



Property-

HUB.NZ

Twenty Sixth Edition - July 24

Property market report

July is the month of change for the property market. It is a change because many rules and restrictions change to remove red tape and restriction. Let's take a peek:



1/ The Labour Governments Capital Gains Tax (Alias the 10 year brightline test) is being thrown in the fire and replaced with a more modest and relaxed 2 year speculation tax, which makes sense for those wanting to buy and profit from improvements or changes in a property on-sold under 24 months.

2/ The interest deductibility on rental property comes back into effect, allowing landlords to seek tax rebates on the interest paid on rental properties. Thus making it more affordable to own and operate in the rental space which may increase the number of rental properties available to the market. Based on demand and supply this may slow rent increases or at best give tenants more choice. It's fair to say that investors have been selling down portfolios rather than increasing them under the past government.

3/ The CCCFA is in for a shake down which covers a number of areas which make it easier for banks to comply with the "reasonable inquiries" section dealing with expenses and credit summary. Reform sees the act move from the Commerce Commission to the Financial Markets Authority indicating the willingness to make it simpler and easier to get money. In a statement from Chris Bishop, "Today's changes will still require lenders to act responsibly and ensure lending will not cause hardship, but lenders will not have to follow a prescriptive, one-size-fits-all process."

4/ New LVR rates for investors and home buyers comes into effect allowing home owners to borrow 6x annual income and investors 7x annual income. It may not be a game changer but at least property buyers understand the rules.

A look to the interest rates in play and you'll see ASB and Westpac have moved their 3 year mortgage rate to 6.39% and although the variable floating rate still sits at 8.64% it is a welcome sign that interest rates are coming down, albeit slower than most people wish.

So..... What all this means is this, if you've been sitting on your hands and waiting for change, the tide may certainly be turning, property numbers on market are reducing and spring is literally months away. It makes it the best time to go shopping, negotiate well, and pick up a home that is a starter and affordable, as interest rates come down it will be easier to spend that extra money on renovations, debt consolidation or some treats.

Let's look at the sales:

Coatesville	\$2,952,000
Helensville	\$650,000 to \$1,450,000
Herald Island	\$1,285,000
Hobsonville	\$615,000 to \$1,775,000
Huapai	\$1,130,000 to \$1,230,000
Kumeu	\$1,010,000 to \$1,500,000
Massey	\$678,000 to \$1,200,000
Muriwai	\$1,800,000
Parakai	\$695,000
Riverhead	\$1,200,000 to \$2,700,000
Swanson	\$750,000 to \$1,645,000
Taupaki	\$1,890,000
Waimauku	\$1,050,000 to \$1,276,000
Waitakere	\$1,200,000 to \$1,800,000
West Harbour	\$760,000 to \$1,415,000
Westgate	\$690,000
Whenuapai	\$750,000 to \$1,250,000

If you are looking to achieve a great result for the sale of your property please contact me today for a free pre-sale property checklist and appraisal that will provide a starting point in your decision-making. After 18 years working with buyers and sellers, I have a depth of knowledge and experience to share with you. No cost, no obligation, just some honest feedback. Call me, Graham McIntyre AREINZ directly at 0800 900 700, via text at 027 632 0421, or through email at graham.mcintyre@mikepero.com. Mike Pero Real Estate Kumeu/ Hobsonville. Licensed REAA2008.

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Protect yourself from fraudulent rental listings

As the rental market becomes increasingly competitive, scammers have found new ways to exploit unsuspecting individuals. We want to ensure that you're fully aware of the potential risks and can identify and avoid rental scams.



Recently, there has been a surge in fraudulent activity on platforms such as Facebook Marketplace and group pages like "West Auckland Properties for Rent."

Scammers are replicating our genuine listings and advertising them on these sites, attempting to deceive potential renters. To safeguard yourself, it's crucial to know how to identify authentic Rent Shop listings. Genuine Rent Shop properties are only advertised on trusted platforms, specifically Trade Me and Realestate.co.nz. We do not use Facebook Marketplace or Facebook Messenger for communication regarding rental properties. If you see a listing on Facebook, it is likely a scam.

Always check the platform to ensure that the listing is on Trade Me or Realestate.co.nz. If it's on Facebook Marketplace or any Facebook group, it is not a genuine Rent Shop listing. The Rent Shop Hobsonville employees will never communicate with you via Facebook Messenger. Any such communication should be considered suspicious. Use the 'Apply Now' button to apply for a property on Trade Me and is a secure way to submit your application.

