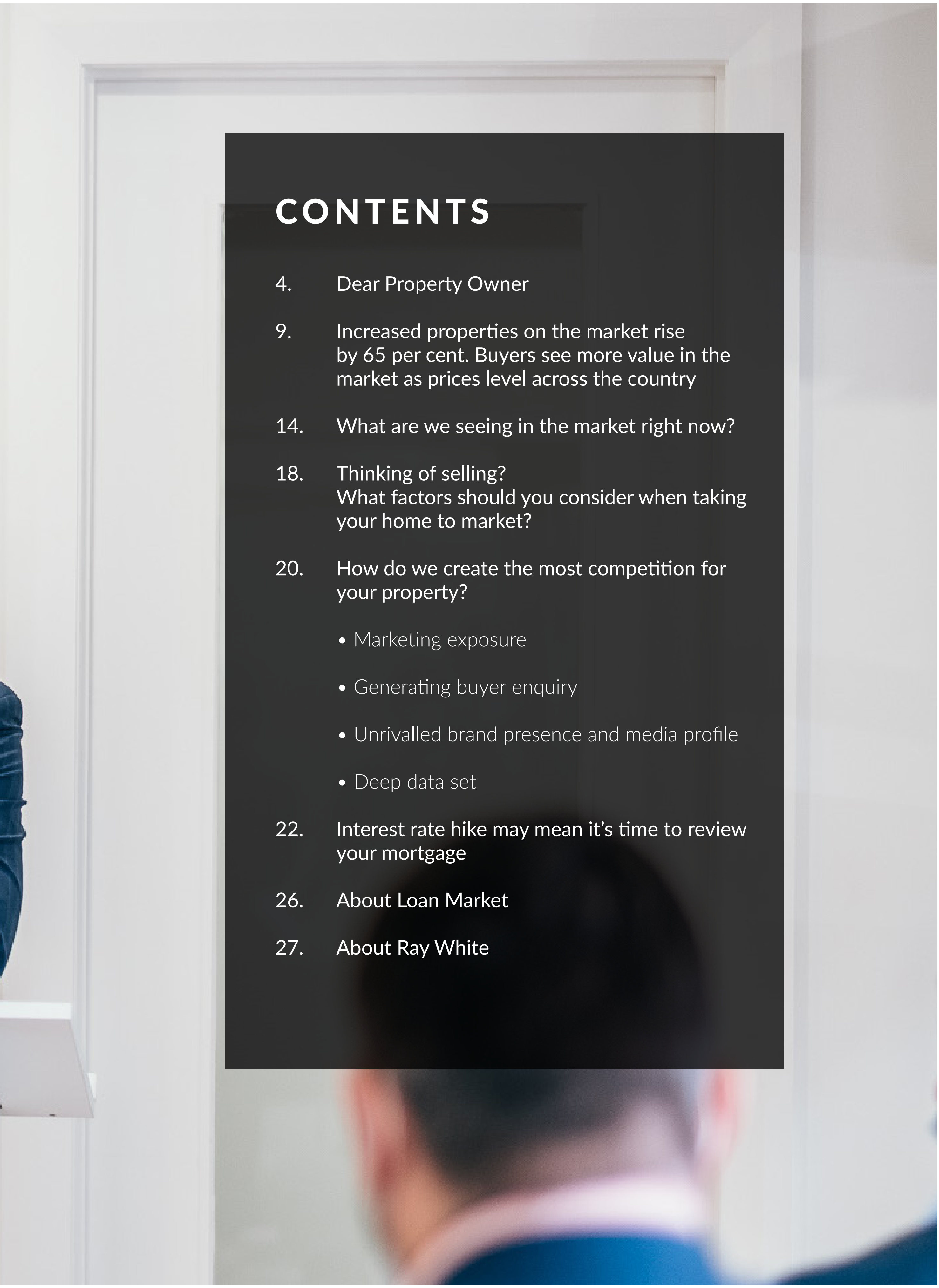
RAY WHITE **NOW**

MAY 2022

Proudly presenting New Zealand property market insights in real-time



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DEAR PROPERTY OWNER,

Welcome to our 51st edition of Ray White Now.

We publish Ray White Now on a monthly basis and have done since April 2020, when continued messages were being communicated into the market based on broad observations and opinions.

At Ray White, we sell 23.49 per cent of all residential property across New Zealand. In doing so, our listing volumes for the month of April saw Ray White as the number one listing agency across New Zealand. This allows us the scope to bring you data in real-time. Data that is directly from sales we undertake across our 192 offices in New Zealand.

While changes have quickly occurred in the confidence of buyers and sellers to transact real estate across New Zealand, the ability to borrow money has had increased barriers over the past quarter. When this is linked to rising interest rates, affordability has resurfaced as a key issue in buyer and sales rates.

Looking at where the market has come from, it is not a surprise to many that a slowdown had to occur. Some markets have experienced higher increases which changed the average price considerably. Since COVID-19 and post our first lockdown in April 2020, prices have surged an average of 41 per cent during the past two years across New Zealand.

This dynamic in housing price increase has never occurred in previous real estate markets in such a short amount of time. Interest rates dropped to record low levels, and borrowing was encouraged. This allowed buyers to enter the market and sellers to take a perceived uplift in price. Confidence abounded in the market in New Zealand, property became very much the talking point, and the success of marketing property increased, which delivered higher sale prices and lower days on market.

We learned new acronyms such as FOMO (fear of missing out), which became commonplace for buyers who were outbid at auctions and became the preferred method of marketing. In April 2020, at one stage, upwards of 75 per cent of all property was auctioned or submitted to the market by tender. Much of the property sales were also done remotely, given the environment we were all transacting in.

Fast forward to October 2021, and the Reserve Bank advises the first upward lift in interest rates since 2014. After 25 progressive statements of either stable or lowering interest rates, this was the first time the market had experienced an upward lift. Although this was only 25 basis points, it was enough to indicate more interest rate rises were to be expected.

Since then, we have experienced three further interest-rate rises in November 2021, 25 basis points; in February 2022, a further 25 basis points; and in April 2022, a lift of 50 basis points. This has lifted the official cash interest rate to 1.5 basis points from 0.25 basis points only six months ago. It may not seem like a high-level increase in terms of quantum, but in real terms, the lift has been fivefold and is expected to continue increasing.

