

FEBRUARY 2025

BELMONT, HAURAKI & BAYSWATER

PROPERTY MARKET UPDATE 2025



**TRUSTWORTHY
COMMITTED
STRATEGIC
PROACTIVE
HELPFUL
RELIABLE**

Michael
SWARBRICK



**YOUR
LOCAL
EXPERT**

Harcourts Cooper & Co

Cooper & Co Real Estate Ltd Licensed REAA 2008

BELMONT, HAURAKI & BAYSWATER

2024 Market Results That Speak Volumes

The North Shore market is showing distinct patterns in early 2025, particularly in the sought-after pockets of Hauraki, Belmont, and Bayswater. Analysis reveals that 3 and 4 bedroom homes dominate the successful sales in these areas, accounting for nearly 70% of all transactions. While overall North Shore listings have increased year-on-year, these three suburbs are maintaining a healthier supply-demand balance, as evidenced by my recent open homes attracting 15-20 groups per session and multiple private viewings throughout the week. The sustained buyer interest, particularly from well-qualified purchasers waiting to make their move, suggests these areas continue to hold their appeal as preferred family locations.

A crucial factor in understanding the current market dynamics is the composition of available inventory. Traditional family homes in these areas are showing markedly different demand patterns compared to new-build terraced developments. Traditional family homes continue to attract strong interest, with recent open homes seeing multiple second and third viewings from serious buyers. This limited supply of conventional family homes, combined with the presence of motivated cash buyers actively attending viewings, creates micro-market conditions that differ significantly from the broader North Shore trends.

As your local North Shore specialist with deep roots in our community, I wanted to share some powerful insights from our property market in 2024 that showcase why my proven Success Formula and negotiation expertise make all the difference.

What I call my Success Formula is a carefully crafted approach developed over years of experience in our local market. It combines strategic methods of sale, targeted marketing, and most importantly, expert negotiation skills that consistently deliver superior results for my clients. This isn't just about selling homes — it's about achieving the best possible outcome in any market conditions.

The numbers tell a compelling story. While the combined median time to sell across Belmont, Hauraki & Bayswater in 2024 was 40.5 days, my properties sold with a median of just 23 days — more than two weeks faster than the market average. This significant difference isn't just luck — it's the result of my Success Formula in action.

In analysing the sales data for Belmont, Bayswater, and Hauraki in 2024, some fascinating trends emerged. Belmont saw 72 sales, Bayswater recorded 37 transactions, and Hauraki led with 104 sales. My experience in negotiating across all these markets has given me unique insights into buyer psychology and price dynamics in each suburb.

What sets my approach apart is my proven track record of masterful negotiations. I don't just wait for offers — I actively create competitive situations that drive better outcomes. My deep understanding of buyer motivations, coupled with refined negotiation techniques, has consistently resulted in premium prices for my clients, even in challenging market conditions.

Living and working in these neighbourhoods, I know every street, every school zone, and the subtle differences that make each pocket of our suburbs special. This local knowledge, combined with my Success Formula and negotiation expertise, means my clients not only spend less time on the market but also achieve better results.

The numbers speak to a clear truth — while market conditions may shift, having a skilled negotiator and genuine local expert in your corner makes all the difference. My Success Formula isn't just a marketing term — it's a proven system that I've refined through hundreds of successful transactions, understanding what attracts buyers to our area and how to leverage each home's unique appeal to achieve exceptional results.

My negotiation skills have proven particularly valuable in the current market. While other properties might sit waiting for the right offer, I actively work with qualified buyers to create urgency and competition, leading to faster sales and better prices for my clients. This isn't about pressure tactics — it's about understanding both buyers' and sellers' needs and finding the sweet spot where everyone wins.

This approach has consistently earned me 5-star reviews throughout 2024 from both buyers and sellers alike. Clients repeatedly praise my market knowledge, communication skills, and ability to achieve excellent results. Whether working with first-time buyers or experienced sellers, the feedback consistently highlights my dedication

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.

