



# Talking Real Estate with Steve Slicker

Hi all,

Hands up if you are fed up hearing doom and gloom about the property market, hmmm, please bear with me I see that I could be counting hands for quite some time.

The December sales statistics are now out and Januarys will follow in the next week or so. Regular readers will know that I place great trust in the monthly statistics as they show the REAL truth in what is happening to the market. Well I can tell you that December as a sales month sucked in comparison with recent years. The total Upper Hutt dwelling sales in December 2007 was 68. The total from December 2006 was 90. This continued the downward trend for month on month sales for last year.

I'm sure by now I can hear people say "not another doom and gloom merchant". Actually I'm far from it. The market is undoubtedly experiencing a slowdown in sales but this is not bad news. We are entering into a more stable marketplace where buyers will have more choice, where the prices are not rising at a rate of knots and where overpriced properties will simply not sell.

It's said that in a sales environment the cream rises to the top, meaning that the best salespeople do well in any market not just a "good" market. I believe it and I'm delighted to be working with the cream of salespeople at Tommy's. For the last 3 months we have had a market share between 20 and 25% with approximately 10% of the agents of Upper Hutt

So what are we doing right?

Quite simply we are addressing the issues honestly, without fear and with the goal of delivering the best service to our vendors. I can honestly say that my vendors do not have to call me to ask what is going on with a sale, I'm confident all my colleagues can say the same.

With a number of people leaving the industry already in Upper Hutt this year, I have no doubt that it will become more crucial to have an experienced agent working on your behalf, I can now provide hundreds of testimonials from satisfied vendors and buyers to show that I can and do deliver a better service

If you have any questions or enquiries regarding property or wish to ascertain the value of your home please contact me on the numbers below.

Best wishes

Steve Slicker

*"People Not Property"*

Phone 528 2422

0800 SLICKER  
steveslicker@tommyshv.co.nz