Recent cash rate changes

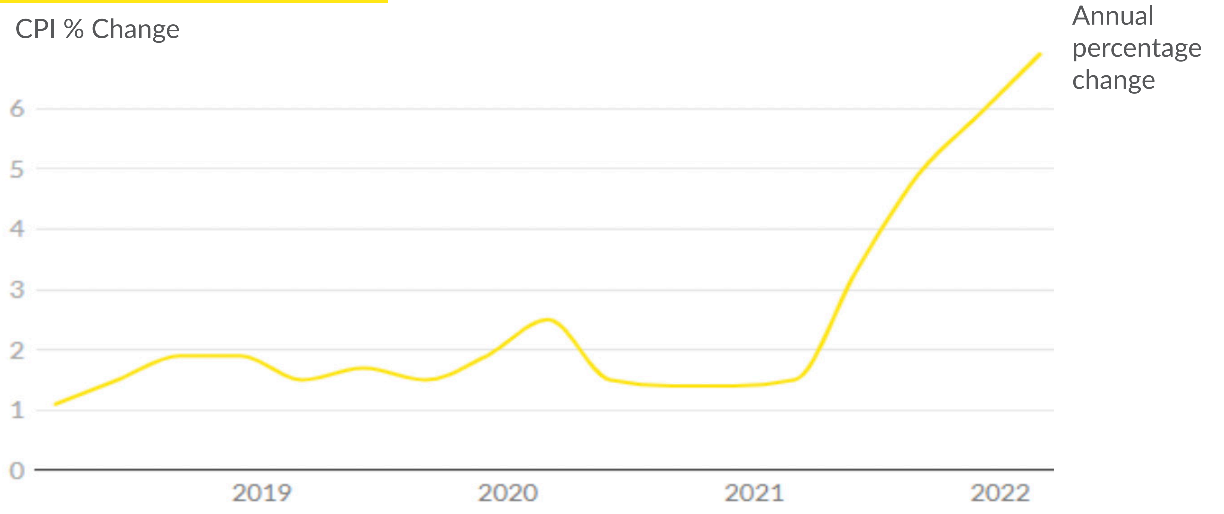
Date	Change in OCR	OCR
April 13, 2022	0.50%	1.50%
February 23, 2022	0.25%	1.00%
November 24, 2021	0.25%	0.75%
October 6, 2021	0.25%	0.50%
August 18, 2021	0.00%	0.25%

Source: RBNZ

Although housing prices are considered to be a factor, the rapidly increasing inflation rates due to supply-demand and constraints on goods suddenly saw inflation lift to new record levels since inflation rates have been recorded in New Zealand. The new record level of 6.9 per cent is unsustainable according to the Reserve Bank. These are the highest levels experienced in the last 20 years. Given inflation is an average of prices throughout the economy, it means money is losing value. The Reserve Bank has described the underlying cause as the availability of too much money to purchase goods and demand continuing to outpace supply.

Combine this with price rises in commodities such as oil, inflation is the number one target of the government to reduce back down to its targeted level of between 1 per cent and 3 per cent.

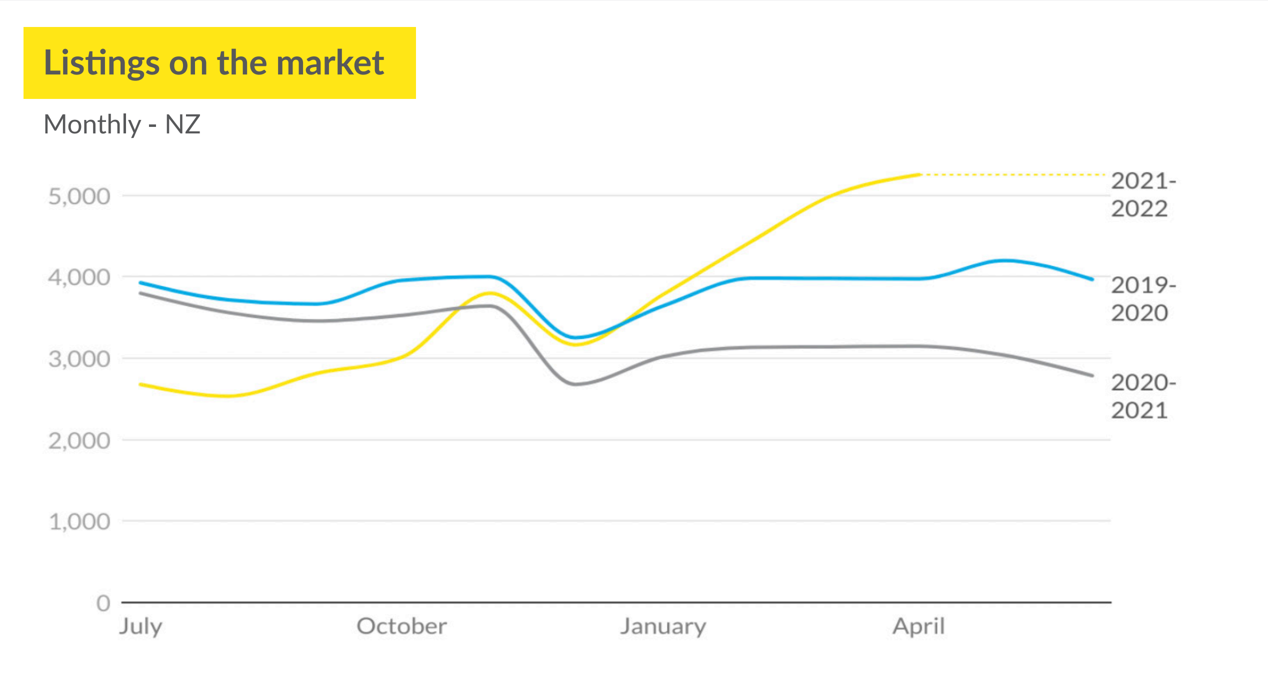
Quarterly Inflation (%)



Source: RBNZ

Coming back to the real estate market, this has had an immediate effect. When past markets may have seen a slowing of various indicators, since February 2022, there has been a quick and considerable decline in the number of sales that have taken place. While there is increasing evidence of falling prices, the combination of increasing interest rates, an expectation of high inflation, and concerns around the economy have had a compounding effect on the real estate market.

Changing outlooks for sellers have resulted in adjustments of price expectations to meet the buyer's expectation of price. The supply of property has lifted more than 45 per cent in the last 12 months; emphasised in the last quarter with an increase of 36 per cent more properties available for purchasers to view. When you add on top of this that there are fewer sales in the market, this has meant a record number of properties on the market, being 70.1 per cent higher than the same time last year. Supply has increased, and demand has dropped, resulting in fewer sales and sellers realigning their sale price expectations.



Source: Ray White

The above graph shows the number of properties currently on the market is 5,432, while at the same time last year we had 3,182 properties available. This allows purchasers not only to take their time, but also to realise there are value comparisons in the market where 12 months ago there were not.

The market certainly has been different in the last two years. Today we sit in a more normalised market rather than the comparisons of 12 months ago. While it is easy to suggest that prices are falling and market supply has increased, pricing prior to the pandemic and stock levels were much more normalised. While prices still have a much higher value than two years ago, the normalisation of stock levels is closer. This is likely to continue across New Zealand; there will be approximately 25,000 properties available for sale with a long-term average inventory of approximately 12 weeks. This would indicate a much more balanced market favouring those seeking value by comparison. Those who are positively marketing their property can expect reasonable buyer depth to respond to properties considered reasonable value.

