

Can You Still Buy A Home With Confidence?

Hello Friends and Neighbours,

Has your confidence in the housing market taken a dip? Is the media deliberately sabotaging your home buying ability by unfair reporting? Are you really unable to afford that new mortgage? Well, go and find out - don't let the "experts" put you off, that's the message in this months newsletter. If you've planned for a new home and you have confidence that this moment too will pass, as it always has in the past, you're actually already poised to take advantage of the lower prices that are out there *right now*.

You'll also learn in this months newsletter about the real correlation to what you are reading and your income, what house price reductions *really* mean, we also show you the latest real estate graphs for our area from the Real Estate Institute of New Zealand. Plus you'll get the chance to win a \$100 dinner voucher for use in the largest Restaurant in the Hibiscus Coast and much more..... But first

Heres whats new in the world of real estate: Email sent this week

Guys, whether you like it or not, there is going to be a correction in the house market.

Reasons: global credit restrictions, current house prices are not sustainable and justifiable with the average take home salary, continuous high (relatively) mortgage interest, slow down in the world wide economy, reducing commodities prices, the upcoming national elections, and finally, small increase of net immigration to NZ due to loss of NZ'ers to booming Australia, a gradual increase of number of houses forced on the market due to banks foreclosure.

Only when sellers become realistic will real estate agents start making sales again. It is only a matter of time. The banks know it, the media knows it, the REINZ knows it and most importantly buyers know it. Sellers will follow..... eventually

If you don't have to sell don't, if you need to sell because you can't keep up with mortgage payments sell now at a "realistic" price, before it is to late. Another expert?

I've addressed and answered this email on the front column of the newsletter this month, but I'm reprinting it here because it is probably an accurate representation of the mood of the marketplace and because *everybody* is interested in the real estate market (especially those on the sidelines, that is, those who are not buying or selling, but can still enjoy a good hearty debate about the housing market over dinner and a couple of wines). You may like to note also that the real estate panel of "experts" wheeled out on TV each time someone wants an opinion in real estate each have books and seminars to sell on the subject. As my father used to say "never trust the opinion of someone who's not actually working in the industry BUT is actively selling something about the subject". Great advice, we hope you'll enjoy the reply to the media on page one of our April Newsletter.

Finally, we want you to know, that you may call me for any reason. And be sure to let us know if a friend, family member or neighbour needs a caring, competent real estate professional to help in buying or selling. We truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards,



P.S. By the way, we're NEVER too busy to handle any of YOUR referrals. We're only a quick call away .



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Selling Your Home? To get a great result without any hassle – get us to help you. just give us a call. Ask about our "Smooth Move" program

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Glenn & Maree Taylor's

Arkles Update!

Monthly newsletter from the "Arkles Bay Real Estate Specialists"
"The Taylor Team – We LOVE selling Arkles Bay"

Not A Good Time To Buy?.... Yeah Right!

It seems the media "experts" are proven wrong again – month after month since 2003 we have read from these "media moguls" that the property market is declining at a rate faster than a bucket leaks water. While the "experts" advice is to wait and do nothing yet, because prices will be falling faster than the Berlin wall. Guess what? – it STILL hasn't happened. Also, no-one points out that a 30% decrease in house prices in New Zealand has never been recorded as happening – and we have sales data available since 1954, and for *today's* facts see the graph on page three – the latest sales data from the Real Estate Institute of New Zealand is the only true measure as to the of real "decline" of house prices in New Zealand.... Where's the common sense gone? Try these examples

The Herald on Sunday recently had a HUGE two page article relating to the massive difference between the selling price and the last known government valuations of properties in New Zealand. Again, this information has had no real relevance on the asking/selling price of a property – *EVER!* Buyers often ask the GV question as a guide to getting the "comparative" GV's of similar properties they may be interested in, and homeowners know that the government valuations are a measure for the rates to be apportioned against the property for the Council Rates, nothing else. If you want to know the real value of your property "on the day" ask a valuer – have we forgotten this? I would suggest that these news media "experts" know as much about the day to day workings of the property market as they do about the operating techniques required for brain surgery. By reading the statistics? Unless you are actually working in the field, how can anyone possibly know what's really going on? The New Zealand Herald did another "cover story" on the prices people have to "drop" on "Trade Me". Again, they miss the point – *sellers can ask whatever price they wish.* If the market place does not respond to the price, the price will need to be reviewed and adjusted to meet a buyer. Not actually rocket science, just the realities of any house sales market, today and also in the past.

