

APRIL 2025

HAURAKI, BELMONT, BAYSWATER

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 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.



Made it all very easy

Michael is great. Knows his stuff and got us an excellent result. He was great to deal with and made the whole process as easy as it could be. Very calm, cool and collected and we were thrilled to sell in a tough market.



Review submitted by the Vendor on 20 February 2025



Verified Review



Just a fantastic experience from start to finish!

Nothing gives me more pleasure than to write this review for Michael, an exceptional real estate agent who recently assisted me in selling my property. From the very beginning, his professionalism and communication were nothing short of first-class. Michael took the time to thoroughly explain the real estate market, which helped me gain a clear understanding of the selling process and set realistic expectations. One of the standout aspects of working with Michael was his invaluable guidance on how to prepare my home for sale. His insights made a significant difference in the final outcome, ensuring that my property was presented in the best possible light. Michael ran a fantastic five-week marketing program that effectively showcased my home to potential buyers. His dedication and commitment to maximizing exposure in a very tough market were evident in every step he took. He consistently went above and beyond, offering support and advice that truly made the selling process smooth and successful.

I wholeheartedly recommend Michael to anyone looking to buy or sell their property. His expertise, dedication, and outstanding communication skills set him apart in the real estate industry. Thank you, Michael, for making my selling experience a positive and rewarding one!



Review submitted by the Vendor on 6 April 2025



Verified Review



To read more client reviews
please scan the QR code

Happy Clients

**LIVE LOCAL
SUPPORT
LOCAL**

NAVIGATING CHANGING TIDES

In Our Local Property Market

As we move through autumn, our local property landscape continues to evolve throughout Hauraki, Belmont, and Bayswater. What I'm observing in the market are increasingly challenging conditions where having an agent who can accurately assess buyer sentiment and market dynamics is absolutely essential.

The current market demands expertise in understanding both buyer psychology and seller expectations. Properties are taking longer to sell, and I am seeing fewer buyer inquiries than in previous months. Buyers are exercising more caution with their decisions. This is precisely where agents with experience in negotiating and navigating tough conversations become invaluable.

The numbers tell the story: the current median Days to Sell across Auckland for March 2025 is 41 days, which is more than the 10-year average for March of 37 days. There were 27 weeks of inventory in March 2025, which is 2 weeks more than the same period last year. The median price for Auckland decreased by 2.8% year-on-year to \$1,040,000.

Looking closer at our North Shore market, we've seen the median sales price decrease by 5% year-on-year in February and by 1.2% in March. Interestingly, despite these price adjustments, sales numbers across the North Shore increased significantly - up 28.1% in February compared to 2024 and up 20.6% year-on-year in March. We are observing higher listing numbers this year across the North Shore, and when I compare listings on Trade Me from March 2024 to March 2025, they have increased by an average of 10%. This increased inventory provides buyers with more options and makes strategic marketing and pricing even more critical for sellers. This suggests that buyers are active but price-sensitive in the current environment.

Here in Hauraki, Belmont, Bayswater, and the greater peninsula, unique opportunities are emerging. We are beginning to see several entry-level homes sold by Housing New Zealand, which is providing excellent opportunities for first-time homebuyers. Recently, I sold a property on Roberts Avenue in Bayswater with nine offers by the deadline, highlighting the growing demand in the entry-level and investor markets. Locally, there remains a demand for four-bedroom family homes, with many cash-ready buyers discussing their next potential purchase with me. This localised activity indicates that well-priced properties in desirable areas can still attract significant interest, even within a more challenging overall market.

As interest rates continue to fall and the OCR drops once again, I anticipate stability in the market over the coming months, bringing renewed energy and hope for many navigating these changing economic tides. This positive shift in financial conditions could be the catalyst that many potential buyers have been waiting for.

I'm pleased to share that over the past six months, I have been studying for my Branch Manager's licence and have now achieved this qualification. This means my clients can be assured that they are dealing with a licensed agent who possesses a higher level of expertise and compliance knowledge, ensuring that you are in safe hands throughout your property journey.



