

## LIFESTYLE NEWS

### November Newsletter, 2016

Welcome to our Spring 2016 Lifestyle Newsletter.

The lifestyle market is still very busy with a limited number of new property coming to the market as owners now have to consider where they can move to when residential stocks are also low. We are still experiencing many sales with multiple offers; and tenders are still very much in favour as the best method of sale to achieve optimum value for vendors.



If you would like an up to date appraisal of your property please make contact. If you do decide to sell, then now is certainly a very good time to do so.

We have a large number of buyers waiting for that perfect spot, so selling now presents a good opportunity to achieve a great price.



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 July, August and September 2016:

|   |              |
|---|--------------|
| Total number sold .....                                   | 82           |
| Total accumulated value .....                             | \$59,555,206 |
| Average sale price achieved.....                          | \$726,283    |
| Average of monthly median time on market (lifestyle only) | 91 days      |

The average sale price has shot up into the \$700,000's which is no surprise considering the lift in the market over the last six months. The average time to sell has increased slightly for lifestyle sales, but in my opinion is only due to older stock still being cleared, especially bare land blocks which are now in hot demand as the number of available lifestyle sections is at an all-time low.



For buying and selling of lifestyle properties in Hawke's Bay, please give me a call anytime. I appreciate all referrals and leads.

Kind Regards,




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I long to accomplish a great and noble task; but my chief duty is to accomplish small tasks as if they were great and noble. **Helen Keller**