Our application process is powered by a platform called "Renti." When you apply, you should see "renti.co" at the beginning of the web address. This ensures that you're on a secure and verified site. Be cautious of any other application processes or forms that do not follow this protocol. Before making any payments for bond or move-in costs, it is essential to confirm the details to avoid falling victim to scams.

Look up the property and the rental agency to ensure they are legitimate. Cross-reference the information on multiple trusted

platforms. Whenever possible, view the property in person before making any payments. Scammers often use photos from real listings to deceive potential renters. Scammers will often create a sense of urgency to rush you into making a payment without proper verification. Take your time to confirm all details. If you encounter a suspected scam, report it to the platform where you found the listing and to local authorities. This helps protect others from falling victim.

Your safety and security is our top priority. We want to ensure that you have all the necessary information to protect yourself from rental scams. Always use trusted platforms, verify communication channels, and confirm payment details before proceeding with any transactions. By staying vigilant and following these guidelines, you can help prevent scams and secure a legitimate rental property.

If you would like to work with a company that values our owners and tenants, please feel free to contact us: 021RENT4U mike.james@therentshop.co.nz.

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 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)?

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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!

A cautionary tale for property owners

Recently, I had a conversation with a property owner deeply concerned about the sale of a neighboring property for \$100,000 below market value. This sale has raised significant worries about how such a transaction could impact the sale of her own house. The situation sheds light on a crucial issue: the broader effects of selling properties below market value and the role of real estate agents in these outcomes. Another property owner I spoke with listed her property with the same real estate agent who had facilitated a low-price sale next door. This decision brought to the forefront a pressing question: do property owners realise that by choosing agents who habitually sell properties for less than their market value, they are encouraging a behaviour that can negatively impact their own investments?

The Ripple Effect of Below-Market Sales

When a property is sold for significantly less than its market value, the repercussions extend beyond the immediate transaction. Here's how it unfolds:

- 1. Direct Impact on the Seller:** The most obvious impact is on the seller, who receives less than what their property is worth. This can be particularly devastating if the seller was relying on the expected market value for future plans, such as purchasing a new home, funding education, or investing.
- 2. Neighbourhood Value Depreciation:** The sale of one property at a low price sets a new benchmark for the neighborhood. Appraisers and potential buyers look at recent sales to determine the value of

other properties in the area. Consequently, a low sale price can pull down the perceived value of surrounding homes, making it difficult for other owners to sell their properties at fair market value.

3. Extended Market Effects: Like a stone causing ripples in a pond, a poor sale price can have a prolonged impact on the local real estate market. It creates a perception of declining property values, which can deter potential buyers and investors from considering the area, further depressing prices.

The Role of Real Estate Agents

Real estate agents play a pivotal role in property transactions. Their expertise, negotiation skills, and market knowledge can significantly influence the sale price of a property. However, when agents consistently sell properties below market value, it raises questions about their motivations and practices.

- **Inadequate Market Knowledge:** An agent who lacks a deep understanding of the local market may misprice properties, leading to below-market sales.
- **Quick Sales Over Value:** Some agents might prioritise quick sales to earn their commission faster, rather than holding out for a better price that aligns with the property's true market value.
- **Incentive Structures:** Commission structures might incentivise agents to close deals quickly at lower prices, rather than working harder to achieve higher prices.

What Property Owners Should Consider

Before listing your property, it is essential to thoroughly evaluate the real estate agent you choose to work with. Here are key considerations:

- 1. Track Record:** Examine the agent's history of sales. Do they consistently achieve prices at or above market value, or is there a pattern of under-market sales?
- 2. Sales Process:** Understand the agent's sales process. How do they determine the listing price? What strategies do they use to attract buyers and negotiate offers?
- 3. Market Knowledge:** Assess the agent's knowledge of the local market. A well-informed agent should provide a comprehensive market analysis and justify their pricing strategy based on comparable sales and current market conditions.
- 4. Agent Reputation:** Speak with past clients and read reviews. A reputable agent should have positive feedback and a strong professional reputation.

