



Greetings from Warwick Hobbs
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Spring 2017 Newsletter

MARKET UPDATE

Source:



(a) New Zealand: Residential Medians for the Month of September 2017

Number of Sales: 5,428

Median House Selling Price: \$525,000

Bindi Norwell, CEO at REINZ says: *“Prices across the country increased in all but three regions, evidence that the market continues to grow despite some challenging conditions – including the LVR restrictions and banks continuing to tighten lending conditions. Much of the increase has been driven by the buoyancy in the regions.”*

Days to sell: 34

Features: There were 715 homes which sold for more than \$1 million

(b) Dunedin City: Residential Medians for the Month of September 2017.

Number of Sales: 177

Median House Selling Price: \$380,000

Days to sell: 22

(If you require more information, please contact me as I have access to more statistics than what is shown above.)

Why Sell with Freedom Realty?

At Freedom Realty Dunedin, we are able to offer you a low fee structure for selling your home. My aim in the process of marketing your property, would be to provide a smooth, step by step approach with no surprises. I work towards creating an environment of empathy and trust, enabling you to feel confident in making informed decisions. I also make sure everything in my business reflects my own open, honest and committed approach to life. With any listing I take, I pledge to give it my full attention and aim to secure multiple offers to achieve a great price for you.

Sincerely,

Warwick Hobbs, Residential Sales Specialist

For reliable -no pressure service- that gets results!

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Open House Etiquette

There are many ways to search for that perfect home. Certainly finding yourself an experienced agent who you trust and is familiar with the area you wish to purchase your next home is the best approach.

What about stopping by an Open House? This is a great way to see homes in a neighborhood you may be considering. It is always a great idea to drive the neighborhoods you are considering. You want to first determine what town or neighborhoods meet your needs for your next home.

Can I just walk in to an Open House? - Yes. *Open Houses are held for the purpose of inviting potential buyers into a home. Sometimes buyers are reluctant to call the listing agent to see a house they are interested. Other times buyers are driving around an area and want to see homes or get an idea of pricing.*

Should I knock on the door? - Typically no. An open house is just that, an invitation to come in. The Realtor hosting the Open house will greet you with information on the house and invite you to look around and ask if you have any questions.

I am a neighbor, am I welcome? - Absolutely. Often people have friends or family interested in their neighborhood and what better way to share information on a home than seeing it yourself and sharing information.

Do I have to sign-in? If you are asked to sign in please do so. Home owners often ask for visitors to their home to sign in. Remember, you are entering someones' home. Ask the agent if your name and/or phone number is sufficient information. If you don't want to be added to a mailing list or receive any contact, just let them know. If you are working with an agent also let them know this information as well. Again, you are entering a person's home. You expect to walk through their kitchen, living room and bedroom and signing in is a small courtesy for seeing the home.

Can I give feedback on the property? - Certainly, if the agent asks how you like the house feel honest to share your thoughts. This isn't an opportunity to be overly critical of the house and point out all the flaws, but if you have some helpful feedback please share. If the paint colors aren't to your liking or you don't like the color of granite, you may want to keep those opinions to yourself. (You want light granite and the house has dark granite - personal choice, not a "flaw" in the construction or pricing) Now if the walls are hot pink and very distracting, that information is helpful for the sellers. If you notice a pet smell or find dirty or ripped carpeting, sharing that may be helpful, especially if the agent has already addressed this with the home owner.

Time to leave - The courteous thing for anyone departing a house is to say good-bye. If the agent is talking to another home visitor, a simple wave good-bye is fine. If you don't see the agent, simply saying Good-bye! and leaving is fine. As an agent who holds many Open Houses, I never want to try to figure out if some one is still upstairs or in a back bedroom. The agent isn't going to tackle you and make you buy the house or stop you from leaving. Simply wave good-bye!

By Shirley Coomer

<http://activerain.com/blogsvew/4913245/open-house-etiquette>