



Jo Harris & Co.
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JANUARY 2019 UPDATE

Hi All

Welcome back to 2019, all the best to you and your families for the New Year! We hope you have enjoyed a well-earned break and find yourself well rested, ready to take on the challenges that 2019 holds!

Our team had a very busy finish to the year, finding ourselves **2nd** overall in the company in December and **2nd** overall in the company for the last quarter of 2018!! We are thrilled and would like to thank all our loyal clients!








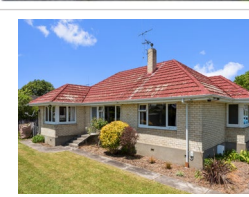
The market update is on the reverse of this page, remaining very stable with great results.

There are new requirements for all Real Estate Agents when selling homes effective from the 1st of January 2019 regarding the Anti-money Laundering Act. We now require documents to prove identity and physical addresses for all parties concerned, so bear in mind that processes can take a little longer when listing your home.

If you have considered a change over the holiday period and are interested to find out what your home or investment property would be worth in today's market, we are more than happy to provide you with a market appraisal or just some friendly advice. Please give us a call to discuss.

From Jo, Stephen & Nic of the Jo Harris & Co. Team @ Lodge.

OUR LISTINGS

| | |
|--|--|
|  <p>Standout on Calypso Rise!</p> <p>8 Calypso Rise, Flagstaff \$859,000</p> <p>LF07368 12th Dec 2018</p> |  <p>6% Plus Rent, Potential + Return</p> <p>1 Yeats Crescent, Fairfield \$599,000</p> <p>LF07374 15th Jan</p> |
|  <p>Family Home in the Zone!</p> <p>4 Bdrm, 3 Bath, Jennian Built Home, Great School Zones</p> <p>368 Borman Road, Flagstaff \$849,000</p> <p>Open Home</p> |  <p>Perfect For Your Family!</p> <p>18 Bartholomew Drive, Newton \$549,000</p> <p>LF07372 7th Dec 2018</p> <p>SOLD</p> |
|  <p>Landbank or Develop!</p> <p>26 Alison Street By Negotiation</p> <p>SOLD</p> |  <p>Terrific On Te Rapa!</p> <p>232B Te Rapa Road, Beerscourt \$499,000</p> <p>LF07371 21st Dec 2018</p> <p>SOLD</p> |
|  <p>Your Own Private Sanctuary!</p> <p>4 Bdrm, 2 Bath, Double garage</p> <p>30 Canaandale Drive, Flagstaff Auction</p> <p>SOLD</p> |  <p>What a Steele!</p> <p>3 Bdrm, 1 Bath, Patio</p> <p>4 Steele Road, Forest Lake \$465,000</p> <p>SOLD</p> |

To view all listings, go to: www.realestate.co.nz/profile/agent/229382

Take the stress away, deal with the **Jo Harris & Co. team to sell your home!**

- ✓ Honesty & integrity
- ✓ Proven results
- ✓ You can trust us with your home
- ✓ We genuinely care
- ✓ Customer satisfaction
- ✓ Committed to getting the best result for you

For fantastic service with great results, call

Jo Harris 027 551 3552 or Stephen Wang 021 292 1969 today.



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Real Estate
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HAMILTON RESIDENTIAL MARKET REPORT

