



Property-

HUB.NZ

Twenty Seventh Edition - August 24

Property market report

It's a market of two halves
Half is the reducing volume of houses on market.

Half is the increasing confidence of buyers in the market.

Let's face it, confidence has been sucked out of this market quicker than blood in a donor centre. It has been the perfect storm of, over-zealous Government regulation, Reserve Bank noose tightening, and the naivety in Wellington that you can buy a cheap house in Auckland, truth is "You Can't". Most buyers I have engaged with over the last two years highlight the near impossibility of borrowing money, extending overdrafts or making financial changes. The good news is that some levers have been pulled to loosen the noose. These include:



- Tax deductibility on interest charged on rental property
- Brightline test reversed to 2 years (not the 10 years Labour had in place)
- CCCFA (The Responsible Lending Act) having a cut and tuck
- Transparent LVR ratios formulated to gross income

In addition interest rates are stable across the main banks with most offering a three year term of 6.39% and Kiwibank having a one year rate at 6.99%. This can only be good for certainty of borrowing.

Let's look at the sales:

Coatesville	\$9,300,000
Helensville	\$591,250 to \$1,000,000
Herald Island	\$1,115,000
Hobsonville	\$600,000 to \$2,350,000
Huapai	\$955,000 to \$1,400,000
Massey	\$659,000 to \$1,147,500
Muriwai	\$340,000 to \$1,350,000
Riverhead	\$1,180,000 to \$4,230,000
Swanson	\$960,000 to \$1,688,000

Taupaki	\$920,000
Waimauku	\$1,395,000 to \$2,275,000
Waitakere	\$1,200,000 to \$1,800,000
West Harbour	\$849,000 to \$2,500,000
Westgate	\$750,000 to \$865,550
Whenuapai	\$710,000 to \$1,270,000

House prices have taken a thumping since December 2021, averaging 25% lower than at the peak of the market, but still up on pre-Covid pricing of 2018/19. What we have seen plenty of over the last three months is a willingness by Property Owners to test the market, understand value, and withdraw from sale, therefore protecting their perceived value in their asset, while they move to rent or invest in renovations. Over 35% of property brought to market has been withdrawn from sale over the last quarter. This is a time for cautious planning, careful moves and a willingness to understand market demand. Ensure you list with an agent that is a good communicator, appreciates the value you see in your asset and has an excellent plan. Give me a call Graham McIntyre on 0800 900 700 or 027 632 0421 and let's talk. Mike Pero Real Estate Kumeu/Hobsonville. Licensed REAA2008.

Life of a Property Manager

A day in the life of a Property Manager at The Rent Shop Hobsonville is filled with multitasking, communication, problem-solving, and maintaining calm under pressure. These professionals are the unsung heroes who ensure peace of mind for both landlords and tenants.

I'm a 'peace of mind' superhero!



The day begins with a vital ritual: a large coffee. The property manager dives into the email inbox, sorting through the overnight messages to prioritise urgent matters. Emergencies are tackled first, often involving a series of calls to contractors to check their availability and arrange access. Cold weather often brings heating issues and leaks from recent storms, making this part of the day particularly hectic.

After addressing the immediate emergencies, the property

Property

manager revisits the inbox to deal with any unresolved issues from previous days. When tenants report maintenance items, we organise contractors for quotes, sending these to landlords for approval, and coordinating the actual work. This involves juggling the schedules of busy landlords, tenants, and contractors while keeping everyone informed and reassured.

If rent payments are late, the property manager follows up with calls or emails, keeping property owners updated on any issues. Weekly tasks include booking necessary healthy homes work, managing upcoming renewals and rent reviews, and processing paperwork for tenants moving out. This involves arranging move-out inspections and preparing properties for advertising to minimise vacancy days.

After a quick bite to eat, it's time for routine inspections. Each managed property is visited four times a year, with keys and inspection cards ready. These cards either thank tenants for taking good care of the property or note areas needing attention. Tenants are encouraged to report maintenance issues immediately, ensuring a quick and efficient resolutions.

Building strong relationships with tenants is vital, and many prefer to be home during inspections. The property manager works hard to foster respect and trust, making tenants feel comfortable with them in their homes. During winter, this also involves educating tenants on ventilation and mould prevention.

Back at the office, inspection reports are finalised with photos and sent to landlords. Necessary actions are communicated to tenants, and contractors are instructed if needed. These reports are meticulously uploaded onto the CRM database for future reference.

The afternoon often involves overseeing renovations, checking in with contractors, and updating landlords on progress. This might also include preparing properties for photos and reviewing rental rates. Then it's off to property viewings, an enjoyable part of the job where potential new tenants are met, and the best fit for the properties is sought. Processing applications and checking references are critical steps in the tenant selection process.

As the day winds down, the property manager checks any missed calls for urgent issues, prepares for possible mediation or tenancy tribunal, and handles last-minute tenant reports. Fridays can be especially hectic, as tenants rush to resolve problems before the weekend.

Despite the challenges, there's a sense of accomplishment at the

end of the day. Property managers love their jobs and thrive on the dynamic nature of property management. They are true peace-of-mind superheroes. If you would like a superhero managing your property, get in touch! 021 RENT4U mike.james@therentshop.co.nz.

Residents' Association vs Body Corporate – what's the difference?

By Elyse Crowther, Registered Legal Executive, ClearStone Legal

Most people would have heard of a Body Corporate. These are generally used where there is a development of units or an apartment building. As an owner, you become a member and the Body Corporate manages the property and you pay a levy to them for your share. What people are less familiar with, but what we are seeing more often is Residents' Associations. Like Body Corporates, they manage common property, you must become a member and pay a levy.

The main difference between the two is the underlying land. Body Corporates apply to Unit Titles and are used when you own an apartment or unit, but you co-own the underlying land and common areas. With a Residents' Association you generally own your home and the underlying land, but co-own the common areas with your neighbours, for example shared driveways, carpark areas, green areas etc. If you're looking at purchasing a property, if there is a Body Corporate or Residents' Association, there will be a notation on the property's record of title. A Body Corporate is likely to be on a Unit Title; however a Residents' Association can apply to any type of title and the interest is registered by way of what's called an encumbrance on the title.