M: 021 888 133

E: michael.swarbrick@harcourts.co.nz

to going above and beyond, my deep local expertise, and my commitment to achieving the best possible outcomes.

If you'd like to understand what my Success Formula, negotiation expertise, and local knowledge could mean for your property, I'd welcome the opportunity to share more insights over a coffee.

Warm regards,

A handwritten signature in dark blue ink that reads "Michael". The script is fluid and cursive, with a long, sweeping tail on the final letter.

RECENT SALES AROUND BELMONT, HAURAKI & BAYSWATER

HAURAKI

JANUARY 2025:

- 2/321 Lake Road - \$1,220,000 (3 bed)

DECEMBER 2024:

- 84 Francis Street - \$950,000
- 1/5 Rarere Road - \$2,950,000 (3 bed)
- 3/65 Francis Street - \$1,780,000 (5 bed)
- 8A Rarere Road - \$3,462,500 (4 bed)
- 1/32A Northboro Road - \$910,000 (2 bed)
- 26B Sydney Street - \$1,550,000 (3 bed)
- 23 Ewen Street - \$3,550,000 (6 bed)
- 1/65 Francis Street - \$1,800,000 (5 bed)
- 8 Bayview Road - \$3,700,000 (5 bed)

NOVEMBER 2024:

- 2/15 Walter Street - \$1,486,000 (4 bed townhouse)
- 36A Hart Road - \$1,910,000 (6 bed)
- 1/21 Onepoto Road - \$1,375,000 (3 bed)
- 2/21 Clifton Road - \$1,620,000 (2 bed apartment)
- 8 Onepoto Road - \$1,890,000
- 2/258 Lake Road - \$1,355,000 (4 bed)
- 1/88 Jutland Road - \$1,496,550 (3 bed)

BAYSWATER

JANUARY 2025:

- 2/36 Cassino Street - \$1,177,000 (4 bed)

DECEMBER 2024:

- 6/1F Rosyth Avenue - \$760,000 (2 bed, new)
- 31A Bayswater Avenue - \$1,640,000 (3 bed)
- 5A David Street - \$1,345,000 (4 bed, new)
- 11A David Street - \$1,290,000 (3 bed)

NOVEMBER 2024:

- 51 Norwood Road - \$2,400,000 (4 bed)
- 45 Norwood Road - \$5,850,000 (4 bed)
- 2/95 Bayswater Avenue - \$800,000 (2 bed)
- 9/1F Rosyth Avenue - \$750,000 (2 bed)
- 5/1F Rosyth Avenue - \$790,000 (2 bed townhouse, new)

BELMONT

JANUARY 2025:

- 21B Montgomery Ave - \$1,430,000 (4 bed)
- 99 Lake Road - \$1,435,000 (5 bed home and income)

DECEMBER 2024:

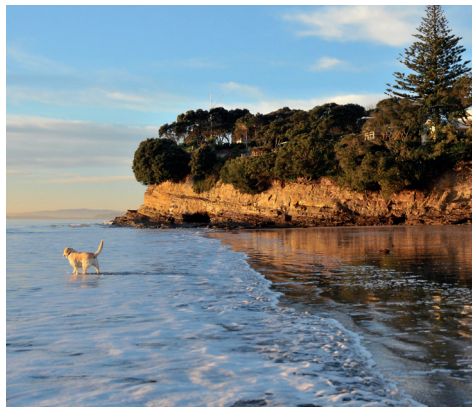
- 192 Lake Road - \$1,375,000 (4 bed)
- 52B Northboro Road - \$1,031,000 (2 bed)
- Lot 2 112 Eversleigh Road - \$1,250,000 (3 bed townhouse, new)
- Lot 1 112 Eversleigh Road - \$1,501,500 (4 bed, new)
- 2/24 Alamein Avenue - \$1,260,000 (3 bed)
- 3/45A Northboro Road - \$890,000 (2 bed unit)
- 1/7 Eversleigh Road - \$1,248,000 (4 bed townhouse)
- 7 Bardia Street - \$1,520,000 (5 bed home and income)
- 16 Eversleigh Road - \$1,660,000 (3 bed)

