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## LIFESTYLE NEWS

February Newsletter, 2016

Welcome to our Summer newsletter for 2016. We have certainly had a busy period pre-Christmas with many offers and sales recorded in the lifestyle sector of the market. The residential trend has flowed through into lifestyle as you will see from the figures below.

My new revised website is up and running and is very easy to navigate and search for lifestyle property. Look out for the sales statistics which we load each month if you want to keep a close eye on the market.



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 2015:

Total number sold .....	108
Total accumulated value .....	\$78,117,670
Average sale price achieved.....	\$723,312
Average of monthly median time on market	60 days

The last three months of 2015 have been quite outstanding with a record number of sales, and an average price well up on the previous months. The average of the median time to sell has also dropped significantly to 60 days, which I have never seen in lifestyle before.

The average of the median days to sell for the year is 101 days, but this last quarter has been very obvious with the shorter selling times.

300 lifestyle and horticulture sales transacted in the Hawke's Bay district through real estate firms in 2015. The last time I observed these sort of numbers was in 2002 and 2003.

The last five years' figures:

2015 – 300 sales – Average sale price	\$643,369
2014 – 245 sales – Average sale price	\$646,643
2013 – 214 sales – Average sale price	\$559,154
2012 – 208 sales – Average sale price	\$550,072
2011 – 206 sales – Average sale price	\$612,977

The number of lifestyle and horticulture properties now available for sale has reduced markedly with such an increase in sales activity. The average sales price looks set to rise as buyers are having to compete for less and less available property.



If you are considering selling your lifestyle property, then now is certainly a very good time to do so. For an up to date appraisal, please give me a call anytime; and if you know of anyone thinking of selling, please mention my name.

I have been selling lifestyle properties for 20 years.

Kind Regards,




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You have no security unless you can live bravely, excitingly, imaginatively.  
Unless you can choose a challenge instead of competence. - **Eleanor Roosevelt**