



Sixteenth Edition - August 2023

Property market report

Housing sales are lumpy, prices up slightly, fewer listings and buyers hesitant.

Latest data from the Real Estate Institute of New Zealand (REINZ) delivers very mixed messages, with sales volumes inconclusive but prices firm.

The REINZ recorded 5629 residential property sales nationally in June, down 4.1% compared to May, suggesting market activity remains at a low ebb.



The national median selling price was \$780,000 in June, unchanged from May, but down 8.2% compared to June last year.

However the REINZ House Price Index (HPI), which adjusts for differences in the mix of properties sold each month, was up 0.4% nationally in June compared to May.

There was less stock on the market, with a total of 24,676 residential properties available for sale at the end of June. That's down 7.5% compared to May, and down 6.1% compared to June last year.

New listings were also down, with 6218 received in June. That's down 15.5% compared to May, and down 21.2% compared to June last year, suggesting vendors remain hesitant about selling.

Salespeople continue to report increased first home buyer activity with the easing of LVR [loan-to-value ratio] restrictions that came into effect on June 1.

Although activity has increased, caution remains as interest rates, an election and further financial strain caused by the cost of living tempers investment.

In the three months ending June 2023, 15,934 sales have occurred, a 1.2% increase year-on-year.

A lack of listings and the challenge of navigating the current economic climate are putting.

The Median price point in Auckland is static showing down 22% from peak, but still almost 3% up on 2018 prices.

Let's look at the sales:

Helensville	\$765,000 to \$840,000
Huapai	\$1,630,000
Hobsonville	\$630,000 to \$1,390,000
Kumeu	\$1,040,000 to \$1,480,000
Massey	\$590,000 to \$1,160,000
Riverhead	\$1,050,000 to \$2,280,000
Swanson	\$880,000 to \$1,600,000
Westgate	\$712,000 to \$950,000
West Harbour	\$1,238,000 to \$1,600,000

If you want to have a chat about value, progressing to another home, or renovation, give me a call today on 027 632 0421. A small investment in time can pay healthy dividends in this confused market. Contact me on 027 632 0421 or email graham.mcintyre@mikepero.com - Mike Pero Real Estate Ltd Licensed REAA (2008).

The 3 reasons that a property sells

It is not a mystery, and it is certainly not shrouded in secrecy, however it is sometimes confronting that even Sales People do not have the clearest grasp on what has to be right in order for a property to sell at the best price and in a timely manner. After 17 years operating at the highest level in residential property sales in the Auckland market, these are the key things you need to get right in order to sell well.



1. Marketing - The marketing of a property is not words on paper and seldom is it the 45 second video but it is a careful mix and understanding of the audience, the competing houses in market and the advertising mediums that best convey the messages to a Purchaser. Sometimes the simplicity of the message gets lost in marketing mumbo-jumbo and the agent ignores key search words and localised interest. A clear understanding of audience and competition defines who is going to buy the property and highlights the mediums that will deliver the best message to the Buyers.

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2. Energy of the Real Estate Sales Person - If your Sales Agent lacks engagement, motivation, energy and charisma there is a good chance that the Buyers will have the same opinion. Your agent must be positive, communicate well, be upbeat and thorough. They need to deliver a buying experience that provides information and also listens for key pieces of information. High energy agents tune into a Buyers and discuss value, motivation and emotion. Energy is a result of drive, and motivation and results in greater satisfaction to both the property Owner and the Purchaser.

3. Price - This is the least important of the three and is confused by many Real Estate Agents as the main reason a property sells or does not sell, this is not so. The price afforded a property is a direct result to a range of factors being affordability, desirability, and competition for ownership. Any combination of these elements can deliver an increased sale price but failure to generate any or all will see the sale price of a property continue to reduce.

