



Talking Real Estate with Steve Slicker

Hi folks,

June's sales figures for Upper Hutt are out and, in my opinion, again make for interesting reading. The median sale price was \$317,500, up from May figures and confirming that prices have been stable now over the last 12 months. The damning statistic is that only 40 sales happened in Upper Hutt in June, only down by 1 on June 09. This in itself isn't a bad thing and seems to show some consistency in the selling numbers but when we look the total sales in Upper Hutt this year (Jan-June) which is 276 dwellings, in 2009 the total at the half year stage was 320, this is a huge difference and confirms a 3 year pattern in reduced sales. (I have already addressed this previously so won't bore you again)

There has also been a seasonal change in the amount of listings available, strangely the figure has gone up in July which is traditionally the quietest month of the year. By monitoring these numbers we can get a feel for how the month is going, at the time of writing there are 396 properties for sale in Upper Hutt, however 10 days ago when I last checked there were 416, if these 20 properties have sold, July looks like being one of the best months so far this year! Of course we won't know until 12/13 August if that's the case or the listings simply removed themselves from the market.

On a different note, these are undoubtedly hard times for a lot of people, the recession shows no signs of ending anytime soon, but with only 40 sales in Upper Hutt last month and approximately 80 salespeople, I wonder how many people will stay in the industry? It seems unfeasible that the numbers of agents will remain so high given the low sales.

If you are thinking of selling your home please call me on the numbers below or contact me via email steve@steveslicker.com alternately fill in your details on my website www.steveslicker.com

Kind regards,

Steve Slicker

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