The levies you pay under each arrangement will be different, depending on what the Body Corporate or Residents' Association is managing. Generally, the fee is lower with a Residents' Association, as you manage the maintenance of your own building. However, there are properties which have both a Body Corporate and a Residents' Association; and depending on the development, we also see properties which have more than one Residents' Association. If you are looking at a property with either, or both of these, make sure you enquire as to what the levies are, as you will need to factor in these annual costs.



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We also advise you get copies of the rules which apply to the Body Corporate or Residents' Association as it's important to understand how these will impact you. The Body Corporate rules are registered on the title but the Residents' Association will have theirs lodged as an Incorporate Society and can be obtained by searching the Incorporated Societies Register.

There can be a lot to think about when purchasing a property - and even more if you're buying a unit or apartment. We are experts at navigating these complexities and happy to help you through the process. For further information, give us a call on 973 5102 or check out our website at www.cslegal.co.nz.

What is a Floating-Rate Mortgage?

A floating rate mortgage is a type of home loan account where the interest rate is subject to change month on month, like a boat floating on the waves of the ocean. The rate that you pay depends on the official cash rate (OCR), and wider money market changes. Right now, floating interest rates vary between approximately 8% and 10% p/a.

Advantages:

Flexibility - While you'll always have to meet your agreed minimum monthly repayment rate, you have the option to pay more if you want to without being penalised. This means if you receive a bonus, unexpected income or your salary increases, you can elect to make a lump sum repayment or increase your repayment amount to reduce your loan term. Alternatively, if you find you need to sell your home, refinance your loan, or switch to a more attractive rate with another bank, you have the freedom to do so without attracting potential break fees.

Be ready to take advantage of lower Rates - One of the strongest reasons to consider a floating loan account at this time, is that the OCR and interest rates are expected to decrease over the coming months-years (According to the RBNZ July 2024). Selecting a floating rate now will position you to take advantage of lower rates as they become available in the near future.

Disadvantages:

Less certainty - Your loan rate is more exposed to market conditions,

meaning that each month your interest rate may rise or fall. If you're on a tight budget or you're not the best at managing money, this can be quite tricky to deal with.

A higher rate - Floating home loan interest rates are typically higher than fixed home loan rates. This means that you would pay a higher amount on interest.

Making the right choice in mortgage structure can save you thousands! While can be overwhelming, there's no need to let your mortgage stress you out - get in contact with us today, and we can help you navigate the entire process!

Ben Konings - 020 4112 2481 or ben@mortgagesupply.co.nz.

Trust us with your trust

Anyone who has a family trust already knows the following are universally true:

- There is a lot of paper work, and
- They are getting more complex to deal with.

There are new developments in the way trusts are treated by courts, government, and the IRD. Trustees must keep up to date with changes in law and policy, and the circumstances of beneficiaries and assets, to correctly administer the trust.

Why is this important?

- Family trusts are not registered. To prove their existence and compliance with the rules and regulations, the paperwork must be right. This helps protect the trust from being a 'sham'.
- There is no 'standard' trust, each is unique with its own complexities. It is important for trustees to understand and regularly review the terms of the trust to ensure compliance.
- There are potential issues for trusts if any beneficiaries or settlors live overseas. This may result in the trust being classified as overseas entity, and being classified as an overseas trust which can present tax and land ownership issues.
- Some older trusts have set vesting dates (the date the trust comes to an end). If the vesting date occurs without anyone realising it, this may trigger a tax liability.

We can act as independent trustee for trusts. Our role includes handling administrative tasks and ensuring everything is in order, which allows you to go out and enjoy life.

As an independent trustee we organise the annual AGM. These are an invaluable opportunity to meet with us and discuss any updates to your trust and for us to advise you on any developments in law or policy that may affect your trust.

If you need a trust, then it needs to be run properly. We can help. Contact Shelley Funnell or Siobhan McDonald at Henderson Reeves Lawyers just off the Patiki Road offramp, on Rosebank Road or phone



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Call Ben for personalised mortgage advice to help you achieve your property and financial goals!

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09 281 3723.

First home buyers – the time is right!

There is nothing more satisfying than helping people move into their first home.

The role I play as a Mortgage Advisor for first home buyers is very broad and can include planning, assisting with budgets, property consultant, KiwiSaver assistance, bank negotiator, and of course support. This is all with just one goal in mind, getting my clients into their first home.

Right now, we are seeing a number of the Banks offering home loans to first home buyers with 10% deposit and often this can be a Pre-approval. If you have 10% deposit it's a great time to take that next step.

Regardless of what stage you may be at in your planning a good Mortgage Advisor can really help. I work alongside First Home buyers every day and have access to over a dozen lenders who may be able to assist. There are several good reasons why now is a good time to make it happen - firstly, property prices are better than they have been for several years and secondly there is good support and other initiatives available right now to specifically help first home buyers get into a home. My role is to share all this information with you and provide support and guidance, it's what I love to do.

So, if you are just thinking about it, looking for some support to take the next step or ready to buy let's talk. I am available for an obligation free chat.

Stephen Massey - Mortgage Advisor and First Home Specialist, Call 021 711 444, or check out my website loanmarket.co.nz/stephen-massey



Using KiwiSaver to purchase your first home

Using your KiwiSaver funds to buy a property can be a great way to achieve your goal of owning a home in New Zealand. KiwiSaver allows members to withdraw their savings for a first home purchase,

under certain conditions.

One big perk is that you can use not just your own contributions, but also those made by your employer, plus any government contributions you have earned. This combined sum can make a significant dent in your deposit, which means you might need to borrow less money from the bank and potentially save on mortgage costs.

However, there are rules to follow. You need to have been a KiwiSaver member for at least three years, plan to live in the property, and it must be your first home.

