



*This is Property Brokers' Country!*

# LIFESTYLE NEWS

November 2007

Welcome to our Spring Newsletter. Isn't it amazing how the year has flown by and Christmas is just around the corner.

The Rural/Lifestyle team were involved in the A&P Show which was our fourth year supporting this event. Our distinctive blue tent was highly visible from site 500 with many clients and past clients popping in to say hi, which was great. The sun was out and apart from the high winds the event was a great success.

Another event we had a stand at was the Hawke's Bay Home and Garden Show and we will be at the upcoming inaugural Outdoor Expo at Pettigrew Arena on 24<sup>th</sup> and 25<sup>th</sup> November – Hope to see you there.

Property Brokers has recently opened a new office in Clive with a focus on the local area and coastal properties down to Waimarama Beach.



We have listed a good number of exceptional lifestyle properties ranging from the \$100,000s to well over a million dollars over the last few months and now have a very good selection of property for buyers to peruse. Having had a sluggish winter we are now seeing quite a bit of action in the market and there are plenty of new lifestyle buyers making enquires; which is a good indication that demand is still strong. We are currently seeing a number of buyers making purchasing decisions as Christmas and the holiday period approaches.

Here are the figures from REINZ statistics for the Hawkes Bay District for Lifestyle and Horticulture properties sold through Real Estate firms for the months of July, August and September 2007:

Total number sold .....	46
Total accumulated value .....	\$30,293,641
Average sale price achieved.....	\$658,557
Average of monthly median time on market .....	164 days

The most interesting observation is that the number of sales are well down on previous months yet the average price is virtually the same as the last quarter's figures. Average time to sell has also increased but this is mostly due to the few orchard/horticulture sales that have occurred, taking longer; with adjustment for this the average of the monthly median for lifestyle properties only, was 82 days.

I have been selling lifestyle property for over 11 years and still enjoy it immensely as every day is different, with many rewards and challenges.

If you know of anyone thinking of moving and they would like some helpful and straight forward advice, please pass on my name.

Kind Regards,



SHAUN TONG  
Lifestyle Specialist  
Hawke's Bay

Office: 06 877 7161  
Mobile: 0274 439 041  
Email: s-tong@xtra.co.nz

And in the end, it's not the years in your life that count. It's the life in your years.  
Abraham Lincoln