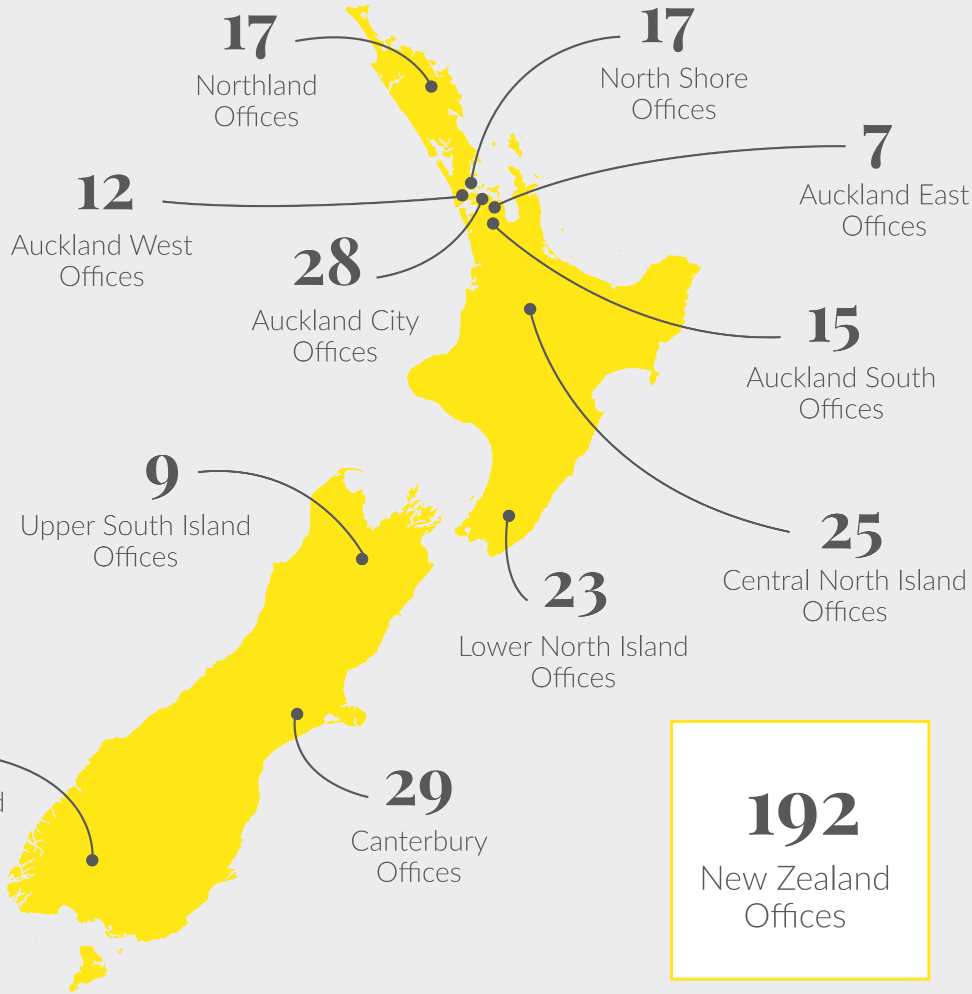
How is Ray White New Zealand responding to the market changes? It is more important for us to convey information on the active market and the properties that are in competition to listings coming onto the market. Today, while the buyer is important, most competition comes from similar properties. While factors including location and build quality are high on the preferred wants of buyers, comparison properties and value sit considerably higher given the amount of property on the market.

While auctions continue to be the preferred marketing method, it is more difficult to encourage under the hammer sales. We believe that auction provides transparency for buyers to transact, whether that be before the auction, at the auction, or after. While success rates have changed with under hammer results, the auction method of marketing is still the most successful. In market conditions that are potentially declining, it remains relevant for sellers to consider.

So, in a rapidly evolving market, conditions are variable. Your local Ray White office has the information that will give you insights into not only the value of your property but the depth of potential buyer interest linked to the successful marketing of your property.

Regards,

Carey Smith
Ray White New Zealand
Chief Executive



192
New Zealand Offices

PROPERTIES ON THE MARKET CONTINUE TO RISE TO THEIR HIGHEST LEVELS SINCE 2017

BUYER INTEREST AND DEPTH CONTINUE TO FLUCTUATE ACROSS THE MARKETS.

"At times like these, the choice of your agent is more important than ever. Marketing strategies linked to buyer depth still bring good results for sellers. We are acutely aware, as are buyers, of market conditions, and this helps us frame up successful outcomes"

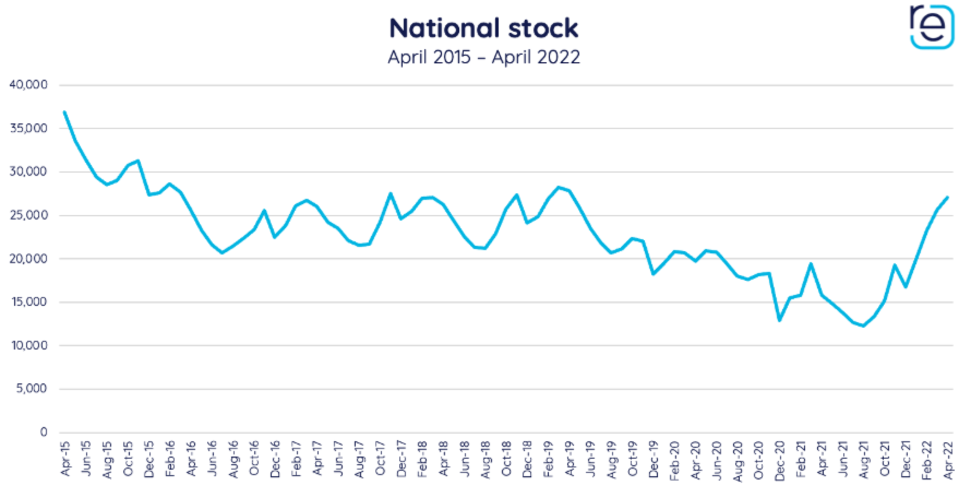
Heather Walton
Business Owner, Ray White Matakana & Omaha and Ray White Epsom

We continue a noticeable increase in new listing activity, allowing purchasers to come into the market with confidence of choice. This has added to the overall portfolio of properties available on the market.

Data provided by realestate.co.nz shows the increase of new property listings has lifted to 27,050 properties, which is 70.8 per cent ahead of April 2021. In regard to the last three months, there has been a continued lift in new listings, which has seen the total stock available across New Zealand lift by close to 10,000 properties, or just over 40 per cent, in three months.

Rising property listings can act as a slight headwind for property value growth.

This creates a more balanced market where buyers have more choice and the opportunity to make decisions compared to other properties available on the market.