You may have had experience in the past that resonates with these reasons and likewise the information here may have provided some timely in-put into historical non-performances. The reason that Mike Pero Real Estate exceeds our customer expectations is our low fee structure and our excellent and customized marketing. We focus on the Purchaser audience and the words that motivate action. We are aware of competing properties and focus our messages to highlight the unique advantages/ perceived advantages that will resonate. In addition we can use the complete suite of marketing mediums including Television, Glossy Magazines, High traffic web sites, Premium Social Media Content, Signage, Database targeting, Community Flyers including but not limited to Editorial, Photography, Videography.

All the sales team within Mike Pero Real Estate are high performers from other brands that understand great process, high energy and uncompromised motivation. We work with most agents from all brands and promote your property to the public directly and via buyers agents within other brands. We engage other agents by sharing our commission which ensures the Property Owner gets the lowest commission available but the biggest pool of potential

Buyers regardless of who they are working with. If a sale is not concluded, we don't get paid and the rest is history. Our motivation, energy and drive is uncompromised.

Mike Pero Group enjoys a wide spectrum of independent Mortgage Brokers that provided first tier and second tier lending to Purchasers wanting to own a home. This relationship between Mike Pero Real Estate and Mike Pero Mortgages ensures that Purchasers get the very best mortgage advice to increase the ability to access funds, the right banks and financiers who are doing the business and the professionalism to bring all the elements together.

Once all is said and done, if you are on the market and seeking to sell and find this information helpful, it might be time to call me directly, Graham on 027 63 20421, or email graham.mcintyre@mikepero.com. It will provide clarity to a sometimes uncertain and uncomfortable situation.

The 4 must-do things when selling

After 17 years in real estate selling it is fair to say that I have seen it all. However if you are on market or about to go to market you may seek solace in understanding the most important things that will influence and motivate Purchasers and pricing.



1. Remove your personal effects - Purchasers are buying your property not your things. The more you have in your house or on your section the less a purchaser will see. Their perception will be clouded by your things, the clutter and how much will be left behind for them to deal with. Often a house filled with personal effects will look a lot smaller and feel cramped. When buying a car from a dealer you'll see the inside and outside is groomed, tires black, interior smells good, and is clear of distraction. Consider this as being the clean and minimalistic standard your house should be presented in.

2. Remove any damaged chattels - Any curtains, drapes, rugs, furniture, personal effects that are worn, old, dirty or tired need to go. Simply remove, transfer to your garage or skip bin, but start moving things out of the home. If it is past its best Purchasers will feel that about your house, therefore get rid of it.

3. Fix or repair any damage or unfinished projects - Typically Purchaser will over exaggerate the cost in time and money to fix any broken items or unfinished projects. This exaggeration is often three fold the actual cost of remedy. Further it will reduce the number

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of purchasers and the value of the house. Make a plan to remedy defects as it will affect the sale time and the sale price directly.

4. Paint and plaster where necessary - It does not cost a lot to identify blemishes, cracks, bangs and knocks and plaster them up and paint them but it will make a big difference. It will make the house feel and look fresh and attractive. Further it makes the Purchaser appreciate the house has been looked after and maintained. The small investment in paint and plaster can make a difference in thousands of dollars and a quicker sale.

It doesn't cost a lot of time or money to do the simple things in preparing a house for sale. Simply start at one door and move room by room, likewise outside, start at the drive and move around the property doing a little bit at a time gets the job done, but do start now. For a free and independent pre-sale inspection report or for our pre-market check-list please call Graham on 027 632 0421 or email graham.mcintyre@mikepero.com.

The what, why and how of mediation

What is a mediation actually like? What can you do to best prepare for it? Where do things go wrong? And when you are both so far apart, is it worth even bothering?

We talked to high profile mediator Tony Lendrum in episode 4 of the Divorce Café podcast, to find out how he goes about mediating

a dispute, why he thinks it's worth doing, and what are its the limits or risks.

What is mediation? Mediation is a dispute resolution process that provides an alternative to going to Court, whereby parties engage in a structured and semi-formal discussion with an independent mediator who assists them to resolve their dispute.

