

# TOP 10

## SALES PEOPLE

### JAN '25



BAYLEYS

# LESLEY BARR

*Make Glenorchy Home*

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QUEENSTOWN AND SOUTHERN NZ REALTY LIMITED, BAYLEYS, LICENSED UNDER THE REA ACT 2008

## Glenorchy

Hi everyone,

First home buyers were the most active buyer group, surpassing investors in activity and enquiries.

Most vendors' asking prices aligned well with current market conditions, though a few tended to price slightly above market value – reflecting in the increase on Median days to sell.

Open homes attracted strong attendance, particularly within the first seven to ten days of listing. Good results were achieved both in the auction room and post-auction.

Market sentiment remains steady with local salespeople anticipating an increase in listing numbers as we move into spring. To the right you will see a snapshot of what's been happening in the wider Wakatipu area.

It is great to see lots of building activity in the village.

*Disclaimer: Data sourced from REINZ. Data encompasses Queenstown and Arrowtown Awards.*



### Own a slice of Kiwi paradise

I AM SUPER EXCITED TO BE WORKING ON BRINGING A GREAT NEW LISTING TO THE MARKET – IT TRULY IS A “BUILD YOUR HOME WITH DREAM VIEWS “ OPPORTUNITY

WATCH THIS SPACE!

After five years in the making, Glenorchy's new 48-metre Buckler Burn Hugo Bridge is officially open! The suspension bridge now links the township with the Whakaari Conservation Area, giving locals and visitors a much safer way across the Buckler Burn. The project was made possible thanks to a \$175,000 grant from the Hugo Charitable Trust – established in memory of philanthropist Hugh Green – along with generous support from NZ Lotteries, Central Lakes Trust, Community Trust South, Alexander McMillan Trust, Glenorchy Community Trust, QLDC and many local donors. A heartfelt thank you to Kath, Steve and everyone involved for the time, energy and passion that brought this bridge to life. It's a fantastic achievement for our wee community!

What an amazing night was had at the Annual Ball – huge hat off to all the parents and volunteers who helped make it a banger.

**To wrap up:** The Reserve Bank of New Zealand (RBNZ) cut the Official Cash Rate (OCR) to 3.00% on 20 August 2025, down from 3.25%. This recent drop in the OCR means it's now cheaper for banks to borrow money, which usually leads to lower interest rates on mortgages and loans, already some banks have reduced their fixed rate to 4.75%. For everyday people, this makes borrowing more affordable and can put extra money in homeowners' pockets if their repayments go down. On the flip side, savers may earn less interest on money in the bank. Overall, the aim is to boost spending and investment by making money cheaper to access. **SO, Great time to buy – taking advantage of the “cheaper money”, also no better time to sell and perhaps upgrade, benefiting from that lower interest rate.**

Thinking about selling or simply curious about your property's value? Contact me or scan the QR code by September 31st to book a free, 100% no strings attached appraisal, and you'll be entered to win a meal for two at KAMANA LAKEHOUSE Restaurant. For any real estate questions, I'm here to help, let's chat!

Lesley Barr

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# 68

number of sales  
in July 2025\*

# 111

number of sales  
in July 2024\*



# \$1,517,500

Median  
sale price for  
July 2025\*

# \$1,450,000

Median  
sale price for  
July 2024\*



# 51

median days on  
the market for  
July 2025\*

# 38

median days on  
the market for  
July 2024\*

\*Source REINZ