

Total Talk



May / June 2019

EQC changes impact buyers and sellers



In February 2019, the Earthquake Commission (EQC) Act changed.

The Act changes are relevant to all New Zealanders who have a current private insurance policy for their home that includes fire insurance.

The changes broaden how EQC can apply the Act by providing homeowners more time to lodge a claim and increasing the cap limit on each claim.

They also enable EQC to deliver an improved customer experience by providing more scope and clarification on sharing claim information.

Potential buyers who are interested in a property can now request previous claim information directly from EQC. However, they will not be provided with any of the vendor's personal details.

You can use EQC's Official Information Act (OIA) request form, which is used in accordance with the Privacy Act to obtain the history of a claim with EQC.

For more information on these changes please visit the EQC website: <https://www.eqc.govt.nz/what-we-do/eqc-insurance/act-changes>.

NZ House Price Update

The NZ median house price reached an all time high of \$585,000 in the month of March 2019, beating the previous high of \$579,000 set in November last year. This represents a 5.6% annual growth over the last 10 years, compared with an average increase in weekly earnings of just 2.5% per annum, continuing to decrease housing affordability.

The increase in real estate prices is simply driven by supply and demand - with demand outstripping supply for the last 10 years. Net migration has been at record levels, and despite house construction rising over the last 5 years it has been nowhere near the rate required to maintain the supply/demand balance. On top of that our slowing economy has driven the reserve bank to lower the OCR to record low levels of 1.5% (with another 0.25% cut expected soon) making it cheaper for buyers to borrow money and allowing them to bid prices up further. Additionally the low OCR makes the typical 5% rental yield on property investment more attractive than keeping money on term deposit, adding to further housing demand.

All these factors are unlikely to change in the near term and have prompted a recent release by the Treasury predicting another 18.3% increase in house prices over the next four years. The old investment adage "safe as houses" continues to hold.



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Be in to win \$100!

Like our Facebook page and go into the draw* to win a \$100 petrol voucher. Three names will be drawn and notified by 15th July.

By following our page you will receive all our new listings, sales and market updates.

Just go to:

<https://facebook.com/totalrealtyltd>

* competition ends 8th July 2019

Brain Workout - Sudoku

Can you work out this "Hard Sudoku"?

Fill in the numbers from 1 to 9 without repeating any in a row or column, or any of the nine squares!

Good Luck.

3			9					
7		9			3	1		
4	5					7		
6		5						
		4	1	9	8	6		
						9		4
		2					8	5
		3	5			2		1
					6			9

Laughter is the best medicine



"Thinking of selling? Call us today!"

Rachael Cone, AREINZ
Director
ph: 027 6600 604



Stats

- FROM THE -

Street

Median Sale Prices

May 2019 (vs May 2018)

National (+3.2%)	\$578,000
Auckland (1.2%)	\$860,000
Wellington (+5.4%)	\$611,000
Christchurch (+0.0%)	\$445,000
Nelson (+7%)	\$547,000
Dunedin (+10.9%)	\$438,000

What people are saying about us

"Very impressed with the professionalism and excellent communication. They were friendly and easy to deal with. Nothing was a problem. We have sold many properties over the years and this was one of the best experiences."

J & B Lewis

"Total Realty took care of everything from start to finish and in record time. Total Realty did 3 open homes, an offer came in on the third open home, we accepted and that was it - we just handed over the keys!!! I have recommended Total Realty to several friends one of whom has signed up and her house is now on the market with Total Realty!"

L Wilson & P Jack