Selling a property below market value has far-reaching consequences, not only for the individual seller but also for the entire neighborhood. Property owners must be vigilant when selecting a real estate agent, ensuring they choose someone who prioritises achieving fair market value. By doing so, they protect their own investments and contribute to the overall health of the local real estate market.



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Ultimately, rewarding agents who consistently sell properties below market value is detrimental. Instead, property owners should support agents who demonstrate a commitment to maximising property values. This proactive approach will help maintain and enhance property values, benefiting both individual owners and the broader community.

Concerned Resident.

Things you need to know before refinancing

Before considering a refinance, it's important to evaluate your current mortgage to determine whether it's still meeting your needs:

Interest rate - Check if you're still paying a competitive interest rate on your mortgage. The best place to start is by reaching out to your Mortgage Adviser who will have all the latest information when it comes to interest rates and what's currently happening in the market.

Loan term - Is the length of your mortgage term appropriate for your financial situation, or would you benefit from extending or shortening the term? You need to be careful here, as when you refinance you could be going into a longer loan term than what you are currently on, which means you may end up paying more interest in the long run.

Repayment flexibility - Does your current mortgage allow for extra repayments, lump sum payments, or other flexible repayment



options that suit your financial goals? Not all banks are created equal when it comes to flexibility around repayments, so a quick chat with your Mortgage Adviser will help determine the best option for you.

Costs Associated with Switching Lenders

This one can catch you out if you haven't done your homework.

While refinancing can lead to significant savings, it's important to consider the associated costs, which may include:

Break fees

Breaking a fixed-rate mortgage early, can result in early repayment fees (AKA break fees), or penalties which the Lender may charge in order to compensate for lost interest revenue.

Legal fees

When you refinance your mortgage there will most likely be legal fees involved. You'll need to work with a lawyer to handle the necessary documentation and registration, but there are a couple of banks that can handle this in house for you which will save you money. Again, have a chat with your Mortgage Adviser to see which option is going to be right for you.

Valuation fees

Some lenders may require a current registered valuation of your property, which can cost anywhere in the range of \$500 to over \$1000 depending on your property and it's location.

Repayment of incentives

If your original mortgage included incentives, such as a cash contribution, you may need to repay this if you refinance before the specified loyalty period ends. Even though you may get a cash contribution with your new lender, this will need to be factored into the calculations to make sure the move is worthwhile.

Working with a Mortgage Adviser to refinance your mortgage will open up the door to a wide range of loan products enabling you to secure the best terms for your needs. I can quickly do the calculations for you to make sure a refinance is the best thing to do. As part of this service, I communicate with the bank on your behalf to get a quote for any potential break fees plus handle the negotiations with lenders on your behalf.

For obligation fee support call Stephen Massey - Loan Market 021 711 444 or check out my website loanmarket.co.nz/stephen-massey

Titles and land covenants

Most land agents will tell you to get legal advice before you sign an agreement. This is good advice because it gives you and your lawyer a chance to look at a title to see if there are things that limit your future use and enjoyment of the property that are validly on your title. Failing that, we always recommend that you only sign an agreement with a due diligence clause which allows you to withdraw

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from the agreement if you are not satisfied about the title (or some other matters relating to the property).

Title issues include that the land covenants are too vague for you to be sure that the vendor has complied with them. This is especially so where the style of building or materials used is something must be approved by the developer. It often cannot be known whether the developer ever approved these things or whether it can lead to expensive remedial work after you are committed to the purchase. Consequently, it is important for any purchaser to consider closely the nature of any covenants on a title.

If you are looking to buy or sell a property and are wanting more information on this or any other legal issues you can contact Kemp Barristers & Solicitors at info@kempsolicitors.co.nz or 09 412 6000.

Meet Stacey Milne: Your trusted real estate expert in Kumeu

Stacey was born and raised in Kumeu/Riverhead, where she has spent time connecting and forming local relationships with the community and area, gaining local knowledge. With 10 years' experience behind the scene as a licensed PA, she



has packed together her knowledge and experience and is now ready to sell your home or help you purchase your new home.

Stacey Milne is not just a real estate agent; she's a dedicated professional who has become an integral part of the Kumeu community's journey to finding their dream homes.

Stacey's journey in the world of real estate began with a deep appreciation for the beauty and potential of the Kumeu region. Her in-depth knowledge of the local market trends, neighborhoods, and hidden gems is unmatched. She combines this local expertise with a global perspective, ensuring her clients receive the best of both worlds when it comes to buying or selling property in Kumeu.