The Sunday Star Times did a cover story on the possibility that your home loan may be worth more than your property is actually worth. Really? The uninformed may not be aware that the banks still require registered valuations to support their mortgages, these valuations typically do account for the current irregularities in the marketplace and the banks lend accordingly. If a buyer is seeking 100% finance, it is usually with the assistance of a "guarantee" against another property- often you'll find it's the parents who assist the young people into their first home.

The NZ Herald also did a major feature on the "unaffordability" of homes for the young buyers of today. The same article ignored the fact that many of these young buyers, and lets be honest, *not* everyone of them has a student loan, but young people have not been taught of the importance of being able to save money. We live in an age where it is apparent the majority of the young buyers are using up their disposable income as they earn it. They say there is no incentive to save for a home. The banks want a deposit – and they admit that they don't want to miss out on "things" and wait it out while they save for a home.

Real buyers are happy, they have a greater number of homes on the market to choose from now than was available even a year ago, and sellers are still willing to be negotiable, there is no better time to buy. I would suggest that the willing seller will negotiate a better "deal" than the interest rate can ever "over charge". Think about it – how much bank interest is paid on a \$10,000 loan to the bank? Not much.

When buying a home, a reasonable reduction in price from a realistic seller, on a home that will value up for the bank has got to be worth more to the buyer in the long term in real equity. As it always was..... as it always will be. Buying at the right price is the only thing you need to know – see? Nothing's really changed.

Thinking Of Selling? Get the "Specialists" on the job, after all, experience will not cost you any more... Until it's too late and you realise you didn't get it!

War Of The Roses

A man and his wife were having some problems at home and giving each other the silent treatment.

Suddenly, the man realised that the next day, he would need his wife to wake him at 5 a.m. for an early morning business flight. Not wanting to be the first to break the silence (and LOSE), he wrote on a piece of paper, "Please wake me at 5 a.m." He left it where he knew she would find it.

The next morning, the man woke up, only to discover it was 9 a.m. and he had missed his flight. Furious, he was about to go and see why his wife hadn't wakened him, when he noticed a piece of paper by the bed. The paper said, "It is 5 a.m. Wake up."

Quotes Live By...

I have found the best way to give advice to your children is to find out what they want and then advise them to do it. (Harry S. Truman)

Doing the best at this moment puts you in the best place for the next moment. (Oprah Winfrey)

Message In A Bottle

A woman was walking along the beach when she stumbled upon a bottle. She picked it up and rubbed it, and 'lo-and-behold' a genie appeared!

The amazed woman asked if she got three wishes. The genie replied, "I'm a one wish genie."

