

## Eastern Suburbs



# THE REDIT REPORT



# The Month in Property

## Auckland Real Estate Market Commentary

As New Zealanders emerge from lockdown, across the country there's been a collective sigh of relief.

Rapid change has seen Kiwis adapt to new concepts of social distancing and contact tracing – which only a few months ago would have seemed so far-fetched.

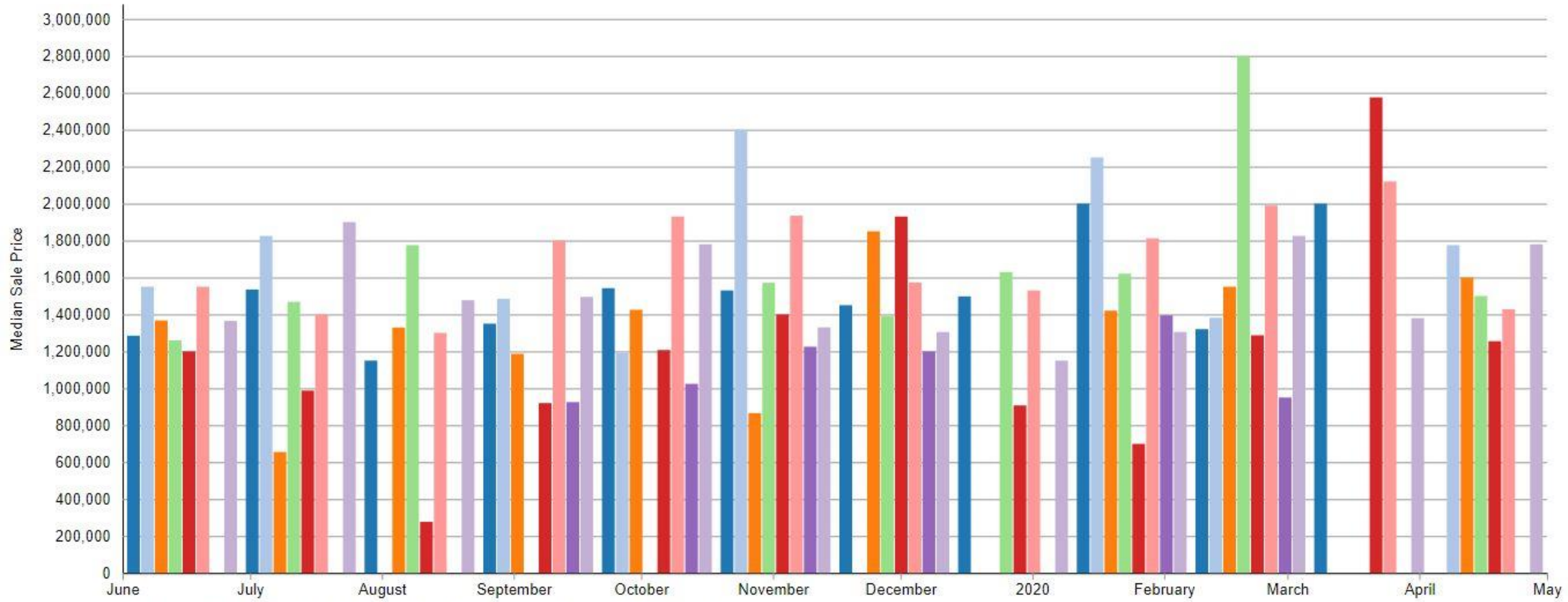
However, the lockdown has provided us with a gift; a stronger appreciation for what we have in Aotearoa – connected neighbourhoods within wonderful communities; incomparable natural resources; and the beauty of people willing to endure and sacrifice for the health of the nation.

Anecdotal evidence tells us that New Zealanders now more than ever, are looking to bricks and mortar property ownership and investment in favour of less tangible alternatives, as more expatriate Kiwis return home, growing families and first home buyers park overseas travel to find a safe haven and home base.

While notable financial events which include the Reserve Bank of New Zealand's (RBNZ) rescinding of loan-to-value (LVR) restrictions, and further mortgage rate reductions to historical lows aim to encourage continued investment into the housing sector, we - Bayleys salespeople, have adapted to the new economic atmosphere.

Using innovative marketing techniques and a back-to-basics approach to communication, we are ready to inform and assist those in the property market as they navigate the post-COVID-19 economy.