Stacey's approach to real estate is rooted in her belief that each client's journey is unique. She takes the time to understand their goals, preferences, and aspirations, ensuring that every real estate transaction is a tailored experience. Her professionalism, attention to detail, and dedication to client satisfaction have resulted in numerous successful real estate transactions and satisfied homeowners.

Stacey understands that finding the perfect home is about more than just bricks and mortar; it's about finding the right place to build your life.

Whether you're a first-time buyer, a seasoned investor, or looking to sell your property in Kumeu, Stacey Milne is the trusted partner you need by your side. Her passion for real estate, local expertise, commitment to personalised service, and strong ties to the community make her the ideal choice for all your real estate needs in Kumeu. Discover the difference of working with Stacey Milne and embark on a real estate journey like no other.

Thinking of **selling?**

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



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021 058 5692

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Call Stacey today on 021 058 5692 or email stacey.milne@mikepero.com, scan the QR code below.

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.

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.

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

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Te Atatu Office
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Te Atatu Peninsula



Loan Market

Stephen Massey
Mortgage Adviser
stephen.massey@loanmarket.co.nz
021 711 444

Let's chat.

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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.

Home generators

A home generator backup is an essential investment for homeowners, especially in areas prone to natural disasters and power outages. Here are some reasons why:

1. Power essential appliances: A generator ensures that your refrigerator, heating and cooling systems, lighting, and other critical appliances continue to function during a power outage.
2. Home security: A generator powers your home security system, remote gates, and garage doors, providing peace of mind and ensuring your home remains secure.
3. Work and school: With a generator, you can continue to work from home, charge your devices, and keep up with school deadlines, even during a power outage.
4. Electric vehicle charging: If you own an electric vehicle, a generator allows you to charge it up and stay mobile during an extended power outage.
5. Efficiency: Generators provide power quickly and easily after an outage, making them a reliable solution for emergency situations.
6. Food preservation: By powering your refrigerator and freezer, a generator prevents food spoilage, which is especially important in areas with frequent power outages.
7. Valuable investment: Although the initial purchase of a generator may seem costly, its long-term benefits can outweigh the cost,



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especially in areas with frequent power outages.

Overall, having a home generator backup provides peace of mind, ensures your home remains secure and functional, and can be a valuable investment in the long run.

If you're looking for a quote for a generator change-over switch to run your generator or wanting recommendations for generator purchases get in touch with Blackout Electric and we'll be able to talk you through your options.

STIHL SHOP Westgate – Cut Above the West

The team at STIHL SHOP Westgate know all too well that running a small business can have its challenges, so recently they launched the "STIHL SHOP Westgate 'Cut Above the West' Competition" as their way to recognise and reward local West Auckland garden maintenance companies who are stand-outs in the industry.

The competition was run as a Facebook-based campaign, with nominations received over a two-month period. All nominees and finalists were invited to attend the 'Cut Above the West Awards Night' held in-store at STIHL SHOP Westgate on 5 June. The Awards night doubled as a meet and greet, networking event attended by an enthusiastic group of garden maintenance companies from across West Auckland. Prior to the awards announcement, the guests were treated to a BBQ and refreshments, as well as live demonstrations from STIHL NZ of their latest and greatest new equipment.

The STIHL SHOP Westgate team loved the opportunity to have such a great bunch of operators in-store and enjoyed being part of the networking. Since the event a few companies have even collaborated on some large projects, which has made the evening even more worthwhile for its organisers.

The star of the evening was the recipient of the inaugural "STIHL SHOP Westgate Cut Above the West Award" – TSD Lawnmowing, a family-run business who received a significant number of nominations from customers West Auckland-wide, who were all impressed by their service and reliability. TSD Lawnmowing's prize pack included a selection of treats, STIHL merchandise, kids merchandise, safety gear, a STIHL chainsaw, in-store credit and, of course, the Cut Above the West trophy.

Special mention was also made to the competition runners-up,



Bubble Broz, Garden Visions NZ, Cobra Lawnmowing and Ladies Who Lawn, who also received a significant number of nominations and praise from their happy customers.