SOLD BY MICHAEL

NOVEMBER 2024:

- 3/203 Lake Road - \$1,157,000 (3 bed)
- 1/53 Northboro Road - \$1,565,000 (unit)
- 14 Maleme Avenue - \$2,850,000 (5 bed)
- 2/3 Eversleigh Road - \$1,250,000 (3 bed)
- 38 Eversleigh Road - \$1,671,000 (3 bed)

SOLD BY MICHAEL



IT'S TIME TO THINK ABOUT SELLING

The North Shore suburbs of Belmont, Hauraki & Bayswater showed distinct market patterns in 2024. In terms of top-end sales, Belmont led with a highest achieved price of \$7.25M, followed by Bayswater at \$5.85M, and Hauraki at \$3.93M — demonstrating significant variation in premium property values across these adjacent suburbs.

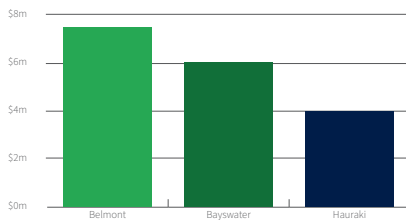
Street-level activity was particularly concentrated along major thoroughfares, with Lake Road in Belmont recording the highest number of transactions at 16 sales. Both Eversleigh Road and Bayswater Avenue saw 10 sales each, while Hart Road, Francis Street, and Lake Road in Hauraki each recorded 8 sales, indicating clusters of market activity along these key streets.

All three suburbs showed properties trading below their Capital Values (CV), reflecting a broader market adjustment. Hauraki experienced the largest average discount at -11.06% below CV, while Belmont and Bayswater showed slightly smaller discounts at -10.07% and -9.21% respectively.

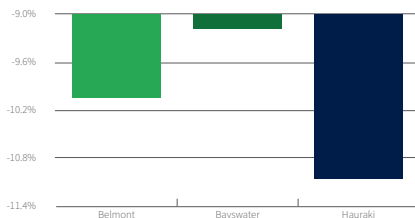
This consistent pattern across all three suburbs suggests a market-wide recalibration of property values relative to their official valuations.

It's worth noting that new CV's are due out in the next few months which will see the sales data more reflective of the Capital Values within the area. It's also worth highlighting that this is not a way to understand the value of your home as there are lots of examples where properties are selling above GV.

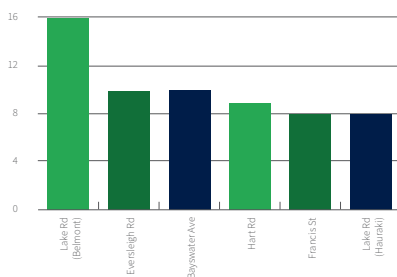
Highest Achieved Prices by Suburb



Average Price vs CV by Suburb



Top Streets by Number of Sales



FEATURED PROPERTY LISTINGS



SCAN ME



22 EVERSLEIGH ROAD, BELMONT

5 bedrooms, 3 bathrooms, double garage

Welcome to your dream property! This expansive home features five bedrooms plus an office, or the flexibility to be used as a sixth bedroom, perfect for growing families or those needing extra space.

Situated on a generous 939 sqm freehold site (more or less), this 275 sqm (more or less) family haven is designed for both relaxation and entertaining. A quick settlement is also available for those looking to move in without delay.

Don't miss this amazing opportunity - homes of this size and quality are hard to come by in the Belmont market! Book your viewing today and step into a family home that has everything you've been looking for.

Open Home: Saturday & Sunday from 12pm to 12.30pm

Auction: Thursday 13th February at 12:00pm, in rooms at 128 Hurstmere Road (Unless Sold Prior).



SCAN ME



6 WHETIKO WAY, BELMONT

3 bedrooms, 2 bathrooms, single garage

This stunning freehold 3-bedroom, 2-bathroom residence effortlessly blends modern design with comfortable living in a prime location.

