



# Talking Real Estate with Steve Slicker

Hi folks,

It's been a while since I last discussed the Upper Hutt property market so as we are now into Spring it seems appropriate to look back over the year to date.

There can be no doubt that the real estate market in Upper Hutt is sluggish, the total number of home sales from January to August is 372, this is down 35 from 407 in August 2009. On Trade-Me at the time of writing this column there are 407 properties for sale, this figure has been constant for most of this year and shows no sign of changing.

35 may not seem a large number but as a percentage of sales it becomes quite substantial at around 9%. I believe this percentage will increase considerably when September's sales figures are available as it seems quite clear that the total sales will not be anywhere near the 80 from last year.

There is some good news though, prices are extremely stable with accurately priced homes selling quicker than the average time of 49 days. Indeed the highest priced residential sale in Upper Hutt in the last 3 years took only 30 days from 1<sup>st</sup> day on the market to going unconditional. I'm extremely pleased to say that I was the successful agent involved in the sale.

So where to from here in the property market? There are no visible signs to say that great changes are afoot, so it seems the market lumbers on slowly, all of which bodes well heading into the Spring and Summer selling season.

If you are thinking of selling your home and want a free market appraisal, please contact me on the numbers below or via my website [www.steveslicker.com](http://www.steveslicker.com).

Kind regards,

Steve Slicker

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