Source: www.realestate.co.nz/blog/news

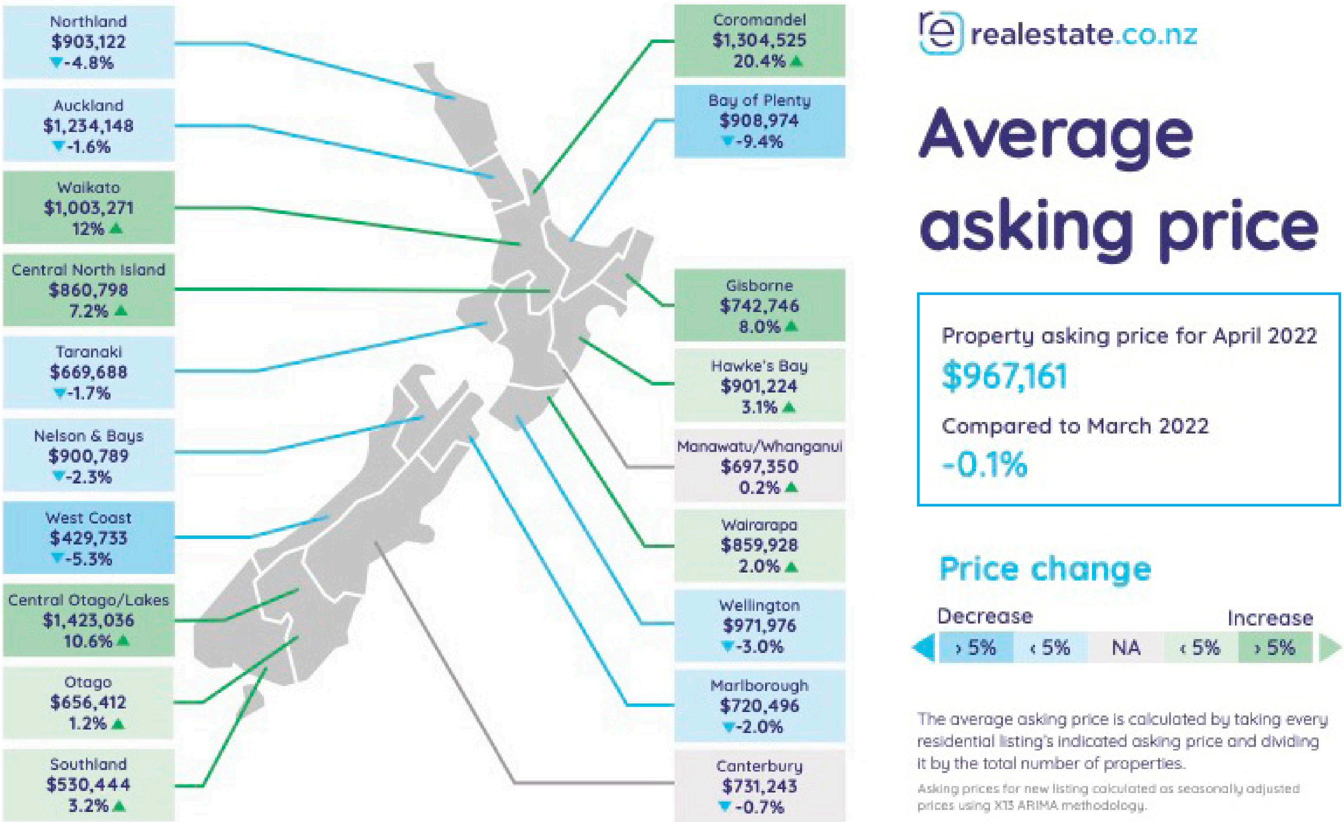
The Reserve Bank of New Zealand lifted interest rates in their 13 April announcement, being the fourth consecutive rise since October 2021. The next monetary statement and official cash rate review is 25 May 2022. While lending barriers have slowed the buyer depth within the property market, the current inflationary effects are having the most impact on the economy and affordability, with the annual inflation rate being 6.9 per cent.

To put this into perspective, during the past 10 years, the inflation rate has averaged at 2.15 per cent, which is in line with the inflation target of 1 – 3 per cent on average over the medium term. It is clear that the rise in inflation impacts everyday life, and the Reserve Bank will take this into account in its monetary statement.

Areas and regions continue to respond differently in the various locations across New Zealand. While the headline numbers are generally provided on the overall sales, the regions with the highest average increase in asking price were the Coromandel, Central Otago and Waikato.

In contrast, the regions with the highest decrease in average asking price were Bay of Plenty, West Coast and Northland region. These graphs, however, can be a blessing for both buyers and sellers. An increasing market can indicate a strengthening of prices because of the value in the average sale price, while potential decreases can be a result of the market that might have been overinflated and the buyers have taken back to levels of pricing to be more realistic.

In the area of sale prices, there has been a reduction in the overall sale price of 0.8 per cent. The average sales price is $1,035,216. While the change in the last 12 months has seen property increase by 18.8 per cent, you can see on the following graph supplied by CoreLogic that there is now a plateau and decline in house prices since February 2022.



Source: www.realestate.co.nz

Looking regionally across main urban areas, Nick Goodall, CoreLogic New Zealand Head of Research, made comment, "Affordability remains a key constraint on the market as increasing interest rates impact the number of eligible borrowers and the amount they can borrow. This is on top of tighter credit availability by way of greater scrutiny on borrower expenses through the CCCFA changes as well as tighter loan-to-value ratio (LVR) restrictions continuing to bite.

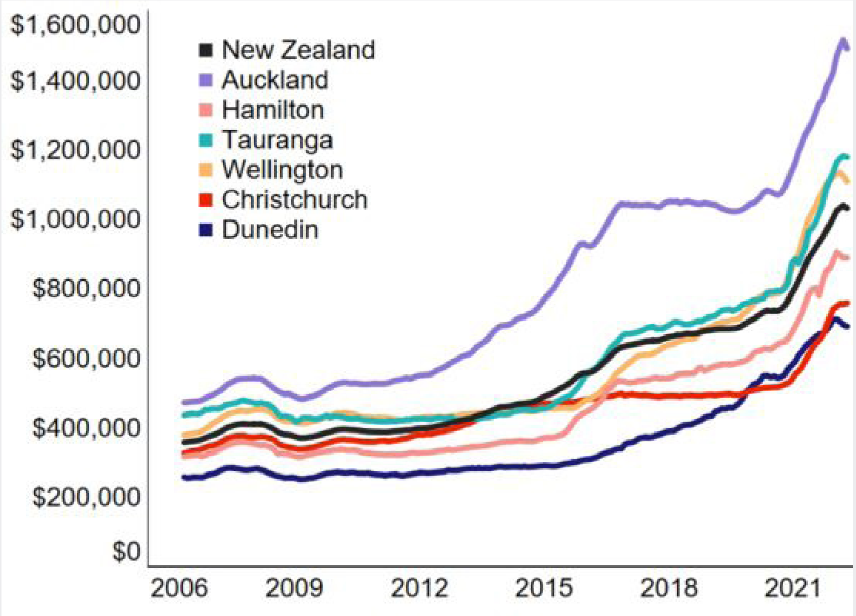
"Proposed changes to the CCCFA may provide some respite, and the latest data from the Reserve Bank of New Zealand (RBNZ) shows banks are still staying well below (3 per cent in March) their allowed speed limits (10 per cent) on high LVR lending so credit flows may open up in the coming months. Debt to income restrictions have been pushed back too (more on the following page)."