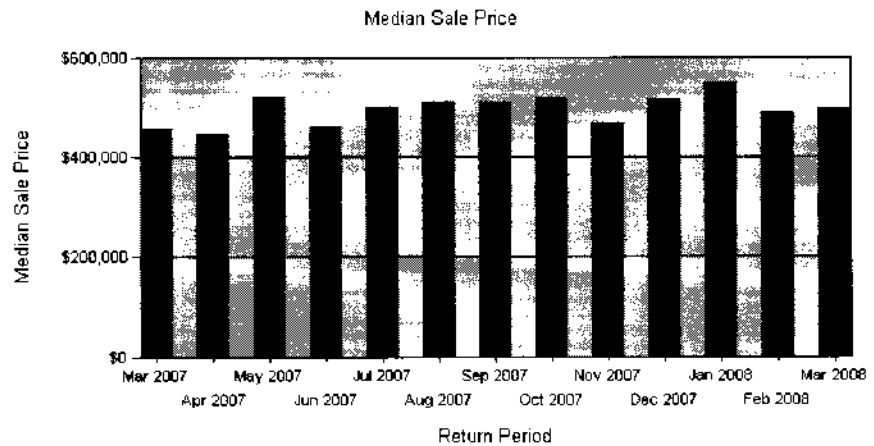
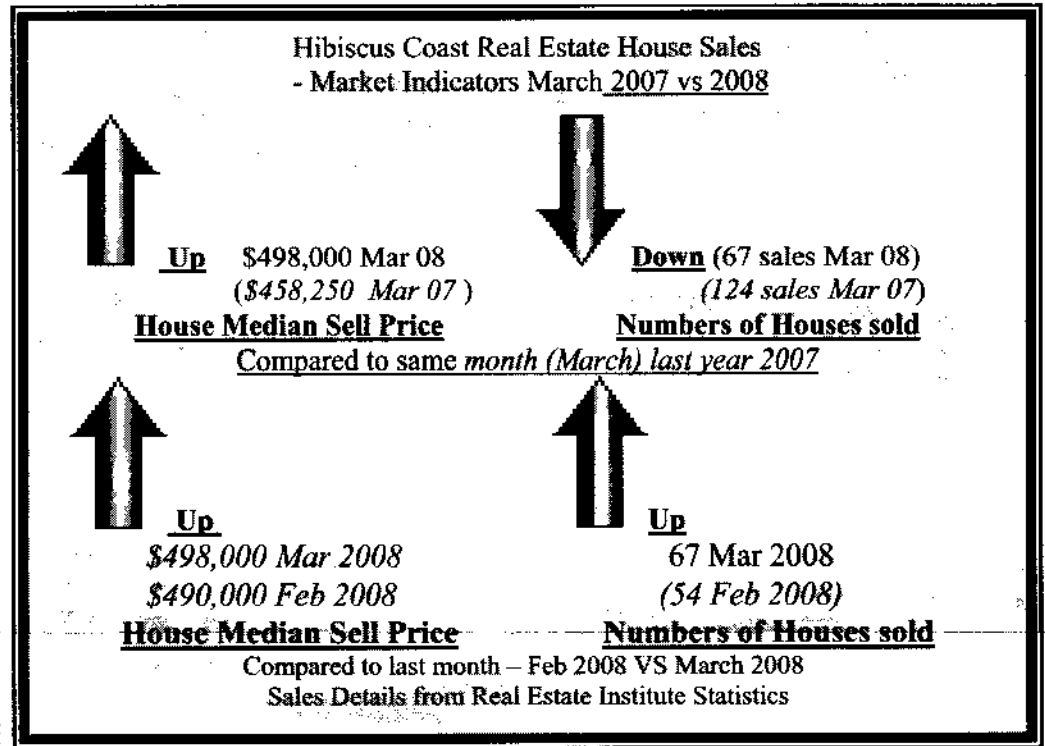
The woman did not hesitate. She said, "I want peace in the Middle East. See this map? I want these countries to stop fighting with each other and I want all the Arabs to love the Jews and Americans and vice-versa. It will bring about world peace and harmony."

The genie looked at the map and exclaimed, "Lady, be reasonable. These countries have been at war for thousands of years. I'm good, but I don't think it can be done."

The woman thought for a minute and said, "Well, I've never been able to find the right man. You know, one that's considerate and fun, likes to cook and help with the house cleaning, loves romance, and gets along with my family, doesn't watch sports all the time, and is faithful.

The genie let out a sigh and said, "Let me see that map again!"

Hibiscus Coast Real Estate Update



Return Period	Median Sale Price	Number of Sales	Change %	2007 Total	2008 Total	Change %	
Mar 2007	\$458,250.00	124	31	-7.40 %	\$64,009,308	\$4,534,699,905	1.41 %
Apr 2007	\$445,000.00	75	32	-2.90 %	\$40,226,200	\$3,394,822,216	1.18 %
May 2007	\$521,000.00	119	38	17.10 %	\$65,670,090	\$3,867,735,793	1.70 %
Jun 2007	\$461,000.00	97	30	-11.50 %	\$49,321,121	\$3,089,266,491	1.59 %
Jul 2007	\$500,000.00	108	46	8.50 %	\$58,238,056	\$2,763,617,537	2.11 %
Aug 2007	\$509,500.00	88	40	1.90 %	\$47,756,000	\$2,655,528,722	1.80 %
Sep 2007	\$510,000.00	61	40	0.10 %	\$36,284,299	\$2,440,402,914	1.49 %
Oct 2007	\$518,750.00	82	44	1.70 %	\$46,670,850	\$2,826,047,762	1.65 %
Nov 2007	\$485,500.00	90	36	-10.30 %	\$47,968,000	\$3,282,807,212	1.46 %
Dec 2007	\$515,000.00	73	43	10.60 %	\$41,638,950	\$2,307,364,297	1.80 %
Jan 2008	\$550,000.00	61	58	6.80 %	\$34,304,350	\$2,054,469,162	1.67 %
Feb 2008	\$490,000.00	54	65	-10.90 %	\$29,976,000	\$2,508,468,037	1.19 %
Mar 2008	\$498,000.00	67	53	1.60 %	\$36,551,500	\$2,106,520,863	1.74 %

Suburbs covered: Arkles Bay, Army Bay, Gulf Harbour, Hatfields Beach, Manly, Matakatia, Orewa, Red Beach, Silverdale - Whangaparaoa, Stanmore Bay, Stillwater, Tindalls Bay, Waiwera, Whangaparaoa

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