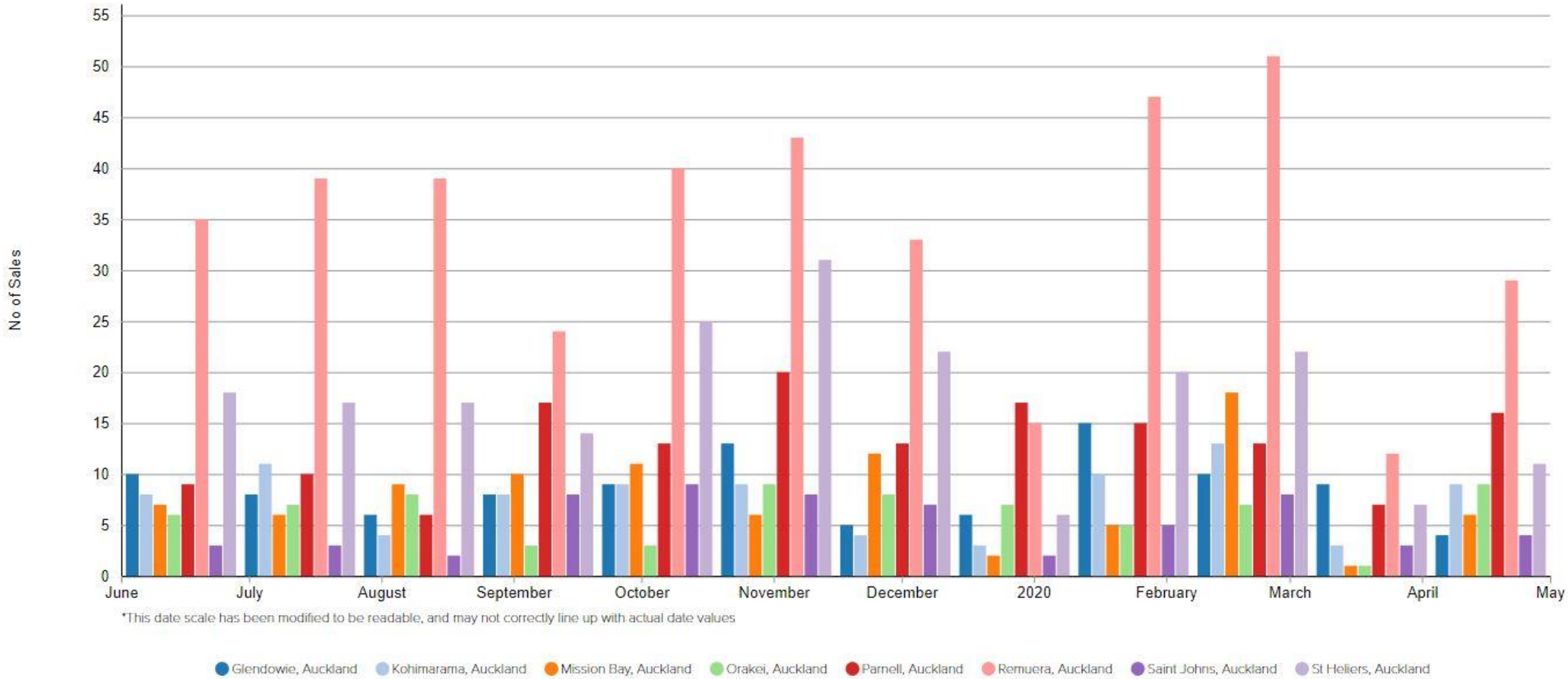
# JUNE 2020 - MEDIAN SALE PRICE



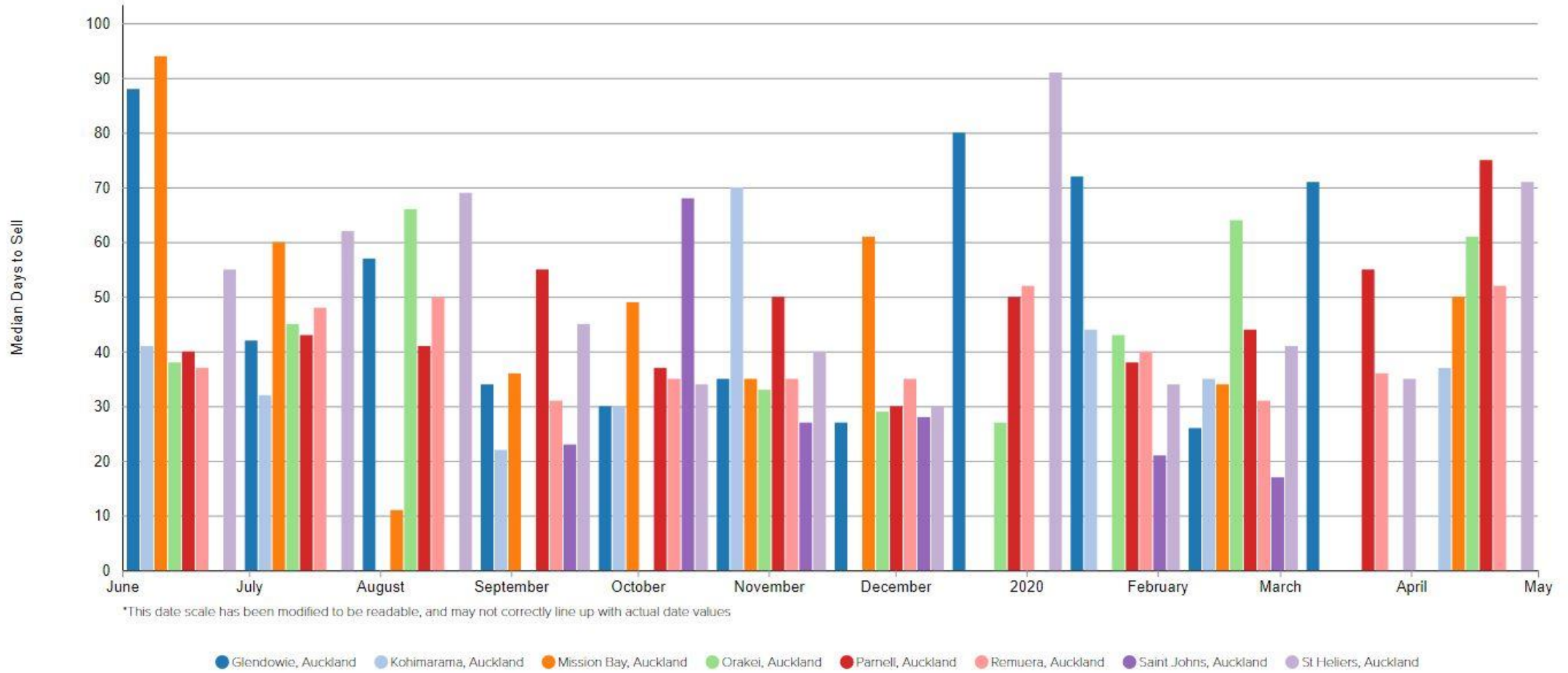
\*This date scale has been modified to be readable, and may not correctly line up with actual date values

● Glendowie, Auckland ● Kohimarama, Auckland ● Mission Bay, Auckland ● Orakei, Auckland ● Parnell, Auckland ● Remuera, Auckland ● Saint Johns, Auckland ● St Heliers, Auckland

# JUNE 2020 - NUMBER OF SALES



# JUNE 2020 - DAYS TO SELL





# Testimonials

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## **20B Rawhitiroa Road, Kohimarama**

"It is with great pleasure that we would like to put on record and thank Keith Redit for a very successful sale of our home in the heart of Kohimarama.

We had our property on the market with another agency for more than three months and decided to list it on a general agency, giving it to Keith Redit at Bayleys and two others. Within 14 working days we had two contracts, the second coming in above what we were willing to accept.

Keith kept us well informed and his sense of urgency in preparing for the sale with photographs and videos etc, together his bright personality and confidence engendered a great relationship with us both, this flowed over to his dealing with clients, and his negotiation skills were very impressive.

Keith also assessed us in preparing our home for sale and resulted in giving us high expectation of a final outcome. Keith did not disappoint us, he delivered, and made us very happy vendors.

If you are selling your home and want it to be an enjoyable experience, we would strongly recommend you give Keith a call, you won't be disappointed."