Applying for the withdrawal involves a process, so it is important to understand the steps to avoid any delays or penalties.

Also, if your KiwiSaver funds have been paid out and the deal falls through for any reason, you will need to repay the KiwiSaver funds back to your KiwiSaver provider. It is therefore recommended that if you are using your KiwiSaver funds to pay for the deposit, your agreement should provide that the deposit can only be released to the vendor on the settlement date.

For any assistance with purchasing your first home using your KiwiSaver or for any other legal issues you can contact Kemp Barristers & Solicitors at info@kempsolicitors.co.nz or 09 412 6000.

Unlock your home's potential - sell smart with Stacey Milne

Listing your house with a real estate salesperson like Stacey Milne in the wider Kumeu community can offer several advantages and strategies to help you sell your property effectively. Here are some tips and tricks:



Local Market Expertise - Stacey Milne has extensive knowledge of the North West area, including recent sales trends, buyer preferences, and neighborhood dynamics. This expertise can help you price your home competitively and attract the right buyers.

Networking and Connections - Experienced real estate agents often have a network of potential buyers, other agents, and industry professionals. Stacey Milne can leverage these connections to market your property widely, increasing its visibility and chances of a quick sale.

Marketing Strategies - A skilled real estate agent will have effective marketing strategies tailored to the local market. This could include

CLEARSTONE LEGAL

Call now to discuss your legal needs

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w: cslegal.co.nz

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professional photography, virtual tours, staging advice, and online listings on popular real estate platforms. Stacey Milne can ensure your property stands out among potential buyers.

Personalised Guidance - Selling a home can be emotional and stressful. Stacey Milne can provide valuable support and guidance throughout the process, from listing to closing, offering insights and advice to make informed decisions.

Market Insights - Stacey Milne can provide you with regular updates on market conditions, including changes in pricing, demand, and competition. This information is crucial for making informed decisions about timing and pricing your property.

Local Presence and Reputation - Agents like Stacey Milne who are well-known and respected in the community can enhance the credibility and visibility of your listing. This can attract serious buyers who trust their recommendations.

Streamlined Process - Ultimately, working with a competent real estate agent can streamline the selling process, saving you time and effort while maximising your property's market potential.

Choosing to list your house with Stacey Milne in the North West community means tapping into her expertise, network, and resources to achieve a successful sale. Her local knowledge and professional skills can significantly benefit you throughout the selling journey.

Call Stacey today on 021 058 5692 or email stacey.milne@mikepero.com, scan the QR code below. Mike Pero Real Estate Kumeu/Hobsonville. Licensed REAA2008.

Rural subdivision: potential profits?

Do you own rural land that feels underutilised? Perhaps you've heard about changes to land use regulations? Subdividing your rural property can be a great way to capitalise on these shifts and unlock options for you. Read on and discover if subdividing could be your way forward.



Why do people subdivide their rural property?

- Sell the subdivided land to fund another housing project.
- Help your children get on the property ladder.
- Build and sell new houses on the subdivided land.
- Help fund your retirement.
- Your section is too large for your needs.
- Your property has been re-zoned to include subdivision.

Is Subdivision an Option for Me?

Thomas Consultants Managing Director, Richard Thomas recommends talking to his planning team to understand what your options are. "We talk to landowners who don't fully understand their

Thinking of **selling**?

Try a fresh but experienced perspective.

I'm leveraging 10 years of behind the scene real estate experience to help you sell your home.



Get in the *know* with
Stacey Milne

Kumeu | Hobsonville Licensed Salesperson



021 058 5692

stacey.milne@mikepero.com

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lands potential eg: expect 3 lots and we unlock 4 lots via Transferable Rural Titles. While others doubt feasibility", says Richard.

What's a Transferable Rural Subdivision (TRS)?

Let's say your rural property includes a nice chunk of native bush or wetland. The TRS allows you to create new titles and sell them off while still protecting the natural area. This plan allows you to create value, protect nature, allows buyers to purchase a rural site.

Seize the Day - There is talk of TRS rules changes, but if or when this happens is uncertain. Now's the time to consult with a rural subdivision expert so you can take advantage of the options available under the current plan.

"For over 20 years, our team of planners, ecologists, and specialists has helped West Aucklanders navigate land development, including subdivision. We understand your questions, and we have the expertise to answer them clearly. Plus, our strong connections with Transferable Title Rights experts give 'whole picture' results for our customers", says Richard.

Start your land conversation and talk to Thomas Consultants by calling 09 836 1804 or email info@tcec.co.nz. They'll arrive with their gumboots and your coffee in hand!

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.

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 customised 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 or 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 027 632 0421, or email graham.mcintyre@mikepero.com. It will provide clarity to a sometimes uncertain and uncomfortable situation.



Thomas Consultants
Rural Subdivision
 Specialists

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Mature Movers – Free Guide

With over 18 years of experience, knowledge and history, Graham McIntyre has created a step-by-step guide to the progress of selling when you are a mature seller wanting to fully understand the process and the decisions that accompany this change.

A range of handy links, proven suppliers and helpful checklists are all available for you today, without cost and without obligation. "I feel that mature sellers are wanting to read more, understand the process and gather information to gain confidence in the steps and the agent they wish to work with" says Graham. "

After 18 years in real estate and 22 years involved in Fire and Emergency responding to people in their golden years with trips, falls and breathing issues, I understand the need to slow down, take time, be gentle, and kind.

It gets the very best out of all of us". For your free step by step guide text 027 632 0421 or email graham.mcintyre@mikepero.com.

Mike Pero Real Estate Kumeu/ Hobsonville. Licensed REAA2008.




Six must-do's in matrimonial separation

Navigating a matrimonial separation can be a complex and emotionally challenging process. It's important to approach it methodically and consider various legal, financial, and emotional aspects. Here's a step-by-step guide to help you through the process, including dealing with assets:



Seek Legal Advice: Consult with an attorney who specialises in family law. They will help you understand your rights, responsibilities, and the legal implications of your separation.