If parties can reach an agreed settlement of their dispute, at the end of the mediation an agreement is prepared documenting its terms, and is signed by the parties and the lawyers.

Why mediate? There's a lot to like about mediation:

- it is one of the most efficient forms of dispute resolution, and can enable parties to avoid the stress and expense associated with court proceedings.
- it is a confidential process, which enables parties to deal with important and sensitive issues privately.
- there is no obligation to settle - it is a voluntary process - meaning that the parties decide whether any of the proposed solutions meet their needs.

Mediation lacks many of the adversarial parts of litigation - for example you will have an opportunity to speak if you would like to, and you will not be cross examined. Because it is voluntary and aims to reach a consensus, mediation can also improve relationships in a way that litigation rarely can.

An effective mediator can also bring the interests of children into the mediation, including in certain instances hearing from the children in advance. Tony Lendrum says that he will sometimes use the following approach:

Testimonial

"We are thrilled.

Graham was from the beginning of our process, organised, professional and knowledgeable about our sale.

He responded quickly to any concerns and made the whole process less stressful.

I would recommend Graham to friends who are considering selling or purchasing.

Top Agent..."

Nicky & Ralph

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"[I] ask the parents to imagine that their children are, for the day's purposes, all between 14-16 years old and that they will be listening closely to what their parents say to each other, and more importantly, how they say it over the course of the day."

Tony's top tip for people preparing to go to mediation is not to "anchor" to a particular position, but to be open-minded to a range of outcomes. Crucially, parties should consult their legal representative and ensure they have all the information they need to make an informed choice to settle, or not.

It's a legally binding settlement - Among the many benefits of a mediation for resolving a dispute, are risks that arise from the fact that people are different, in their priorities and the power they wield in the relationship. These are factors discussed in the Court of Appeal's decision in what Tony Lendrum considers a pivotal case: *Hildred v Strong*. Mediations need to be handled by experienced mediators and lawyers because despite those power imbalances, *Hildred* confirms that in the absence of some fairly extreme bad conduct, the parties will be considered to be "able, adult parties who are separately represented" and the agreement will stand.

Hildred v Strong showed that that agreement is a contract that is effective to alter what would otherwise be the legal rights of the parties - even if: the parties later change their minds, the agreement isn't what a Court might have given them, or they later consider they didn't have all the information they needed from the other to properly agree anything.

Either party may walk out of a mediation without an agreement if the process isn't serving them. That's important because if a party does stay, they will be considered to have stayed and settled for their own rational reasons.

If you'd like to hear some great tales of the mediations Tony has been involved in or just to be better prepared for your mediation, listen or watch our conversation on the Divorce Café podcast through our website, on Youtube, Spotify or wherever you get your podcasts.

Taina Henderson is a director and relationship property lawyer at Henderson Reeves specialising in helping people into and

out of relationships and can be contacted at tainahenderson@hendersonreeves.co.nz.

What happens when a buyer can't settle?

You've secured an unconditional sale on your property, booked the moving truck, and got your ducks all lined up, in contemplation of a smooth move on settlement day. But what happens if the Purchaser throws a spanner in the works and defaults? Although the vast majority of transactions we see go without a hiccup, there is always a risk of a buyer not completing the purchase. So what options are available to you, should you end up in this position?



An Agreement for Sale and Purchase is used to buy and sell property and is a legally binding contract committing the buyer to completing the purchase on the agreed settlement day. The Agreement includes a clause which outlines what happens when the buyer does not complete (in lawyer-speak, this is called defaulting). Should this occur, the seller is entitled to charge a daily penalty until the buyer completes the purchase. This penalty interest rate is calculated on the unpaid purchase price at the interest rate on the front of the Agreement (usually 12% - 16% pa).

