

Total Talk

Autumn | 2025



Welcome Autumn!

A fresh Start With the Change of Seasons

As the crisp air of autumn sets in and the days grow shorter, we're reminded that change is always on the horizon. At Total Realty, we believe in embracing the seasons, not just in nature, but in business too. This Autumn, we're excited to share that we are undergoing a rebrand, breathing new life into our identity to better serve you, our valued clients.

Our commitment to helping you sell your current home or find your next perfect home remains unchanged, but just as the season's shift, we're evolving to provide an even more refreshed and personalised experience. Whether you're looking to make a move before Winter settles in or simply curious about what's next, we're here to guide you every step of the way. Our team pride themselves on being there for you when you need them. When you are ready, contact one of our friendly, licensed salespeople and let them guide you through the process of buying and selling with ease.

Stay tuned for exciting updates, new features, and a fresh look.
There's so much to look forward to this season and into the future!

Dave Price AREINZ
General Manager



Market Commentary REINZ

The latest figures from the Real Estate Institute of New Zealand (REINZ) for February showed some positive signs across the New Zealand property market, with increases in sales counts and auction activity. The total number of properties sold in New Zealand increased by 3.4% compared to February 2024, from 6,080 to 6,287. Sales increased by 59.5% month-on-month, from 3,941 to 6,287.

"Reports show a positive outlook with most vendors setting realistic prices and aligning to market conditions," concludes Acting REINZ CEO Rowan Dixon.

Statistics FROM THE STREET

Median Sale Prices

February 2025 vs February 2024



NELSON -2.4%
\$715,000



MARLBOROUGH -4.4%
\$650,000



KAIKOURA +34.9%
\$870,000



CHRISTCHURCH +0.3%
\$707,000



RANGIORA -5.0%
\$670,000



DUNEDIN +3.7%
\$617,000



INVERCARGILL -0.9%
\$459,500



ALEXANDRA +10.8%
\$720,000

NATIONAL AVG -2.4%
\$772,000



Recent sales across the South Island

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Moving On Up

Apartment and townhouse living is certainly becoming more common and can be a great option for those looking to downsize, enter the property market, or change their lifestyle.

With the increasing number of apartments being built, we're often asked if they're a good investment and what potential buyers should keep in mind. As with any property purchase, it's important to consider your priorities: the amount of space you need, the location, and your preferred proximity to neighbors.

If you purchase an apartment you'll usually be part of a body corporate that manages and maintains the building and property, and this does come with ongoing costs. We always recommend seeking legal advice before and during the purchase. Your solicitor will help you understand the body corporate rules, which outline your obligations as well as what you can and cannot do with your property.

Here are some additional points we recommend buyers to consider when purchasing apartments and townhouses:

- **Soundproofing:** While apartments can offer affordable living in sought after areas where standalone houses are more expensive, living so close to neighbours can be noisy and sometimes challenging for those who prefer their privacy. It's wise to check if the building has long or short-term rentals, as temporary residents may not always be considerate neighbors.

- **Parking:** Confirm with the agent whether your apartment includes a parking spot. Also, check the availability of visitor parking and any rules regarding the off street parking available.

- **Body Corporates:** Review the body corporate meeting minutes from the past 12 months to understand any key issues or concerns. Ask questions about the financial health of the body corporate, including whether all owners' levies are up to date and make sure you understand the details of the insurance policy. Inquire about whether there are any weather tightness issues with the building.

If you've found an apartment that ticks all your boxes and passes the checks above, there's no reason not to dive into the apartment life. A lot of apartment owners comment on how much safer they feel with their neighbors so close by and love how low maintenance it is. Plus, having shops and amenities close at hand makes life a lot easier. With less time spent on chores you have more time for enjoying what you love. So if it feels right for you, it could be the perfect place to call home!

If you have any further questions about real estate matters our friendly team will be happy to help!



Rachael Cone
Founder and Director



Locally owned
and operated



The lowest advertised
commission rate



Google Reviews
4.9 out of 5.0



Impressive
Results



An "easy, stress-free
experience"

Looking to sell?



Sherini Cassidy, AREINZ
Manager
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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 \$12 million in commission.