Collect Important Documents: Gather all relevant documents, such as marriage certificates, financial records, property deeds, bank statements, tax returns, and prenuptial agreements.



Loan Market

Stephen Massey
Mortgage Adviser

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021 711 444

Let's chat.

Temporary Living Arrangements: Decide whether you and your spouse will continue living together during the separation or if one of you will move out temporarily. This should be discussed and agreed upon if possible.

Child Custody and Support: If you have children, establish a temporary custody and visitation plan. Determine child support arrangements according to your state or country's laws.

Spousal Support: Discuss and potentially negotiate spousal support, if applicable, based on factors such as income, length of marriage, and financial needs.

Asset and Debt Inventory: Create a comprehensive list of all assets (e.g., real estate, vehicles, investments) and debts (e.g., mortgages, loans, credit card debts) acquired during the marriage. This will be crucial for property division.

For a complete step-by-step guide and a matrimonial separation checklist contact Graham McIntyre AREINZ on email graham.mcintyre@mikepero.com or call/text 027 632 0421. With over 17 years operating at the top of the real estate market and with AREINZ qualification, Graham is a proven, stable, professional by your side helping and guiding you to the very best decisions and outcome.

Blackout Electrical

Blackout Electric is a local family owned and operated business, run by Sebastian Weaver, a registered electrician with over 17 years' experience in the industry.

After completing his apprenticeship and spending a number of years working for electrical companies, learning the ins and outs of the industry, Seb decided it was time to go out on his own and build his own business



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from the ground up – since then, he hasn't looked back.

Nearly 3 years on we have four staff including a new apprentice who we just had start at the beginning of 2023. Aligning with supporting local, two of our staff are out of Kaipara College, which Blackout supports via their Gateway Programme. Seb is incredibly passionate about passing on his knowledge to others who want to be in the trade, and really enjoys seeing them succeed and become successful electricians themselves.

Since starting Blackout Electric, the support and loyalty we have experienced from locals is second to none. Customers who not only continue to use our service, but refer and recommend us to their own family and friends. This is a testament to the service we provide, and the reason we continue to grow as a business. Seb is highly experienced in delivering cost-effective, high quality workmanship - offering solutions, not problems. At Blackout Electric, we pride ourselves on exceeding client's expectations. We build a relationship with our customers that begins on the first day of contact, and only ends once they're fully satisfied with our work.

We specialise in all forms of residential and commercial electrical work. Including new builds and renovations, alarm systems, CCTV and AV, and general maintenance - From something as simple as a new power point, to an entire house rewire, Blackout Electric is happy to help.

Contact Blackout Electric for all your electrical service needs. We can be found at www.blackoutelectric.co.nz or info@blackoutelectric.co.nz.

August Kitchen Garden

With wetter weather around it is harder to get out in the garden, a good time to do some planning with a cup of tea in hand. Frosts and snow will be about in some areas, when in doubt cover and protect all your hard work.



Continue to plant garlic and shallots, it's not too late. July is the perfect time to plant new season's deciduous fruit trees and citrus and don't forget – protect tender plants from frost. Strawberries can also be planted from now through to October.

Protect all seedlings from slugs and snails, they love tender seedlings and the wet weather. Also leave the soil alone when it is wet, working with wet soil will compact the structure making it clump.

Dig in any green crops that are ready, roughly turn in the soil and leave to rot into the soil before cultivation takes place.

Sow seeds of broccoli, cabbage, broad beans, cauliflower, peas, lettuce, onions, radish, spinach, silverbeet, swede and turnips. In

warmer districts sow carrots, parsnips, and beetroot. Protect from the cold, transplant to the garden as the weather warms and when they are showing at least two sets of true leaves.

Broad beans can be planted directly into the soil, stagger sowing for a continuous harvest. If you have plants already underway pinch out the first flowers to improve cropping.

Plant seedlings: Cabbage, broccoli, cauliflower, lettuce, onions, silverbeet. Don't forget to keep them protect from the cold especially when they are young.

Sprouted potatoes can go in the ground in warm climates or prepare the ground for plating in the cooler regions.

Garlic and shallots can still be planted, give them plenty of that winter sun and plant strawberries in prepared beds. Feed with blood and bone as you plant.

Planting of new fruit trees can still be done - stake them well. All fruit tree pruning should be finished now.

Feed all vegetables with a liquid general fertiliser.

Mitre 10 MEGA Westgate & Henderson.

Natural by name...natural by nature

If you take a look at corporate bio's these days, a reference is often made to their commitment to the climate. Buzzwords such as 'sustainable'; 'eco-friendly'; 'green' are used – and we are no different.



Many products used today may harm the environment in many different ways. So how do we minimise this impact? Natural Timber Creations often utilises products and materials that minimise our impact upon the environment – throughout all our projects, we are mindful about sustainability and, where possible, use only products with low or formaldehyde-free boards, low VOC (volatile organic compounds) oils or water-based finishes and Euro HPL plywood, rather than MDF.

It is possible to incorporate a green element to your kitchen and we can help you achieve this, should this be your philosophy. Natural Timber Creations has proudly crafted kitchen cabinetry used in a Homestar Certified House, where stringent requirements had to be met for the certification.

Additionally, due to the longevity and nature of our kitchens and furniture, crafting a product with a long life span also minimises our



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environmental footprint - unlike cheaper, and inferior materials often used in current kitchens which have a shorter lifespan and end up in landfills sooner.

If this is you - then call us. With over 30 years' experience we have a wealth of knowledge in this area. Natural by name and natural by trade, before it was even a buzzword - take a look at our website: www.naturaltimbercreations.co.nz or contact Paul Marley on 021 111 9637.

Four wood-look flooring options

The right flooring can transform the look and feel of your home and we have an extensive range of solutions to suit every lifestyle, space and budget.

Our timber, bamboo, laminate and vinyl ranges all provide a natural wood-look look sure to add warmth to any space.

Here's a quick outline of the four main options for wood-look flooring at Mitre 10 MEGA.

