

# LIFESTYLE NEWS

February Newsletter 2011

Welcome to our first Newsletter for 2011. I trust you have enjoyed a sunny and relaxing Christmas break. For those I have not caught up with personally, I wish you all a Happy New Year and a prosperous and healthy 2011.

The Relay for Life is fast approaching and once again Property Brokers is right in the thick of fundraising with a massive Charity Auction being held in Hastings in early February. The Relay for Life will be held at Farndon Park, Clive on 26<sup>th</sup> and 27<sup>th</sup> February. If you would like to be a part of this special weekend and to be involved, please give us a call.



I would also like to introduce my new Personal Assistant Lynda Jane. Lynda spent 8 years as Property Brokers Rural Secretary from 1999 to 2007 so is familiar with the Real Estate Industry and in particular the Specialist Lifestyle Market in Hawke's Bay. Lynda will be assisting with the marketing of properties, liaising with vendors, helping buyers, the management of the lifestyle team and some of the day to day administration. Lynda's efficiency and attention to detail will greatly assist me in providing the very best service to our vendors and buyers.



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"Courage is resistance to fear,  
 mastery of fear - not absence of fear."  
**Mark Twain**

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 2010:

Total number sold..... 45  
 Total accumulated value.....\$30,399,127  
 Average sale price achieved.....\$675,536  
 Average of monthly median time on market .....170 days

The total number sold for January through December for 2010 by my calculations is 174 properties which equates to 14.5 properties per month which is slightly down on 2009 (189 sales) and almost identical to 2008 (173 sales). For those who can remember back to 2007 sales and prior, volumes were closer to 250 properties per annum.

The average price has jumped up this quarter by \$100,000 which shows the top end sales have started moving again, however the average of the median days on the market has lifted significantly over the last six months which indicates some of the older stock has finally shifted as owners meet the market.



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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