**-Happy Vendors**

## **Onehunga**

I just want to say thank you for helping me to sell my house and achieve a good result.

You were proactive, professional, honest and ethical and you are a pleasure to deal with. You are also a great communicator, letting me know what was happening every step of the way, which was important as I'd never sold a house before!

The house sale seemed to go very smoothly and so this was a very positive experience for me and I wouldn't hesitate to recommend you to anyone.

**-Melanie Cooke**

## **Kohimarama**

"Keith Redit recently sold my property in an exemplary manner.

I would have no hesitation in recommending Keith to anyone looking for a quick and efficient result."

**- Joy Stevens**

## **St. Heliers Bay**

"This is to say that I Would like to Highly recommend, Keith Redit to anyone, wishing to Sell their Property or looking to Purchase a New. Keith was very approachable & most helpful with All aspects of the Purchase Transaction. He made all information about The Property readily available & had no hesitation on sourcing answers to any of my Queries."

**- Annabel Moodie**

## **Auckland**

Dear Keith ,

"Me and my family want to thank you for helping our dream of buying house in NZ to come true! It was 1.5 years of unsuccessful attempts, until we met you! Thank you for taking our story personally and not just as a business only.

That is why I felt so comfortable to talk and negotiate with you. Without your support and will to help us it would not happen. I wish you to have more happy clients ( from both sides )! God bless you and your family."

