



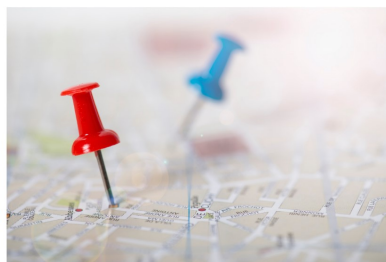
Opening Doors...

WINTER 2021

The housing market keeps on giving with not too many signs of it slowing down due to low stock numbers currently. Unless this changes and/or interest rates move up, we may see this sellers market carry on for a while yet. As you can see by the latest statistics on page 2, there has been a surge in the median price due to this. Landlords haven't flooded the market off loading their investments with the tax changes as predicted would happen. Therefore, it's a guessing game but traditionally we see more homes come on the market as Spring approaches which may open up the competition a little.

LAND SIZE

Make sure you contact us for a current update if you are thinking of selling houses on large sections. These have seen a marked increase due to the changes in Hamilton City Council rules on subdivision. You may have noticed multi housing projects appearing in areas that were previously exempt. Corner sites are very popular due to their easy access. There are more changes coming from the council next year which I will keep you informed on.



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CONTACT DETAILS

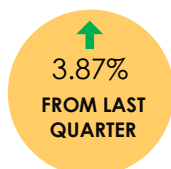
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SALES STATISTICS

The median sale price reached a high of \$775,000 in March and April 2021. The huge increase in the number of sales for the same quarter last year is due to the reduced number of sales in April 2020 during the Covid 19 lockdown where only 38 properties sold for the month of April 2020. First home buyers are having to spend more to secure a home impacting the increase in median sale price.

Hamilton
Median House Price
Apr-Jun 2021
\$768,667



Hamilton Median
Number of Sales
Apr-Jun 2021
292



LUGTON'S ROUND THE BRIDGES

It's time to take advantage of the **Super Saver offer** for this fantastic Hamilton event. Register online before 31st August - \$20 adult, \$10 for under 20s, 65 and over and community services card holders. Choose to do the 6 or 12km course, walk or run.

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



LIFESTYLE GOOD NEWS

Myself and my team are now involved in the lifestyle marketing for Lugton's. Hamilton has grown so much and so have the number of lifestyle properties. We have already been involved in several sales in the Tamahere area and have noticed a number of our city vendors looking to buy just out of Hamilton and Cambridge. Do give us a phone call if you are thinking of a change in **lifestyle**.



AUCTION SUCCESS

Our auctions have continued to impress with some incredible results posted every Wednesday. My team has enjoyed a 100% success rate with our auction properties so far this year. It remains to be the best method of sale ensuring you get the maximum price for your property. Auctions are so much more affordable than they used to be so call us for a quote anytime.

Kind regards

Terry Ryan