



Welcome to the latest issue of Home Front

The real estate market remains generally subdued as we head into the final part of the year – with a number of influencing factors responsible for the general lackadaisical attitude...

Motivations, and understanding of the market, are two of the key factors invigorating a small part of the property sales picture at the moment.

On the 'buyers' side of the equation, purchasers who understand that there is little downside movement left on the pricing curve, are appreciating that - if the right home comes onto the market - they should be positioned to move quickly. We are still seeing plenty of disappointed buyers out there – those who thought they held the upper hand in the sale and purchase negotiations, only to find that there was another party out there who was more realistic... and decisive, in their buying strategy.

Meanwhile on the 'sellers' side of the equation, vendors with realistic price expectations who realise that there will be little upside movement on the pricing curve to keep them in the market any longer than they need to be, are appreciating that they are better off selling now and moving on in a cashed-up position, rather than holding on for months in the hope that the 'dream price' buyer will appear out of the woodwork.

Matching up these buyers and sellers is ensuring that skilled real estate sales consultants are still getting the deals ticking over, while many other vendors and purchasers are left wondering on the sideline why they aren't getting a slice of the action that is taking place.

Economic confidence, and therefore as a result, the local property market, is currently all about 'swings and roundabouts' when it comes to financial indicators. By volume, there are more plusses around at the moment than there are negatives. However, the negatives are acting as a handbrake on the economy – limiting the pace of recovery.

The Official Cash Rate is still at three percent – with pointers that it may well remain at that level well into 2011. That's a big plus for all home buyers. Unemployment levels are steady – that's a positive too. On the other side of the scale, consumer confidence is low.

At the end of the day though, buying or selling a home is usually a decision driven by emotion. Learning how to minimise the emotional content of any decision-making process is the key to getting a successful result. For those mastering that skill, there are plenty of beautiful homes in this month's edition of *Preview* which will tempt you into making the move ahead.

The team at Bayleys North Shore is of course on hand to assist you in making the right move, and we look forward to hearing from you in the near future.....

Courtesy of...

[Tara Menzies](#)

Lifestyle/Residential Sales

M +64 21 720 307 | D +64 9 487 0628

taram@bayleysnorthshore.co.nz

www.taramenzies.bayleys.co.nz

396 Beach Road, Mairangi Bay,

North Shore City, New Zealand

Stanaway Real Estate Ltd MREINZ



Thinking of moving back to the city? **\$775,000**

L'Amarda Mairangi Bay - Positioned just above the village of Mairangi Bay you can be amongst the shops and restaurants in seconds, or in just a few minutes you can enjoy that refreshing morning swim. Designed to suit our kiwi style of living where low maintenance and ease of entertaining is the key. Large patio and balconies on both levels allow you privacy and all day sun. For more info: <http://www.bayleys.co.nz/101240231>



URGENTLY NEEDED - Lifestyle properties

With the onset of spring, this is a great time to take your lifestyle property to market. Many country homes present best in drier weather and having green paddocks, spring flowers and possibly young animals around will certainly add to the appeal. Leave the rest up to us - Bayleys are experts when it comes to presenting your property at its very best - we will leave no stone unturned in the quest to find the best buyer and price for your home.

We have cash buyers who want to be in their new homes for Xmas.

Should be thinking of moving, please get in touch for an obligation free appraisal of your homes potential value in this current market.



Tips to protect your rental property...

You've invested blood, sweat and tears into your rental property and want to protect it as much as you can. The following protection tips could help you.

Rental protection tip one: Use durable materials

Durable materials cost more but can save you hundreds of dollars over the years as tenants come and go - each one adding to the wear and tear of your property. You can save yourself a great amount of stress by using carpets that hide dirt, stains and general wear and tear. Dark, patterned carpets help to hide everyday carpet threats. The other area of wear and tear is wall surfaces. Certain types and colours of paint can be easily cleaned and conceal dirt better. Semi-gloss finishes can be scrubbed and cleaned; so many stains can be removed without having to repaint between new tenants.

Rental protection tip two: Vigilant tenant screening

Bad tenants can be avoided with careful tenant screening using a thorough rental application and verifying all the critical information potential tenants provide in it. You'll want to verify the rental applicant's employment and income, rental payment history, credit history and even criminal background.

Rent protection tip three: Prevention instead of cures

Repairs and maintenance are like medical problems - the longer you leave them, the worse they get and the more they cost. Make sure you stay on top of scheduled maintenance, and respond immediately when your tenants inform you of a problem with your rental property. Call a contractor to investigate and get them to give you a quote and do an assessment of the risk of further damage. This way you avoid a big, disastrous bill in the future. Arguments or legal disputes with your tenants can be avoided if you show you're responsive when repairs or maintenance are needed. You should also outline who is responsible for repairs and maintenance in your rental agreement with your tenants.

Rent Protection tip four: Prepare for the worst

Sometimes things go wrong and your tenants stop paying rent or violate the rental agreement. In these circumstances, it's critical you start the eviction process immediately because it can take a long time. From rental application to rental agreement, from preparing your property for tenants to having an eviction plan, it's extremely important to plan for the worst with your rental property.