



Talking Real Estate with Steve Slicker

Hi folks,

I haven't done a market comparison for some time so thought I would give you an update on what's happening in the Upper Hutt real estate market and surprisingly I'm going to start off with some good news. The start to 2011 in terms of numbers of sales is the best start for the last 3 years of recorded sales, in 2009 from January 1st to March 31st there were 164 sales, in 2010 for the same period there were 135, in 2011 there were 165 sales. These statistics would suggest more activity in the market place but when I add December's sales (75) to the mix we have 4 months of increased sales, in fact the 2010 December total was the highest since 2006

These sales numbers while positive don't tell the whole story though, there are 522 properties available in Upper Hutt according to Trade me at the time of writing this, 486 residential, 1 rural and 35 lifestyle. Allowing for some real estate companies not putting their properties on this site, I would "guesstimate" there are around 580 properties for sale currently in Upper Hutt which I believe is the lowest figure of available properties in the last 18 months or so and with winter on the way it is conceivable that this number will drop, unfortunately as history shows us all too well the number of sales will undoubtedly also drop.

Once these factors are taken into consideration it is unlikely that house prices are going to rise anytime soon, rather they will stay static with buyers still having the majority of power in the market place as they will still have a great choice of properties to choose from.

On a completely different note, the financial year has recently ended and I have finished the year 2010-2011 as Tommy's top agent, so I would like to take this opportunity to thank all my vendors who have trusted me with the sale of their homes in the last 12 months, in what has been a very challenging market in which only approximately 10% of the properties available every month sold, I thank you sincerely and look forward to dealing with you again in the future.

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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