

CHRISTMAS 2024

This year has truly been a game of two halves for the real estate market. The winter months were quiet, with slow sales and a subdued market. However, with spring and now summer, we've seen a significant shift.

Over the past few months, we've been busier than ever. Vendors are becoming more realistic with their expectations, while buyers are showing renewed enthusiasm. Combined with lower mortgage interest rates, this has driven an increase in sales and auction clearance rates.

Looking ahead, we anticipate a gradual improvement as we move into 2025. However, it may take a little longer for full confidence to return to the market. That said, the positive momentum we're seeing now gives us plenty of reasons to feel optimistic about what's to come.

CHRISTMAS 2024

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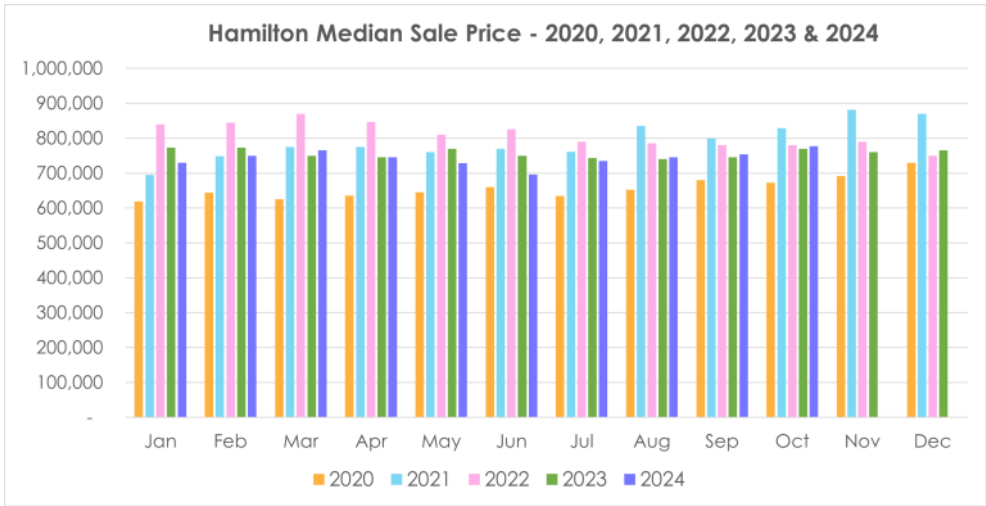
THANK YOU

Our team is performing well with a touch over \$10 million in sales written up for November. Thanks for the great support from all our vendors and purchasers alike. Referrals are invaluable to our business, which are greatly appreciated. We're committed to rewarding them with exceptional service.

With a dynamic team of five, we're your one-stop shop for all things real estate. Our team includes two dedicated lead agents, a lifestyle specialist, a residential specialist, and a buyers' agent, ensuring we're fully equipped to meet all your real estate needs.



SALES STATISTICS



The median sale price in Hamilton has hovered in the mid \$700,000's for the last few years so it's steady as she goes. With recent reductions in interest rates, we may see this begin to rise in the coming months. The increased activity from first-home buyers in the market has led to more multiple offers scenarios - and that's without the investors re-entering the market.

CHRISTMAS DONATION

Sorry for those that were waiting for a Christmas treat to be enclosed. With the increase in postage, this year we have decided to do a donation to The Serve. For more information on this charity go to: www.theserve.org.nz If you have any suggestions for next years donation, please email us so this can be considered.



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Merry Christmas

As the year wraps up, we hope you get a chance to take a well-earned break and spend some quality time with family and friends. It's the perfect time to relax, recharge, and soak up the good vibes of the season. Whether you're planning a big adventure or just kicking back at home, we wish you a Merry Christmas and a holiday season filled with fun, laughter and memories.

From all of us, thanks so much for your continued trust and support this year. Here's to an incredible summer and a wonderful new year ahead.

Kind regards

Terry
Terry Ryan

Heather
Heather Whyte

Kirn
Kirn Parmar

Brooklyn
Brooklyn Hayde

Blake
Blake Agnew