



This is Property Brokers' Country!

LIFESTYLE NEWS

May Newsletter, 2010

Welcome to our Autumn Lifestyle Newsletter.

My website www.shauntong.com is proving a popular choice for a number of buyers who really appreciate the opportunity to login and view all our local lifestyle listings with easy access to maps, titles and each property's address and information memorandum. The number of direct enquiries I receive is certainly on the increase which is great.



The Small Block Field Day was resurrected this year with the organisation being achieved through the A & P Society, the Regional Council still played a big part and Property Brokers was once again one of the main sponsors. The day was a great success with beautiful weather and more people than ever attending. A conscious effort was made to provide more activities for children including a bouncy castle and mechanical bull. We saw lots of past clients and talked to many people interested in lifestyle living.

The Lifestyle market is still ticking along with well priced property still receiving the most attention and in a number of cases more than one offer being presented.

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 2010:

Total number sold.....	53
Total accumulated value.....	\$33,526,194
Average sale price achieved.....	\$632,569
Average of monthly median time on market.....	69 days

The average price is slightly better than the last three quarters calculated but my main observation is that there have been a number of higher value sales over \$1 million, and a lot of lower value under \$500,000. The properties listed for sale between \$550,000 and \$950,000 have been a bit sticky the last few months with plenty of stock for a limited number of buyers to choose from.

Being correctly priced is definitely the key to a successful result in a reasonable timeframe on the current market.



When looking for assistance and the right advice regarding selling a lifestyle property, please give me a call.

Kind Regards,



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"Think big thoughts, but relish small pleasures." H. Jackson Brown, Jr.