If the Purchaser does not settle, then we can issue a settlement notice. This means the Purchaser will have 12 working days to settle. After that, you have the option to cancel the Agreement and keep the buyer's deposit (up to 10% of the purchase price). This is why a larger deposit is ideal from the seller's perspective, as the deposit can cover any real estate agent commission that is due and then the balance is yours. You don't have to cancel the Agreement, you could go back to market and see if the first Purchaser can settle before you sell to someone else. You are then in a position to sell your property to an alternative Purchaser. You can also claim any loss on the subsequent sale from the original Purchaser - for example if the property sells for less.

There is also another remedy - suing for specific performance. This means going to Court, seeking an order for the Purchaser to complete the settlement. We find most often that the reason Purchasers don't settle is due to lack of funds, so going to Court may not be the best option and will involve significant time and money.

It is highly stressful when a buyer defaults, but you can rely on us to advocate on your behalf to achieve a successful outcome for you.

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1/547 Te Atatu Road
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We recommend seeking advice before signing any Agreement for Sale and Purchase, so it is tailored to your specific circumstances. So, give us a call on 09 973 5102 for a no-obligation chat or make a time to come and see us at either our Kumeu or Te Atatu Peninsula offices.

Selling a property when you're splitting up

When everything is a muddle and your feeling broken, please remember you're not alone and you are not the first person to feel what you're feeling. Taking away the emotional waves and the deep centred feelings there is a process that can be helpful and provide clarity. The first aspect to consider is to get your house in order. Copy all your shared documents, contracts, certificates, agreements, bank statements so that both parties have information. Take stock of those around you and the rules and values that you will operate by. Be aware that friends, family, and your pets may seem to act a little differently. What-ever the mood, be present and be mindful and engaged. A hug can solve a host of questions and a request for help and assistance is natural and common. In order to maintain control around how people feel and are effected, some simple measures



should be considered.

Understand and commit to: a) Individual bank accounts, b) Payments for essential goods and services, c) Agree to historic daily or weekly activities, d) A standard of behaviour and communication

If you set the ground rules early it makes the more challenging aspects, like selling the family home a little easier. Certainly the more you can agree on the better the outcome and the less you will spend with your solicitor. Sometimes things can get confused and mixed up very quickly. If you can't settle disputes, try and work through an independent person that can arbitrate. Failure to arbitrate a solution will come at both a time and a financial cost to both parties as the dispute generally finds its way into the Family Court who can make a decision on the balance of fairness for both parties based on the facts. Over the years I have pulled together a checklist for couples seeking clarity on the things to cover off when splitting up. If you would like this checklist please email graham.mcintyre@mikepero.com and for more information within this series on selling a property when you're splitting up, go to <https://graham-mcintyre.mikepero.com/blog/>. Contact Graham McIntyre AREINZ on 0800 900 700 or 027 632 0421. (Licensed REAA 2008)

Sorting out your relationship property

The Property (Relationships) Act 1976 ("PRA") applies to couples who are married, in a civil union partnership, a de facto relationship, as

Testimonial

"Great Communication, professionalism and empathy.

Graham sold our house on a difficult market. He was great to deal with, had a very broad knowledge of the local market and inspired confidence when we were feeling despondent. He was in regular communication with us and worked hard to find a buyer. Graham was respectful of our feelings and our home during the Open Home process which we always appreciated. Graham has a warm and empathetic personality and a great sense of humour which kept us upbeat too. Graham was a pleasure to deal with."

Don & Angela

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well as same-sex couples. The PRA presumes an equal contribution by each partner and aims to achieve a just division of relationship property when the relationship ends. A partner's contribution is not limited to financial contributions but also other things such as looking after the children, the household or property belonging to the couple.

Couples may prefer that the PRA does not apply to all or some of their relationship property. This could either be in anticipation of or during a relationship, or at the end of a relationship. A contracting-out agreement would then be necessary to achieve this. The PRA sets out certain formalities which are required for a valid contracting-out agreement. These requirements include that:

- each party must have independent legal advice before signing the agreement;
- the signature of each party must be witnessed by a lawyer;
- the lawyer witnessing the signature must certify that he or she explained the effect and implication of the agreement to that party.

