

This is Property Brokers' Country!

LIFESTYLE NEWS

August Newsletter 2016

Welcome to our Winter 2016 Newsletter.

Yet another record quarter for lifestyle sales for the Autumn period of 2016. Listings are now very much in short supply as we head towards Spring and prospective buyers have even less available property to choose from. Multiple offers are now quite commonplace for lifestyle sales with most owners looking out for what they can purchase themselves. It is now very much a sellers market and with the Government now looking to try and restrict inflation further with more LVR restrictions, we will see how long this continues.



Figures from REINZ statistics for the Hawke's Bay District for Lifestyle and Horticulture properties sold through Real Estate firms for the months of April, May and June 2016:

Total number sold.....	95
Total accumulated value.....	\$65,521,338
Average sale price achieved.....	\$689,698
Average of monthly median time on market ...	63 days

The average of the median days to sell has reduced again this quarter which is an indication of the older stock being cleared out last quarter and the more recently listed properties now selling giving a more accurate reflection of actual time to sell.

Out of town buyers are still very prevalent in our market place with a number of sales being made to buyers from outside the region and many from Auckland.

Property Brokers will be attending the Auckland Home Show again this year so if you are thinking of selling soon, do take advantage of this marketing initiative.

We are now only a month away from the Spring market which is historically a good time to sell lifestyle property in Hawke's Bay. There are usually a number of buyers still looking for their perfect spot plus new buyers to the market. I see this year being particularly busy and excellent sale prices will be achieved for those who look to sell early, as buyer competition will be high.

If you are considering selling your lifestyle property and would like an up to date assessment of value and best method of sale specific to your property then please give me a call; and if you know of anyone looking to sell, please mention my name.

Kind Regards,




SHAUN TONG
Lifestyle Specialist
Hawke's Bay
Office: 06 872 7037
Mobile: 0274 439 041
Email: shaunt@propertybrokers.co.nz

Website: www.shauntong.com

"Nobody made a greater mistake than he who did nothing because he could only do a little." — **Edmund Burke**