



**TERRY RYAN**  
REAL ESTATE

Awarded #1 Lugton's Agent for 2011/12/13/14  
Awarded #1 Lugton's Residential Agent 2015/16  
Awarded #2 Lugton's Residential Agent 2017/18/19



## Merry Christmas

Another year has nearly flown by and again its been a busy one for our team. Hamilton is definitely changing and growing fast which in turn has created more demand for houses and rentals alike. Together with the lower number of homes on the market and the lowest ever interest rates, we've seen a lot of competition out there for both low and high end properties. It looks like this will continue into 2020 so if you are contemplating a move or selling an investment property, the time is right.

### METHOD OF SALE

You may have noticed more auction and selling by negotiation which can be frustrating for buyers but helps ensure a vendor doesn't undersell their property. We've had a great run with our auctions and in most cases multiple bidders which has resulted in very happy vendors. If you are contemplating selling, make sure you talk to us first as we have seen some properties which we feel could have reached better results had they tested the market.

### BRUCE FITNESS

After nearly 10 years of team work, Bruce is taking a sabbatical and heading to a more tropical climate to enjoy a change of scenery at the end of this month. Graeme and I are more than capable of looking after any of his clients on his behalf so call us anytime for your real estate queries.

### CHRISTMAS 2019

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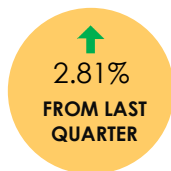
**ALWAYS THE BEST RESULT FOR YOU**

P 07 855 0550 | TerryRyanLugtonsRealEstate | [www.terryryan.co.nz](http://www.terryryan.co.nz)

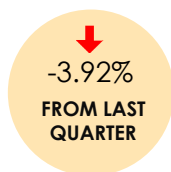
## SALES STATISTICS

The median sale price, which reached a record high of \$597,000 in September dropped back slightly in October to \$585,000. This was due to a high concentration of first home buyer activity in the sub \$500,000 bracket. Prices continue to increase at the lower end of the market contributed to fierce buyer competition.

**Hamilton  
Median House Price**  
Jul-Sep 2019  
\$585,667



**Hamilton Median  
Number of Sales**  
Jul-Sep 2019  
278



## RENTALS & INVESTMENTS

There is still a strong demand for good rentals in Hamilton, though I have noticed buyers are looking for properties which meet the new codes and often take over the existing tenants. If you want to take advantage of the market and cash in your investment, we can give you a no obligation appraisal without bothering the existing tenants.

Follow us on  **@TerryRyanRealEstate**

## MERRY CHRISTMAS

We wish you and your families a safe and happy holidays - Merry Christmas and Happy New Year. Thanks for the continued loyalty and support throughout 2019 which is always appreciated. Enjoy the festive season with family and friends and please let us know if we can be of any assistance in 2020 for your real estate requirements.

Best regards

Terry Ryan

Bruce Fitness

Graeme Rowe

Kimberley Wright



GRAEME

TERRY

BRUCE

KIMBERLEY