

# Talking Real Estate with Steve Slicker

## “People Not Property”

Hello and may I be the first to wish you a very happy Christmas! I know what you're thinking, “Happy christmas, but that's ages away” Well not according to some retailers as I look at their shops, and really not far away in real estate terms.

Let me explain. Now that winter is finally behind us and spring is here you may have noticed an awful lot of for sale signs going up and by definition more sold signs too. This strange phenomenon happens every single year at pretty much exactly the same time, and for pretty much the same reasons, with daylight saving giving us longer sunnier days (sometimes), nicer looking gardens and generally putting people into a happier state of mind then thoughts invariably turn to selling their home while everything looks great, not to mention that if they go to the market now the thinking goes “We will have sold for christmas and can move into our new home in the new year” New year, new home, new start, very good logic I think

What you may not know is that traditionally the busiest selling month of the year is February. If you knew that, give yourself a pat on the back, what most people don't realise is that November is the second busiest selling month of the year, and here it is just about upon us.

Why do you need to know this? You don't is the easy answer. But if you are sitting on the fence contemplating a move and wondering if, when, maybe etc then I would urge you to call me to discuss and plan your strategy for maximising the top dollar for your home. It is generally peoples largest asset and wouldn't you rather be speaking to someone who clearly understands how our local market place works?

On another note I would like to say Congratulations to the whole Tommys Hutt Valley team as a record number of sales has been achieved for the month of October. Not bad for a “quiet market”

Kind regards,

Steve

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