The team at STIHL SHOP Westgate were really grateful for the support received for their awards concept and look forward to repeating the event next year, hopefully on a larger scale to bring even more recognition and rewards to their commercial customers. STIHL SHOP Westgate is open Mon-Fr 8.30-5, Sat 9-3, Sun 10 - 3.

July 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 seasons 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 protected from the cold especially when they are young.

Sprouted potatoes can go in the ground in warm climates or prepare the ground for planting 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.

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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.

Avoid paying the hike in water rates

No better time than right now to start thinking about money saving ideas with small water storage for summer - these smaller tanks are ideal for topping up the pool, watering the garden, washing the car or the boat.

Tanks range in size from 300 litres to 31,000 litres with a variety of colours - see us today for your perfect water storage options to suit your needs.

Rates will be going up, avoid paying water rates with FREE rainwater. Give us a call today for a free quote for water tank supply and installs.



Kane Franklin

Phone 0275 565 733
Email kaneage0@gmail.com



KPL 09 412 9108 - 156 Main Road Kumeu. The Big Blue Building KPL, a well-established plumbing business, owned and operated for 50 years servicing Auckland North to South, East to West. Pop in and see one of our friendly team members at our showroom based in the heart of Kumeu for all your plumbing, drainage, roofing, water pumps, water filtration, woodfires and pool & spa needs.

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.



Taking pride in a vanity

Some bathrooms have pedestal sinks. Some bathrooms have wall hung basins. And others showcase a basin with a wall-hung or full standing cabinet for storage underneath - and these are classically referred to as 'vanities'. A vanity unit thus provides a stylish, yet functional, space for all your grooming and personal care activities.



Tile Wright®

- Bathrooms
- Kitchens
- Splash Backs
- Waterproofing

Josh Wright

027 260 8225

Tilewright@outlook.com

Property

At Natural Timber Creations, we take pride in our customised vanity units, which are designed and made to your specifications and thus able to reflect your very personal taste and personality. Remember, we do more than just 'white'. Functionality and practicality, combined with flair, creativity and even luxury enable a vanity to complete the bathroom and allows it to be a pleasurable and pampering place to be in.

Features such as a granite, porcelain or even a beautiful timber top will add luxury to an otherwise functional piece of furniture. And the cabinet will, at Natural Timber Creations, be designed to maximise storage solutions to house all your grooming and personal care products, using of course, HPL plywood to the interior, helping to eliminate issues with damp bathroom areas. The cabinet exteriors, made from either solid timber or plywood, are finished in a clear or coloured lacquer, to suit your personal taste and to complement that beautiful top.

If you want a calming, nurturing and pleasurable addition to complete your bathroom sanctuary, then call us. Take a look at our website: www.naturaltimbercreations.co.nz or contact Paul Marley on 021 111 9637.

Safe H2O: Water Tank Cleaning and Filtration Experts

Water is not just a basic need; it is essential for survival. Yet, often overlooked is the importance of regular water tank maintenance. At Safe H2O, we have revolutionised the tank cleaning industry with our innovative methods that quickly, efficiently, and affordably clean and purify your water tank and water within.



Don't let sediment build up or bacterial growth compromise your water quality. During our comprehensive cleaning process, we vacuum and remove all the sediment from the tank and filter your existing water through 3 levels of filtration - the finest being nano-filtration. This technique not only removes harmful contaminants from your water but allows you to retain up to 90% of your precious tank water supply.

But Safe H2O's services don't stop there. We also offer top-of-the-line filtration systems designed to meet the needs of each client and further enhance water quality. Whether it's residential or commercial, we have the expertise and equipment to meet your needs.

Trust the dedicated Safe H2O team to revitalise your tank and transform your water quality. Contact us today to schedule your tank clean and enjoy the peace of mind that comes with safe water. 0800 723 3420 safeh2o.co.nz.

West Auckland Landscaping and Palms

West Auckland Landscaping & Palms is a locally run business based at 68 Trig Road, Whenuapai. We cater to your specific needs, and can work to your budget whether small or large - accommodation is our creed. We have our own nursery of plants which is stocked with a diverse assortment of palms, bromeliads, succulents, ground cover plants and pots, and we can also source plants for your garden from our various other nursery contacts. If you are in two minds of the type of look and layout for your garden, we provide a free consultation with no obligation.



