior to auction between March and October 2024.
(Note, one sold within 24 hours of auction by further negotiation).

LOOKING AT SELLING?
Call your local expert!

The #1 Individual Harcourts Agent for the Northern region 2023-2024.



Michael
SWARBRICK

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Harcourts Cooper & Co