

# LIFESTYLE NEWS

## May Newsletter 2018

Welcome to our Autumn Newsletter. The lifestyle market is still moving along at a fairly rapid pace consistent with last year. Listing volumes are still down as buyers compete for new properties that become available. Having said that, signs are evident in other regions – especially Auckland that a slow down may be heading our way as the Government's lending, immigration and taxation policies start to impact.



If you are considering selling before the market changes, then please give me a call. I have a fantastic support team and deliver exceptional results and service to my vendors. I sell over 50 lifestyle and rural properties annually, so rest assured we have the experience and track record that achieves excellent results.

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 2018:

Total number sold.....	58
Total accumulated value.....	\$49,373,505
Average sale price achieved.....	\$851,267
Average of monthly median time on market ...	69 days

The average price is pretty much unchanged from last year's average and the median time to sell only a very slight increase. The volume of sales transacted this last quarter is well down on the same quarter last year (76 sales) and I would say only due to a shortage of listings rather than a slow down yet.

Kind Regards,




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"A river cuts through rock not because of its power, but because of its persistence" — **Jim Watkins**