**-Anya Karikova and Konstantin Golovko**

**BAYLEYS**

# Testimonials

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## **Glen Innes**

"Keith he is very experienced and efficient, and he is always ready to offer professional advice.

We were overseas during the campaign, and he kept a good communication with us even it means he needed to work after hours to suit our time zone.

The property was sold only 2 weeks after the listing, and we are very pleased with the result. I would strongly recommend Keith to anyone selling or buying a property."

- **Rae**

## **Kohimarama**

Keith,

We really appreciate your help in the purchase of our new home, and thanks for the follow up visit.

We would strongly recommend you to friends and here's something you may like to post on website:

A huge thank you to Keith Redit for his help in the purchase of our new home. Keith has clearly outlined the process and kept us well informed at all stages. We appreciated the extra lengths he went to, to make the whole process as stress free as possible.

Keith Redit is professional, knowledgeable, and reliable, and at all times acted with honesty and integrity. Keith has been a real pleasure to deal with. He is very well organized, worked hard and made the whole process easy for us. We highly recommend Keith Redit and would definitely use his services again."

- **Jingjing & mother**

## **Ellerslie**

"I met Keith through a friend and later found out he was a real estate agent. I was thinking of selling my unit, asked if he could come and give me a few pointers. He was around the next day and we talked about what was required to give the unit the best impression. After carrying out his suggestion, Keith came with the necessary papers, and had the unit listed the next day. In 24 hours he presented a very attractive offer which I accepted – how's that for great work! Keith was very informative and obliging and I was very impressed with his integrity. I wouldn't hesitate to call him again if the need arose."

- **Marlene Ellwood**

## **Ellerslie**

"When we recently decided to market our Ellerslie property, we were recommended to make our enquiries to KEITH REDIT. After our initial discussion Keith produced a suggested marketing plan, fully itemised and costed for our consideration. We very satisfied with this and also the very professional manner with which it was presented. A most satisfactory conclusion was quickly reached with the final sale being right in the price range that Keith had predicted. We have no hesitation in recommending KEITH REDIT to any persons requiring advice and guidance in the real estate market place."

- **Charles & Yvonne Beresford.**

## **Glendowie**

"Keith worked with me on the purchase of a house in Glendowie. Keith was always prompt, courteous and followed up all dealings and requests efficiently – I would happily recommend Keith and it would be a pleasure to work with him in future."

- **John**



Like me, I know many Eastern Bays residents will have visited Michael and the hardworking team at [Life Pharmacy St Heliers](#) over the last few months.

As we approach the move to L1, feels like a good time to say thanks for supporting the community over this time. Now it's our turn to support you!

*Keith is very experienced and efficient, and he is always ready to offer professional advice.” -Rae*



**RESULTS  
MATTER IN  
THIS MARKET**



**Keith Redit 022 043 3150**

BAYLEYS REAL ESTATE LTD, ST HELIERS, LICENSED UNDER THE REA ACT 2008



KEITH  
REDIT



**ALTOGETHER BETTER**







Coffee and a scone from the good team [La Vista](#) to mark the first day of level 2 ☕  
As a long-time patron of this St Heliers favourite, it's never been more important to [#supportlocal!](#) — at [La Vista](#).

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*Keith is very experienced and efficient, and he is always ready to offer professional advice.” -Rae*

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**Keith Redit** 022 043 3150  KEITH REDIT

BAYLEYS REAL ESTATE LTD, ST HELIERS, LICENSED UNDER THE REA ACT 2008

**BAYLEYS**

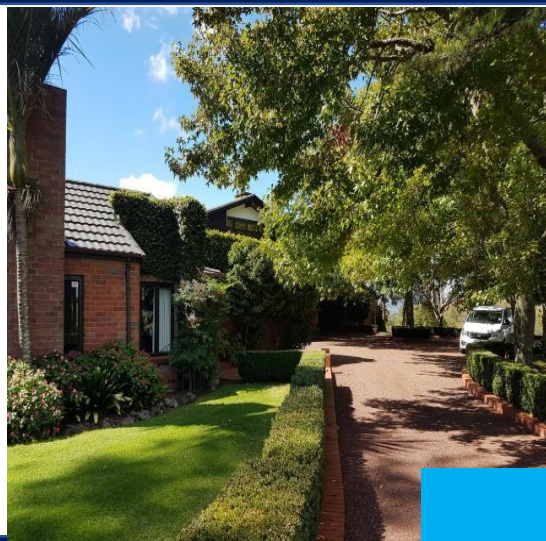
ALTOGETHER BETTER

**BAYLEYS**



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seasons



We deliver the wow factor

## Our services

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- Window cleaning
- House washing
- Concrete and paving
- Cedar and timber restoration



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