

Weekly Auction Update

This Week's Facts at a Glance

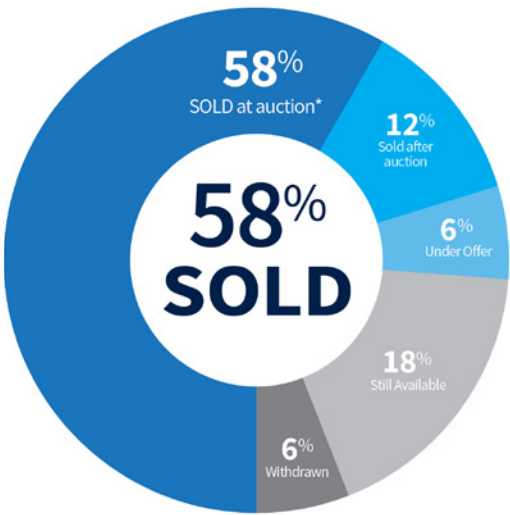
15 auctions total
8 sold under the hammer
23 active bidders
130 unconditional bids
\$40k lowest sale price
\$915k highest sale price

June's Auction Statistics

84 auctions total
49 sold at auction*
10 sold after the auction
5 currently under offer
15 still available
5 withdrawn

*Sold at auction includes sold before auction day, on auction day or within one day of auction.

Results as at 19 July 2017



Auction Results from 21 July – 27 July 2017



16 Bidwell Street, HILLMORTON
\$75,500



26 Bidwell Street, HILLMORTON
\$40,000



43 Augusta Street, REDCLIFFS
\$507,000



74 Cobham Street, SPREYDON
\$448,000



26 Celia Street, REDCLIFFS



14 Rosedale Place, AVONHEAD
\$500,000



11 Sterling Drive, PREBBLETON
\$915,000



4 Peninsula View, SCARBOROUGH
\$750,000



52 Dunster Street, BURNSIDE



1/484 Ilam Road, ILAM



4 Chokebore Place, UPPER RICCARTON



5/17 Percy Street, PHILLIPSTOWN



15 Thoresby Mews, AVONHEAD



24 Farquhars Road, REDWOOD



183 Beach Road, NORTH NEW BRIGHTON
\$200,000

Auction Tip of the Week

As the market settles into a "new norm" we must regularly have difficult conversations with our owners. Telling them what they *need* to hear, rather than what they *want* to hear. We'd all like to have never ending good news stories to tell, but in this market, we need to convey the reality. Establishing with sellers that the prime objective is to deliver a SOLD sign, with price secondary, goes a long way to creating success for ALL parties.