



黃思賢

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KIWI-BAMBOO-LINE REAL ESTATE

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THE ONLY

INVESTMENT—Real Estate. New Zealand residential properties are estimated to have increased in value by 13.5 % over the year to January 2005.

However, QV's latest monthly property statistics reflect a market slowdown in some of the previous property hot spots, while other areas of New Zealand are still experiencing strong growth in values.

For the first time since the current boom began, QV is reporting a decline in property value in two areas.

Nelson City (-3.1%) and

Central Auckland City (-1.8%) are both showing annual declines in value, with two other previous hot spots,

The decline in property values in Auckland city is reported for the central city area only, **with modest growth still occurring in Auckland City's Eastern (6.3%) (emphasis added)** and Southern (4.7%) suburbs.

"The trend of the past year is continuing with those areas that peaked first through the market boom slowing significantly, to the extent that we're even seeing some decline in property value in two areas," says Blue

Hancock of QV Valuations. " Quoted from Freehold by Mortgage Choice.

LOCALLY

There is a shortage of good housing stock! **Now is the time to list if you want to sell!!**

This shortage will compensate the recent interest rate rise. Population growth in Auckland will ensure that land values will continue to rise, despite Government attempts to take slow the economy down!

In this issue

* Solid real estate investment, the way to go	
* Joint Sole Agency - some thoughts!	
* Show you really care!	

WOOL WANTED

Pat Lawson still needs wool for her band of knitters. They are making knitted blankets and beanies for needy children. If you have any spare wool please

PHONE PAT: **537-3026**, or take your wool to her at **2/15 Essington Place**, (off William Bryan Drive) Half Moon Bay.

I'VE BEEN SUCCESSFULLY MARKETING HOUSES AND INTRODUCING BUYERS TO HOMES FOR OVER 16 YEARS. IF YOU WOULD LIKE TO TAKE ADVANTAGE OF MY EXPERIENCE AND PROFESSIONAL EXPERTISE PLEASE PHONE ME FOR AN APPOINTMENT TO DISCUSS YOUR NEEDS

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CENTURY 21 PAKURANGA, COLIN BOYER REALTY LTD. MREINZ PAKURANGA
[OPP. main entrance ST KENTIGERN'S COLLEGE]

JOINT SOLE AGENCY—AN OPTION?

Some vendors think that this is a good option. Let us put this under the microscope and put our minds into gear!

Legally you cannot have a Joint Sole Agency. Sole means sole—one agency. So if you sign-up for a Joint Sole Agency, you will not be legally liable to pay commissions! I am sticking my “real estate” neck out here but the English language is precise, and the legal precedents back this up. By some flagrant disregard for the English language, and commonsense some vendors still opt for this! The thinking is, that competition is good for the vendor—“I will get better service”. Well, if this good thinking then why not get

two conveyancing solicitors, two Barristers, two accountants, two motor mechanics, two plumbers...get the idea?

If you want to have two real estate companies involved in marketing your home, why not get three, or four or five? Why not list your home as a “General” listing and have all companies involved in the selling process?

HORSES FOR COURSES

Here are some reasons for going Sole Agency:

1. One Company, one real estate agent, allows you to control the selling process from the outset.
2. You may wish to develop a

client contact with one person who understands your objectives.

3. You may have some special conditions which affects the marketing of your home such as a shift worker or a sick person or visitors or tenants at your home necessitating restricted viewing,
4. You may opt to advertise your home—enquiry to one person may be the best option.
5. You may wish to establish a strategy of no price marketing (Auction or Tender) then revert to a Sole Agency.
6. If you list with Century 21, a member of the ILS (or MLB)

Auction, Tender, Sole Agency, General, Private Sale—5 ways to sell

group of companies, it is possible to achieve the best of all worlds! We can list you home as a sole Agency, and still have many other member companies work your property with all the benefits of a sole Agency, and no compromise to your desire for control over the selling process. ***As an experienced professional real estate agent, I genuinely work in with all agents from day one of listing! You need to check that the agent and the company you wish to run with will do this!***

7. “I will get better service” In actual fact, having two real estate companies involved in selling your home, actually complicates the whole process, and in all probabilities you will not get better service. You may think you are and who would dare contradict your thinking? The Golden rule of life is—“He who has the Gold makes the rules!” The “Gold” or “Home” is yours, you can do what you like with it—your right! A wise person would do well to check my thoughts out! Give me a ring to discuss any issues!

Life is too short—we don't have enough time to make all the mistakes ourselves! Seek advise ! Seek wise Counsel ! Be wise!

HELPING your neighbour—show you really care!

When was it last you spoke to you neighbour?

When did you last help your neighbour?

If your neighbour is a widow, or has experienced some set backs how can I show love to them?

Check out www.neighbourhoodsupport.co.nz

Protect one another, note down any suspicious behaviour, car registrations and phone the Police! LESS TALK - MORE DO! RIGHT?