Current trends revolve around a low maintenance requirement fulfilling the needs of busy families who cherish limited time together. Services also include ready lawn, planting, raised bed gardens, mulching, fertilising, weed control and garden waste removal.

West Auckland Landscaping and Palms can also assist with pre-sale and post-purchase makeovers - a fresh layer of mulch does wonders for any garden. Visit our website www.westaucklandpalms.co.nz or phone Alistair on 021 040 4010 to discuss your garden.



Cub Cadet

HONDA

HANSA

Masport

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PH: 412 8592
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FOR EXPERT ADVICE & SERVICE

15 Kakano Rd
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PH: 930 9999
OPEN 7 DAYS



wallerprojects

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	1,220,000	946M2	146M2	1,285,000		1,200,000	695M2	165M2	933,000
HOBSONVILLE	610,000	187M2	176M2	1,325,000		1,050,000	657M2	82M2	800,000
	935,000	132M2	104M2	869,000		920,000	509M2	110M2	750,000
	1,065,000	207M2	102M2	930,000		750,000	162M2	68M2	678,000
	1,390,000	276M2	187M2	1,270,000		1,450,000	350M2	220M2	1,165,000
	1,050,000	175M2	131M2	980,000		1,125,000	236M2	199M2	1,045,000
	1,495,000	273M2	212M2	1,245,000		1,225,000	736M2	150M2	905,000
	1,250,000	170M2	130M2	1,060,000		1,050,000	1007M2	80M2	905,000
	750,000	0M2	76M2	650,000		1,300,000	518M2	168M2	1,125,000
	910,000	98M2	92M2	805,000		860,000	191M2	85M2	850,000
	1,240,000	232M2	163M2	1,199,000		985,000	143M2	153M2	850,000
	845,000	69M2	95M2	810,000		1,000,000	253M2	101M2	835,000
	1,160,000	212M2	150M2	1,060,000		880,000	109M2	124M2	780,000
	905,000	164M2	82M2	910,000		1,125,000	602M2	153M2	990,000
	1,015,000	123M2	110M2	965,000		1,000,000	168M2	141M2	946,500
	925,000	136M2	92M2	868,000		1,150,000	478M2	157M2	925,000
	1,195,000	200M2	171M2	1,180,000		950,000	500M2	133M2	820,000
	1,025,000	132M2	127M2	975,000		1,025,000	455M2	120M2	910,000
	1,265,000	211M2	201M2	1,210,000		890,000	209M2	97M2	920,000
	930,000	127M2	83M2	840,000		1,175,000	708M2	90M2	1,050,000
	1,775,000	379M2	288M2	1,775,000		1,300,000	600M2	252M2	1,200,000
	800,000	93M2	74M2	790,000		1,000,000	854M2	103M2	925,000
	920,000	118M2	103M2	880,000		780,000	90M2	77M2	769,000
MASSEY	920,000	577M2	120M2	855,000		950,000	569M2	164M2	868,000
	930,000	968M2	110M2	706,000		1,425,000	1050M2	220M2	1,300,000
	1,030,000	646M2	81M2	714,000	WEST HARBOUR	1,600,000	609M2	150M2	1,200,000
	1,585,000	1057M2	194M2	1,175,000		850,000	434M2	76M2	760,000
	960,000	121M2	136M2	930,000		1,340,000	350M2	193M2	1,240,000
	1,125,000	495M2	170M2	1,130,000		1,370,000	581M2	180M2	1,185,000
	1,150,000	607M2	100M2	920,000		1,575,000	738M2	260M2	1,025,000

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

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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, cleaver 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

