



*This is Property Brokers' Country!*

## LIFESTYLE NEWS February Newsletter, 2009

Welcome to our Summer Lifestyle Newsletter. For those who I have not caught up with personally, I wish you all a Happy New Year and a prosperous and healthy 2009.

Once again Property Brokers is involved in raising funds for the Hawke's Bay Cancer Society with a Charity Auction held in January and the Relay for Life on the weekend March 7<sup>th</sup> and 8<sup>th</sup> at the Tareha Reserve in Guppy Road, Taradale. If you would like to be part of the Relay for Life or make a donation please give me a call.

The last few months have been interesting to say the least in Real Estate and no doubt a number of industries and businesses are also feeling the effects of the economic downturn. Remaining positive and optimistic and not buying into the negativity is crucial to our success in Real Estate.

As we turn the page into February the results are starting to show as the number of sales made are on the increase and our market share in Hawke's Bay is rising. The rural and lifestyle team is a fantastic group of focused people with many years of experience between them who really do care about our clients and doing a great job.



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 October, November and December 2008:

Total number sold.....	37
Total accumulated value.....	\$25,994,689
Average sale price achieved.....	\$702,559
Average of monthly median time on market.....	149 days

The volume of sales for Lifestyle and Horticulture properties would be at its lowest level for many years. October statistics was the most noticeable with only eight recorded.

The average medium time to sell has increased again to 149 days from the last three quarters calculated in 2008.

131 days, 106 days and 132 days respectively.

The average price has risen again this quarter due to a few very high value horticulture and lifestyle sales in the mix. The average for the twelve months of 2008 was \$677,632 with 173 sales made.

Prices and promotion are the most important components to consider in the current market as the buyers out there are generally looking for a good deal and are attracted to well priced and visible properties.



If you know of anyone wanting honest and clear advice for buying or selling of Lifestyle property in Hawke's Bay please tell them to call me.

Kind Regards,



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*"What lies behind us and what lies before us are tiny matters compared to what lies within us."  
Oliver Wendell Holmes*