	Change in property values			Average Value
	Month	Quarter	Annual	
New Zealand	**-0.8%**	**0.7%**	**18.8%**	**$1,035,216**
Auckland	-1.6%	1.4%	19.8%	$1,495,377
Hamilton	0.0%	-1.9%	17.4%	$891,536
Tauranga	-0.3%	1.3%	28.3%	$1,181,973
Wellington	-1.5%	-2.0%	14.4%	$1,111,306
Christchurch	0.5%	1.4%	28.1%	$761,356
Dunedin	-0.7%	-2.9%	9.2%	$694,223

Source: www.corelogic.co.nz/news/

"Indeed, continued (albeit reduced) growth in Christchurch, combined with value falls in Dunedin, have seen the average value of the two South Island cities drift further from each other. This is a revealing change given Dunedin's average value was greater than Christchurch as recently as September 2021," says Mr Godall.

CoreLogic Average Value according to House Price Index



Source: www.corelogic.co.nz/news/

The -2.9 per cent fall in Dunedin values over the last three months is the greatest quarterly decline in over 13 years – back when the market was still in retreat from the Global Financial Crisis (GFC). Mr Goodall says house price affordability has become particularly stretched in the 'Edinburgh of the South' with it being the third most unaffordable main centre, according to the value-to-income ratio, years to save a deposit and proportion of income required to service a mortgage measures.

Similarly, the -2.0 per cent fall across the Wellington region in the last three months is also a record since the GFC. Both Lower and Upper Hutt are key contributors to the regional deterioration, with -3.0 per cent and -2.6 per cent drops over the month, respectively.

However, all five of the main Wellington localities saw declines in their average values over April and the last quarter. The slowdown has clearly hit hard across the Capital, perhaps reflecting the impact of tightening credit on first home buyers who typically account for a relatively high share of sales compared to other main centres.


WELLINGTON CABLE CAR
2

WHAT ARE WE SEEING IN THE MARKET RIGHT NOW?

Several factors drive real estate markets; however, the two basic fundamentals of supply (the number of total properties for sale) and demand (the number of buyers active in the marketplace) play a significant role in establishing market conditions that favour sellers or buyers. In general terms, when supply is low, and demand is high, conditions are favourable for sellers. Conversely, when supply is high, and demand is low, conditions are favourable for buyers by offering more selection and breathing room. Allowing buyers more time to do their due diligence and make an educated decision on their future property.

SUPPLY

Throughout April, we saw 1,730 ‘new listings’ come onto the market, down year on year by 12.89 per cent. This was met by 1,449 sales for April, a decrease of 26.4 per cent. With a total of 5,166 listings on the market in April for buyers to choose from, this is up a significant 65.05 per cent year on year.

DEMAND

The initial buyer metric we consider is the number of buyers viewing properties online. Throughout April, we saw 4.248 million views across our Ray White websites which resulted in over 42,500 enquiries.

Ray White New Zealand saw 810 properties scheduled to go to auction in April, down 23.8 per cent when compared to the same period last year. Leading to an all sold clearance rate of 44.5 per cent with an average of 3 registered bidders and 2 active bidders.

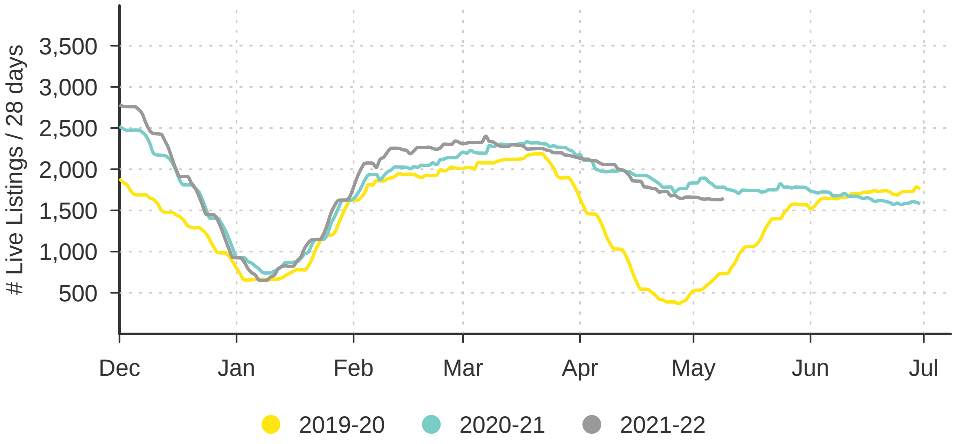
We are seeing quality homes in good locations with multiple bidding registrations and active bidders.

The final consideration we look at when measuring the volume of demand in the market, and arguably the most significant, is the number of people obtaining pre-approval for finance. Pre-approvals are a key leading indicator of buyer confidence, knowing they have the financial capacity to buy the property. Our partners at Loan Market are still seeing record numbers of pre-approvals across the country, with 16.64 per cent more than this time last year (refer to page 17). This is despite the major changes to the Credit Contracts and Consumer Finance Act (CCCFA) which came into force on 1 December 2021, and rising interest rates.

We continue to analyse our numbers across the key buyer metrics, which provide a clear indication of the direction of the market.

LIVE LISTINGS

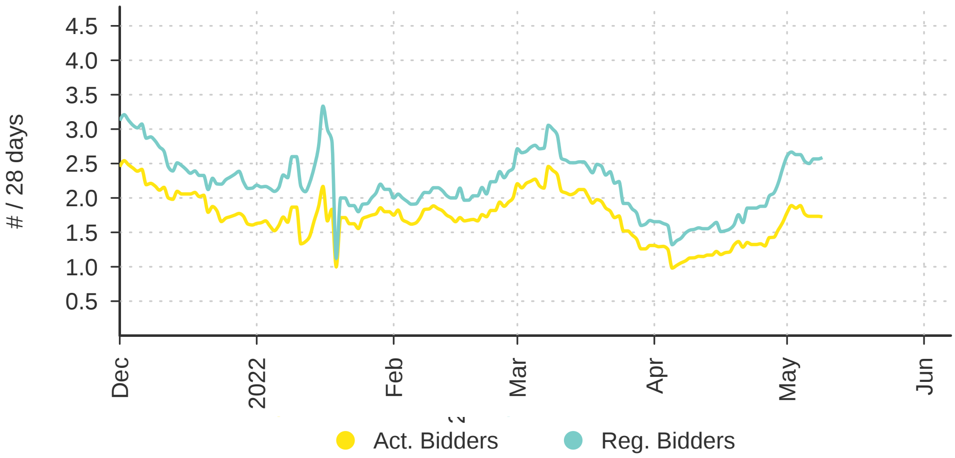
This chart shows the total number of live listings over the 2019, 2020 and 2021 calendar year.



