

Don't Wait, Don't Hesitate

The question we need to ask is: Is there light at the end of the tunnel? Unequivocally, the answer is yes, so long as logical thinking is applied. Nature has thrown everything at us this year, a little bit like the real estate market of the last couple of years – topsy-turvy.

In any transaction, there needs to be a willing buyer and a willing seller. There is still portion of property owners who have not educated themselves to the fact that property prices prevailing in 2007-2008, at the height of the market, are no longer achievable. As always, unrealistic vendors are heading for disappointment when they place their property on the market at the wrong price. However, recent market indicators show that these times are passing, and there is every reason to be optimistic looking forward. Those that are educated and willing to transact are reflected in the increasing number of sales, and I quote examples in the Waikato County, which indicate an active market. The statistics show that there are plenty of potential purchasers in the marketplace for well-priced properties, and certainly in the last three months the numbers attending open homes have reinforced this.

Weather-tightness issues have had a major impact on purchasers thinking. Few properties are sold now without a LIM report or a building inspection – in fact it would be irresponsible of any real estate agent not to suggest that prospective purchasers obtain reports on the property. There is no evidence to suggest that certain types of building material are no longer acceptable, just that there is more diligent investigation taking place on potentially troublesome buildings.

Banking contacts have indicated that there has been high numbers of purchasers with pre-approved finance, but there are two factors restricting them as purchasers – one is unrealistic vendor expectations, and the second is a lack of stock. As the winter draws to an end, we are faced with the prospect of a severe shortage of stock in the marketplace, which means that those purchasers may not be able to find a property.

So in short, if you are experiencing that spring fuzzy feeling in your bones and feel it's time to move on, you should have every reason to be confident of achieving your aims in the present market conditions.

So if you are thinking of purchasing or selling and would like a stress-free and successful outcome, go with an expert who has over 17 years of experience, and who has a reputation for going the extra mile.

I am here and always willing to be of assistance, and I look forward to hearing from you.


Murray Green



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	Under 1 ha	Over 1 ha	TOTAL	Matangi/Tamahere*
\$400k-500k	19	4	23	7
\$500k-600k	8	10	18	5
\$600k-700k	11	9	20	6
\$700k-800k	3	6	9	4
Over \$800k	11	7	18	15

* Sale numbers in the Matangi/Tamahere area as extracted from the total sales figures.



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