



**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

I don't think I need to tell you what a strange year it's been for everyone and that definitely includes the real estate market. Who would of thought after all that's happened that house prices have gone completely the opposite of what the experts predicted. To be fair it surprised everyone but with the government injecting billions, interest rates at an all time low and travel curtailed, I suppose it became the perfect storm. How long it will last is anyone's guess but if you are buying and selling on the same market, it doesn't change your situation too much.

### NEW TEAM

We are thrilled to have Kirn Parmar join us who has a good grounding in real estate - both dealing with vendors and purchasers. We have also had Teri Arden join the team as our buyers specialist to help all those keen buyers with her time and advice on purchasing your home in this busy market.

It is a great help to have the support of my team which has proven to be an all round positive change in todays current busy market. Be sure to contact us for your real estate queries.



Kimberley

Terry

Teri

Kirn

### CHRISTMAS 2020

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**ALWAYS THE BEST RESULT FOR YOU**

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**|** [www.terryryan.co.nz](http://www.terryryan.co.nz)

## SALES STATISTICS

The median sale price reached a high of \$680,000 in September dropped back slightly in October to \$673,000. This was due to a higher buyer activity in the over \$1,500,000 bracket in September along with increased numbers selling in the \$700,000 to \$750,000 price bracket. The huge increase in the number of sales from last quarter can be explained by the mere 38 properties sold during April this year due to Covid 19 lockdown.

**Hamilton  
Median House Price**  
Jul-Sep 2020  
\$655,839

↑  
1.366%  
FROM LAST  
QUARTER

↑  
11.98%  
SAME QUARTER  
LAST YEAR

**Hamilton Median  
Number of Sales**  
Jul-Sep 2020  
365

↑  
125.98%  
FROM LAST  
QUARTER

↑  
31.41%  
SAME QUARTER  
LAST YEAR

## MAXIMISE YOUR \$\$

Please make sure you use our knowledge and expertise to maximise the value of your property when it comes time to sell. Myself and the team have had great results with multi-offer situations and our auction clearance rate is around 90% this year. Thanks to all of you that have given us great feedback on the Lugton's survey which is very much appreciated. If you need a current update on your home or investment values, this can be done at a moments notice through our online facility available to us.

Visit our **website** to view more details on our listings - [www.terryryan.co.nz](http://www.terryryan.co.nz)

## MERRY CHRISTMAS

Merry Christmas from our team to yours. Thank you for the continued loyalty and support throughout 2020 which is always appreciated. Have a magical Christmas and enjoy the festive season with family, friends, food and fun! It's been a roller coaster of a year for all so hopefully the New Year will bring a change of fortune and new opportunities for all. Please let us know if we can be of any assistance in 2021 for your real estate requirements.

Best regards

  
Terry Ryan

  
Kirn Parmar

  
Teri Ardern

  
Kimberley Wright