

# Total Talk



November / December 2019

## On the Move with Children?

Moving with a family can be stressful at the best of times. Whether you have a bouncing baby or a trending teenager we all want to make the move easier on them and us as parents! We have put together some helpful hints to set the scene for an easier transition and a little less heartache.

1. When browsing for homes, discuss the reason for the move with your kids. Take them to open homes (do remind your lovelies that best behaviour is required). Ask them which room they like best? Get them involved by asking for their input.
2. Draw – get your children to draw pictures of their new home! – inspire their enthusiasm.
3. Pack Early – pack away non-essential items as early as possible, that can include extra linen, blankets, and toys.
4. Name the boxes – let your children name / decorate their own boxes! Older children can help pack their own items and assist with taping boxes and naming them too. Consider using different coloured masking tape for each child to help make the process fun and also to help them recognize their own boxes quickly at the other end!
5. Things to do list – write a list of what needs to be done and check who wants which jobs on the 'to do' list. You could consider have a reward beside the job once completed.
6. Cleaning – leave the house as clean as you can but don't wait till the last day of the move. Not only will you not have time to do a full spring clean on moving day you avoid discovering dust balls the size of mountains when moving furniture. Start cleaning areas before the move – walls, ceilings, surfaces, windows and skirting boards. This way the cleaning on the day will be quick and relatively painless.
7. Garage Sale: Great way to get rid of any extra items you no longer need while making a fun family activity of it! If you don't have time for this consider donating to Aviva / Women's Refuge and Salvation Army. Buy and Sell on facebook is another great option too.
8. Help – always accept any offers of assistance and do ask for help. If you are lucky enough to have family or friends nearby, organise assistance on moving day. Alternatively make sure you have activities, breakfast, lunch and nibbles and water bottles full, to keep your young ones entertained.

Remember that although moving can be stressful, with Total Realty's lower commission rate, you will have additional savings to spend on the things that are most important to you and your family. This could be moving expenses, setting up utilities, buying something special for the family or going on a holiday when you have finally moved and settled in.

## Record NZ Median Prices

The latest statistics released by real estate institute of New Zealand (REINZ) shows NZ's median house price has reached an all time high of \$597,000 for the month of September 2019, beating the previous record of \$585,000 set in March earlier in the year.

The ongoing supply/demand imbalance has continued to drive real estate prices up by over 6% per annum, in spite of the overall inflation rate of just over 2% per annum. The demand for housing is driven by the increase in NZ's population, made up of net immigration, which currently sits at an annualized rate of 53,000 people per year, and natural population increase due to the difference in the birth and death rates, and add 25,000 people per year (0.5% of the population). At an average house occupancy of 2.3, this means an additional 33,000 houses are required per year to house the additional population.

The supply has been improving with the number of houses consented per year increasing from 33,000 in 2018 to a projection of 37,000 in 2019. Although these numbers seemingly show supply is meeting demand, several factors are not accounted for. Firstly the building consent numbers do not show how many houses are demolished to make room for the new ones, secondly not all consents are actually constructed, and finally there is typically a one year lag between consent and the house being ready to be occupied.

These factors mean supply is still below demand and combined with record low interest rates it is likely prices will continue to rise for the foreseeable future.



**WIN with our Facebook Competition!**

Total Realty is giving away a wonderful pamper package for HANMER SPRINGS to one lucky couple! All you have to do is pop on over and LIKE our page (Total Realty Ltd). Easy!

<https://facebook.com/totalrealtyLtd>

Be in quick! Prize drawn  
14 November 2019.



**Stats**  
- FROM THE -  
**Street**

**Median Sale Prices**

Sep 2019 (vs Sep 2018)

<b>National</b> (+6.8%)	<b>\$597,000</b>
<b>Auckland</b> (+0.3%)	<b>\$848,000</b>
<b>Wellington</b> (+7.6%)	<b>\$640,000</b>
<b>Christchurch</b> (+0.6%)	<b>\$450,000</b>
<b>Nelson</b> (-5.4%)	<b>\$560,000</b>
<b>Dunedin</b> (+21.2%)	<b>\$485,000</b>

**Brain Workout - Sudoku**

*Can you work out this "Medium Sudoku"?*

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

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

Good Luck.

What people are saying about us

"They are lovely people. We had previously tried to sell the house with a large real estate company about 18 months prior and it was a terrible experience and left us out of pocket \$5k and an unsold house with broken promises and lies. Total Realty agents were honest, reliable and straight shooters from the get go. They sold our house in 1 week and we are happy with what we got for it. Couldn't give them a higher recommendation if we tried."

**J James & A Mallinson**

**Laughter is the best medicine**



**'We're always on the go, so we don't need a fancy kitchen. Do you have anything with a food court?'**



**"Thinking of selling? Call us today!"**

**Rachael Cone, AREINZ**  
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