

Winter 2017

Residential Real Estate | Property Management | Section Sales



Welcome



Welcome to our Winter Newsletter

The Real Estate Market is continuing to attract significant comment from the media with a variety of mixed messages as to the state of the market.

We have just experienced the busiest May that we have experienced for a number of years. This is proof that well-priced and well-presented property will sell at any time of the year.

At the end of June we are proud to be the lead sponsor of the Star Home and Leisure Show. We look forward to meeting up with home owners, investors and section buyers during the show.

Please note that entry to the Show on Friday 30th June will be free as part of our sponsorship. Please feel free to come to our stand to have a chat about any aspect of Real Estate. We will have salespeople and property managers on site for the duration of the show.

Regards,
Colin Lock
Managing Director

2017 HOME & LEISURE SHOW

Professionals Christchurch is the Associated Naming Sponsor of the 2017 Star Home & Leisure Show, due to run at the Horncastle Arena between 30 June – 2 July. Now in its 18th year, this is a well-established, premium home and lifestyle event, the largest attended indoor home show in the South Island year after year. It's the first time Professionals has been sponsor, and it promises to be the perfect opportunity for the company to engage with the many thousands of prospective and existing homeowners hungry for innovation, inspiration – and, possibly, a new home.

Latest Ideas & Concepts

It's a known fact that people tend to hunker down in winter, and many start to formulate their home-based projects for Spring and Summer then. Whether building, renovation or relocation are on the cards, what better occasion is there to bring attendees face to face with the latest ideas and concepts? Last year, 95% of attendees had building, renovating or re-decorating projects in mind for the year going forward, 63% estimated that their projects would be in the region of \$20,000 or more, and 70% made a purchase or order at the show.

The Place to Be

With hundreds of products and services under one huge roof, the Star Home & Leisure Show is the place to be for the latest looks, trends and ideas to transform home and lifestyle – for an existing home, or a new one. Exhibitors range from building companies, interior design gurus, furnishings and fittings retailers, bathroom and kitchen specialists to spa stockists and motorhome companies. There are even travel and food stands to underpin the lifestyle element. Show-Only Specials are popular, and can offer huge savings in time and money to the canny show-goer.

This year, the ambiance on the Professionals Christchurch stand will be one of welcoming relaxation and fun. The idea is to meet and greet people, to share in their passion for their homes, and explore what elements would enhance their lives right now. It's also a chance for the Professionals team to showcase online tools and magazines in a comfortable environment. People move for all sorts of reasons, and we'd like to be front-of-mind if and when the decision is made. After all, our clients tell us time and again it's our attention to detail that makes our service stand out for them.

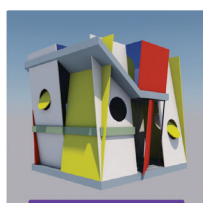


Best Playhouse Wins

As Naming Sponsor of the show, Professionals Christchurch will, by definition, be endorsing the Star Home & Leisure Show's support of the 2017 Playhouse Challenge – an innovative fundraiser for worthy charity partners, Birthright Canterbury and The Tenants' Protection Association (TPA). This complements Professionals' 21-year commitment to sponsorship of the Child Cancer Foundation (CCF) charity, Birthright Canterbury supports families in need, finding suitable housing and aiding integration into new communities, while TPA offers a range of services to assist tenants understand their rights and responsibilities, provides practical and pragmatic solutions and supports the

management of housing and other related issues. The Challenge is open to teams of leading building and architectural firms who are all competing to design and build Canterbury's best children's playhouse. Entries will be showcased and judged by a team of experts against several exacting criteria. Following this, a charity auction will ensue, hosted by our auctioneer, so come down, place a bid and help raise some funds for these two fantastic charities.

The Star Home & Leisure Show will be open 10am – 5pm. Entry is free for everyone on Friday 30th June, courtesy of Professionals Christchurch; Saturday & Sunday \$8 door charge, under-12s – free.



Futuristic

Irving Builders and PXA Architects have created a playhouse that features angled walls and a central pipe with holes that can be used for climbing.



Quirky

Fusion Homes & Scratch Architecture's playhouse builds on solid construction, foam insulation for warmth, and vibrant colours.



Classic

Pound Road have created a lasting design, with a two-sided verandah and gabled roof. The L-shape gives it a unique point of difference.



IN ASSOCIATION WITH
 Professionals



Conference 2017

Our recent Professionals sales conference held in Auckland saw us experience some fantastic speakers, and a lovely awards dinner where we walked away with:

Wendy Marshall: Top 20% units
 Murray Lloyd: 20 million dollar club
 Bob MacKay 50 million dollar club
 Colin Lock: Top 10% sales, 750 sales club, 125 million dollar club, Top 2% properties, Top South Island Salesperson and Runner up Top Individual Salesperson overall.

Contact us today

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Christchurch House Sales						
Suburb	Median Price January - March			Median Days on Market Jan - Mar		
	2016	2017	Variance	2016	2017	Variance
Addington	\$394,000	\$360,100	-9%	59	47	-20%
Aidanfield	\$660,000	\$613,500	-7%	51	41	-20%
Avonhead	\$565,000	\$533,750	-6%	45	37	-19%
Beckenham	\$445,000	\$521,000	17%	68	46	-32%
Cashmere	\$652,500	\$608,300	-7%	45	51	13%
Central City	\$429,900	\$444,000	3%	72	68	-6%
Cracroft	\$466,000	\$510,000	9%	49	25	-49%
Halswell	\$540,000	\$495,500	-8%	64	43	-33%
Hillmorton	\$415,000	\$340,000	-18%	40	57	43%
Hoon Hay	\$412,000	\$420,000	2%	35	51	46%
Hornby	\$400,250	\$400,438	0%	39	50	28%
Ilam	\$636,500	\$635,000	0%	33	36	11%
Lincoln	\$625,000	\$620,000	-1%	70	63	-10%
Opawa	\$468,000	\$371,000	-21%	23	31	35%
Prebbleton	\$685,000	\$710,000	4%	58	58	0%
Riccarton	\$427,000	\$505,000	18%	53	44	-17%
Rolleston	\$556,250	\$550,000	-1%	48	51	6%
Russley	\$453,800	\$507,500	12%	55	31	-43%
Sockburn	\$423,000	\$407,500	-4%	43	34	-22%
Somerfield	\$465,000	\$435,000	-6%	36	34	-6%
Spreydon	\$419,000	\$431,000	3%	42	34	-19%
St Martins	\$470,500	\$467,500	-1%	60	51	-14%
Sydenham	\$392,000	\$392,500	0%	50	55	9%
Waltham	\$311,000	\$321,500	3%	49	44	-9%
Westmorland	\$608,000	\$615,000	1%	32	53	66%
Wigram	\$620,000	\$655,000	6%	49	35	-29%
Woolston	\$345,900	\$349,500	1%	43	50	15%