

LIFESTYLE NEWS

February Newsletter, 2014

Welcome to our Summer Newsletter for 2014. The holiday period has again proven to be consistent with past years with a few new enquiries coming from some out of town people plus dealing with existing business generated late last year. Buyers are returning to the market looking for their next lifestyle now the holidays are over and kids are returning to school.



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 2013:

Total number sold	52
Total accumulated value	\$30,676,500
Average sale price achieved.....	\$568,083
Average of monthly median time on market	93 days

The lifestyle market has certainly stayed pretty consistent over the last three years and the average price looks stable now also. Comparing the last five years below:

2013 - 214 sales - Average sale price	\$559,154
2012 - 208 sales - Average sale price	\$550,072
2011 - 206 sales - Average sale price	\$612,977
2010 - 174 sales - Average sale price	\$608,636
2009 - 188 sales - Average sale price	\$633,165

The median time to sell has reduced compared to the last few years which is a good indication that the market is on the improve.

2013 average =	95 days
2012 average =	119 days
2011 average =	115 days
2010 average =	111 days

From my own observations the lifestyle market looks to be improving slowly in line with the residential market and we are seeing more and more enquiry from Auckland, Wellington and Christchurch as people look to move from these larger centres and take advantage of the higher prices that are being achieved in these areas currently. Bare land sales also look to be on the up as some buyers are now considering building as their preferred option.



I have been selling lifestyle property for 18 years now. Any leads and referrals are much appreciated.

Kind Regards,




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***Some people succeed because they are destined to,
but most succeed because they are determined to.***
— Graeme Clegg