

Join us in celebrating our 60th year



You could be our next prize winner in December when our **SECOND GRAND PRIZE DRAW** takes place. Win either a **DIAMOND RING** worth \$30,000 (or \$25,000 cash) just by buying or selling with Lugton's before 30th November 2015

Newsletter Summer 2015 - 1010 Victoria Street - Ph: 838 3800 - Fax: 838 2765 - Email: admin@lugtons.co.nz

Hamilton's Hot Residential Market

Wow! What a year we have had in the Hamilton Residential Market. Definite boom times with feverish demand for properties resulting in record sales volumes and surging prices, particularly in the early spring months.

Sept 2015 - 455 sales	vs	Sept 2014 - 229 sales	99% increase
Oct 2015 - 370 sales	vs	Oct 2014 - 242 sales	53% increase

September was a remarkable peak in terms of activity that couldn't be sustained. Hence October cooled off a touch as the market returns to a semblance of normality. Housing supply, up approximately 20% from two months ago, means greater choice for buyers and reduces the pressure on them to make rapid decisions, or miss out in competition.

Prices have risen 18.2% in the past year, as Quotable Value reported in the Waikato Times recently. A remarkable 10.2% of that gain occurred in just the last three months, clearly illustrating the hot market conditions. The Median Sale Price in October was \$435,000.

Now is probably a good, and slightly easier time to buy, in our view as those price rises look set to continue into 2016; though probably not at the same rate. The market fundamentals are still very favourable with continued strong immigration, very low interest rates and Reserve Bank measures that encourage Auckland investors to look at provincial markets.

Lugton's The Big Movers In Cambridge

Lugton's are expanding in terms of team size and premises in Cambridge. We are moving to a prominent main street location at 34 Victoria Street from our current office. It's a remarkable growth story in the short space of only two years, from when Peter Hulsdouw was our solitary salesperson. The strong Lugton's brand has flourished in Cambridge and Peter's dynamic market presence has helped him build up a formidable team of nine sales consultants to tackle this growing market from December. The move allows us room to further grow our Cambridge team under Peter's strong leadership.

Clients please feel free to come and visit Peter and the team for a chat about the market, when we settle in from 1st December. If you were contemplating selling or buying in Cambridge and wanted the successful, fresh approach that has become a dominant force in your market **Phone 827 0581** today.

Central Office

1010 Victoria Street, Hamilton

Phone: 838 3800 - Fax: 838 2765 - Email: admin@lugtons.co.nz

see over ►►

Lugton's
Est 1955
Licensed Real Estate Agent

Lugton's Diamond Celebration In 2015

Our 60th birthday celebrations are drawing to an end but we still have our Second Grand Prize draw to complete in December. We have one more monthly winner to find - our November winner. Following that our five monthly winners from July to November will be crossing their fingers in hopes of the big prize. We wish these valued clients the best of luck and thank them for their business.

Win either a Diamond Ring worth \$30,000 (or \$25,000 cash) just by buying or selling with Lugton's before 30th November 2015. Talk to one of our Sales Consultants to see how easy it is to win or check out lugtons.co.nz for more information and the conditions of entry.



A 60th birthday photo of the Lugton's team at Lake Rotoroa

What's Your Property Worth At Present?

The Hamilton and Cambridge markets have experienced some significant price lifts in 2015, most notably in the last five months. Now is a great time to get a Lugton's Market Update to see where your property sits in terms of price. You may be very pleasantly surprised at the equity you have built up in your property(s). You may be in the perfect position to purchase an investment property or two as a result of your improved financial position? But if you don't enquire you'll never know. It's as simple as giving me a quick call to arrange a free, no obligation market appraisal of your property(s). I would only be too happy to be of service so don't delay, call today!

 [New Listings](#)  [Open Homes](#)  [Rental Properties](#)  [Daily Updates](#)

CELEBRATING **60 YEARS** www.lugtons.co.nz