



# Opening Doors ...

## WINTER 2019

Who can tell what this market will do next? It would appear to be both a sellers market on some houses and a buyers market on others. Hamilton seems to be bucking the trend with stock numbers well down from earlier in the year. The low interest rates on offer and the growth of business in Hamilton along with Auckland prices being out of reach for many, seem to have benefited our city. Hamilton is growing fast - you only have to see the increased traffic, new builds and in-fill housing happening throughout the suburbs to realise this. As a result, first home buyers are having to compete for homes where multi offers are becoming common.

### WHEN TO LIST

If asked, most property owners think winter is not a good time to sell as it's cold and gardens don't look their best. Strangely this opinion is not shared with prospective purchasers. There is so much less competition due fewer properties on the market, unlike spring when traditionally we see more homes on the market, and buyers have more choice. We have genuine purchasers who are committed to obtaining a property to suit their needs and are willing to pay a good price.



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### CONTACT DETAILS

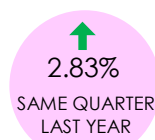
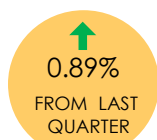
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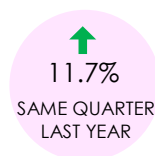
## SALES STATISTICS

Hamilton hits a record high median price in May of \$580,000 which is up 7% for the same period last year. This is partly due to a record 20 sales above the \$1 million mark in May 2019 which usually averages around 11 per month. There was still a reasonable amount of activity over April to June with renewed interest from investors since the capital gains tax has been scrapped.

**Hamilton**  
**Median House Price**  
Apr-Jun 2019  
\$569,667



**Hamilton**  
**Number of Sales**  
Apr-Jun 2019  
289



## GET YOUR FREE ENTRY TO ROUND THE BRIDGES

Lugton's are once again sponsoring this great Hamilton event on Sunday 17 November. We have 10 FREE entries to give away to our clients. Send us an email to secure your free entry. First in - first served! Otherwise, take advantage of the Super Saver offer and register online before 31st August.

<https://roundthebridges.co.nz/entry-info/>



For **FREE Entry** - Email us at ... [terry.ryan@lugtons.co.nz](mailto:terry.ryan@lugtons.co.nz)

## INVESTORS

With the new Government rules in place (which I think is a good thing) most homes are or have been given insulation upgrades. You would have seen a lot of infill housing going on around town which are being snapped up by both investors and some live in home buyers. Such low interest rates indicates a great time to invest in Hamilton whilst it's still reasonably affordable. The vacancy rate is very low and rental agencies are screaming out for more stock. Call us for a chat anytime to discuss the possibility.

## SOCIAL MEDIA

Thanks for all the great comments on our social media pages. Kimberley has been doing a great job in show casing our new listings and recent sales on both Instagram and Facebook. How things have changed over the years from a simple advert in the newspaper to instant videos and photos. Be sure to follow us to keep up to date with events.



@terryryanrealestate



@TerryRyanLugtonsRealEstate

Best regards

Terry Ryan