It is important that these requirements are met to have a valid agreement. Otherwise, you may have to approach a court to validate the agreement (which can be expensive). It can also result in assets being exposed to creditors which you may have thought were taken out of their reach.

For any advice on PRA or any other legal matters you can contact Kemp Barristers & Solicitors at info@kempsolicitors.co.nz or 09 412 6000.

Public Trust NorthWest

You might think you don't have enough assets to leave in a will, but new research shows 85 percent of people want to leave a legacy that goes beyond money and assets and instead make sure they're passing on things like values to live by, happiness and a good upbringing.



Wills Week 2023, supported by Public Trust, runs from 17 to 21 July and aims to empower New Zealanders with knowledge and confidence to write their will. Nearly 50% of New Zealanders over 18 have a will in place, and we are working hard to significantly boost that number.

New research, commissioned by Public Trust in its 150th year, shows that leaving a legacy matters. The research reveals an increasing interest in and value placed on 'emotional' legacy which is less about finances and more about passing on values, taonga and heirlooms.

Legacies can be many different things and go beyond money and assets - a legacy can also be about passing on family traditions, a favourite recipe passed through generations, or a sentimental jewellery item.

Public Trust NorthWest Customer Centre, NorthWest Shopping Centre, 48 Maki Street, Massey North, Auckland 0614, 0800 371 471, www.publictrust.co.nz.

Cleaning out the gutter clutter

As a landlord, it is crucial to prioritise the preservation of your property's integrity and appeal. One key aspect of property management involves annual exterior washing and gutter cleaning. New Zealand's diverse weather conditions expose properties to various environmental elements that, if neglected, can lead to significant damage.




In this blog, we aim to shed light on the importance of these maintenance activities and delve into why they are crucial. By understanding their significance, landlords can make informed decisions that ultimately impact the longevity and value of their properties.

New Zealand's geographical regions experience a wide range of weather conditions, including wind, rain, and sun. Each of these elements can leave a lasting imprint on the exterior of your property. Over time, dirt, dust, and debris accumulate on walls, roofs, and windows, causing paintwork to fade and the facade to appear worn-out. Properties situated near populated towns or suburbs are particularly susceptible to faster grime accumulation, resulting in discoloration and potential exterior damage.

An annual house wash serves as a powerful preventative measure against these issues. By effectively removing built-up grime and debris, the visual appeal of your property is restored, and its market value is preserved. Moreover, annual cleaning can mitigate the growth of mildew and mold, which can trigger allergies and respiratory issues among occupants.

Professional house washing services ensure a thorough and efficient cleaning process, utilizing safe and highly effective methods to safeguard the exterior of your property from potential damage.

In addition to maintaining aesthetic appeal, gutters play a pivotal role in protecting the structural integrity of a home. They collect and redirect rainwater away from the house, preventing water seepage into the walls. Water damage can lead to mold growth, structural rot, and decay. However, gutters can become compromised by the



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accumulation of debris, such as leaves, twigs, and dirt, obstructing the system and causing water overflow that may damage the roof and foundation.

The importance of annual gutter cleaning, therefore, cannot be overstated. Regular maintenance ensures gutters work optimally, preventing water damage to your property. Professional gutter cleaning services offer thorough and efficient cleaning, significantly reducing the risk of water damage.

The merits of annual house washing, and gutter cleaning are numerous. Not only do these activities preserve the appearance and functionality of your property, thereby protecting its market value, but they also prevent costly water damage, reduce potential health risks from mold and mildew, and identify issues early, preventing expensive repairs in the future.

Now, the question arises: why hire a professional? While some landlords may opt for DIY house washing and gutter cleaning, engaging professionals ensures the job is done safely, effectively, and comprehensively. With their expertise and experience, professional cleaners employ safe and efficient methods that won't cause damage to your property.