Source: Ray White Online Analytics

BIDDING BY MONTH

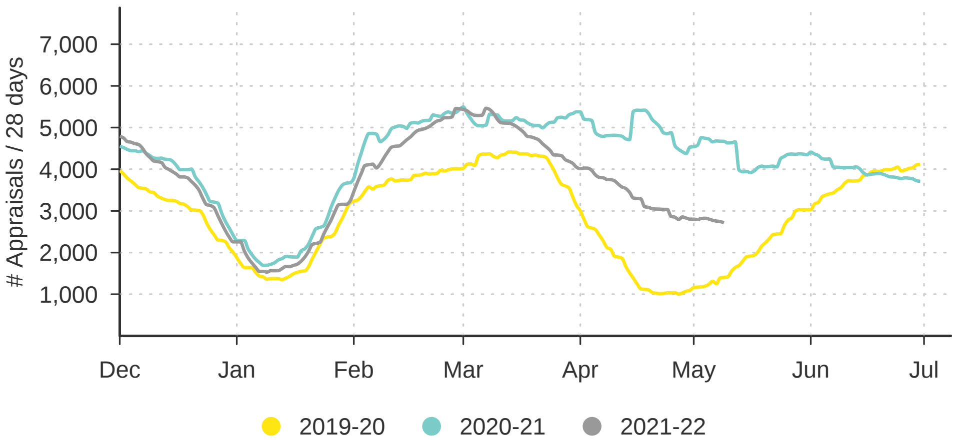
This chart illustrates the average number of registered bidders per auction for the last six months.



Source: Ray White Online Analytics

APPRAISALS

This chart compares the number of appraisals Ray White salespeople have made over the 2019, 2020 and 2021 calendar year.



Source: Ray White Online Analytics

SO WHAT FACTORS CONTRIBUTE TO MARKET SENTIMENT?

Interest rates continue to underpin purchasers buying power. The OCR currently sits at 1.50 per cent, with the next monetary policy review announcement set for 25 May 2022.

- Interest rates - are a driver of home affordability. Continued rate rises over the next 12 to 18 months are expected. With predictions the 1 year discounted fixed rate will be close to 5 per cent by December 2022. This is a small but meaningful interest rate jump, particularly for those coming off low 2 per cent interest rates.

- Lending environment - a significant market headwind is the changing lending environment. Not only are rates on the rise, but credit availability has also gotten tougher. Loan-to-value ratios have returned, new Credit Contracts and Consumer Finance Act rules - which make accessing lending harder - are in place, and the Reserve Bank is consulting on debt-to-income ratios.

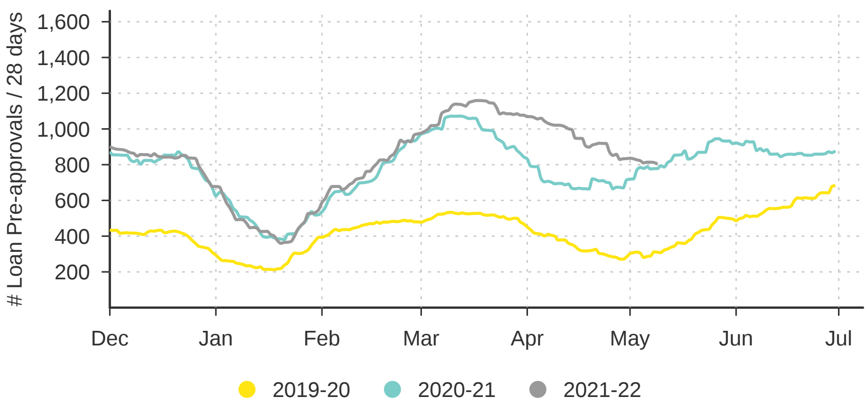
- Affordability - Eight out of 19 regions hit all-time asking price highs last month according to realeaste.co.nz.

- Housing supply - Year-on-year, total stock levels were up 70.8 per cent nationally in all regions providing more choice for buyers.

- Net migration - the reopening of borders for New Zealand is likely to allow a resumption in higher levels of migrant arrivals with MIQ virtually obsolete. At the same time, a build-up of New Zealand talent could be looking to move offshore to pursue employment opportunities during 2022 and 2023, having waited patiently for two years to do so.

LOAN PRE-APPROVALS

This chart compares the number of loan pre-approvals submitted via Loan Market brokers over the past three years.



Source: Ray White Online Analytics

THINKING OF SELLING? WHAT FACTORS SHOULD YOU CONSIDER WHEN TAKING YOUR HOME TO MARKET?

In this edition, we take a look at the recent media speculation, the contradictory predictions around price gains and losses over the coming period and how to cut through the noise, to answer the simple question of when is the right time to sell your home?

Across New Zealand, we have for the majority of 2020 and 2021 seen significant price gains. Double-digit percentage growth in most areas has underpinned confidence and spending in the wider economy, fuelled by low interest rates, travel restrictions and Kiwis underlying love affair with residential property. Most recently, those price gains have moderated and even retracted slightly in some areas, leading many to speculate whether the market is likely to see a decline in median prices.

For some, hearing that prices have dropped a couple of percentage points since their peak in last year is a worrying thought. Still, it should be considered in context with the unprecedented growth in median prices since the beginning of the pandemic. While the price you could achieve today may not be as high as it would have been in October last year, it is potentially going to be higher than what it may be in October this year.

In October last year, coinciding with what many experts refer to as the peak of the market during this cycle, The Reserve Bank of New Zealand announced its first increase in the official cash rate since 2014. This signalled with immediate effect to the market that the lending environment was beginning to tighten. This, coupled with the introduction of the Consumer Credit and Finance Act restrictions, meant that accessing money has been attributed as the main factor in reigning in price escalation.

The question many sellers are now asking is, if the cost of borrowing continues to increase, what influence does this have on the affordability levels of potential purchasers. In real terms, if money costs more to borrow, the amount of money someone is able to service will decrease. The reserve bank has signalled that further rate rises are likely to continue in the short to medium term.

There are a number of other considerations to be taken into account when you decide whether now is the right time to list your property for sale and all of the factors below can combine to influence an outcome.

- Total number of properties for sale (competition)
- Wider economic conditions
- Method of sale
- The time it takes to sell a property

The burden of compromise has, for the most part, fallen on the buyer since the beginning of the pandemic. There has been more demand than supply, which has meant those looking to purchase weren't necessarily able to tick every box when it came to their wishlist. Now, as we progress to a more balanced market and buyers have more choice of property, the burden of compromise starts to shift toward the seller and for property owners, changing the number of bedrooms, position of a home, or construction of a property remains unchangeable. What buyers are looking for owners to compromise on, however, is price.

