

AUGUST 2025

BELMONT, BAYSWATER, HAURAKI

YOUR LOCAL PROPERTY MARKET UPDATE



TRUSTWORTHY
COMMITTED
STRATEGIC
PROACTIVE
HELPFUL
RELIABLE

Michael
SWARBRICK

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 son & daughter, 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.



Marketing was spot on

Michael was the best as always! Great marketing campaign. Staging was perfect for the house and he kept us up to date the whole time. Love working with him. Will do so again next time.



Reviewed and submitted by Vendor on 19th June



Verified Review



Outstanding Guidance and Support from Michael – A First-Time Buyer's Experience

As a first-time home buyer, we are incredibly grateful for the outstanding service provided by Michael. From start to finish, he was knowledgeable, professional, and patient, guiding us through each step of the home-buying process with clarity and care. Buying a home for the first time can be overwhelming, but Michael made everything feel manageable. He took the time to understand what we were looking for, answered all of our questions promptly, and never made us feel rushed or pressured. His calm and reassuring approach gave us confidence in every decision we made.

Throughout the process, Michael demonstrated deep market knowledge, excellent communication, and genuine dedication to helping us find the right home—not just any home. Thanks to his support, we were able to close on a property that fits our needs and budget perfectly. We highly recommend Michael to anyone looking for a trustworthy and professional real estate agent. He made a complex process feel seamless, and we couldn't be happier with the outcome.



As submitted by buyer 18th June



Verified Review



To read more client reviews
please scan the QR code

**LIVE LOCAL
SUPPORT
LOCAL**

GREEN SHOOTS, CV JITTERS & RISING BUYER DEMAND

In Our Local Property Market

The release of Auckland's latest Council Valuations (CVs) has triggered a wave of phone calls, emails, and—quite understandably—concern. I've spoken with a number of homeowners unsettled by their new figures; several are formally challenging the council. That reaction is normal. CVs feel personal, but they're not market value. What ultimately matters is what buyers are willing to pay—and that picture is already becoming clearer.

Over the years we've seen clear cycles: stretches where properties routinely sell above CV, followed by phases where they sit below. Based on my recent results, we're moving back into a market where most homes are again selling above CV—something already reflected in several of my latest sales.

NORTH SHORE: TIGHTENING SUPPLY, LIFTING ACTIVITY

This is where the shift is most visible. Available listings across the North Shore have dropped from approximately 1,935 in April to 1,548 as at 22 July—also down from 1,632 at the same time last year.

At the same time, sales activity is climbing:

- Median Sale Price: \$1,190,000 (↓ 0.8% YoY)
- Sales Volume: 276 (↑ 24.3% YoY)
- Median Days to Sell: 51 (↑ 7 days YoY)

While the median days to sell has increased, my experience in our local market shows a different picture. Based on my last 8 sales, the average days on market has been just 29—a strong indicator that well-presented, correctly priced properties are still moving swiftly in our area.

WHERE DEMAND IS STRONGEST

Freestanding, character homes continue to draw the most competition. These homes offer land, lifestyle, and long-term value—factors today's buyers are prioritising. In contrast, new builds are still struggling, particularly when compared to more established alternatives.

Right now, I'm working with a solid pool of motivated buyers—but they're competing for limited quality stock, especially in sought-after neighbourhoods. Many of the buyers I'm working with are simply waiting for the right property to appear on the market—and when it does, they're ready to act. This built-up demand is creating strong opportunities for sellers who are prepared to go to market now rather than wait for spring.

ADVICE FOR BUYERS & SELLERS

If you're planning to sell in the coming months, timing is everything. With supply tightening and buyer activity rising, listing now—before the seasonal spring surge—could offer a distinct advantage. Early movers benefit from increased visibility, less competition, and more engaged buyers.

And if you're looking to buy, my advice is: act now. With stock levels coming down and buyer competition heating up, the best opportunities are being secured quickly. Now is the time to move confidently if the right property appears.

Adding to the momentum, word on the street is that we may see an OCR interest rate drop next month—something that could further fuel buyer activity across the market. If that happens, we're likely to see even more competition, particularly in popular areas.

If you'd like to discuss your options—whether buying or selling—feel free to get in touch for a no-obligation chat.



