



# DANE'S D O O R W A Y

August 2009 Issue 178

## Market Comment...

### Springing into Action!

An ongoing shortage of available homes, combined with solid buyer demand, has continued to kickstart the market through the usually quieter winter months.

Buyers and sellers are starting to realise that despite the media constantly comparing us to other countries, the unique factors affecting property in New Zealand - and on the North Shore in particular - continue to put us in a different league to overseas experiences.

Just one of the new listings I started marketing this month had 68 groups through the first open homes! (PS *desperately* seeking homes for a wide range of buyers wanting family, character, and contemporary homes in Northcote, Hillcrest, Birkenhead, Sunnybrae, Onepoto and Birkdale if you happen to know anyone thinking of selling!!)

With plenty of pent up buyer demand still to be satisfied, the current shortage is a bonus for those coming to the market - when their property is marketed the right way to ensure the *best possible response* is generated.

As we've said before, for anyone wanting to sell, upgrade, or simply move on, **NOW is a great time to benefit** from the keen buyer demand we have.

And, if purchasing a property, you can have confidence from the renewed strength in the market supporting your decision to buy.

Have a great month!

**DANE**

*PS: Get the feeling Auctions suddenly seem to be flavour of the moment? Curious? Can auctions really get a stronger sale, and a faster result? Are all auctions run the same way?*

*I take the time to recommend suitable methods of sale for each client, whether it be auction or another option. Over the past two years I have had a **100% Success Rate** with my auction sales, using a specific proven process. Ask me more!*

WORKING HARD FOR YOU

### Brown's Babble...

*"If Vegetarians eat vegetables, what do Humanitarians eat..."*

### In This Issue...

- Springing into Action!
- Think again...
- No-Cost Home Improvements!
- Trivia & WIN - Free \$30 Movie Pass!

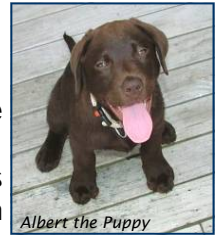
### Albert's Corner!

This month's pet pal is Squeak the brindle boy from Glenfield.

Unlike his name, Squeak isn't small! His owners adopted him from the SPCA as a



puppy and say he's a gentle giant. They call Squeak an "allsorts" breed although his owners suspect there's Great Dane in there somewhere, as he's almost as tall as one! Thanks for the pic!



Thinking of Selling?  
Get Ready for Spring...  
**Call Me NOW!**

### It's Not What You Do...

... It's the Way That You Do It!

**Birkenhead** - encouraging keen buyer interest meant we were able to secure my owner a cash/unconditional sale for *\$15,000 more* than a previous highly conditional offer, and *\$50,000 more* than the property's RV.

**Torby** - a home just two houses away had been sold a few days earlier by "another" company (similar age, size, features and condition, plus sea views my client's home *didn't* have). The method I used to market my client's property netted our elderly owner *\$45,000 more...*

...Real service, not just lip service - ask me what we can do for you!

Top Office again...  
and Number 1!



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**Harcourts**  
CONCEPT REALTY LTD

\* Co-Owner/Manager - Top Office March 09/ April 09/ July 09 sales per consultant, Harcourts group 1 Northern Region  
\* #1 Consultant 2008-09 - Most client business/successful profile marketing/successful auction sales (Harcourts Concept)  
\* #1 Consultant June 09 - Most written sales, #1 Consultant July 2009 - Most overall sales value (Harcourts Concept)



Please recycle - pass this on to family and friends

## Think again...

A few facts about Harcourts are sometimes met with an "I didn't know that!" Some which may be of interest:

If you thought other companies were *larger*...

Harcourts is the largest real estate company in New Zealand, with around 180 offices and more than 2500 consultants nationally. Overall, the Harcourts group sells more property nationwide than both our next competitors *combined*.

If you thought other companies were *older*...

Harcourts was established in 1888, and is the oldest national real estate company still operating under it's original brand.

If you thought others had more *international* coverage...

Harcourts is the only NZ/South Pacific member and referrer for 'leadingre' - the largest real estate network in the world.

If you thought we didn't sell homes in *all price ranges*...

I've sold properties from under 100,000 to around \$1 million! We even offer a premier service via 'luxuryportfolio', a group that sells more \$1m+ homes worldwide than any other.

Plus, Harcourts runs a *central listing system*, which means all our consultants are able to promote clients' properties to buyers all around the country, and beyond.

If you thought Harcourts wasn't *Kiwi*...

... "as if"! Harcourts started in New Zealand, more than 120 years ago. Our offices are owned/operated by local people, and we are the only NZ real estate company to reverse the trend by successfully expanding *to* Australia (plus Fiji, South Africa, Indonesia, Singapore, China... and still growing!)

## Did You Know?

In 2007 the Oxford Dictionary officially recognised the slang term "Godzone" as being a reference to New Zealand...

Visit My Website!

[www.danebrown.co.nz](http://www.danebrown.co.nz)

FREE sales data - street, suburb, North Shore, NZ wide!  
Request a Free market value report, browse new listings, & more!

The opinions in this newsletter are those of the writer and intended to entertain, and inform a little. We always recommend you ask the experts and obtain independent professional advice to your own complete satisfaction before undertaking anything. We accept no responsibility for errors contained, or omissions not (after all computers are only human too...). Original articles may be reprinted only with acknowledgement to the writer. For those of you that read the small print - **have a great month!**

WORKING HARD FOR YOU



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## Danes Renovating Tips

### No-Cost Home Improvements!

Whether selling or staying, a few FREE ways to improve your home this spring are:



- Clean it.** Wash the entrance, paths, fence, windows etc for added street appeal. Inside, simply wiping light switches, light shades, skirtings, window sills and around door knobs can add extra sparkle to an already tidy home.
- Clear it.** Outside, trim shrubs and trees, cut off dead twigs and flower heads, compost any plants past their best, use leaf litter as mulch, neaten the lawn edges.
- Fix it.** Nail back loose trellis, fence palings, and refix that wobbly letterbox! Inside, tighten up rattling door handles, loose window latches, cupboard hinges etc.
- Box it.** Shoes by the door, magazines in the lounge, toys in the bedrooms, papers on the bench - all look a lot neater simply by popping them into a box or basket.
- Hide it.** Tuck messy extension, aerial etc cords away, around the room edge, behind furniture, or under rugs if it's safe to do so.
- Declutter it.** Take a good look and consider selling or giving away things you don't use. It might even *make* you some money!

Contact Dane on 0274 906507/[dane.brown@harcourts.co.nz](mailto:dane.brown@harcourts.co.nz) if you'd like some free friendly advice on what could add value to your place.

### Competition: Trivia and WIN!

Last month's answer: The famous Southern rock singer in "King of the Hill" is Tom Petty!! The lucky winner was L isa W of Birkdale - enjoy the movies! This month's question:

**Q: Which NZ lake is only slightly smaller in surface area than Singapore?**



All correct entries go into a Draw to ...

**WIN A FREE \$30  
MOVIE PASS!**

email your answer to [danebrown@xtra.co.nz](mailto:danebrown@xtra.co.nz)  
txt2 0274 906 507 or post to PO Box 34226, Birkenhead.  
Remember to include your Name and Postal Address  
**Good luck!**

(That's right, relatives & Harcourts people - sorry, you can't enter!)



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