Navigating Changing Tides In Our Local Property Market

I'm also thrilled to announce my back-to-back achievement as Rate My Agent's Agent of the Year for Belmont once again. This consecutive recognition highlights my consistent ability to deliver outstanding results in the local market and is supported by 5-star reviews from satisfied clients.

In today's environment, the difference between an average result and an exceptional one often comes down to an agent's ability to persist, adapt their approach, and understand the subtle dynamics at play. My years of experience have taught me that knowing when to push forward and when to pivot is crucial for securing the best outcome for my clients.

Recent sales in our area highlight this reality. While some properties are sitting on the market longer than expected, others are achieving strong results when paired with the

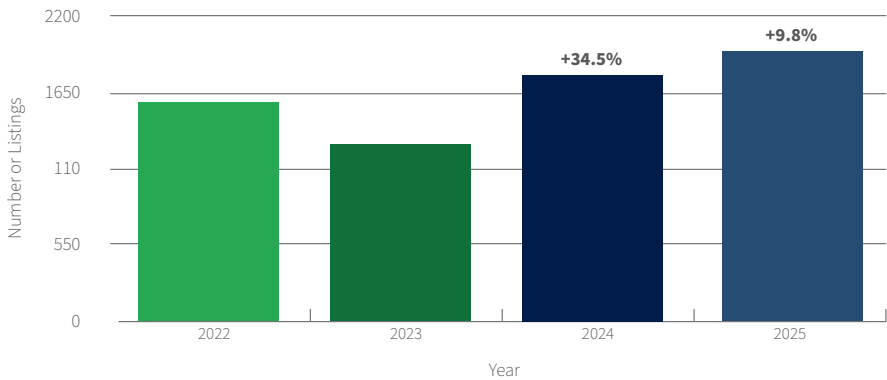
right strategy and a determined agent who understands what it takes to consistently achieve great results. As you will see from my market update, I have had some impressive sales recently and have some fantastic new properties available, with more set to hit the market in the coming weeks.

If you're considering making a move in our community, I'd be delighted to share my insights specific to your property and circumstances. Sometimes, a small adjustment in approach can make all the difference in today's market. If you are interested in discussing anything related to real estate, please give me a call.

Michael

North Shore Property Listings

First week of April, TradeMe 2022-2025



Data represents properties as per listed on TradeMe

Data from REINZ, local TradeMe listing data, and my local on-the-ground observations

FEATURED PROPERTY LISTINGS



12 MAHINGA KAI WAY, BELMONT

4 bedrooms, 3.5 bathrooms, double garage

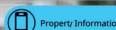
FAMILY HAVEN WITH VERSATILE LAYOUT

Architectural Excellence In Prime Location

Forget what you know about townhouses—this is an absolute must-see family home. This striking architectural home, tucked within the prestigious Oneoneroa development, offers a rare opportunity to secure the only one of its kind in one of Auckland's most sought-after new communities. What truly sets this home apart is its unique layout, featuring a separate wing with its own bedroom, bathroom, and lounge, perfect for extended family, guests, or a teenage retreat.

Don't miss this opportunity to secure a premium freehold home that stands apart from other properties in the area. Call today to arrange your private viewing.

Auction: Thursday 22nd May at 12:00pm, in rooms at 128 Hurstmere Road, and live online (Unless Sold Prior).



18A EVERSLEIGH ROAD, BELMONT

6 bedrooms, 3 bathrooms, 2 garages, 1 carport

RARE INVESTMENT GOLD

First Time On Market In 38 Years

Three brick & tile units all providing income in one of Belmont's most desirable locations. With all units sitting on a single freehold title, this property has proven its investment value over nearly four decades of continuous ownership. All three units are on one title and sold as such - a complete investment package.

Don't miss this golden investment opportunity - a property of this calibre with such stable returns is truly rare in today's market. Call today to arrange your private viewing.