At The Rent Shop, we collaborate with professional tradespeople who specialize in these maintenance activities and offer annual servicing for rental properties.

By prioritizing annual exterior washing and gutter cleaning, landlords can protect their properties, enhance their market value, and ensure the well-being of their tenants. Don't let gutter clutter accumulate or grime take over—take action now to preserve your property's integrity.

Should you require further assistance or advice concerning your property management needs, please contact Mike James 021 413 660 or mike.james@therentshop.co.nz.

Why it pays to have a Mortgage Adviser on your side

When it comes to home loans, not all banks view and assess an application in the same way.

They all have varying policies, pricing and services. Things like self-employed income, overseas or rental income and multi ownership structures may be treated differently, affecting the amount you can borrow.

Additionally, banks have tools to gauge the suitability of an applicant such as stress test rates and UMI (uncommitted monthly income) calculations which differ across all the lenders. The UMI is a calculation that the bank does to assess how much uncommitted income you will have left over at the end of the month - No two

banks have the same calculation, a Mortgage Adviser can quickly test this before submitting your application.

With the recent relaxation of the Loan-to-Value ratio restrictions, banks are now able to open up the doors to more low deposit borrowers. It can be quite tricky trying to navigate the options as there are so many available, so my job is to make sure that I find every dollar possible for my clients in this ever changing market. This could be the difference between you securing the property you want or not.

So how do you know if you are getting the most out of your borrowing power?

You really need to be casting the net wide and looking at what every bank has to offer. This is where having a Mortgage Adviser on your side really counts.

The expert help of a Mortgage Adviser can make all the difference. From navigating the lending landscape, to getting your mortgage application shipshape, we are here to support you at every step of the way.

If you would like some advice around your particular situation, please don't hesitate to get in touch with me for an obligation free chat.

Stephen Massey - Loan Market, Call 021 711 444 or check out my website loanmarket.co.nz/stephen-massey.

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Area Property Stats

Every month Mike Pero Real Estate Kumeu & Hobsonville assembles a comprehensive spreadsheet of all the recent sales in the area that reviews the full range of Residential transactions that have occurred.

To receive the full summary simply email the word "full statistics" to kumeu@mikepero.com. This service is free from cost.

SUBURB	CV \$	LAND AREA	FLOOR AREA	SALE PRICE \$	SUBURB	CV \$	LAND AREA	FLOOR AREA	SALE PRICE \$
HELENSVILLE	960,000	450M2	101M2	840,000		1,050,000	265M2	158M2	965,000
	820,000	491M2	120M2	765,000		1,300,000	608M2	220M2	1,070,000
HOBSONVILLE	1,400,000	254M2	189M2	1,390,000		930,000	486M2	80M2	750,000
	750,000	0M2	80M2	757,500		1,250,000	673M2	214M2	1,160,000
	1,045,000	170M2	110M2	925,000		870,000	0M2	100M2	590,000
	1,175,000	203M2	173M2	1,280,000	RIVERHEAD	1,975,000	0M2	350M2	2,280,000
	1,000,000	134M2	161M2	1,170,000		1,550,000	804M2	236M2	1,720,000
	815,000	0M2	84M2	630,000		2,100,000	800M2	294M2	2,800,000
	1,000,000	163M2	91M2	889,000		1,180,000	809M2	98M2	1,050,000
	1,575,000	359M2	228M2	1,275,000		1,230,000	809M2	134M2	1,220,000
	1,325,000	220M2	169M2	1,290,000		1,555,000	809M2	160M2	1,352,000
HUAPAI	2,000,000	4182M2	268M2	1,630,000	SWANSON	1,825,000	571M2	338M2	1,600,000
KUMEU	1,175,000	360M2	180M2	1,100,000		880,000	459M2	133M2	880,000
	1,200,000	352M2	166M2	1,040,000		1,135,000	5598M2	134M2	960,000
	730,000	629M2	220M2	1,395,000		1,085,000	348M2	147M2	1,050,000
	1,625,000	601M2	226M2	1,480,000	WEST HARBOUR	1,480,000	664M2	210M2	1,238,000
	1,075,000	0M2	239M2	1,065,000		1,758,000	743M2	350M2	1,600,000
MASSEY	980,000	573M2	140M2	740,000		1,565,000	417M2	248M2	1,520,000
	1,250,000	809M2	147M2	682,500	WESTGATE	1,010,000	219M2	97M2	950,000

