

TOP 10

SALES PEOPLE

JAN '25



BAYLEYS

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Glenorchy

Hi everyone,

Hope this finds you all well. With the shortest day well behind us, we should be well through Winter, it's just teasing us!!

Local agents report that the market held up well during the early winter months despite challenges in some sectors. Stock levels were high earlier in the year but dropped as sales outpaced new listings, a typical occurrence for winter.

Properties with a point of difference continue to attract higher interest. Owner-occupiers and first home buyers remain the most active buyer groups, with increased investor activity reported.

Auction room clearance rates and attendance levels proved challenging, but good results were still achieved by working closely with the vendor and buyer.

While some vendors are waiting for Spring, shrewd vendors are listing now, believing that lower interest rates and increased sales will enable them to secure a higher price. The perception that interest rates seemed close to their lowest point is expected to boost buyer activity later in the year

To the right, you will see a snapshot of what's been happening in the wider Wakatipu area.

Below is a great opportunity to secure a section in this super subdivision, the last one available!

Disclaimer: Data sourced from REINZ. Data encompasses Queenstown and Arrowtown Wards.



Own a slice of Kiwi paradise

5 Ox Burn Lane is a standout example of the opportunities available in Glenorchy—an elevated lifestyle block with panoramic views, native planting, and a 700sqm (approx.) building platform with power to the boundary.

We've been actively promoting this unique property through our extensive buyer database, targeted email campaigns, personal follow-up calls, and tailored social media content. It's also been featured in View magazine and showcased on the Bayleys website.

Creative marketing, strategic reach, and local knowledge are all part of the service when you list with me.

I'm constantly on the lookout for interesting articles—here's a particularly good one I came across.

How to go green without going broke

<https://www.bayleys.co.nz/news/how-to-go-green-without-going-broke>

Bayleys is running a national promotion until the 31st July, offering vendors with a passion for the Wahs a chance to win one of five home ground experiences to kick off the 2026 Warriors season at Mt Smart.

<https://www.bayleys.co.nz/ouryear>

To wrap up: The Reserve Bank of New Zealand has kept the Official Cash Rate steady at 3.25% since July. While mortgage rates have eased slightly from recent highs, banks remain cautious, so finance is available, but not always straightforward, particularly for buyers with smaller deposits.

Curious about the latest property trends or considering a free, no-obligation appraisal of your home? Simply email me or scan the QR code by August 31st, and you'll also go into the draw to win a delicious meal for two at The Headwaters Eco Lodge in Glenorchy.

As always, I'm here to offer honest and practical advice on all things real estate—don't hesitate to get in touch!

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