Auction: Thursday 15th May at 12:00pm, in rooms at 128 Hurstmere Road, and live online (Unless Sold Prior).

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

APRIL 2025:

- 21 Francis Street, Hauraki — \$2,480,200 (4 bed)
- 5/65 Francis Street, Hauraki — \$1,745,000 (5 bed)
- 1/258 Lake Road, Hauraki — \$1,410,000 (4 bed)
- 1/51 Francis Street, Hauraki — \$1,590,000 (3 bed)
- 28A Harley Road, Hauraki — \$1,280,000 (4 bed)
- 5C Northboro Road, Hauraki — \$1,575,000 (4 bed)
- 2/27 Sydney Street, Hauraki — \$832,500 (2 bed)

MARCH 2025:

- 20B Hauraki Road, Hauraki — \$2,100,000 (4 bed)
- 1/2 Purchas Road, Hauraki — \$1,180,000 (2 bed)
- 1/16 Jutland Road, Hauraki — \$1,280,000 (2 bed)
- Lot 3 66 Jutland Road, Hauraki — \$836,000 (2 bed)
- 3 Northboro Road, Hauraki — \$2,141,000 (4 bed)
- Lot 1 66 Jutland Road, Hauraki — \$990,000 (3 bed)
- 3/7 Hororata Road, Hauraki — \$1,310,000 (3 bed)
- 2 Matau Way, Hauraki — \$1,658,000 (3 bed)

FEBRUARY 2025:

- 2/32 Hororata Road, Hauraki — \$1,425,000
- 2/01 Purchas Road, Hauraki — \$1,295,000 (3 bed)
- 2/36 Northboro Road, Hauraki — \$1,650,000
- 38A Francis Street, Hauraki — \$2,427,860 (5 bed)
- 1/317 Lake Road, Hauraki — \$1,638,000 (5 bed)
- 4 Harley Road, Hauraki — \$1,714,000
- 33C Onepoto Road, Hauraki — \$1,040,000 (0 bed)

BELMONT

APRIL 2025:

- 19B Corrella Road, Belmont — \$1,245,000 (3 bed)
 - 3/39 Eversleigh Road, Belmont — \$985,000 (2 bed)
 - 3/53 Merani Street, Belmont — \$620,000 (1 bed)
 - 6 Roberts Ave, Belmont — \$2,100,000 (4 bed)
 - 22 Eversleigh Road, Belmont — \$2,222,000 (6 bed)
- SOLD BY MICHAEL**
- 3/20 Westwell Road, Belmont — \$910,000 (2 bed)

MARCH 2025:

- 10 Moana Ave, Belmont — \$1,100,000 (3 bed)
- 35A Montgomery Ave, Belmont — \$2,126,000 (4 bed)
- 6 Roberts Ave, Belmont — \$1,810,000 (3 bed)

FEBRUARY 2025:

- 3/20 Corrella Road, Belmont — \$1,109,000 (3 bed)
 - 52 Seacliffe Ave, Belmont — \$3,500,000 (4 bed)
 - 1/12 Westwell Road, Belmont — \$1,090,000 (3 bed)
 - 1/20 Williamson Ave, Belmont — \$1,750,000 (4 bed)
 - 6 Whetiko Way, Belmont — \$1,450,000 (3 bed)
- SOLD BY MICHAEL**

BAYSWATER

APRIL 2025:

- 1/23 Bayswater Ave, Bayswater — \$2,340,000 (5 bed)
 - 118A Bayswater Ave, Bayswater — \$1,070,000 (2 bed)
 - 37 Norwood Road, Bayswater — \$2,080,000 (5 bed)
 - 59 Roberts Ave, Bayswater — \$1,262,000 (3 bed)
- SOLD BY MICHAEL**

MARCH 2025:

- 87 Bayswater Ave, Bayswater — \$1,637,500 (3 bed)
- 47 Philomel Cres, Bayswater — \$1,290,000 (3 bed)
- 152 Bayswater Ave, Bayswater — \$1,230,000 (3 bed)
- 8/133 Bayswater Ave, Bayswater — \$945,000 (4 bed)
- 27 Bayswater Ave, Bayswater — \$1,536,000 (4 bed)
- 8/1D Rosyth Ave, Bayswater — \$965,000 (4 bed)

FEBRUARY 2025:

- 16 Bayswater Ave, Bayswater — \$1,885,000 (5 bed)
- 1/5 Roberts Ave, Bayswater — \$742,000 (2 bed)

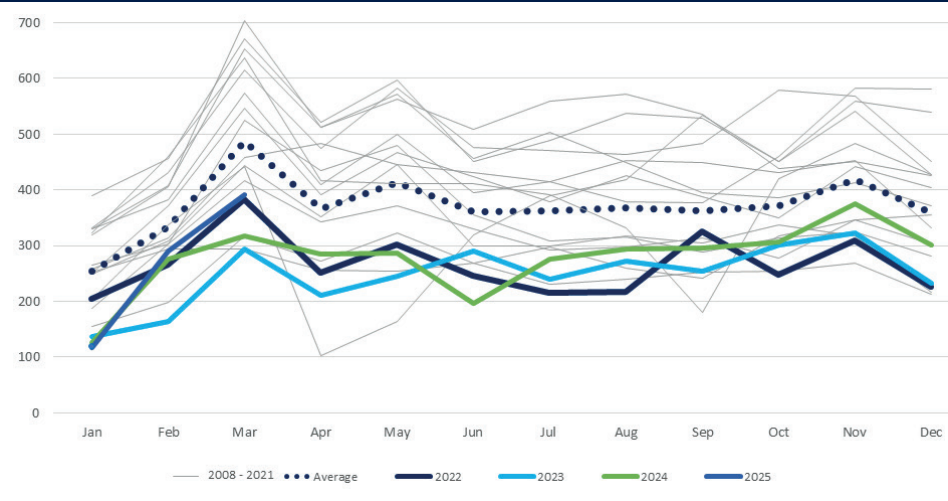


MARKET ACTIVITY UPDATE

BELMONT, HAURAKI & BAYSWATER

March 2025

North Shore Sales Volume January 2008 to March 2025



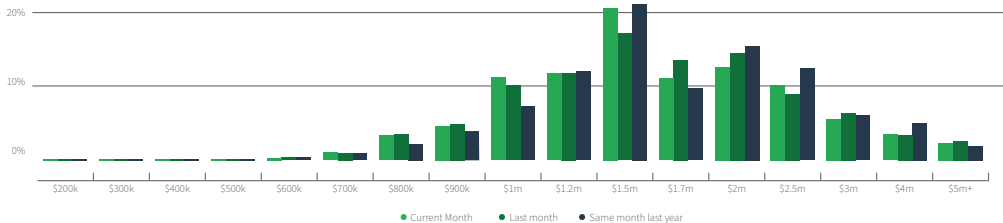
*Based on REINZ sales statistics for North Shore City

Searches by number of bedrooms



Search Price

How is buyer demand by price band changing?



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

41 Days to Sell

The current median Days to Sell of 41 days is more than the 10-year average for March which is 37 days. There were 27 weeks of inventory in March 2025 which is 2 weeks more than the same time last year.

Compared to March 2024

Median Price **-2.8%** Sales Count **9.8%** Days to Sell **2**

Compared to February 2025

Median Price **3.8%** Sales Count **25.6%** Days to Sell **-15**

Seasonally Adjusted Median Price **0.8%** Seasonally Adjusted Sales Count **-12.7%**



Market Stats

North Shore | March 2025

Median Sale Price
\$1,220,000 +1.2%

Sales
392 +20.6%

Median Days To Sell
42 days +3 days

Based on REINZ Statistics for North Shore City. Changes based on current time last year.

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

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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