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Licensed Agent REAA 2008

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How to Make the next 12 Months Your Best Yet!

Use a bucket list.

A 'bucket list' is a detailed list of everything you would like to do and experience in your lifetime. (Before you 'kick the bucket' as the expression goes). Your bucket list is personal to you and you can start it at any age.

When you use a bucket list right, it can transform your life.

John Goddard for example, once overheard his Grandmother say "If only I had done that when I was young..." He was 15 at the time and many of you will know that he is now one of the world's most famous adventurers and a world-class motivational speaker. He often appears in Life, National Geographic Magazine and Reader's Digest. Determined not to ever utter those words he had heard from his Grandmother, he sat down and wrote 127 goals for his life. He spent 6 hours writing the list.

By the age of 47, John Goddard had accomplished 103 of those goals. Among them were 10 rivers he would explore, 17 mountains he would climb, the goal to marry and have children (he had 6) pursue a medical career, become a pilot and serve as a missionary. He also planned to read the entire works of Shakespeare, Plato and several other classic authors.

What can we learn from John Goddard?

Make your bucket list exciting, memorable and full of things that are extremely important to you. Set priorities and regularly take action on some of the things on your list. The first step: Grab a Pen!

"I tell people that if they are sincere about really wanting to do things beyond the ordinary, the first thing they have to do is write it down." John Goddard.

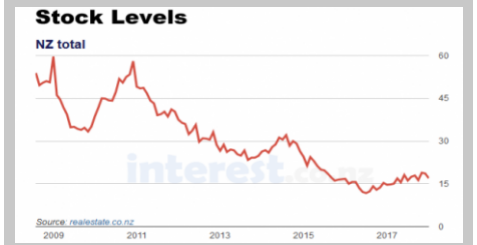
Stock Levels Increasing Nationally

One indicator of market sentiment is the "stock levels" measurement which calculates the number of weeks it would take to sell all the properties currently for sale at the rate they are currently selling. It is generally a lagging indicator meaning that the market can change sooner than the indicator predicts.

For example in Auckland it would theoretically take 24 weeks to sell all the properties currently on the market. This compares to a long term average of 23 weeks and hence Auckland is now considered to be a "buyers" market. This is the first time for Auckland to be in a buyer's market since February 2011.

Nelson has a stock level of only 11 weeks compared to it's long term average of 25 weeks and is still showing good price growth. Similarly Dunedin has a long term average of 24 weeks and it's stock levels are sitting at 12 weeks. On the other hand Canterbury has had an oversupply in housing the last few years with the ongoing earthquake rebuild activity and has not seen much price growth since 2016.

The graph below shows the National stock levels over the last 10 years and has had a steady downtrend since February 2011. However this trend has reversed since 2017, and with the change of government, and it's new immigration and housing policies it is likely we are now at the end of the current housing cycle and will be shifting back to a buyer's market.



1% Myths Exposed

Definition of 'Myth': "an invented story, idea, or concept"

Myth 6: "They charge for open homes and viewing by appointment..."

THE TRUTH:

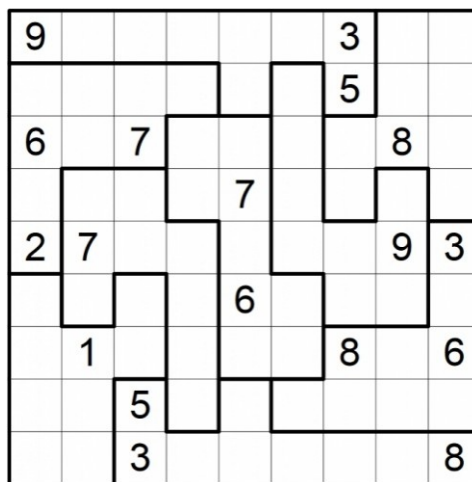
Total Realty has never charged for Open Homes/Viewings. Holding Open Homes is part of the job that we do for you and you do not get charged for this at all.

Brain Workout - Sudoku

Can you work out this "Jigsaw Sudoku"?

Fill in the numbers from 1 to 9 without repeating any in a row or column, or outlined jigsaw piece!

Good Luck.



Laughter is the best medicine



"When I said it might sell faster if you put in a new driveway, I meant if you repaved the old one."



"Thinking of selling? Call us today!"

Rachael Cone, AREINZ
Business Owner / Principal
ph: 027 6600 604



Stats

- FROM THE -

Street

Median Sale Prices

Dec 2017 (vs Dec 2016)

National (+5.8%)	\$550,000
Auckland (-6.3%)	\$927,000
Wellington (+0.8%)	\$645,000
Christchurch (-1.1%)	\$450,000
Nelson (+11.0%)	\$515,000
Dunedin (+16.0%)	\$380,000

What people are saying about us

"We chose Total Realty because they gave us the exact same information and the same figures as the other estate agents did but they did it in one visit instead of two. To us that's a sign of an efficiently run business and excellent time management. We sold our home the very evening after our first open home after receiving two excellent offers that were more than we had hoped for. We found them to be honest, reliable and no fuss. We highly recommend them to anyone who is looking to get the job done efficiently, without compromising on quality or price."

B Diftord

"We had a great experience. Very pleasant to deal with. We were so pleased to get an offer after our one-and-only open home! We were also very pleased with the photos of our house, the photographer they use does a fantastic job. Would definitely recommend."

D & L Wallace