Vinyl flooring

Vinyl flooring is a multi-layered composite designed to resemble hardwood flooring that is easy to install, clean and comes in a variety of patterns. It's suitable for wet areas and is exceptionally wear resistant.

Vinyl comes in two styles: click-lock or glue down.

Click vinyl flooring: NovoCore provides you and your family with the real wood look on a waterproof product. It is kid- and pet-friendly and can extend from your kitchen to your living room and beyond - without transition strips. The easy click system allows you to save a great deal of time, and money, on installation costs.

Glue down vinyl flooring: NovoCore Gluedown combines the best colours with a reliable waterproof installation. Engineered to be 100% waterproof, durable and easy to maintain, the product could be featured in every room in the house.

Laminate Flooring - SENS Laminate Floors are beautiful, easy to maintain and incredibly durable. They will easily stand up to the challenges of high heels, races with toy trucks, pets and the challenges that everyday life throws at it. Realistic wood look floors that will look stunning for years to come. Laminate flooring is a multi-layer flooring product made by laminating a digitally printed image



pressed onto high-density fibreboard (HDF). It is also easy to install with a click-lock method.

Timber - SENS Timber Floors are simply beauty by nature. Crafted from premium European sourced Oak, these floors radiate the warmth & beauty that only natural timber can and thanks to the multiple layers of water-based lacquer to protect it, these floors are resistant to wear and tear.

It has excellent stability and durability, is pre-finished so you don't need to sand, varnish or oil it. And, it also is easy to install with click-lock installation.

Bamboo - Bamboo flooring is made of strands of natural bamboo woven and pressed into a durable yet stylish flooring option. Sens Bamboo Flooring has great resistance to indentation and is made using fast-growth, renewable bamboo resources.

Call into Mitre 10 MEGA Westgate or Henderson and talk to the experts about your projects.

Tile Wright

We are now carrying out free no-obligation quotes for your tiling needs; kitchens, splash backs, bathrooms and laundries. We specialise in all things tiling; we provide high quality services including Auckland Council approved water proofing, bathrooms, kitchens and splash backs.

With over 6 years' experience in the industry, we pride ourselves on high quality workmanship. We cover most of Auckland, have competitive prices and offer a workmanship warranty on all work. No job too small, we cover it all. Call us today on 027 260 8225 for a free no-obligation quote.





Tile Wright®

- Bathrooms
- Kitchens
- Splash Backs
- Waterproofing

Josh Wright

027 260 8225
Tilewright@outlook.com

Property

Laser Whenuapai and Roofing Whenuapai

Our community is important to us, so we are always looking for ways to get involved. Last year we provided Marina View School and Whenuapai School with wet weather gear for the awesome kids that patrol the pedestrian crossings.

This year we wanted to jump back on board with our community schools, so have proudly provided Royal Road School and Taupaki School with new wet weather gear to stay warm and dry while doing the amazing job of helping get our families to and from school safely.

A massive thank you to those schools for letting us support you by being Safe & Seen on the roads. We are enormously proud to be able to support our community schools.

We can also look after our wider community by offering complete solutions for all your plumbing, drainage, and roofing needs. No job is too big or too small - our team is happy to do any job from basic tap washers right into full re-piping, re-roofing, drainage, or gas systems.

Get in touch today. Laser Whenuapai today on 09 417 0110 or whenuapai@laserplumbing.co.nz for all your service needs. We are open five days a week from 7:30am-4:30pm and conveniently located at Unit 4, 3 Northside Drive, Westgate. Visit our website whenuapai.laserplumbing.co.nz for more information.



Building your dream home starts with Signature Homes

Turn your dream home vision into reality with Signature Homes. Our Huapai Showhome is your one-stop shop for inspiration and guidance. Visit us and let our in-house team of experts guide you through your new home journey.

Step Inside and See the Difference - Experience



firsthand the quality construction, light-filled spaces, and thoughtful layout. Imagine the possibilities. This showhome is your blank canvas, sparking inspiration for you to personalise your dream home. See how different layouts and features can be adapted to create your perfect living space

Spark Your Creativity - Explore a variety of design ideas, whether your style is modern, timeless, or something else entirely. See how open floorplans, well-designed kitchens, and stylish bathrooms can function beautifully.

Quality You Can Trust - Feel the solidity of the build and appreciate the smooth finishes. This showhome showcases the quality and craftsmanship you can expect in your own Signature Home.

Expert Guidance Throughout - Our knowledgeable staff is here to answer your questions and guide you through every step of the building process. Let them turn your inspiration into a personalised plan for your dream home.

Visit our Huapai Showhome today and start building your dream. Located at 190 Matua Road, Huapai, and open daily from 12pm to 4pm.

Mr.Walker Electrical, Plumbing and Gas

Hi. I'm Robbie, a local Plumber working for Mr.Walker Electrical, Plumbing and Gas. It's a great company and having both trades can be very handy. I live in Hobsonville so there is less travel time and I can react fast. From small to big maintenance jobs, storm water retention tank service, electrical faults/ installations or renovations, please call.



For over 25 years, the team at Mr Walker have been providing quality electrical, plumbing and gas fitting work to a wide range of domestic and commercial customers across Auckland. Today, we're no different. We're focused on providing our customers with a fast, efficient service with quality outcomes. And because we have quality electricians, plumbers and gas fitters in our team, we can manage all the requirements on your property - without you needing to manage three different trades on site. We have a workshop in Hobsonville.

We're a family owned and operated business who puts customer service first. Which is the reason for our company motto: "Nothing Is Impossible". Because we're focused on solving any electrical, plumbing or gas related problem you might have. Call us on 09 414 4404 or 021 956 463. Email team@mrwalker.co.nz.

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MARK WALLER

M: 021 802 845
E: mark@wallerprojects.co.nz
A: The Hangar, Catalina Bay,
2/2 Boundary Road, Hobsonville Point
W: wallerprojects.co.nz

AWARD WINNING DESIGN & BUILD




Area Property Stats

Every month Mike Pero Real Estate 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 hobsonville@mikepero.com.