Choosing the most appropriate method of sale for your market conditions and personal needs remains important. We know the most active purchasers in the market typically inquire early on property and are attracted to 'fresh' homes coming onto the market. This means that most properties generate higher levels of interest in the early days of being on the market, and over time, the level of interest starts to wane. This means that the method of sale chosen should be one that condenses the process into a finite period of time and potentially minimises the need for the compromises discussed above.

As the economy emerges from the more restrictive forms of trading over the past couple of years, there is commentary almost daily around skill and labour shortages which could hinder the wider economic recovery for New Zealand and is likely to become more pronounced in the year ahead. This is why many are suggesting that conditions could see further headwinds before a form of economic recovery occurs.

HOW DO WE CREATE THE MOST COMPETITION FOR YOUR PROPERTY?

1. MARKETING EXPOSURE

Most innovative marketing real estate business in New Zealand.

Our enviable position comes from an unwavering commitment to marketing and auctions - whether that be safely on-site or in-room.

In April, Ray White New Zealand had 1,730 live listings, down 12.89 per cent on last year, while the number of sales was down 26.4 per cent year on year.

Last month, Ray White New Zealand had 810 properties scheduled to go to auction, leading to an all sold clearance rate of 44.5 per cent.

TENDER AND EXCLUSIVE LISTING

Our approach to tender and exclusive is aligned with our marketing methods of creating competitive situations between buyers to create the best outcomes for our vendor clients.

We have never lost faith in the value we can bring our vendors in a challenging market through effective marketing. If you choose to sell, we will be suggesting an investment in marketing as we believe it enables us to maximise competition and clearly illustrates your intent to sell and therefore attract genuine buyers. We appreciate that some people would prefer to sell quietly or off-market. While this is not a normal recommendation, we welcome discussion on all opportunities to take your property to the market.

2. GENERATING BUYER ENQUIRY

Being one of the largest real estate groups in the country has direct advantages for our sellers. Our ability to target the largest pool of buyers within a campaign is a strength that you can be confident will assist us in delivering the best possible result for you. In the current market conditions, it's critical to target the broadest possible audience and to be as efficient as possible in tailoring appropriate messaging to your potential buyers. After all, our focus is to seek out the buyer for your property that will pay more than everyone else.

We do this by having the greatest number of relationships with buyers in the market today. Combine our relationships with our use of technology; we can engage with buyers on a level that will ensure we can find the premium buyer for your property.

In addition to our ability to target broad audiences, Ray White Concierge, our communication specialists, unique to Ray White, can target one of the most influential audiences, our local communities. Our 120 years of real estate experience enables us to understand that a catalyst for creating competition is leveraging the local community. Our data shows that up to 60 per cent of property purchasers come from neighbours and their friends in some cases.

Ray White Concierge can communicate to property owners in surrounding streets, positioning your property to ensure it is at the centre of our communities' attention. Our dedicated team of 100+ Ray White Concierge specialists, in coordination with our appointed agent, can deliver a layered community communication program including telephone calls, SMS and email, ensuring that the most influential people are alerted early to the sale of your property.

3. UNRIVALLED BRAND PRESENCE AND MEDIA PROFILE

As Australasia's largest real estate group, we are supported by a dedicated and highly experienced team of newshounds in our PR team who work seven days a week. The team excels at winning "earned media", the exposure that money cannot buy; it must be earned.

Our media exposure dominates all other brands in terms of publicity - which is the sweet spot. Our profile in newspaper advertising and editorials, along with a large number of listings on oneroof.co.nz, realestate.co.nz and trademe.co.nz/property - is also huge.

To put a price on the power of our media coverage, in April, Ray White New Zealand achieved more than $2,128,512 worth of earned media mentions in print, online, radio and TV, according to iSentia, our media intelligence agency, with a potential reach of 9,885,578 people, approximately twice the population of New Zealand. That's free publicity for the group and all its members.

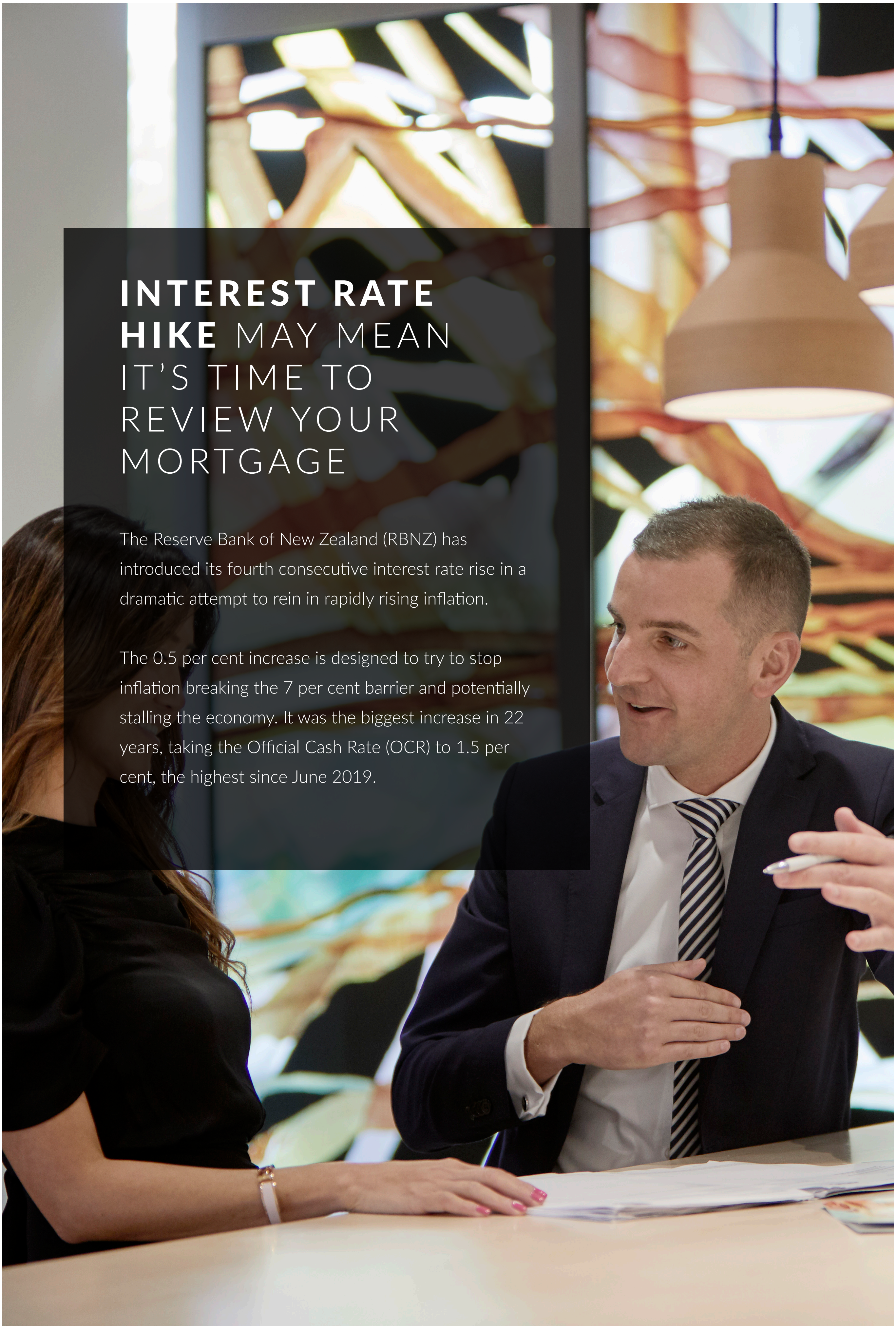
Our experienced in-house journalists can get your property the exposure that money can't buy.

