

## LIFESTYLE NEWS

### February Newsletter, 2013

Welcome to our Summer Newsletter and the first for 2013. As we drive around Hawke's Bay it is certainly looking dry in the pastoral scene but the grapes and other horticulture crops are set for a good harvest overall.

The lifestyle market has been quiet over the holiday period which is pretty normal. A number of buyers are however, still in the market place looking for that perfect property to suit their requirements, and with perhaps fewer properties coming on the market, now is a good time to consider selling.



Here are the figures from REINZ statistics for the Hawke's Bay District for Lifestyle and Horticulture properties sold through Real Estate firms for the months of October, November and December 2012:

Total number sold .....	53
Total accumulated value .....	\$29,801,000
Average sale price achieved.....	\$562,283
Average of monthly median time on market	102 days

Comparing the total number of lifestyle and horticulture properties that sold in 2012 which was 208 with previous years it appears the market is still ticking along quite well.

- 2012 - 208 sales
- 2011 - 206 sales
- 2010 - 174 sales
- 2009 - 188 sales
- 2008 - 173 sales

Average sale prices achieved:

- 2012 - \$550,072
- 2011 - \$612,977
- 2010 - \$608,636
- 2009 - \$633,165
- 2008 - \$677,632

The average price for 2012 has dropped at least 10% on previous years basically due to a slow down in the higher value property sales. As the market picks up throughout the country, which indicators show is now happening, it is only a matter of time before this reverses and more high end purchasers are looking again.



If you know anyone looking to sell or needing advice on buying or selling of lifestyle property in Hawke's Bay please tell them to call me.

Kind Regards,




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**Being defeated is often only a temporary condition.  
Giving up is what makes it permanent.**  
- Marilyn vos Savant