DECEMBER 2018

SALES DATA

NUMBER OF SALES*
213

33%
LAST MONTH

20%
SAME MONTH
LAST YEAR

NUMBER OF SALES
NOVEMBER 2018
317

NUMBER OF SALES
DECEMBER 2017
267

LISTING DATA

NUMBER OF PROPERTIES
FOR SALE**
675

17%
LAST MONTH

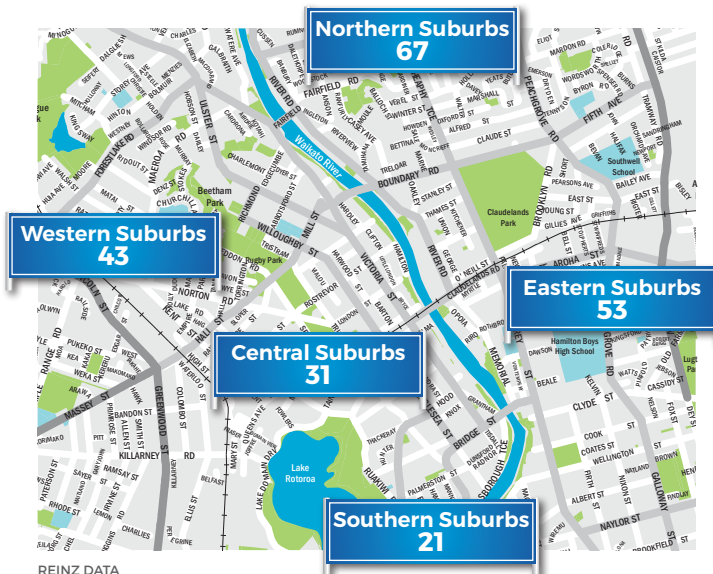
9%
SAME MONTH
LAST YEAR

PROPERTIES FOR SALE
NOVEMBER 2018
810

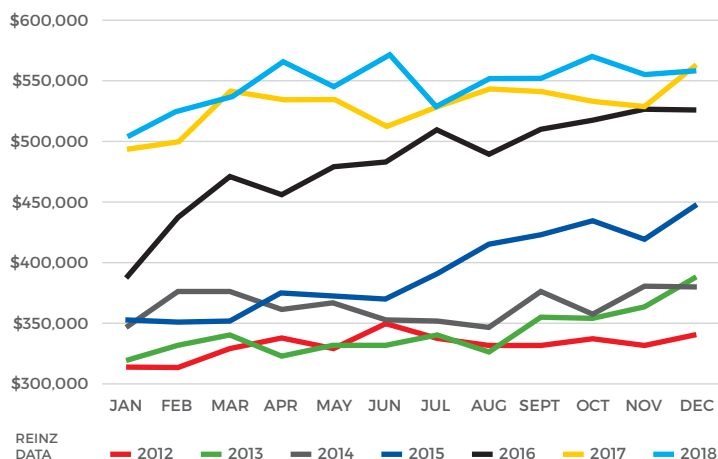
PROPERTIES FOR SALE
DECEMBER 2017
621

*REINZ DATA FOR ALL HAMILTON AGENT SOLD HOUSES **END OF DECEMBER ADVERTISED REALESTATE.CO.NZ

SALES BY FOCUS AREA



MEDIAN PRICE RANGE



Despite strong enquiry a lack of homes to sell impacted on sales numbers.

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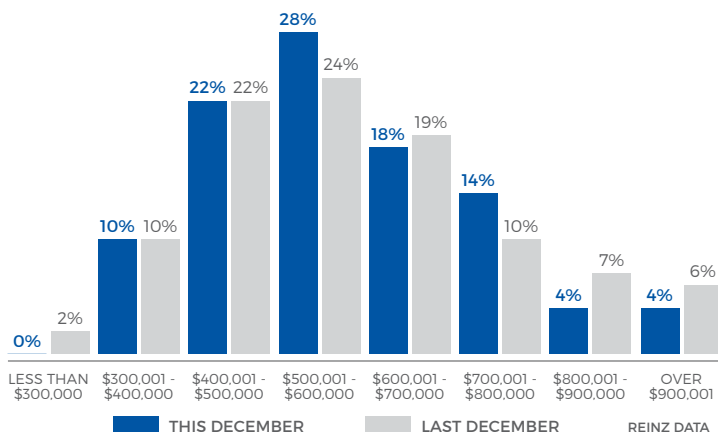
MEDIAN SALE
PRICE DEC 2018
\$560,000

MEDIAN SALE
PRICE NOV 2018
\$555,000

MEDIAN SALE
PRICE DEC 2017
\$565,000

REINZ DATA FOR ALL HAMILTON AGENT SOLD HOUSES

PRICE BRACKET BREAKDOWN



LODGE AUCTION CLEARANCE RATES



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The information contained in this report comes from various industry sources. Prospective purchasers should not be confined to the contents of the material herein and should make their own inquiries to satisfy themselves on the accuracy of all aspects.