



## *Greetings from Warwick Hobbs*

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

## *Newsletter – November 2022*

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### **Greetings,**

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

- **Median House Price:** \$621,000 (October 2021: \$675,000)
- **Median House Sales:** 148 (October 2021: 174)
- **Median Days to Sell:** 46 (October 2021: 28)

On 28 November, the number of listings available on Realestate.co.nz for Dunedin and greater Dunedin, amounted to 670. TradeMe.co.nz recorded 697 listings. These numbers have been inflated from the previous month, due to New Builds coming on to the market.

**Jen Baird REINZ CEO reports: 'Buyer Interest Increases.** While October sees an increase in enquiry and open home attendance in some regions, rising interest rates have caused hesitancy amongst buyers across New Zealand. The national median price showed improvement on September. Still, prices continue to ease, sales activity remains down and properties are taking longer to sell than in October 2021.'

#### **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

## 2. Quotable Value (QV) House Price Index for NZ, dated 9 November 2022:

<https://www.qv.co.nz/news/qv-house-price-index-october-2022-double-digit-declines-growing-2022-ticks-away/>

## 3. Trade Me – Darling Realty’s Key Partner Benefits – for 2023

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.

## 4. Six steps to help you prepare a house for sale. By the Bank of New Zealand.

1. Remind yourself why it's important to get your home sale-ready.
2. Look at your home through the eyes of a potential buyer.
3. Make a list of any free or low-cost improvements.
4. Explore investing in bigger fixes.
5. Consider professional home staging.
6. Make yourself an open home checklist.

With kind regards and best wishes.

## Warwick Hobbs | Sales Consultant | Darling Realty Ltd

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

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Licensed under the Real Estate Agents Act 2008

### Client testimonial ...

*“Warwick, we want to 'Thank you' for successfully selling our property in South Dunedin. From the initial meeting we found you very professional and informative as this process was new to us. You immediately made us feel at ease and explained the process well. Your suggestions on advertising, pricing and open home structure were spot on and keeping us informed and updated after the open homes was appreciated. We appreciate you were transparent with us and with potential buyers which required extra work on your part and we are grateful for the hard work you put in. Many thanks.”*

Theresa, Cyril & Cameron H.

# 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.

What's your  
property worth?  
Book your free appraisal now by calling

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027 226 6122  
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