

OCTOBER 2026

BELMONT, BAYSWATER, HAURAKI

YOUR LOCAL PROPERTY MARKET UPDATE

Michael
SWARBRICK



Harcourts Cooper & Co

Cooper & Co Real Estate Ltd Licensed REAA 2008

ABOUT ME

**Measured by Results.
Remembered by Reputation.**

Success leaves clues

In a world where marketing can sometimes create more hype than substance, Michael believes in keeping things real. What you see is what you get — honest, professional advice, authentic communication and a proven track record of delivering exceptional results.

There are no exaggerated promises, only a commitment to working hard, communicating openly and doing everything possible to achieve the very best outcome for every client.

Choosing the right real estate professional is one of the most important decisions you'll make when selling your home. Michael has built his reputation through strategic marketing, skilled negotiation and an unwavering commitment to putting his clients first.

Real Estate Is About People

For Michael, real estate has never been about simply selling houses—it's about helping people make confident decisions during one of life's biggest moments.

His approach is straightforward: listen first, communicate honestly, work harder than expected and never lose sight of the client's goals.

Every property receives a tailored marketing strategy, professional presentation and meticulous campaign management, supported by skilled negotiation designed to maximise competition and achieve the very best result.

Michael's clients know they can expect clear advice, genuine communication and a trusted professional who will always put their interests first.

Local Knowledge. Genuine Connection

Michael and his wife Fleur have proudly called Belmont home for many years, raising their family within the local community and through the area's schools. Their deep connection to the North Shore gives Michael a genuine understanding of the lifestyle, neighbourhoods and people that make this such a special place to live.

Today, their son Thomas is completing a Master's degree in Aerospace Engineering in the United States, while their daughter Amelia is studying to become a paramedic in Christchurch and proudly serves with the New Zealand Army.

Giving back to the community has always been important to Michael. His popular "Live Local, Support Local" video series celebrates local businesses and the people behind them, reflecting his passion for supporting the communities in which he lives and works.

Outside real estate, Michael enjoys fly fishing in New Zealand's backcountry, boating, golf and spending time with family.

A Commitment to Excellence

Whether you're selling your home, an investment property or a development opportunity, Michael is committed to delivering an experience that exceeds expectations while achieving the very best possible result.

Because at the end of the day, success isn't measured by awards alone. It's measured by the trust of your clients, the reputation you build, and the results you consistently deliver.

Measured by Results. Remembered by Reputation.

MY TEAM

I'm really pleased to welcome my Executive Assistant, Anna, back to my team

Anna is an integral member of the team, providing project management and marketing support to Michael throughout the sale of your property. With a background in administration management and human resources, Anna brings exceptional organisational skills, professionalism, and a strong commitment to delivering outstanding service and support. Her proactive, detail-oriented, and efficient approach ensures every aspect of the process is managed seamlessly, helping Michael achieve the best possible outcomes for his clients. Known for her warm, approachable nature and great sense of humour, Anna combines professionalism with a strong work ethic, making her a highly valued and trusted member of the team.



FEATURED PROPERTY LISTINGS



53C EVERSLEIGH ROAD, BELMONT

4 bedrooms, 2.5 bathrooms, single garage

FAMILY HAVEN WITH VERSATILE LAYOUT

Architectural Excellence In Prime Location

Forget everything you think you know about townhouse living. Close your eyes and reimagine what a townhouse can be - the quality, the space, the privacy and the feeling of a truly beautiful home. Then come and experience this one for yourself. This is a home you simply have to view to transform your perception of townhouse living.

Only three years old and meticulously cared for, the home presents like new. Set across two well-designed levels, it combines quality materials and workmanship with an interior finished with real style. Feature wallpaper, beautiful window furnishings and carefully considered décor give the home a warmth and individuality rarely found in newer townhouse living.

Auction: Thursday 8th October, in rooms at 12 pm, in rooms at 128 Hurstmere Road, Takapuna, and live online (unless sold prior).



Only two homes remaining

16 – 18 HANDLEY AVE, NARROW NECK

3 beds, 2 bathrooms, 1 carpark

ONLY 2 HOMES REMAINING, BOTH PRICED AT \$1,150,000

Experience the Difference

Sunrise swims and sunset walks just moments from your door. With 13 homes already sold and only two remaining - this is a rapidly closing opportunity to secure a brand-new townhouse in one of Auckland's most sought-after beachside neighbourhoods.

Positioned just 300 metres from the golden sands of Narrow Neck Beach, these architecturally designed, two-level freehold townhouses combine modern comfort with an unbeatable coastal lifestyle. They are not like many other developments on the market — these homes are a must see and truly need to be experienced in person to be fully appreciated.

