



RURAL & LIFESTYLE SPECIALIST

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LIFESTYLE NEWS

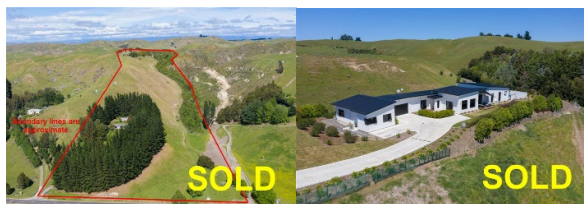
Summer Edition | February 2019

Welcome to our Summer Newsletter



The last three years tell the story:

2016 – 360 sales – Average sale price	\$700,692
2017 – 300 sales – Average sale price	\$863,851
2018 – 284 sales – Average sale price	\$981,098



Welcome to our first Lifestyle Newsletter for 2019.

The lifestyle market has been rocketing along in Hawke's Bay with significant price rises as you will see below. The old adage supply and demand has certainly played its card this last twelve months with many buyers having to compete, and multiple offers being very much the norm.

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 2018

Total number sold	83
Total accumulated value	\$89,927,233
Average sale price achieved	\$1,083,460
Average of monthly median time on market	83 days

The average price is again over the \$1,000,000 mark and the value of sales transacted well up on the previous quarter again.

The number of properties transacted for the calendar year is down slightly on last year, which, from my perspective is really only due to lack of supply. Bare land sections particularly are a rare commodity currently.

2018 versus 2016 equates to an average price rise of \$280,000 which is a 40% increase in values.

We are hearing news of the Auckland market slowing and values in decline so if this continues, then it will inevitably flow through to the provinces based on previous trends.

If you are looking at selling, then now is certainly a very good time to do so. We still have many buyers on our books looking, so please give me a call.

Kind regards,

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