

# Harcourts Property Focus.

Bringing you the [latest news, facts and figures](#) from the world of New Zealand real estate.

## The very best of Harcourts auctioneering



## The Kiwis have done it!

**Andrew North of Harcourts Cooper & Co is the Australasian Auctioneering Champion for 2018.**

It means the Auckland-based auctioneer has outperformed the very best auctioneers from across New Zealand and Australia, demonstrating the most outstanding talent at the competition held by the Australasian Real Estate Institutes.

Andrew North beat 16 other competitors to take out the top gavel in the 20th edition of the Australasian Auctioneering Championships.

At the heats, each of the competitors was required to call the same complicated auction, devised to test their aptitude, attention to detail and ability to think on their feet.

These auctions are like nothing you will see in the real marketplace. The auctioneers are thrown the most difficult questions you can imagine, testing the very limits of their legalese and

auctioneering knowledge. The bids are complicated and extremely difficult to add. Distractions are regularly thrown in from the floor.

To win, the competitors must be incredibly cool under pressure, a master at adding vast sums in a matter of seconds, charming, entertaining, and able to enthrall the audience with their performance. The competitors must also not exceed an allotted time period, answer all the questions thrown at them correctly, and finally make it all seem effortless.

After being selected as one of five finalists, Andrew North did it all over again in the finals, and was crowned the Australasian Auctioneering Champion for 2018.

A business owner and auctioneer for the Harcourts Cooper & Co group on Auckland's North Shore, Andrew North has 18 years of experience calling auctions. He has competed at National and Australasian Auctioneering Championships before, and this is the second time he has won the supreme prize.

**"In the Harcourts family, there is a number of great current and past auctioneers who provide me with insights and advice. Their support is invaluable. There is something special when it comes to auctioneering in the Harcourts group and long may this tradition continue".**



*2018 Australasian Auctioneer Champion; Andrew North of Harcourts Cooper & Co, Auckland.*

# Where should you hold your auction?

Most now understand that in a high demand, low supply property market, auctions are the best way to achieve top price when selling.

This is why in Auckland and Christchurch, where demand for housing is higher than anywhere else in New Zealand, auctions remain a popular method of sale.

If you choose to auction your property, one of the next decisions you may be faced with is whether to auction “in rooms” or “on-site”. Your sales consultant and auctioneer can advise you on this, however you may like to consider the following.

## Auction “in rooms”:

- Provide the most controlled, business-like environment for an auction
- You are more likely to have a larger audience if more than one property is being auctioned on that occasion
- There are no distractions such as bad weather, disruptive neighbours or noise
- You can access private offices for negotiation
- Your sales consultant and auctioneer will have all the resources they need to achieve the best results (e.g. power point presentations, seating, lighting)

- Buyers attracted to the auction by another property may see and become interested in yours

## “On-site” auctions:

- Can appeal to the spontaneous buyer
- Give the property atmosphere and emotional involvement that cannot be duplicated in rooms
- Allow bidders to see and experience first-hand what they are buying

# What's happening in the property market?

The average national house price in October 2018 rose by 3.23% on October 2017 to now sit at \$605,389.

In Auckland the average house price is back 2.17% on the same period in 2017 with the average for the month sitting at \$942,483. Sales were up on 2017 from 412 to 442 which is a climb of 7.28%, and we are hopeful this will continue throughout summer.

In the Wellington region which includes Taranaki and Hawke's Bay, the average sale price is up 11% on the same period in 2017 from \$477,031 to now sit at \$529,518.

In Christchurch, written sales are up an impressive 17.43% from 373 to 438 when we measure October 2017 against October 2018, so we would hope that the method of sale will

revert to auctions alongside this uplift.

The average house price has increased from \$513,691 in October 2017 to \$566,466 in October 2018 which is an uplift of 10.27%.

In the Central Region, taking in Bay of Plenty and Waikato, the average sale price has risen by 8.51% from \$463,883 in October 2017 to \$503,363 for October 2018.

Written sales from this region also saw a positive upturn from 367 to 403, which is a 9.81% increase.

The South Island continues to show prosperity and offers opportunity to those wanting to buy in one of the most affordable parts of New Zealand. The average sale price reflects a 3.29% increase on October 2017 to

rise from \$382,493 to \$395,110.

Total listings in the South Island are up 21.63% on October 2017 from 245 to 298 in October 2018 and new auctions have risen by 10% on the same recorded window last year. Harcourts customers are clearly continuing to see the benefit in choosing this method of sale.

Harcourts NZ CEO Chris Kennedy says, “there is an undoubtable and well reported settling in the market. As New Zealand's largest and most trusted real estate brand our people on the ground are committed to delivering exceptional service every single day.”

Disclaimer: All Harcourts MarketWatch figures are current to the end of the reported month and are compared to the same month ended for the previous year. 'Written Sales' is defined by all sales brought to contract status, where 'Settled Sales' are the results of contracts completed at the close of the reported month. Written Sales are a snapshot of the markets temperature while Settled Sales show what has happened in the previous month.



**Chris Kennedy**  
CEO, Harcourts NZ  
Ph: 027 433 5828