SUBURB	CV \$	LAND AREA	FLOOR AREA	SALE PRICE \$	SUBURB	CV \$	LAND AREA	FLOOR AREA	SALE PRICE \$
HERALD ISLAND	1,155,000	811M2	120M2	1,115,000		1,375,000	816M2	111M2	975,000
HOBSONVILLE	1,235,000	163M2	170M2	1,190,000		720,000	83M2	69M2	659,000
	1,400,000	249M2	189M2	1,255,000		1,050,000	620M2	120M2	780,000
	1,175,000	156M2	182M2	1,400,000		900,000	208M2	97M2	885,000
	1,375,000	206M2	232M2	1,270,000		970,000	581M2	80M2	876,000
	1,105,000	191M2	140M2	1,065,000		1,125,000	251M2	175M2	1,088,000
	1,500,000	220M2	212M2	1,244,000		1,175,000	524M2	165M2	960,000
	1,175,000	149M2	152M2	1,148,000		1,125,000	441M2	314M2	1,147,500
	695,000	0M2	83M2	600,000		880,000	182M2	92M2	855,000
	1,095,000	159M2	121M2	935,000		870,000	404M2	124M2	742,000
	1,080,000	152M	144M2	1,069,000		1,150,000	675M2	220M2	972,000
	1,220,000	184M2	163M2	1,300,000		1,375,000	629M2	198M2	1,144,000
	1,445,000	319M2	204M2	1,335,000		1,000,000	709M2	200M2	850,000
	935,000	132M2	97M2	877,500		760,000	252M2	65M2	715,000
	2,350,000	402M2	234M2	2,350,000		930,000	456M2	152M2	920,000
	1,025,000	112M2	142M2	990,000	WEST HARBOUR	1,150,000	622M2	100M2	1,080,000
	1,150,000	189M2	155M2	1,060,000		1,270,000	686M2	230M2	1,238,000
	1,525,000	302M2	218M2	1,380,000		2,350,000	1327M2	196M2	2,500,000
	600,000	198M2	0M2	575,000		1,155,000	386M2		1,018,000
	1,025,000	131M2	127M2	975,000		1,200,000	251M2	175M2	1,136,000
	1,200,000	161M2	178M2	1,000,000		1,200,000	152M2	162M2	1,150,000
	890,000	77M2	100M2	715,000		1,350,000	755M2	110M2	849,000
	860,000	132M2	102M2	845,000		1,275,000	684M2	119M2	1,061,000
MASSEY	1,470,000	360M2	216M2	1,180,000		1,585,000	887M2	270M2	1,385,000
	1,175,000	600M2	180M2	1,032,000		1,415,000	611M2	150M2	1,238,500
	1,050,000	516M2	132M2	872,000		1,260,000	352M2	210M2	1,090,000
	800,000	300M2	65M2	755,000	WESTGATE	860,000	117M2	101M2	750,000
	880,000	61M2	113M2	690,000		1,040,000	203M2	102M2	865,550
	1,225,000	1354M2	92M2	836,000		940,000	192M2	83M2	810,000
	1,180,000	610M2	110M2	875,000		900,000	156M2	97M2	800,000

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:

2.95% up to \$490,000

(Not 4% that others may charge!)

1.95% on the balance

Plus \$490 admin fee. All fees and commissions + GST



Graham McIntyre
Brand & Territory Owner
027 632 0421

Mike Pero
REAL ESTATE

Raine & Horne

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Phone 0800 900 700 Licensed REAA (2008)



VERY QUIET, SUNNY, WEST HARBOUR - MARINA VIEW SCHOOL 3 2 2

By Negotiation

3 Bluefin Way, West Harbour
By Negotiation

A fabulously crafted and meticulously cared plaster on cladding board with cavity, set in a cul de sac road, with established plantings, clever gardens and enjoying all day sunshine. An open plan kitchen, dining with alfresco to patio and outdoor entertaining area. Significant storage, large garaging and guest w/c. Upstairs enjoy three bedrooms, plus large lounge/media, or additional bedroom and two bathrooms with excellent connectivity, a peek of the inner harbour and alfresco champagne decking. There is so much to love within this modern family home. Owners are heading South so don't delay.

www.mikepero.com/RX4117164



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NEAR NEW, LOCK UP AND LEAVE WITH WATER VIEW 2 1

By Negotiation

6 Wharara Lane, Massey
By Negotiation

This near new GJ Gardner build with Master Build Warranty provides an excellent opportunity to jump on the property ladder with lock-up and leave options, public transport at the gate and convenience shopping a short stroll away. A beautifully presented two bedroom home with bathroom and guest toilet, alfresco to patio and small grassed lawn. An outstanding option for a discerning buyer looking for pedigree and performance. Earthy colours and upgrades, this home is one that will be on top of your watch list. Don't dilly-dally, great homes like this don't last. Financing options available via Mike Pero Mortgages.

www.mikepero.com/RX4035166



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BUSINESS - TOWN CENTRE ZONE - HUAPAI

3 1 1

By Negotiation

8 Orah Road, Huapai By Negotiation

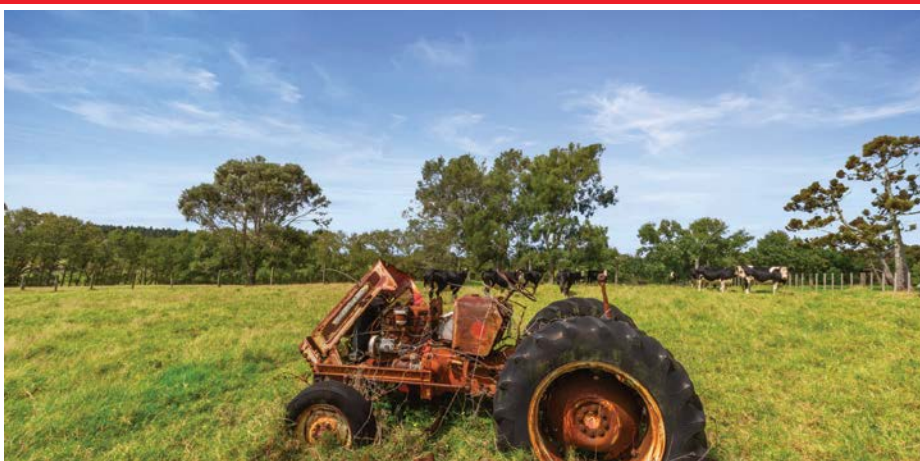
Nestled to the Eastern boundary of the Huapai Business Zoned area is this generous 869sqm parcel of land offering a flat section which shoulders the carparking and the Police Station at Huapai. A stately three bedroom bungalow with open plan kitchen, dining and living room leading onto westerly decking. 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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SUN KISSED, NORTH FACING HOUSE AND LAND PACKAGE

