



RURAL & LIFESTYLE SPECIALIST

# Avram Deitch

HAWKE'S BAY

[hawkesbaylifestyle.com](http://hawkesbaylifestyle.com)

## LIFESTYLE NEWS

Summer Edition | January 2022

### Happy New Year!

I hope this newsletter finds you well and having had a bit of time off with family and friends over the recent break! January makes a full year since taking over Shaun Tong's business and we've had some great success across the region throughout that time and we continue to be excited about where the Lifestyle market is going. We're looking forward to this new year and wanted to outline some key highlights from the past year below:

#### Market Snapshot

*\*REINZ Sales Statistics 2021 In Review:*

*Lifestyle & Horticulture*

- Total Sales: 291
- Total Accumulated Value: \$697,546,918
- Median Sale Price: \$1,325,000
- Average monthly median time on market: 32 days

#### Top 5 Market Insights

- ✓ Values continue to rise due to continued buyer competition despite recent lockdowns and restrictions on movement.
- ✓ Lack of supply is key driver to price rises, (34 Active listings currently).
- ✓ Upcoming changes to LVR's and recent changes to investor activity could cause a slowdown in buyer activity with the residential market showing some signs of slowing.
- ✓ Longer settlements are becoming more common as buyers are willing to wait for the property if they are able to secure it now.
- ✓ Cash is still King. Being on the market or sold is still the best way to compete for what you are looking to buy.

#### Personal Accolades

Top 10 Sales Consultant Nationally – YTD 2021  
Top 5 Sales Consultant Hawke's Bay – YTD 2021  
Top 4 Marketer Nationally – June 2021  
Most Valuable Lifestyle Sale – 2020/21  
Personal Best Year – 2020/21

#### What our vendors think

*"Without a doubt the most professional sales service we have had. Very personable, gregarious, interested and informed." Jason & Emma, Maraekakaho*

*"Avram was genuine, obliging and very easy to talk to. We enjoyed the process with him and would recommend him anytime." Tim & Glenda, Longlands*

*"We found Avram and his team to be very pleasant people to deal with, with their easy going but professional approach. We felt they understood our needs, especially in regard to giving us time to prepare our property as we wished." Ian & Wendy, Puketapu*

#### In conclusion

It is still a great time to consider selling. With our unique focus on Lifestyle & Rural you get a team that is backed by years of experience and knowledge in the Lifestyle/Rural environment and dedicated to getting you the absolute best from the market.

Give us a call if you are thinking of selling, know someone who is, or just want an up to date property appraisal, we are happy to help!

Thank you for the time in reading this and I look forward to being in touch at your convenience.

Kind regards,

AVRAM DEITCH

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