DISCLAIMER: These sales figures have been provided by a third party and although all care is taken to ensure the information is accurate some figures could have been mis-interpreted on compilation. Furthermore these figures are recent sales over the past 30 days from all agents in the area.

Mike Pero's **low** commission rate:

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Mike Pero Real Estate Kumeu & Hobsonville also provide statistical data FREE from cost to purchasers and sellers wanting more information to make an informed decision.

Phone me today for a FREE summary of a property and surrounding sales, at no cost and no questions asked. Graham McIntyre 027 632 0421

*Available for a limited time. Conditions apply.

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8 Orah Road, Huapai
By Negotiation

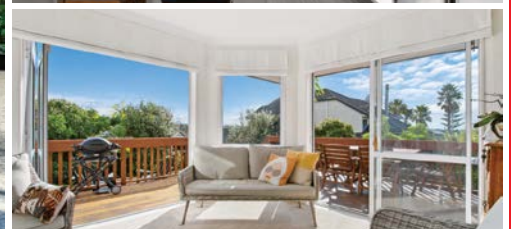
Nestled to the Eastern boundary of the Huapai Business Zoned area is this generous 869sqm parcel of land offering a flat section which shoulders the carparking and the Police Station at Huapai. A stately three bedroom bungalow with open plan kitchen, dining and living room leading onto westerly decking. A large shed and carport offers storage options while the yard is full of mature fruit trees. Fully fenced, flat section with services in the street. A short distance to parks, schools and convenient transport links. Invest today for options tomorrow.

www.mikepero.com/RX3226379



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BRICK AND TILE, ELEVATED, SUNNY FAMILY HOME

3 2 2

By Negotiation

14 Kerlin Crescent, West Harbour
By Negotiation

Located close to Marina View School and in a cul-de-sac location with a sunny Northern aspect and great street appeal. Certainly a stand out from the crowd, this meticulously cared for three bedroom, two bathroom home delivers more than most. An appealing layout with entrance foyer leading through to lounge and dining and entertainers kitchen. Three large bedrooms, with main bathroom, separate laundry, en-suite and walk in wardrobe off the master. Good storage and internal hallway access to the double garage. Generous sunshine and alfresco to Northern decking and step-down access to extensive 700 plus square meter fully fenced and gated section.

www.mikepero.com/RX3737721



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BRICK AND TILE, ELEVATED, SUNNY, ONE LEVEL

3 2 2

By Negotiation

16 Chalmers Close, Orewa
By Negotiation

Beautifully crafted and immaculate inside and out, this home offers elevated sunny living all on one level. From the foyer entranceway to formal lounge and kitchen dining with indoor outdoor flow to northwest patio, lawn and easy care garden. Off the central hallway, three generous bedrooms, main bathroom, master with ensuite and walk-in. Excellent storage, large double garage, with ample offstreet parking. Outstanding street appeal and close to lake walking track, parks, school and convenience shopping. An excellent example of premium Orewa real estate at its best.

www.mikepero.com/RX3739959



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WEATHERBOARD ON BATON - HARBOUR VIEWS - PERFECT

3 2 2

Asking Price \$875,000

2 / 143A Wiseley Road, West Harbour
Asking Price \$875,000

Modern baton construction, Inner harbour view, three bedroom and two bathroom with large double garage. Overlooking West Harbour Marina this is an incredible, affordable introduction to this fantastic area. Enjoy the lock up and leave lifestyle in this 3 bedroom, 2 bathroom home that features beautiful views of Auckland City and the Harbour. Downstairs, has a double garage, laundry, under-stairs storage, full bathroom, double bedroom with french doors leading out to landscaped courtyard. Perfect for a flatmate, independent teenager or extended family member. On the first level is a spacious open plan living area with modern kitchen featuring generous storage. Two bedrooms and a full bathroom on the second level with the master bedroom enjoying panoramic views.

