

BUYING AND SELLING IN A RISING MARKET



Six months ago there were around 700 homes on the market in Lower Hutt and some of them had been trying to sell for months. The market then started to turn, sales volumes increased and price increases followed. Old listings started to move and as prices increased some of the properties previously considered overpriced were not overpriced any more.

New listings started selling in a matter of days and it became unusual not to have multiple offers on most properties. Even though buyers were increasing their prices, they started missing out. Auctions became popular with buyers, they would bid above their

preferred price but left knowing that they had given it their very best shot which was comforting to them and that was how 2015 ended.

January 2016 has started with the same energy and spectacular results except there are currently only 300 homes for sale in Hutt City. Buyers are plentiful and have returned from the Christmas break as keen as they were late last year.

We have printed double the number of brochures we usually print for each open home and last weekend still had open homes run out. After seven years of fairly quiet activity in the real estate market home sellers are enjoying the experience of positive feedback, multiple interest, good prices, less days on the market and less stress.

If you are a seller, the market is being kind to all suburbs and price brackets. For buyers it's not so easy, especially first time buyers. Most buyers are existing owners trading up. This means that they get more for their home but have to pay even more for their next property.

We have seen an average price increase of well over 10%. If this carries on, the gap between what you

have now and what you plan to trade into will only grow.

The old adage is that if you want to play it safe you 'buy and sell in the same market'. That's probably still true, although if the market carries on like this moving sooner than later is going to save you tens of thousands. If the market continues to climb reflecting what has happened in Auckland over the last three years the gap between what you have now and what you will trade into will grow as the buoyancy in the market starts to compound.

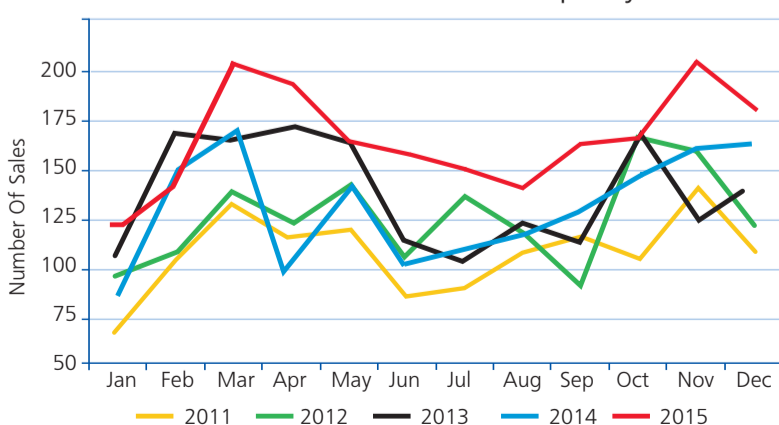
It has been said that the best time to get into something good is before it becomes a 'bandwagon'. The early participants are the ones who make the most money. It's not a 'bandwagon' yet, you'll know when it is because everyone will be talking about it.



Regional Round Up Oct 2015 - Dec 2015

SUBURBS	MEDIAN SALE PRICE (\$)	MEDIAN SALE PRICE % CHANGE		NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR
		1 YEAR	3 YEARS				
Lower Hutt	410,000	-5	17	527	↑	28	↓
Upper Hutt	357,500	3	4	224	↑	29	↓
Porirua	438,000	5	10	235	↑	34	↓
Wellington	540,000	4	9	1024	↑	23	↓
MAIN CITIES							
Auckland	850,000	9	35	2314	↓	31	↑
Hamilton	433,500	16	29	1108	↑	28	↓
Christchurch	437,750	2	19	1932	↑	29	↑
Dunedin	301,300	14	16	724	↑	23	↓

Lower Hutt Residential Property Sales



Hutt Valley Rental Stats Rental Returns Dec 2015

	BEDROOMS	MEDIAN RENT	RENT RANGE LOWEST - HIGHEST	% CHANGE FROM DEC 14	NO. LET
Northern Lower Hutt	ONE	\$ 170	\$ 165 - \$ 197	N/A	9
	TWO	\$ 300	\$ 265 - \$ 325	1	16
	THREE	\$ 365	\$ 337 - \$ 391	1	21
Southern Lower Hutt	FOUR	\$ 400	\$ 382 - \$ 447	N/A	11
	ONE	\$ 252	\$ 229 - \$ 276	23	22
	TWO	\$ 350	\$ 297 - \$ 370	2	24
	THREE	\$ 450	\$ 428 - \$ 482	5	13
Wainuiomata	FOUR	\$ 550	\$ 462 - \$ 725	N/A	7
	ONE	N/A	N/A	N/A	0
	TWO	\$ 245	\$ 221 - \$ 272	- 2	27
	THREE	\$ 395	\$ 370 - \$ 420	10	16
Upper Hutt	FOUR	\$ 440	\$ 405 - \$ 478	5	7
	ONE	N/A	N/A	N/A	0
	TWO	\$ 250	\$ 235 - \$ 280	N/C	33
	THREE	\$ 365	\$ 345 - \$ 400	N/C	24
FOUR	N/A	N/A	N/A	N/A	0

Median - the middle value when all of the data is placed in order of value. **Source - Sales Statistics:** REINZ website and Professionals Redcoats Ltd MREINZ records. These statistics are for residential dwellings and do not include sections. **Source - Rental Statistics:** Tenancy Services Bond Centre. These statistics are derived from information gathered from bonds lodged at the Department of Building and Housing.