



This is Property Brokers' Country!

LIFESTYLE NEWS

November Newsletter, 2008

Welcome to our Spring 2008 Newsletter. This year has certainly disappeared in a flash and now Christmas is almost here.

Have you seen my new website www.shauntong.com which features all our lifestyle home and bare land properties on offer. All of my vendors properties have 360 degree photographic tours on this site and our registered buyers have access to additional information about each property such as plans, maps and property details. There are helpful hints for buyers and sellers and an introduction to my support team.

The Property Brokers team was involved in the Hawkes Bay A&P Show again this year. A good number of clients and past clients popped into our tent over the three days to say hi. The weather was pretty favourable over the show days, so hopefully the A&P Society did well this year.

By the time you receive this Newsletter the elections are most likely over and our new Government decided for the next term. Currently the Lifestyle Market is a little quieter than normal due to the economic events occurring around the Globe and affecting us here in New Zealand. We are confident that post election and with the easing of interest rates buyers will again start to make purchasing decisions if somewhat at a lower level to the last 12 months.



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 July, August and September 2008:

Total number sold.....	46
Total accumulated value.....	\$27,930,000
Average sale price achieved.....	\$607,174
Average of monthly median time on market.....	132 days

The number sold is very consistent with our calculations of the statistics since January 2008. The average median time to sell increasing by approximately one month to 132 days is a good gauge of the realities of the market at present.

The average price, even now somewhat historical, is down 10% on the previous three month period and down approximately 17% on the average calculated over the six month period October 2008 through to March 2008 which was in retrospect about the peak time. Interesting stuff!



For those selling or thinking of selling, it is especially important to be priced correctly in today's market so those buyers who are looking to purchase will not overlook your property.

If you know of someone needing assistance and the right advice regarding selling their lifestyle property, please let me know.

Kind Regards,



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"Success is the ability to go from one failure to another with no loss of enthusiasm"
Winston Churchill