www.mikepero.com/RX3636130



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POOL, STABLES, ELEVATED ENTERTAINERS PARADISE

5 1 3

By Negotiation

296 Taupaki Road, Taupaki
By Negotiation

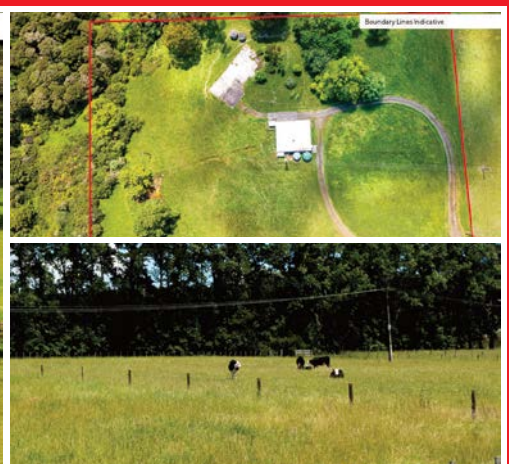
Set high atop the Northern rolling hills that frame the Taupaki valley in this family friendly lifestyle oasis. A generous parcel of 1.5 hectares with extensive shedding/storage and stables offering options to equine buyers. The home has been crafted to make the very most of Northern in-door out-door flow into pool area and stylish bbq saloon leading onto grassed lawn promenade and easy care garden edging, suitable for marques and grass-court games. Large five bedroom house including master suite, office/study and bedrooms with three bathrooms, media room and entertainers kitchen/dining and lounge. Multiple garages/ stables in place with separate entrances and easy drainage. A short distance from Northwest Mall, Kumeu, Motorway access, Taupaki School, Parks, cafes and restaurants.

www.mikepero.com/RX3760437



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FLAT LAND - BIG SHED - AQUAFER BORE

By Negotiation

Lot 2 / 337 Ararimu Valley Road, Helensville
By Negotiation

Offering a flat and usable 2.3 hectare (approx) land lot offering some significant benefits:

- An unconsented 150sqm (approx) plus high stud barn
- A deep bore with water rights accessing a deep spring aquifer
- A pre-existing house site (house removed) with septic and water tanks
- Power, water and waste infrastructure on site

This is a rare opportunity to buy land that has infrastructure already in place, and although it has no house on site it offers opportunity and improvement value.

www.mikepero.com/RX3570208



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Helping you make the right move

When it comes to selling your home, Graham McIntyre has the expertise, the team and a commission structure to deliver the best results.

- ✓ An inclusive agent with 17 years' industry experience
- ✓ Incredible market knowledge and a strong network of buyers
- ✓ Extensive sales and marketing background to best showcase your home

Exceptional customer experience

Graham works alongside you to individualise the selling process to suit your needs. He provides timely and honest communication expected from a top-performing agent with the Mike Pero brand.

Personalised marketing

Your property will be promoted to the highest standard with an individual sales plan. This could include national TV, magazine, social media and digital marketing campaigns for maximum exposure.

Commission promise

A transparent, considered fee structure means you could pay a much lower commission compared to other national brands. Your savings can range from \$1,000 to \$9,000 on a sale at Auckland's median sales value*.

"Personable and amazing agent! Graham is knowledgeable, patient and happy to answer any questions. His communication is fantastic; he kept me updated and made the selling process very smooth. I highly recommend him."

Angie 



Kumeu/Hobsonville

Graham McIntyre AREINZ

Licensed Salesperson

027 632 0421

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