

Harcourts MarketWatch

November 2010

The New Zealand real estate market continues to remain subdued, as Harcourts' latest figures show.

While there were indications a Spring rebound would occur, so far that has not eventuated.

Interestingly values have continued to strengthen on the whole however, with the Christchurch market being the exception – though it has outperformed early post-earthquake predictions.

The record-low volume of October settled sales reported by the Real Estate Institute of New Zealand recently is reflected in the October written sales data

from Harcourts, New Zealand's largest real estate group.

It should be noted however that a contributing factor to the Harcourts' figures was the fact that a large number of transactions were rushed through prior to 1 October to save clients the increase on fees resulting from GST rising to 15% on that date.

While September and October have been disappointing, with sales volumes well down on the same period last year, a lift in activity is expected to be evident in the November and December statistics.

Hayden Duncan, CEO
Harcourts New Zealand



NORTHERN	October 2010	October 2009	Change
New Exclusive Listings	455	449	1%
New Auction/Tender Listings	204	212	-4%
Property on Hand	3,281	3,414	-4%
Written Sales	321	427	-25%
Average Price	\$457,849	\$505,749	-9%

Harcourts' Northern Region outperformed the drop in the overall market due to the continued strengthening in our market share. The average price drop reflects lower-value homes are starting to sell again.

CENTRAL	October 2010	October 2009	Change
New Exclusive Listings	363	526	-31%
New Auction/Tender Listings	72	86	-16%
Property on Hand	3,149	3,333	-6%
Written Sales	272	351	-23%
Average Price	\$300,674	\$348,078	-14%

Our Central Region is currently a buyers' market, offering good opportunities for astute purchasers. Stock on hand is tightening and could have a positive impact on prices.

WELLINGTON	October 2010	October 2009	Change
New Exclusive Listings	342	387	-12%
New Auction/Tender Listings	83	101	-18%
Property on Hand	2,680	2,325	15%
Written Sales	183	341	-46%
Average Price	\$326,289	\$349,120	-7%

In the Lower North Island higher stock on hand, lower transactions and an average price drop indicates astute purchasers are buying now. Good new listings are coming to the market though and well-priced properties are selling.

SOUTH ISLAND PROVINCIAL	October 2010	October 2009	Change
New Exclusive Listings	316	286	10%
New Auction/Tender Listings	63	60	-5%
Property on Hand	2,671	2,492	7%
Written Sales	174	243	-28%
Average Price	\$336,577	\$293,308	15%

This has been the best performing of Harcourts' regions recently, with average prices strengthening and volumes showing some levels of consistency.

CHRISTCHURCH	October 2010	October 2009	Change
New Exclusive Listings	574	702	-18%
New Auction/Tender Listings	81	180	-55%
Property on Hand	3,188	3,614	-12%
Written Sales	352	597	-41%
Average Price	\$356,671	\$380,065	-6%

A faster recovery is occurring in this region than initially expected and we predict that will continue with an increase in activity and prices anticipated to strengthen.

Harcourts has been in existence since 1888 and is New Zealand's largest real estate group with more than 180 offices nationwide. Harcourts also has over 280 offices in Australia and offices in Indonesia, Fiji, China, South Africa, Zambia and the USA. Visit www.harcourts.co.nz for more information.