Come along to the advertised open homes or call me for a private viewing.

For more information on either of these great properties, or to arrange your viewing - give me a call today!

RECENT SALES AROUND BELMONT, HAURAKI & BAYSWATER

HAURAKI

AUGUST 2026:

- 1/6 Stone Street, Hauraki — \$805,000 (3 beds)
- 1/41 Northboro Road, Hauraki — \$1,152,000 (3 beds)
- 14 Northboro Road, Hauraki — \$1,350,000 (3 beds)
- 3/11 Onepoto Road, Hauraki — \$900,000 (2 beds)
- 2/94 Jutland Road, Hauraki — \$1,330,000 (4 beds)
- 2/7 Onepoto Road, Hauraki — \$820,000 (2 beds)
- 12 Clifton Road, Hauraki — \$10,350,000 (5 beds)

JULY 2026:

- 1/24 Clifton Road, Hauraki — \$2,290,000 (3 beds)
- 2/10 Northboro Road, Hauraki — \$802,000 (2 beds)
- 2/65 Francis Street, Hauraki — \$1,680,000 (5 beds)



BELMONT

AUGUST 2026:

- 8 Creamer Avenue, Belmont — \$2,350,000 (4 beds)
- 16C Egremont Street, Belmont — \$1,535,000 (5 beds)
SOLD BY MICHAEL

JULY 2026:

- 5/16 Williamson Avenue, Belmont — \$1,120,000 (4 beds)
- 26 Egremont Street, Belmont — \$1,485,000 (3 beds)
SOLD BY MICHAEL
- 16/1 B Egremont Street, Belmont — \$1,100,000 (3 beds)
- Lot 5/3 Corrella Road, Belmont — \$1,270,000 (3 beds)
- 9 Te One Place, Belmont — \$1,000,000 (2 beds)
SOLD BY MICHAEL
- 16B Egremont Street, Belmont — \$1,450,000 (4 beds)
SOLD BY MICHAEL



BAYSWATER

AUGUST 2026:

- 1 Cassino Street, Bayswater — \$1,960,000 (4 beds)
- 10 Beresford Street, Bayswater — \$2,000,000 (4 beds)
- 13 A Bayswater Avenue, Bayswater — \$1,800,000 (6 beds)

JULY 2026:

- 66 B Norwood Road, Bayswater — \$1,600,000 (4 beds)
- 3/1D Rosyth Avenue, Bayswater — \$875,000 (4 beds)
- 15 Bayswater Avenue, Bayswater — \$2,221,000 (5 beds)



All data as per the Real Estate Institute of New Zealand statistics. Sales are from all agencies across the local Hauraki, Belmont and Bayswater area.

LOCAL UPDATES

SHIRL & MOSS CHOCOLATE IS COMING TO BELMONT

Local chocolate makers Shirl & Moss are opening the doors to their new factory and shop next to Daily Bread in Belmont.

They make their chocolate from scratch, starting with ethically sourced cacao beans and taking them through the entire bean-to-bar process right here in Auckland. From roasting and grinding through to tempering, moulding and wrapping, everything is handcrafted in-house in small batches.

Their new Belmont space will be home to both a working chocolate factory and a small retail shop, where visitors can discover and sample their range of handcrafted chocolate — and get a glimpse behind the scenes of the bean-to-bar process.

Shirl & Moss are looking forward to opening their doors in the next couple of weeks and becoming part of the Belmont community.



SUMMERSET PLAN UPDATE

Summerset has just provided their latest community update on plans for work on the Lowe Street Pathway. Scan the QR codes to find out more.



MARKET SNAPSHOT

12 MONTHS TO AUGUST 2026

North Shore

North Shore's median sale price held steady over the 12 months to August 2026, on 4,078 sales, with the median sale taking 45 days.

MEDIAN SALE PRICE	\$1.20M	↔ +0.8%
SALES	4,078	↗ +4.7%
MEDIAN DAYS TO SELL	45	↗ +1 day

Total value sold \$5.7B

What's your home worth today?

Michael Swarbrick

021 888 133 michael.swarbrick@harcourts.co.nz
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Source: REINZ - 12 months to August 2026 - revised 17/09/2026

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AUGUST 2026

North Shore

Sale prices are holding across the North Shore: the August median of \$1.17M, 0.5% ahead of the same month last year.

764 homes sold in August, below the three-year August average of 306 sales.

HOMES SOLD IN AUGUST	264	↘ -14.8%
AUGUST MEDIAN PRICE	\$1.17M	↗ +0.5%
12-MONTH MEDIAN PRICE	\$1.20M	↗ +0.8%

Changes are against the same period a year earlier.

What's your home worth today?

