



## *Greetings from Warwick Hobbs*

*Residential Sales Consultant  
Lincoln Darling Realty Limited, Dunedin  
(03) 4777-070 (027) 226-6122*

## *Newsletter – December 2022*

### **Greetings,**

#### **1. The Dunedin House Market. (Using REINZ November 2022 Statistics)**

- **Median House Price:** \$600,000 (November 2021: \$650,000)
- **Median House Sales:** 166 (November 2021: 232)
- **Median Days to Sell:** 38 (November 2021: 28)

On 19 December, the number of listings available on Realestate.co.nz for Dunedin and greater Dunedin, amounted to 622. TradeMe.co.nz recorded 645 listings. These numbers are down approximately 8% from the previous month.

**Jen Baird REINZ CEO reports:** ‘Buyers are again weighing up the likely impact on mortgage rates with current downward pressure on property prices. Those thinking of selling are again looking at the market and asking, ‘Is this the right time?’ For many it is the right time. In November, people continued to transact — 5,525 according to our sales count.’

For a full report of all NZ districts go to:

<https://reinz.co.nz/Media/Default/Monthly%20Press%20Release%20Assets/Residential/11%20-%20November/REINZ%20Monthly%20Property%20Report%20-%20November%202022.pdf>

#### **2. Quotable Value (QV) House Price Index for NZ, dated 14 December 2022:**

<https://www.facebook.com/100063480134703/posts/pfbid0BLQuhMRhiJ6mNxmHzPCjzBFXXCdWSR8x9UV432yAgttAsgiKcwDq2MUqfmvTVzfl/?sfnsn=mo>

### 3. Trade Me – Darling Realty Gold TradeMe Package

**Base listings** included. Reduced rates on our marketing package. 30% off Suburb Ownership to reach more buyers and sellers in the greater Dunedin area. 15% off Audience Extension to re-target property seekers to our listings.

If You List Your Property with Warwick at Darling Realty, you will qualify for the valuable **Trade Me Gold Marketing Package** which includes the following benefits:

- A 3-week *Premium Listing* (large advertisement at the top of the page), then it goes to a 1-week Super Feature Listing, then to a *Feature Listing*.
- The advertisement also gets boosted 3 times (ie bumped back up to the top of the feature listings). In short, your listing will stay close to the front pages of Trade Me Property.
- A *Feature Listing* will ensure your listing stands out. It will attract 39% more enquiries than a Base Listing, attract interest with 43% more listing page views than a Base Listing.
- A *Feature Listing* has a distinctive background and border, appears ahead of all Base Listings in search results, it is ordered by date featured, not by listed date, and lasts the lifetime of your marketing campaign

A Trade Me Gold Marketing Package will help reduce the time your property is on the market.

#### Client testimonial ...

*“We appreciated the wonderful speed at which you sold our house and of course the amazing price you achieved for us. Our very best wishes to you for the future.”*

Annette & Kevin Reid

### 4. New Listing. Handy Ownership Unit. Vacant Possession

I have recently listed a tidy, affordable 2 bedroom ownership unit in Oxford Street. Contact me for an early inspection before the open homes commence in 2 to 3 weeks after some painting, renovation and gardening work is done.

## 5. I am seeking your help in introducing me to friends, family, or neighbours who are seeking Real Estate assistance.

I am offering:

- a complimentary market analysis of a property (so important in this current market)
- sound real estate advice
- what homes are selling for in their area
- monthly newsletters giving the latest information about the real estate market in Dunedin and New Zealand
- professionally prepared hard copy renovation guides with tips for every area of a property (inside and out), which include; landscaping, living areas, bedrooms, kitchen and bathrooms, plus reports including '27 Valuable Tips That You Should Know to Get Your Home Sold Fast and for Top Dollar', '7 Costly Nightmares to avoid when renovating your home to sell'...and more
- other information helpful for those thinking of selling their home to gain the best price and avoid the mistakes which can happen in the process.

I am a trusted adviser to my clients. All communications will be in confidence.

Let my 20 years experience in Real Estate be put to good use.

*Referrals are the best compliment you can pay me. If your friends, family or neighbours require Real Estate assistance, please contact me. My promise is that for every introduction you give that results in a successful sale at Darling Realty, I will give a \$200.00 voucher from a Dunedin retail business of your choosing.*

Please check out my website to see my philosophy in Real Estate, examples of some of my past sales, testimonials and past newsletters. Website: [www.warwickhobbs.nz](http://www.warwickhobbs.nz)

Contact me for: 'For reliable "no pressure" service – that gets results

### **Warwick Hobbs | Sales Consultant | Darling Realty Ltd**

*"For reliable 'no pressure' service - that gets results!"*

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# WHY SELL WITH **WARWICK HOBBS?**

- **Experience:** I have been selling real estate since 2002.
- **Ethics:** I will always treat you honestly and fairly.
- **Respect:** I will never pressure you into a decision you're not happy with. I work towards creating an environment of empathy and trust, enabling you to feel confident in making informed decisions.
- **Local Knowledge:** I am a local and have lived in Dunedin for over 40 years.
- **Flexibility:** I am not restricted to one suburb. I can operate successfully all over Dunedin City.
- **Teamwork:** I am part of a team of experienced sales consultants.
- **Advice:** I am happy to provide free market appraisals and free renovation advice.
- **Availability:** You can contact me between 8am and 9.00pm daily:
  - Direct Dial: [\(03\) 4777-070](tel:(03)4777-070)
  - Mobile: [\(027\) 226-6122](tel:(027)226-6122)
  - Home: [\(03\) 477-2296](tel:(03)477-2296)
  - Email: [warwick@darlingrealty.co.nz](mailto:warwick@darlingrealty.co.nz)
- **Aims:** To obtain the best results for my clients and make the process as stress free as possible.
- **Commission Fees and Services:** The fees at Darling Realty are competitive and advertising is extensive. Our experience and expertise is broad, covering all aspects of the Real Estate industry. These include Residential Sales, Commercial Leasing and Sales, as well as Property Management.
- **The Successful Darling Realty Marketing Brand:** The Darling Realty brand has a growing market presence in the City and a great database of buyers in most areas in Dunedin. Darling Realty is a Dunedin owned Real Estate company. We offer nationwide and worldwide exposure on [www.realestate.co.nz](http://www.realestate.co.nz) [www.trademe.co.nz](http://www.trademe.co.nz) [www.darlingrealty.co.nz](http://www.darlingrealty.co.nz) [www.warwickhobbs.nz](http://www.warwickhobbs.nz) as well as social media.

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property worth?**  
Book your free appraisal now by calling

**Warwick Hobbs**  
**027 226 6122**  
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