Oneoneroa homes stand apart from other new builds. You need to view this north-facing, two-level townhouse in person to fully appreciate its exceptional architecture, outstanding community, and quality offering. As the first townhouse in this community to be resold, it offers an exciting opportunity for discerning buyers.

Don't miss your chance to embrace the exceptional lifestyle that Oneoneroa offers. Schedule a viewing today and experience everything this townhouse has to offer!

Open Home: Saturday & Sunday from 1pm to 1.30pm

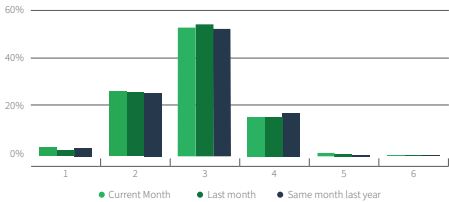
Auction: Thursday 20th February at 12:00pm, in rooms at 128 Hurstmere Road (Unless Sold Prior).

MARKET ACTIVITY UPDATE

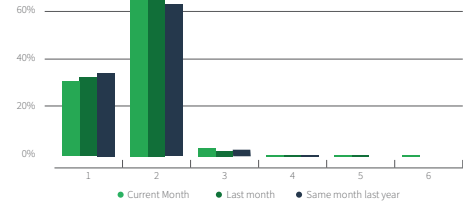
BELMONT, HAURAKI & BAYSWATER

January 2025

Searches by number of bedrooms

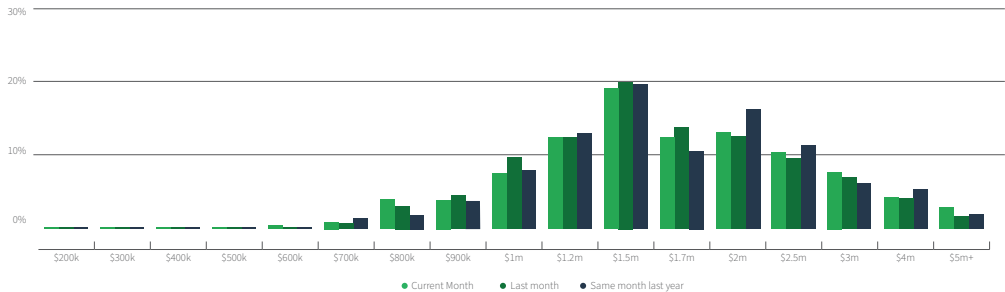


Searches by number of bathrooms



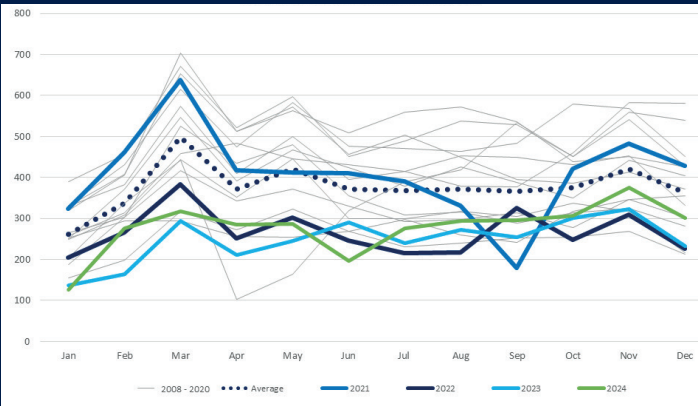
Search Price

How is buyer demand by price band changing?



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

North Shore Sales Volume January 2008 to December 2024



Market Stats

North Shore | December 2024

Median Sale Price
\$1,210,000 ↓ -0.8%

Sales
301 ↑ 26.5%

Median Days To Sell
36 days 0 days

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

*Based on REINZ sales statistics for North Shore City

2025 — TIME FOR A CHANGE?

Call your local
real estate
expert



**MICHAEL
SWARBRICK**

M: **021 888 133** | www.michaelswarbrick.co.nz

Harcourts Cooper & Co

Cooper & Co Real Estate Ltd Licensed REAA 2008