May — July

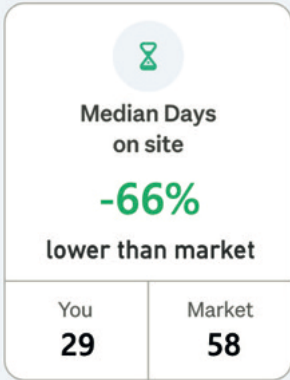
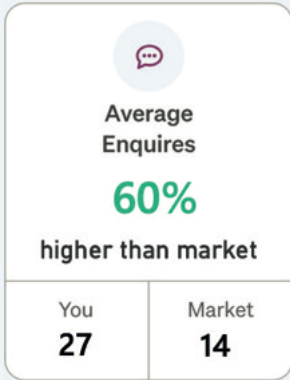
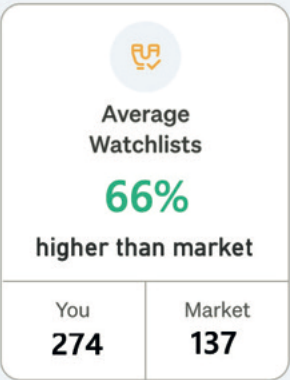
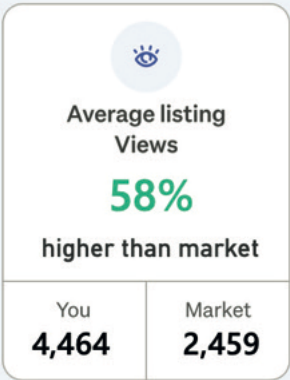
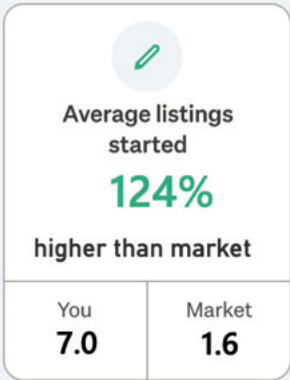
Success Summary

SUCCESS LEAVES CLUES

Over the past three months, I listed 8 properties — all of which sold, achieving a 100% success rate. These properties averaged just 29 days on the market, compared to the industry average of 58 days. Listing visibility was also a standout, with an average of 4,464 views per property on Trade Me — approximately 82% higher than the industry average of 2,459 views on the platform.

In June, I ranked #18 within Harcourts Cooper & Co, and I'm currently sitting at #9 year-to-date across the entire group — a network made up of hundreds of agents. When you work with me, you're not passed between team members — you deal directly with me. That means clear communication, full accountability, and a proven agent dedicated to delivering results.

Michael



Based on My TradeMe Listings vs. others in the same market.

RECENT SALES AROUND BAYSWATER, HAURAKI & BELMONT

BAYSWATER

MAY 2025:

- 66 Beresford St, Bayswater – \$2,305,000 (4 bed)
- 1/8 Bayswater Ave, Bayswater – \$852,000 (2 bed)
- 1/1 D Rosyth Ave, Bayswater – \$810,000 (4 bed)
- 151 A Bayswater Ave, Bayswater – \$1,460,000 (5 bed)
- 10 Bayswater Ave, Bayswater – \$2,651,000 (5 bed)
- 16 Lansdowne St, Bayswater – \$1,938,000 (4 bed)

- 13 Philomel Cres, Bayswater – \$1,130,000 (3 bed)
SOLD BY MICHAEL

JUNE 2025:

- 2/133 Bayswater Ave, Bayswater – \$870,000 (4 bed)
- 8/1 F Rosyth Ave, Bayswater – \$723,000 (2 bed)
- 1/18 Bayswater Ave, Bayswater – \$1,300,000 (3 bed)
- 69 Roberts Ave, Bayswater – \$928,800 (2 bed)
- 7/1 F Rosyth Ave, Bayswater – \$727,000 (2 bed)

HAURAKI

MAY 2025:

- 6 Pine Ridge Tce, Hauraki – \$1,800,000 (3 bed)
- Lot 5 66 Jutland Rd, Hauraki – \$810,000 (2 bed)
- 1/48 Jutland Rd, Hauraki – \$900,000 (2 bed)
- 7 Ewen St, Hauraki – \$3,025,000 (4 bed)
- 6 Harley Rd, Hauraki – \$1,600,000 (4 bed)
- 12 B Northboro Rd, Hauraki – \$1,805,000 (4 bed)

JUNE 2025:

- 1/15 Norman Rd, Hauraki – \$1,590,000
- 24 A Hororata Rd, Hauraki – \$1,700,000
- 31 Ewen St, Hauraki – \$3,400,000 (5 bed)
- 1/19 Harley Rd, Hauraki – \$1,580,000 (4 bed)
- Lot 4 66 Jutland Rd, Hauraki – \$806,000 (2 bed)
- 2 Clifton Rd, Hauraki – \$5,940,000 (5 bed)

JULY 2025:

- 2/21 Hauraki Rd, Hauraki – \$1,841,000 (2 bed)

BELMONT

MAY 2025:

- 1 G Eversleigh Rd, Belmont – \$1,697,500 (3 bed)
- 18 A Eversleigh Rd, Belmont – \$1,780,000 (6 bed)
SOLD BY MICHAEL

JUNE 2025:

- 283 Lake Rd, Belmont – \$2,500,000 (6 bed)
- 1/14 Westwell Rd, Belmont – \$835,000 (2 bed)
- 2/13 Montgomery Ave, Belmont – \$1,420,000 (3 bed)
- 3/5 Moana Ave, Belmont – \$695,000 (2 bed)
SOLD BY MICHAEL
- 4 A Coronation St, Belmont – TBA (3 bed)
- 1/19 Montgomery Ave, Belmont – \$1,140,000 (3 bed)

