

AUGUST 2024

As I'm sure everyone is aware, the real estate market has definitely changed over the last year. Shifts in interest rates and government policies have contributed to a slower market, resulting in increased affordability and a wider selection of listings for buyers.

In the current environment, cash is king, and those who have sold their property and are moving up the ladder find themselves in a strong position to negotiate favorable purchases. As the saying goes, you buy and sell on the same market, so the difference is much the same with better opportunities out there.



TEAM PROFILE

We are thrilled to announce the addition of Brooklyn Hayde on board as our buyers agent. Brooklyn's commitment to exceptional client service complement our established reputation for delivering results. With a combined 50 years of real estate experience, we are equipped to meet all your needs and exceed your expectations.

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FIRST HOME BUYERS

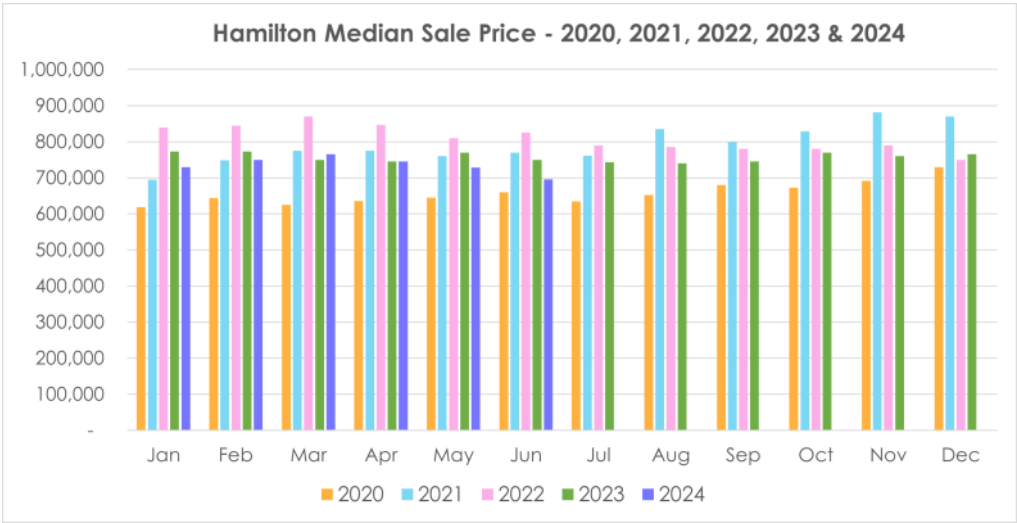
With the shift in the market we have seen a notable increase in sales and enquiries from first home buyers. While investors are gradually returning to the market we anticipate greater activity once the interest rates drop back a little. We continue to monitor market trends closely.

The current market indicates a promising opportunity for first-time buyers to enter the market. As conditions evolve, we remain dedicated to helping you navigate these changes and achieve your property goals.

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SALES STATISTICS

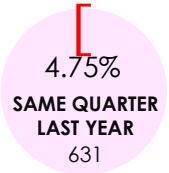
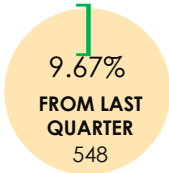


The statistics for 2022 saw a significant spike, driven by the unusually low interest rates. However, we seem to have returned to more realistic levels. That said, we anticipate a potential increase coming into spring.

Hamilton Median
House Price
Apr-Jun 2024
\$723,333



Hamilton Total
Number of Sales
Apr-Jun 2024
601



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LUGTONS
ROUND
THE BRIDGES
2024

Join us for this exciting Hamilton event! Sign up now and benefit from the **Super Saver offer**. Register online before 31st August to enjoy discounted rates - \$25 adult, \$12 for under 20s, seniors (65 and over) and community services card holders. Kids Challenge is \$8. Choose to do the 6km, 12km course - walk or run or the have your kids join the fun with the Grassroots Trust Kids Challenge.



SPRING IS IN THE AIR

Spring is just around the corner, and it's the perfect time for a fresh start. If you're considering a change in lifestyle, now is a great opportunity to explore your options. We offer no obligation appraisals and expert advice on whether to sell your home or investment property. Navigating the real estate market can be complex. Let us help you make an informed decision with confidence and guide you through this process.

Kind regards

Terry Ryan

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