



Talking Real Estate with Steve Slicker

Hi folks,

First things first, I would like to offer an apology for the confusing information that was my last column, I went off topic talking about wills and made a number of mistakes. The great joy of the internet is that information can be found quite quickly, as indeed was the information I made use of. What I should have done but didn't was to ensure that the information was NZ based and not Australian. A huge Homer Simpson inspired "Doh!" was uttered when it was pointed out to me. I would like to thank the lawyers who pointed out my mistake for only making me feel slightly dopy and not a complete idiot.

I can assure regular readers that the real estate information and statistics I provide are most definitely NZ based and more importantly specific to Upper Hutt. More of which I will be discussing in my next column

Moving on swiftly, I have had a successful winter in selling homes and have been dealing with a number of first time buyers, not surprisingly the same topic has come up a number of times in recently with different people about how they feel when they find a property they like, they go through the process and make an offer and get it accepted all in a short time frame. They think all their Christmases have come at once. But after the initial joy, some buyers spend sleepless nights wondering if they have made the right choice. After all, it was a bit too easy wasn't it? Maybe they have paid too much? Surely they must have missed something. Something must be wrong with the property.

Buyers' remorse is not uncommon, and is based on self-doubt stemming from the stress involved in spending so much money on a transaction home owners undertake (usually) only a few times in a lifetime. Buyers should always put in place the necessary checks (building reports, searching council records etc) but those who get their longed-for property purchase wrapped up quickly should think themselves lucky that they struck a motivated and realistic vendor when so many have an inflated sense of what their property is worth.

If you are thinking of selling or moving, please contact me on the numbers below or via my website www.steveslicker.com .

Kind regards,

Steve Slicker

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