

# Auckland real estate agents in the money as sales soar

Published: 6:22AM Saturday May 02, 2015 Source: ONE News



Housing, Auckland. - Source: ONE News

Auckland real estate agents have been selling record numbers of houses, with some now making millions.

Property agents working in Auckland sold more than 8,800 homes in March, the largest number of monthly sales since 2007.

Ray White's number one realtor Heather Walton has already sold 18 houses this year, meeting her annual target in just three months.

"It is a good time to be a real estate agent, the good real estate agents survive any market so yeah we're busy," she says.

The medium house price in Auckland continues to rise and average first home buyers have to come up with more than \$140,000 for a deposit.

But commentator Olly Newland says while some Auckland agents are having a very good time it should be noted that of the 10,000 agents working in the country the average income is \$40,000.

Most agents collect 4% commission for the first half a million and 2% on the balance. On a \$1.5 million sale that's about \$40,000.

## Advertisement

However Ms Walton says there's a lot of incorrect data about what it costs to run a business and by the time the agent gets the fee "it's probably about half".

Mr Newland advises people selling their properties to negotiate the fee before they list and get two or three agents to quote.

"In Auckland especially a listing is hard to get and a listing is effectively an immediate fee," he says.

Meanwhile realestate.co.nz says the New Zealand property market in April continued the trend of the last four months with yet another increase in average asking price, creating a new record of \$521,729, an increase of 1.4% on the previous month.

In Auckland the average asking price rose by 3% to a new high of \$789,581 and the region continues to be the main driver in the overall national increase.

And the number of new listings was the lowest recorded for April by realestate.co.nz, with only 9,673 coming on to the market, a fall of 5.6% on the same time last year, and a decrease of 18% from March.