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## LIFESTYLE NEWS

November Newsletter, 2009

Welcome to our Spring 2009 Newsletter. This year has certainly disappeared in a flash and now Christmas is almost here.

My new website [www.shauntong.com](http://www.shauntong.com) which features all our lifestyle home and bare land properties on offer has now been live for over a year and we have had great feedback. 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.



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 2009:

Total number sold.....	53
Total accumulated value.....	\$30,962,722
Average sale price achieved.....	\$584,202
Average of monthly median time on market.....	143 days

The number sold is exactly the same as the previous 3 months statistics which equates to just under 18 sales per month over the last six months

The average price is also virtually the same as the previous three months sales and is back close to the levels calculated in 2007.

A number of buyers who were previously adopting a wait and see approach have now purchased and as the residential market picks up a number of new buyers are entering the lifestyle market looking to purchase. Some properties are even receiving multiple offers which is very promising and shows there is more confidence in the marketplace.



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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"Things turn out best for those who make the best of the way things turn out."  
*Jack Buck*