



RURAL & LIFESTYLE SPECIALIST  
**Avram Deitch**  
HAWKE'S BAY

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

## LIFESTYLE NEWS

Autumn Edition | May 2022

Amazing how much can change in a few short months! We hope the first few months of the year have been good for everyone and you are all happy and healthy as we head into the colder months. This newsletter I will focus on the key changes to the market and what we might expect to see going forward.

### Market Snapshot

\*REINZ Sales Statistics December - March: Lifestyle & Horticulture

- Total Sales: 74
- Total Accumulated Value: \$121,842,545
- Median Sale Price: \$1,525,000
- Average days to sell: 60 days

### Top 5 Market Insights

- ✓ The market has shifted quickly due to bank pressure and interest rate hikes.
- ✓ Values are still good for the Lifestyle/Rural market.
- ✓ Conditional offers are more frequent but cash buyers are still out there.
- ✓ Time frames for selling are slightly longer than last year.
- ✓ The Lifestyle/Rural Market is still buoyant, and transactions are still happening.

### Is it the right time to sell?

Circumstances can vary as to why you might be considering selling. While this market is not seeing the activity we saw last year, things are still selling well. There are a number of methods and strategies we can employ to ensure you get the best from today's market. Depending on what your goals are, we will likely have a strategy that will fit and it's important we have an open conversation about what those are so we can build the best plan around them.

### In conclusion

In the last 12 months I have been able to achieve \$50 Million in sales and, while the market is changing, we are still achieving great results due to our knowledge and expertise, coupled with strong negotiation skills. There are always people looking to buy and many reasons why you might be considering selling. I'm here to help navigate the waters and ensure you get the best result for the sale of your property.

Kind regards,

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P.S. Hopefully this correspondence is not considered a nuisance to you but if it is please accept my apology and let me know so that I can remove your details from any further mailouts. **Disclaimer:** The figures correlated above have been calculated from REINZ statistics. Their accuracy cannot be guaranteed for any error, omission or misdescription.



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