By Negotiation

18 Peters Lane, Taupaki By Negotiation

A large north facing canvas, with natural water course and established plantings with options to select the best house and land package for you, including home and income options. Elevated rolling land with views to Kumeu and beyond, the houses selected are designed to make the most of the aspect and the outlook. This land is historical and original clay base which has no historical slip effects nor movement lines. In addition much of the area is slowly moving to countryside living which allows for great intensification within this residential lifestyle community. Please survey the house and land package options outlined and book a walk-the-land meeting with leading Taupaki agent and local resident Graham McIntyre.

www.mikepero.com/RX4010720



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AMAZING FAMILY FUN - MARINA VIEW ZONE

4 2 2

By Negotiation

20 Matisse Drive, West Harbour By Negotiation

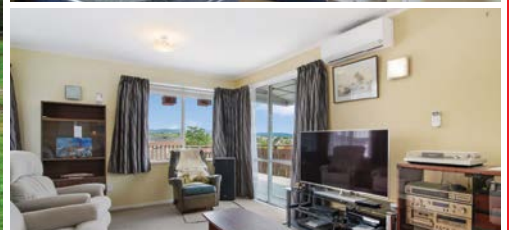
Welcome to a safe family haven a short stroll from Marina View School, parks and convenience shopping. In a quiet street surrounded by similar homes, the property has a fully fenced back yard with pool, playhouse, climbing frame and easy care plantings. Come inside to a warm and modern layout, with multiple zones for Kitchen-dining and Lounge dining through to North facing alfresco decking. A central corridor makes way to office/ study, bathroom, garage, four bedrooms, including master ensuite and walk in wardrobe. Abundant sunshine, closed wood-burner, heat-transfer/ HRV and central heat pump, this is a warm home, perfect for winter. So much to see in this beautifully presented home, so close to shops, school, motorway access, parks, the list goes on.

www.mikepero.com/RX4066519



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AFFORDABLE IN GLEN EDEN, WIDE VIEWS, NTH FACING

3 2 1

By Negotiation

20 Terra Nova Street, Glen Eden By Negotiation

Set on a large 700sqm footprint, a short walk from shops and transport hub. On offer is a traditional 1970's bungalow with standalone garage enjoying gentle sloping north facing land. Generous sunshine through the open plan kitchen, dining, lounge onto North West decking looking over to Henderson and the Waitakere Ranges. Three bedrooms and bathroom off the central hallway and a separate laundry by the back door. This is a great no-nonsense starter that will give you years of enjoyment, adding your own style and planting your orchard. Don't delay, they don't stay on market for long. For additional documents and viewing contact me today.

www.mikepero.com/RX3792484



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ELEVATED AND SUNNY PLUS 3 CAR GARAGING AND WORKSHOP 3 3 1

By Negotiation

22 Zingaro Place, Massey

By Negotiation

Set on 979sqm (approx) this is a big section with a big home. Offering extensive garaging and off street parking with storage options galore, work from home, or develop an additional guest wing. Upstairs enjoys extensive gated lawn and gardens with mixed alfresco settings to enjoy sunshine or shade with easy access to kitchen, dining and lounge areas. All the bedrooms and bathroom off a central hall, this is a home that will deliver peace and ambience upstairs and hobby, work and workshop downstairs, certainly a ying and a yang for all buyers.

www.mikepero.com/RX4066522



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LIFESTYLE-URBAN BLEND - GOOD LIFE ON ALMOST 1/2 ACRE 4 2 2

By Negotiation

29 Sunny Crescent, Huapai

By Negotiation

Seldom found this is an outstanding mini-lifestyler in an urban setting, offering the best of urban and lifestyle living. Offering the good life in so many ways, the home has been meticulously crafted to deliver functionality and beautiful form. Clad in Hinuera split face, kiln fired stone, it offers a special exclusive style that merges seamlessly decking and patio entertaining. Extensive sliders deliver the outside in, enjoying open plan lounge-dining and kitchen-cozy meeting the dynamic needs of family living. Hardwood flooring that takes your breath away. All bedrooms, bathroom and laundry off a central corridor. Master, ensuite and walk in wardrobe also enjoys slider access to north facing decking.

www.mikepero.com/RX3977654



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BEAUTIFULLY APPOINTED - MOTIVATED OWNERS RELOCATING

2 1

By Negotiation

67 Tarapuka Road, Westgate
By Negotiation

An elegant and tranquil suburban living environment, off a quiet road and laneway, offering the very best of modern, lock-and-leave living over two levels. A delightful and simple entertainers kitchen, dining and living environment with laundry, guest w/c tucked away. Alfresco access to fully fenced patio and all weather turf area. All bedrooms and bathroom upstairs ensuring a quiet zone for sleeping. Beautifully presented and ready for its new owners. Dedicated off street parking, patio, peace and quiet all on offer here and so close to North West Mall, Transport Hub, Schools and walking reserves. Make 2024 your year and get into this spectacular entry level real estate offering.

