

Awarded #1 Lugton's Agent for 2011/12/13/14
Awarded #1 Lugton's Residential Agent for 2015

Opening Doors



Christmas 2015

Where did 2015 go? It has to be one of the busiest years I've seen in Hamilton real estate with good capital growth through the year with sellers being in the box seat. We were probably due for an increase but with lower interest rates, Auckland buyers and more investors to the fore, we saw the perfect storm due to a shortage of listings.

Sales numbers peaked in September with 463 sales but the overall numbers are well up compared to 2014 peaking at 295 sales. The market has balanced out a bit toward the end of the year though we

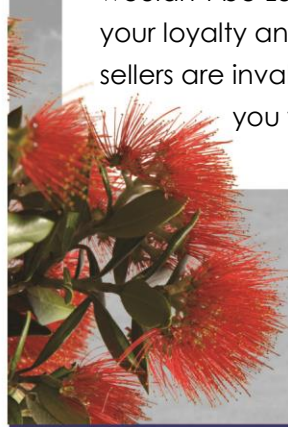
still have a good number of buyers looking for the right property.

The big difference in 2015 is the absence of 'subject to house sale' clauses which is rare these days with most buyers in strong positions as banks are also very competitive. The interest rates have just dropped again which is probably as low as they will get so don't be afraid to start fixing them. My prediction is that 2016 is going to remain busy but not as frantic which might be a good thing to balance the market.



Referrals \$\$\$

Once again we have to thank those of you who have bought and sold with us over 2015. We wouldn't be Lugton's No 1 Team if it wasn't for your loyalty and those referrals for buyers and sellers are invaluable to us. It's great to reward you when we have a successful result.



Calendar 2016

We hope you enjoy your new calendar which has a typical kiwi flavour to brighten up your day. I have seen a few of our calendars in some very creative spaces over the years.



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Valuations 2015

By now you should have received your update from QV for your properties and may have been a bit surprised at the level of increase. The next few months of sales will be interesting as we have already found some are already above the market value whilst others are less than theirs. The larger increases came in the North and South of the city with Glenview, St Andrews and Rototuna all enjoying over a 30% capital value increase since their 2012 valuations.

HAMILTON RESIDENTIAL SALES				
Jul 2015	Aug 2015	Sep 2015	Oct 2015	Oct 2014
NUMBER OF SALES				
398	405	463	375	236
MEDIAN PRICE				
\$389,000	\$415,500	\$425,000	\$435,000	\$356,900

Auctions

I'm sure you would have noted the dramatic increase in the number of people auctioning their properties this year. This has proven to be very successful with a clearance rate at Lugton's Auction rooms close to 80%. Personally I have sold 20 of my last 21 auctions under the hammer with some very happy vendors as a result. Auction properties get great exposure and hopefully maximize the sale price in a short amount of time removing the possibility of underselling your home. The first auction for 2016 is Wednesday 27th January, 12 noon in our offices at 1010 Victoria Street.



Merry Christmas

What a year it's been with Lugton's celebrating 60 years in Hamilton Real Estate. We hope you all have a great *Christmas* and even better *New Year*. Enjoy the break and let us know if we can help with any real estate matters in 2016.

Best Regards,

Terry
Terry Ryan

Bruce
Bruce Fitness

Lugton's
Established 1955 | Licenced Real Estate Agent (REAA 2008)