

# What is the market saying?

We are somewhat into the year 2010 and the market is showing few signs of radically changing from the last couple of years. In spite of the misleading information originating from Quotable Values and similar organizations about prices being only 4% below historic high levels, my experience and other real estate agents' experience has been that the average price scenario has been inflated by small number of sales, which are at historic lows, but proportionally, a number of higher priced properties selling to distort the market figures.

*The paradox is that I, personally, have experienced a high level of sales during 2010 with successful sales ranging from sections through to farms. It is not plain sailing achieving success in such difficult conditions, where creative thinking is rewarded with many successful sales having a twist to them in order to become unconditional, such as property swaps, etc.*

There is still a two-market system where the under-forties age group appears to be coping with the market situation, resulting in sales in the lower price brackets predominating. The mature age group, being more conservative, is tending to stay put in the higher price bracket.

Section sales are at historic lows, in terms of numbers of sales, and only vendors prepared to meet the market are achieving success. Values are approximately 20% down on asking figures of a couple of years ago.

The price of land, at the lower levels, is also reflected in occupied sites, where improvements such as houses and buildings roughly reflect cost, but the value of the land has decreased.

Looking forward, I believe the question to be answered by both purchasers and sellers is: Are we going to get on with life and accept the changed market conditions, or are we going to just put our heads in the sand and let the world pass us by?

On another matter, permits. I make a plea to vendors, before placing your property on the market, to ask yourself the question: Have you done any work on the property requiring a permit? If the answer is yes and you didn't obtain one, take steps to rectify the situation, as this has caused complications in completing sales, both in the city and in the country.

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# MURRAY 'S **SOLD** PROPERTIES FOR MARCH & APRIL

## Lifestyle Sections



16 Llennoc Lane  
Tamahere



22 Llennoc Lane  
Tamahere



23 Llennoc Lane  
Tamahere



29 Llennoc Lane  
Tamahere



Lot 5 Hart Road  
Tamahere

## Lifestyle Properties



255 Tenfoot Road  
Taupiri



808 State Highway 26  
Newstead



8 Platt Road  
Newstead



437 Marychurch Road  
Tamahere



14 Windmill Road, Tamahere



407 Bruntwood Road, Tamahere



570 Holland Road, Tamahere

## Farms



225 Ormsby Road, Pirongia  
3 Certificates of Title - Total Area of 75.0869 ha



225 Ormsby Road, Pirongia  
3 Certificates of Title - Total Area of 68.6651 ha