www.mikepero.com/RX4012133



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BEAUTIFUL, NORTH FACING, KUMEU LIFESTYLE LIVING

4 2 1

By Negotiation

96 Pomona Road, Kumeu
By Negotiation

A short drive to Kumeu and Westgate - one of the best lifestyle addresses in Kumeu. Cultivate your future in this enchanting North-facing haven-a sprawling 4-hectare canvas of colour and established plantings that promises a life of endless possibilities. Immerse yourself in the natural kaleidoscope that surrounds a charming four-bedroom traditional bungalow, basking in the warm embrace of full sunshine and showcasing extensive rural views of the valley below. Level to gently sloping, sunny and sheltered, the land offers many opportunities to develop or leave it as is to enjoy your rural idyll. Add to this your very own nature reserve, garaging for 3-4 vehicles and your imagination will take flight.

www.mikepero.com/RX3855111



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BRICK AND TILE ON 704SQM (APPROX.) - FAMILY OASIS 4 2 2

By Negotiation

130 Matua Road, Huapai
By Negotiation

A beautifully appointed and finished Ashcroft Home, offering an easy living 237sqm (approx). floor-print and a generous 704sqm (approx). section-size. From entrance to entertainment area the home seamlessly caters for a family that respects space, quiet and independence, offering two separate bedroom wings, entertaining and a multi-room offering media/ office/ guest room options. Four rooms and two bathrooms, separate laundry and oversized double garage. A large entertainers kitchen/lounge/dining leading to outside decking and lawn with established fruit trees and easy care garden. So much to see, and plenty to impress. This Ashcroft Homes build does set a high standard and certainly a great home to make your own.

www.mikepero.com/RX3758090



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JUST UNDER 1 ACRE, TWO HOMES, FLAT PASTURE 5 2 2

By Negotiation

171 Boord Crescent, Kumeu
By Negotiation

Two homes, with opportunity to add value, offering a clever home of five bedroom, two bathroom double garage with beautiful North facing decking spanning master bedroom to kitchen/ dining room. The home is sun-filled and offers views over rural farm land peppered with mature trees and shrubs. The second home is a simple one bedroom, bathroom, kitchen/lounge/dining with garage, with a Northern aspect offering extra space and options for the family. It's sheltered by the garage and plantings to be discrete and obscure. A short distance to Kumeu shops, schools and transport links the property offers convenience and easy care.

www.mikepero.com/RX4149907



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ELEVATED FAMILY BUNGALOW, VIEWS AND SUNSHINE

3 1 1

By Negotiation

193 Wairere Road, Waitakere By Negotiation

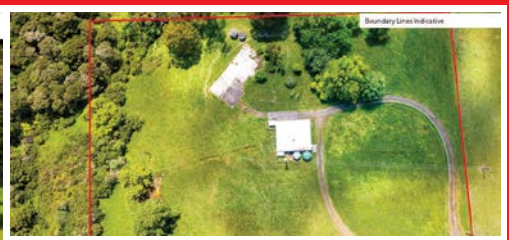
Picture perfect this beautifully matched stately bungalow within a glade of calm, raised bed garden, play lawn and securely fully fenced. A home you'll love, finding peace and solace with after work, and tinker in the workshop downstairs or cultivating fresh produce in the garden. Upstairs you'll be impressed with expansive views from the decking and alfresco through to open plan lounge and dining with galley kitchen through to laundry and central hallway to three bedrooms and refurbished bathroom. A much loved and enjoyed family sanctuary, which is now asking questions if it is your new place of peace and harmony. Close to Waitakere Primary School, parks, walking tracks, transport links and convenience shopping.

www.mikepero.com/RX4003057



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FLAT LAND - BIG SHED - AQUAFER BORE

By Negotiation

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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BREATH TAKING VIEWS, 1.58 HECTARES (APPROX) BARE LAND

By Negotiation

421 Kiwitahi Road, Helensville By Negotiation

Discover a rare opportunity on this expansive 15,860 sqm (approx.) piece of land, offering a diverse range of contours, from flat expanses to gentle slopes. With a North West facing orientation, this plot provides the canvas for crafting your own personal paradise. Embrace breath taking views and explore various landscaping possibilities within this distinctive microclimate. Tucked away from the road, on a tar sealed access way, convenience meets serenity, with services within easy reach. Unlock the potential for a harmonious lifestyle by exploring house and land package opportunities tailored to your vision for a dream home in this idyllic setting. We are happy to supply a list of the last 12 months of transactions in this area. For a complete transaction list please email graham.mcintyre@mikepero.com.

www.mikepero.com/RX3872524



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OCEAN AND KAIPARA VIEWS, BUSH AND GRAZING

3 3 3

By Negotiation

429 Kiwitahi Road, Helensville By Negotiation

Indulge in the splendour of country living with this extraordinary home boasting unparalleled views to the Tasman Ocean and northward to the enchanting Kaipara Harbour. Nestled on a sprawling 1.6 HA (approx.) of land, the property features meticulously designed formal and informal gardens, meandering pathways, an amphitheatre, and unique micro-glade gardens seamlessly blending into native bush. This restyled and refurbished home offers spacious living areas, bedrooms, ensuites and with studio options, as outlined in the provided floor plan. Tailored for the discerning mature buyer who appreciates the value of active relaxation amidst a sun-soaked glade with breath taking panoramic views, this property is truly special.

www.mikepero.com/RX3870348



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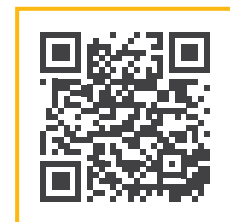
Mike Pero Real Estate is changing to Raine & Horne

Mike Pero Real Estate and Raine & Horne have joined forces to provide a new level of service for Kiwi homeowners and homebuyers. Our combined priority is offering you the best experience that achieves the greatest result.

As a fourth-generation family business stretching back to 1883, Raine & Horne are continually evolving and innovating to be the #1 real estate brand across Australasia.

Find out how you can take advantage of this exciting partnership when selling your property. Call **0800 500 123** or visit mikepero.com/get-a-free-appraisal

SCAN HERE for a **FREE** no-obligation property appraisal.



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