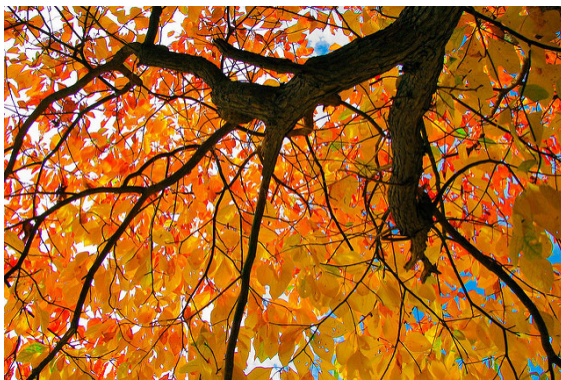


LIFESTYLE NEWS

May Newsletter 2016

Welcome to our Autumn 2016 Newsletter. The lifestyle market has been racing along recently with another record quarter recorded for sales again as you will see below. The issue now is lack of available listings to show and sell buyers as the market continues to improve and stock numbers continue to decline both in lifestyle and residential. More and more properties are being tendered due to the number of buyers looking to purchase and vendors look to maximize value.



As we head into winter now is still a good time to sell as the number of buyers generally are exceeding listings supply. The tables have turned and we are now back to a sellers market in Hawke's Bay.

If you are thinking of selling or know of someone else looking to sell, then please give me a call.

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

Total number sold.....	96
Total accumulated value.....	\$62,404,800
Average sale price achieved.....	\$650,050
Average of monthly median time on market ...	146 days

The average of the median days to sell has jumped up again this quarter compared to last quarter due to a large number of older stock now selling as buyers have less to choose from. The average sales price has also dropped slightly due to a larger number of bare land sales transacting. Available lifestyle sections are also at an all time low – especially within 20 minutes' drive of Hastings or Napier.

Kind Regards,




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"Things turn out best for the people who make the best out of the way things turn out." — **Art Linkletter**