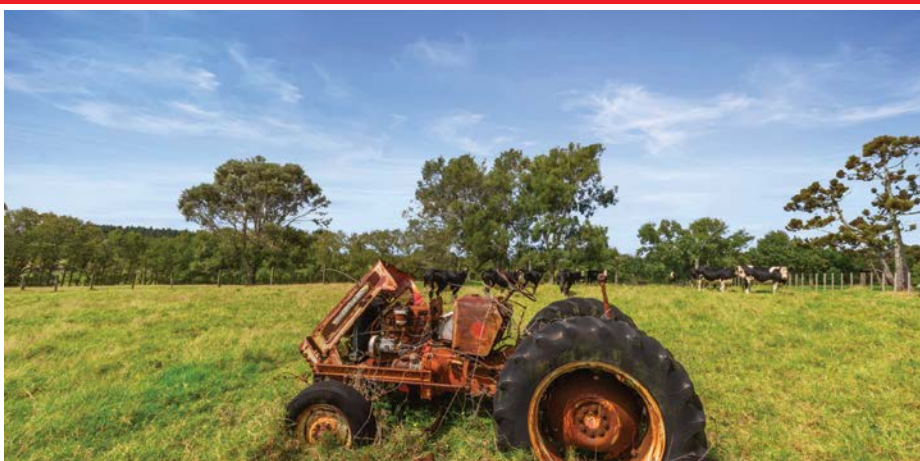
Nestled to the Eastern boundary of the Huapai Business Zoned area is this generous 869sqm parcel of land offering a flat section which shoulders the carparking and the Police Station at Huapai. A stately three bedroom bungalow with open plan kitchen, dining and living room leading onto westerly decking.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

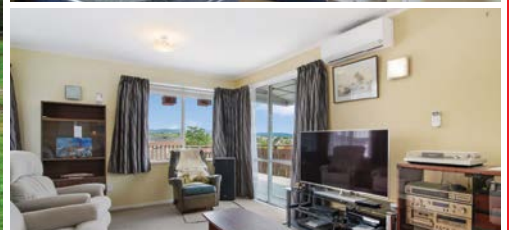
Welcome to a safe family haven a short stroll from Marina View School, parks and convenience shopping. In a quiet street surrounded by similar homes, the property has a fully fenced back yard with pool, playhouse, climbing frame and easy care plantings. Come inside to a warm and modern layout, with multiple 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

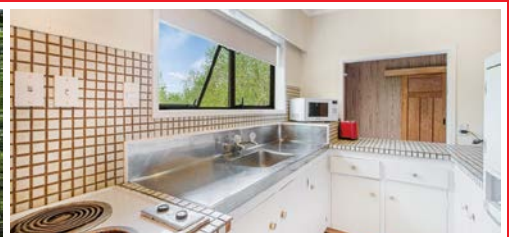
An elegant and tranquil suburban living environment, off a quiet road and laneway, offering the very best of modern, lock-and-leave living over two levels. A delightful and simple entertainers kitchen, dining and living environment with laundry, guest w/c tucked away. Alfresco access to fully fenced 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



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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ELEVATED FAMILY BUNGALOW, VIEWS AND SUNSHINE



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

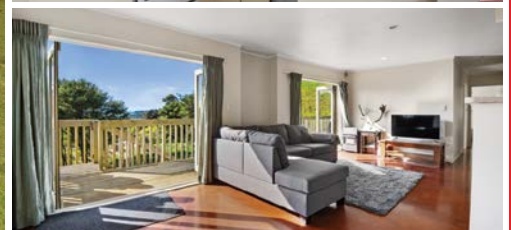
Indulge in the splendour of country living with this extraordinary home boasting unparalleled views to the Tasman Ocean and northward to the enchanting Kaipara Harbour. Nestled on a sprawling 1.6 HA (approx.) of land, the property features meticulously designed formal and informal gardens, meandering 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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LIFESTYLE, MIXED GRAZING/ REGENERATING BUSH

2 1

By Negotiation

1529 South Head Road, South Head
By Negotiation

4.3 hectares (approx.), a short distance from Shelly Beach, West Coast Beaches, Golf Club and fabulous Waioneke School. An interesting and undulating parcel of land offering grazing and regenerating native bush providing the perfect backdrop to a simple but adorable two bedroom, board and baton home. Open plan living, dining, entertainers kitchen with central hallway accessing two north-east facing bedrooms, separate bathroom and laundry with storage options. Follow the farm track to the hill-top to enjoy an elevated potential house site and views through the valley to the mighty Kaipara Harbour, framed by rolling farms.

www.mikepero.com/RX3761280



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Get in the know

with Graham McIntyre

- Exceptional customer experience tailored to your needs
- Personalised marketing plan to highlight the best of your home
- Fair and transparent fees

*"His **knowledge** of all things real estate never failed to impress me"*



*"Graham delivers proven results with **integrity** throughout the entire process"*



*"Very professional and his advice is **invaluable**"*

*Verified seller reviews – Source: recentyears.co.nz



Graham McIntyre

Kumeu | Hobsonville Franchise Owner



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