

Total Talk

Autumn | APRIL 2024



Autumn is now in full swing

With our autumn real estate market now in full swing here at Total Realty, our properties for sale up and down the South Island reflect a very interesting mix. We have recently listed everything from inner city apartments and large contemporary homes boasting sleek designs to cosy cottages nestled among the changing foliage.

Strategic sellers are certainly taking advantage of showcasing their properties amidst the stunning autumn backdrop, with our South Island branches recording a notable increase in market activity. The market currently being competitive yet promising, offering opportunities for both sellers to capitalize on the seasonal appeal and buyers to negotiate a favorable price.

Aspiring homeowners sure do have a chance to make their dreams a reality in this change of season. So whether you're looking to make a purchase or sell your property, our team has the knowledge, tools and expertise to make it happen. Our friendly agents are only a phone call away and would love to hear from you!

Rachael Cone
Business Owner



Market Commentary REINZ

Market commentary from REINZ: "All regions except for the West Coast saw an increase in activity this month. In 14 of 16 regions, the sales count year-on-year has increased by more than 20%. The exceptions were West Coast (-22.0%) and Taranaki (+7.5%). The Marlborough sales count more than doubled compared to February 2023 (from 37 to 77 sales).

The national median sale price has increased by 3.1% from \$766,000 to \$790,000 year-on-year. There was also an increase of +3.9% from January 2024 \$760,000 to \$790,000. New Zealand, excluding Auckland, also increased month-on-month, +3.6% from \$685,000 to \$710,000 and up year-on-year by 2.6% from \$692,000 to \$710,000."

Statistics

FROM THE STREET

Median Sale Prices

February 2024 vs February 2023

	NELSON +6.9% \$732,500
	BLENHEIM +9.7% \$680,000
	KAIKOURA +8.3% \$645,000
	CHRISTCHURCH +5.2% \$705,000
	RANGIORA +1.4% \$705,000
	DUNEDIN +3.5% \$590,000
	INVERCARGILL +9.1% \$469,000

NATIONAL AVERAGE
+3.1% \$790,000



Recent sales across the South Island

Total Realty Ltd. MREINZ. Licensed Real Estate Agent REAA 2008

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Interior Design Trends for 2024

Written by Rachael Cone, Business Owner

This year, New Zealand's interior design landscape is embracing a mix of innovative, sustainable, and culturally rich trends. Reflecting a blend of global influences and local tastes, here are the key trends to watch:

Sustainability and Eco-Friendly Materials

In line with global environmental concerns, sustainable design is taking center stage.

Interiors incorporating recycled materials, sustainable fabrics, and eco-friendly paints. Furniture made from reclaimed wood, bamboo, and other sustainable resources are becoming more popular, reflecting New Zealand's commitment to environmental conservation.

Biophilic Design

Bringing the outdoors is a significant theme. This trend, known as biophilic design, includes the use of plants, natural light, and organic materials to create a sense of connection with nature. It's more than just aesthetics; it's about creating healthier, more calming spaces, which is particularly important in today's fast-paced world.

Māori and Pacific Influences

There's a growing appreciation for New Zealand's unique cultural heritage. Interior designs are increasingly incorporating Māori and Pacific motifs, artwork, and color schemes, celebrating the rich cultural tapestry of our region. This trend is about more than decoration; it's about telling stories and preserving cultural identities.

Minimalism with Warmth

The clean lines and uncluttered spaces of minimalism remain popular, but with a twist. We are seeing minimalism paired with warm colors, soft textures, and personal touches to create spaces that are both serene and inviting.

Flexible and Multi-Functional Spaces

As remote work continues to influence lifestyles, interior designs are adapting. Multi-functional spaces that can easily transition from home offices to living areas are becoming essential. Furniture that can serve multiple purposes or be easily moved around are in demand.

Bold Colours and Patterns

Moving away from the neutral palettes of previous years, bold colours and patterns are making a comeback. Think deep blues, vibrant greens, and energizing yellows, often paired with geometric patterns or abstract designs. These choices reflect a desire for more personalized, expressive living spaces.

In 2024, New Zealand's interior design trends are being defined by a focus on sustainability, cultural richness, functionality, and personal expression. These trends reflect a deeper understanding of how our environments impact our wellbeing and a desire to create spaces that are both beautiful and meaningful.

✓ Locally owned and operated	✓ The lowest advertised commission rate	★★★★★ Google Reviews 4.9 out of 5.0	✓ Impressive Results	✓ An "easy, stress-free experience"
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Looking to sell?



Rachael Cone, AREINZ, BSc
Founder
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Our mission

The highest level of service at a fairer price, everytime - no exceptions!

With no franchise fees and other unnecessary expenses we've eliminated the costs that do not contribute towards selling your home, passing on the savings directly to you, our clients. But more importantly, our highly trained and experienced team work hard to get you the best price for your property.

As a company we consistently sell more homes per annum than any other real estate branch and Trademe performance indicators show that we consistently outperform the market in number of days to sell and number of views per property.

This past year alone we have saved our clients \$11 million in commission.

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