When a home is listed with Ray White, our clients are introduced to the national public relations service; a team that's plugged into the New Zealand media and has the sole focus of achieving more exposure for the properties we sell to the audience that matters most.

4. DEEP DATA SET

In times of uncertainty, property sellers need facts, not media speculation, to create informed decisions. Whether that be a decision to list your property on the market or be in touch with real-time market conditions. The reliance on data and proof points has never been more important for good decision making.

As the most successful real estate group in Australasia, we have access to the largest pool of up to date information available and have the experience to help you analyse relevant data to help you make the right decision.



INTEREST RATE HIKE MAY MEAN IT'S TIME TO REVIEW YOUR MORTGAGE

The Reserve Bank of New Zealand (RBNZ) has introduced its fourth consecutive interest rate rise in a dramatic attempt to rein in rapidly rising inflation.

The 0.5 per cent increase is designed to try to stop inflation breaking the 7 per cent barrier and potentially stalling the economy. It was the biggest increase in 22 years, taking the Official Cash Rate (OCR) to 1.5 per cent, the highest since June 2019.

RBNZ had been expected to edge up the rate by 0.25 per cent but said its more dramatic move was intended to prevent high inflation – which is currently at its highest level for three decades - from becoming entrenched. Currently, inflation is 3 per cent ahead of target.

The bank also stuck to its previous prediction that the OCR would peak at 3.35 per cent by the end of next year.

New Zealand has been one of the most aggressive countries in raising its cash rate, using it to help calm runaway inflation, skyrocketing housing prices and supply-chain problems caused by the pandemic.

The RBNZ said it believed the new cash rate was still sufficiently low to stimulate economic activity while dampening aggressive price-setting and taking some heat from the record-breaking property sector.

As a homeowner this news means now could be a good time to consider how to handle economic headwinds. If you're facing increasing mortgage payments, there are options available to help you minimise the impact of these decisions.

One option could be to consider moving to a fixed interest rate for all or a portion of your loan. Interest rates remain at historical lows even after these last four increases, but more hikes could be on the way and now could be a good time to lock in your rate.

A LOAN MARKET MORTGAGE ADVISER CAN GUIDE YOU THROUGH YOUR OPTIONS OR ASSIST WITH A MORTGAGE HEALTH CHECK TO HELP YOU WEATHER THE CURRENT STORM.

RECORD APPROVALS FAVOUR BUYERS BY OFFERING MORE CHOICE

Confidence in the future of the property market remains at record levels after two years of world-leading growth in property values, despite a fourth successive mortgage hike.

According to Statistics New Zealand, more building consents have been granted in the 12 months to February than ever before.

Dwelling consents are up 25 per cent year-on-year with 49,733 granted, said New Zealand Statistics. That's almost 1,000 consents every week for the 12 months to the end of February.

There has also been a big jump in the number of retirement villages and townhouses being approved.

The increase in building activity will boost the supply of homes becoming available and could substantially help first-time buyers enter the market.

It could also benefit owners looking to upgrade, giving them more choice of housing stock. The focus on retirement age units is also interesting for those seeking to downsize but struggling to find suitable accommodation.

Seasonally adjusted, consents were 10 per cent higher, and a significant turnaround on the numbers for January when consents dipped by -8.7 per cent, said New Zealand Statistics.

And if you think these annual numbers began to tail off when the Official Cash Rate (OCR) began to rise, think again.

Some 4,195 new dwellings were granted consent in February – up 34.1 per cent compared with February 2021.

HERE'S HOW THE NUMBERS BREAK DOWN:

- 25,518 detached homes, an increase of 15.6 per cent
- 3,910 consented apartments, down just 20 units from the previous year
- 2,942 units in retirement villages, the biggest growth percentage in the latest numbers – up 64 per cent from 12 months ago.
- 1,842 townhouses, an increase of 45.8 per cent

By region, the numbers of new dwellings consented in the year ending February 2022 compared with the corresponding period in 2021 were:

- 20,786 in Auckland: +22 per cent
- 5,094 in Waikato: +23 per cent
- 3,687 in Wellington: +24 per cent
- 7,695 in the rest of North Island: +22 per cent

ABOUT **LOAN MARKET**

Naturally, we all want the best when it comes to our home, and the same should apply to our home loan.

That's where our partners at Loan Market can help. Whether speaking to first home buyers, investors or owner-occupiers, Loan Market advisers can compare rates and features from over 20 banks and lenders to help potential buyers get the right finance in place to secure the property they want.

During the sales process, your Ray White salesperson will introduce potential buyers to their recommended local Loan Market adviser, who will respond quickly to provide them with the information they need to find a home that suits their needs.

Exposing your property to a pool of educated and, where possible, pre-approved purchasers who are ready to make an offer or bid at auction increases the likelihood of getting your home sold and settled on time and at the right price.

Your local Loan Market adviser can even assist you with your own home finance options. As one of Australasia's largest financial adviser networks, Loan Market enjoys industry links and contacts that mean they are better placed to negotiate on your behalf with major banks and secure lenders. They may even be able to find you a better deal with your own bank.

loanmarket.co.nz

ABOUT **RAY WHITE**

Ray White is a fourth generation family owned and led business. It was established in 1902 in the small Queensland country town of Crows Nest, and has grown into Australasia's most successful real estate business, with more than 1,000 franchised offices across Australia, New Zealand, Indonesia and Hong Kong.

Ray White today spans residential, commercial and rural property as well as marine and other specialist businesses. Now more than ever, the depth of experience and the breadth of Australasia's largest real estate group brings unrivalled value to our customers. A group that has thrived through many periods of volatility, and one that will provide the strongest level of support to enable its customers make the best real estate decisions.

raywhite.co.nz

Ray White's first auction house, 'The Shed' Crows Nest, Queensland.

raywhite.co.nz

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