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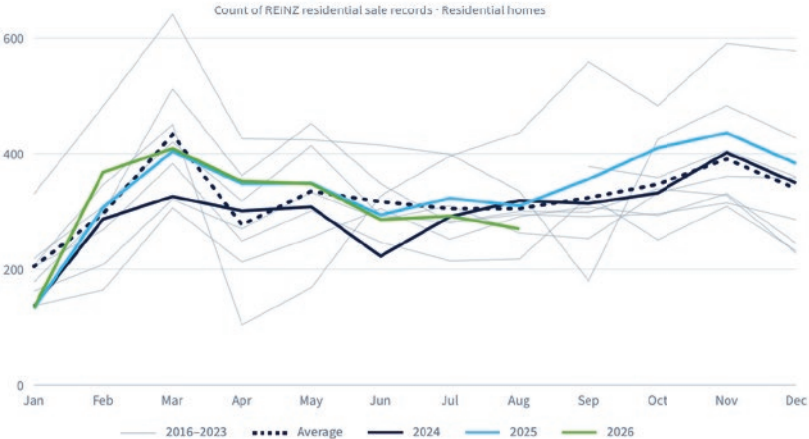
Source: REINZ - August 2026 - revised 17/09/2026

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North Shore Monthly Sales

Sep 2016 to Aug 2026



IN OUR LOCAL PROPERTY MARKET

Sale prices are continuing to hold relatively steady across the North Shore, with the August median of \$1.17 million, around 0.5% ahead of the same month last year. What is noticeable, however, is the lower level of sales activity.

Across the North Shore there were 264 sales in August 2026, compared with 310 in 2025, 319 in 2024, and a historical August average of around 305 sales. So while prices are holding, fewer properties are changing hands than we would typically expect at this time of year.

Locally, it feels like we have come off a particularly quiet August, with fewer new listings and a slower start to the traditional spring lift. Over the past week, however, I have seen a noticeable increase in appraisal activity, which is often an early indication that more homes are being prepared for sale. I expect listings to increase from here, although my feeling is that the next couple of months may still be a little quieter than some previous spring markets.

With the General Election on 7 November now getting closer, we may also see some homeowners adopt a "wait and see" approach. Historically, elections haven't had a significant or consistent impact on overall property sales, but they can influence when people decide to make a move. If some sellers choose to wait, listing numbers could remain tighter than we would normally expect through spring. For those who do come to market, they can create an opportunity — fewer listings mean less choice for buyers and in turn more competition between buyers and the potential to create a premium.

It's also important to understand that our local market can perform very differently from the broader North Shore and Auckland markets. We live in an incredible family-friendly location that remains highly sought after. Young families continue to move here for the schools, beaches, community and lifestyle, while many existing homeowners — myself included — simply don't want to leave. That underlying appeal isn't going to change.

Overall, I would describe the current market as relatively stable, but price-sensitive. Buyers are out there, but they are informed and disciplined, which makes presentation, marketing and strategy particularly important when bringing a home to market.

I'm also incredibly proud of the results I've achieved for my clients over the past few months, with some strong sales and continued 5-star reviews. For me, those results and the feedback from my clients are what this business is all about.

I also have some great properties available now and some exciting new listings coming to market, so if you're looking for a particular type of home, thinking about selling, or simply working through what's next, I would love to hear from you.

What I enjoy most about what I do is providing straightforward, professional advice with an absolute commitment to achieving a great outcome for you.



Positive, professional and 1st rate communicator

Michael is a very professional salesman and at every stage kept us in the loop with feed back from prospective clients. He would have to be a very positive example to all your team. From the marketing program to dealing with each prospective buyer, he conducted himself in a way well above any other sales person we have had experience with.



Review submitted by the Vendor on 24 Jul 2026



Verified Review



Outstanding local knowledge and an exceptional result

We couldn't be happier with Michael and the result he achieved for our Egremont Street project. As developers, we originally had plans to market the property much more widely, including to the Asian market. In the end, Michael's strong local presence, deep understanding of the Upper North Shore and genuine connection with local buyers proved just how important it is to have the right agent for the right area. Michael was professional, responsive and fully committed throughout the entire process. What impressed us most was that he didn't simply list and sell the property — he genuinely understood the product, the location and the type of buyer who would appreciate it. The final result exceeded our expectations, and Michael made an invaluable contribution to the success of this project. We would absolutely work with him again on our next development and would highly recommend him to anyone buying or selling on the Upper North Shore.



Review submitted by the Vendor on 18 Aug 2026



Verified Review



To read more client reviews
please scan the QR code

**LIVE LOCAL
SUPPORT
LOCAL**

DEMAND IS HIGH.

LOCAL HOMES NEEDED NOW.



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