JULY 2025:

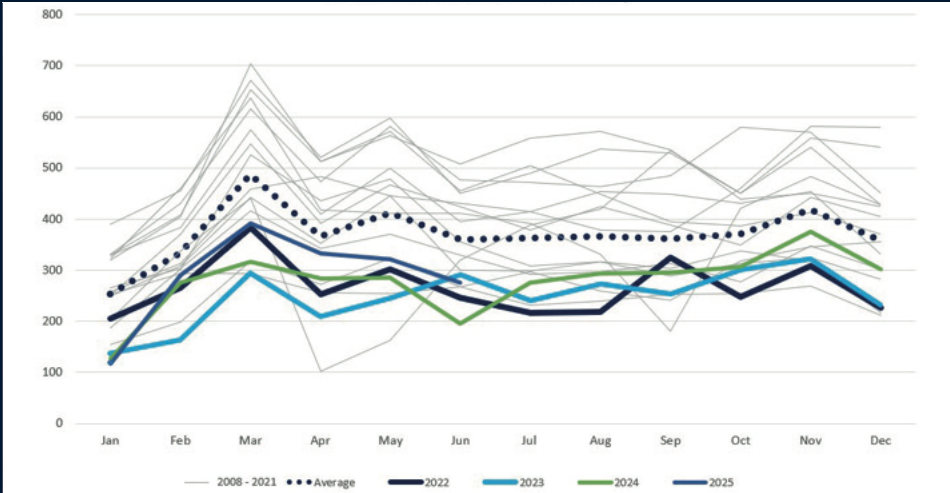
- 112 C Eversleigh Rd, Belmont – \$1,195,000 (3 bed)
- 112 D Eversleigh Rd, Belmont – \$1,320,000 (4 bed)
- 5 Nga Tutu Place, Belmont – \$1,430,000 (3 bed)
SOLD BY MICHAEL
- 1/20 Corrella Rd, Belmont – \$1,560,000 (3 bed)
- 84 Eversleigh Rd, Belmont – \$1,400,000 (2 bed)
- 62 Northboro Rd, Belmont – \$1,930,000 (3 bed)
- 275 A Lake Rd, Belmont – \$1,240,000 (4 bed)
- 10 Nga Tutu Place, Belmont – \$1,060,000 (2 bed)
SOLD BY MICHAEL
- 12 Mahinga Kai Way, Belmont – \$1,795,000 (4 bed)
SOLD BY MICHAEL



MARKET ACTIVITY UPDATE

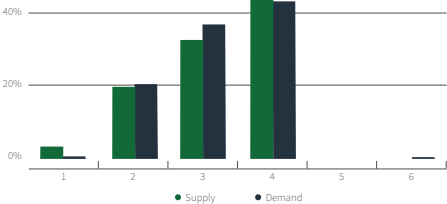
BELMONT, HAURAKI & BAYSWATER

North Shore Sales Volume January 2008 to July 2025



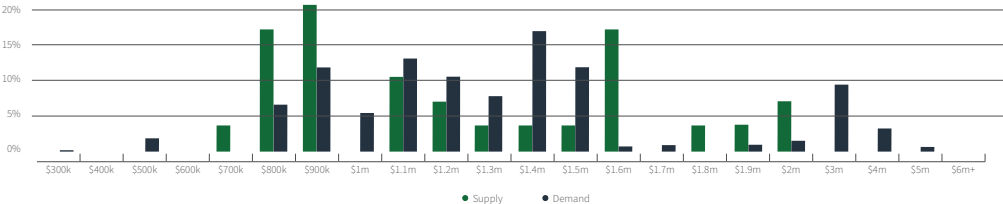
*Based on REINZ sales statistics for North Shore City

Searches by number of bedrooms



Market Price Distribution

How is buyer demand by price band changing?



Search activity is based on user initiated searches on Trade Me within the reporting period

Harcourts Cooper & Co

MARKET UPDATE

JUNE 2025

Median Sale Price
\$1,190,000 ↑ 0.8%

Sales
276 ↑ 24.9%

Median Days To Sell
51 days ↑ 7 days

Harcourts Cooper & Co

NORTH SHORE

*Based on REINZ statistics for North Shore City. Change is based on sale time last year.

HAVE YOU SPOTTED MY CHEV TRUCK?

This is my 1937 Chev truck, and it's been part of my family for over 60 years—my father bought it on 22 May 1964 at just 25 years old. Over the decades, it served in his driveway contracting business across North Canterbury, which is where the DRIVES number plate comes from. If you've seen me driving around locally and spotted the plate—now you know why.

I've personally undertaken a full, ground-up restoration over the past 10 years—thousands

of hours, every nut and bolt replaced. I'm extremely proud of the truck and the history behind it. The goal was always to stay true to its original character while adding a few subtle upgrades and small comforts to bring it into the 21st century.

Chances are you'll spot it—and me—around the neighbourhood, or even outside the odd open home on a fine day.



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.



Scan for Report

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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