

## Merry Christmas

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#### CONTACT US

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**↓**  
1.63%  
FROM LAST  
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SAME QUARTER  
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### CHRISTMAS 2023

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#### CONTACT US

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- **Kirn Parmar**  
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### INTEREST RATES

Interest rates have been steadily rising throughout the year with finally some reprieve from the reserve bank. This increase has been largely influenced by the higher inflation rate which has to come down. Hopefully with the transition in government things will settle down in the new year, therefore potentially avoiding further hikes.

Banks are definitely doing more due diligence before approving loans. You need to ensure all prerequisites are met and the higher deposit the better.

### THANK YOU

Again, a big thank you to all our loyal clients who trust us and recommend us through the year which continue to drive our success. With so much experience and enthusiasm in the team we can assure you any referral will be rewarded as they play a pivotal role in our business.

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## SALES STATISTICS



As you can see the last quarter didn't change too much from last year except for the jump in sales which reflects more confidence in the market. First home buyers have come back into the market and we may even see more investors next year with the proposed tax incentives being returned by the new government.

**Hamilton Median  
House Price**  
Jul-Sep 2023  
**\$742,667**

↓  
**1.63%**  
FROM LAST  
QUARTER

↓  
**5.39%**  
SAME QUARTER  
LAST YEAR

**Hamilton Total  
Number of Sales**  
Jul-Sep 2023  
**209**

↓  
**0.47%**  
FROM LAST  
QUARTER  
210

↑  
**9.40%**  
SAME QUARTER  
LAST YEAR  
191



@terryryanrealestate



@TerryRyanLugtonsRealEstate



As the year winds down, I hope you're able to take a well deserved break and spend time with family and friends. Surely we can't get another summer like the last so here's wishing everyone a very merry Christmas and safe holiday season.

Kind regards

*Terry*

Terry Ryan

*Heather*

Heather Whyte

*Kiran*

Kiran Parmar

*Teri*

Teri Ardern

*Erin*

Erin Enright

## Merry Christmas

As the saying goes "where did the year go?" It's been another busy one with a couple of team changes but all for the better.

The market has experienced its share of fluctuations yet appears to have settled down with a solid finish to the year. Stock levels have remained steady hovering between 700 — 800 properties on the market which is beneficial for both purchasers and sellers.

Interestingly, there are still a number of multiple offers on properties which has seen deadline sale and auctions steadily gaining traction once more.

With the recent successful sales of most of our listings, we're gearing up for the New Year. If you're thinking of selling, take advantage of our successful experience and contact one of the team so we can assist you.



### CHRISTMAS 2023

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