



RURAL & LIFESTYLE SPECIALIST

Shaun Tong
HAWKE'S BAY

shauntong.com

LIFESTYLE NEWS

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Welcome to our Autumn Newsletter



UNLOCKED

Well these past few weeks has certainly been a once in a lifetime experience with Covid 19 affecting everyone one way or another! As I write this latest Newsletter we are sitting on the cusp of possibly changing to Level 2 which gives us in the real estate world more freedom to carry out our services to ensure people can safely buy and sell property in our regions.

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 January, February and March 2020

Total number sold	53
Total accumulated value	\$55,669,000
Average sale price achieved	\$1,050,358
Average of monthly median time on market	62 days

The figures from the last quarter give no clue as to what will occur next as the lock down came into effect at the end of March. The average price and volume of sales are almost the same as those recorded in the last Autumn newsletter and the median days to sell is consistent with most of 2019's average time.



Only time will tell what effect a potential depression will have on our markets. Buyer enquiry over the lock down has been quite high considering, and as we transversed through the lock down levels, there is certainly evidence that buyers are still keen to do business.

With lots of commentary and economists' predictions that the market will drop, if you are considering selling, especially to downsize, then now is probably the best time to get underway.

We still have many unsatisfied buyers, many of whom have been literally locked up for many weeks unable to look at or purchase their next lifestyle.

If you need any help, advice or assistance please call me anytime.

Kind regards,

SHAUN TONG
Rural & Lifestyle Specialist
Hawke's Bay
Mobile: 0274 439 041
Email: shaunt@propertybrokers.co.nz
Website: www.shauntong.com