

For Period Jan 2012

Dwellings Median Price Comparison Over Last 10 Years

| District | Jan 2003 | Jan 2004 | Jan 2005 | Jan 2006 | Jan 2007 | Jan 2008 | Jan 2009 | Jan 2010 | Jan 2011 | Dec 2011 | Jan 2012 |
|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Northland | \$168,000 | \$191,000 | \$209,000 | \$275,000 | \$305,000 | \$328,000 | \$275,000 | \$308,000 | \$315,000 | \$289,000 | \$305,000 |
| Auckland | \$272,000 | \$313,000 | \$340,250 | \$370,000 | \$415,000 | \$432,750 | \$422,000 | \$450,500 | \$450,000 | \$484,375 | \$471,000 |
| Waikato/BOP | \$173,000 | \$190,000 | \$244,000 | \$272,000 | \$307,875 | \$320,000 | \$304,250 | \$320,000 | \$315,000 | \$305,000 | \$305,000 |
| Hawkes Bay | \$145,000 | \$190,000 | \$245,000 | \$255,000 | \$280,000 | \$280,000 | \$259,000 | \$278,000 | \$270,500 | \$271,750 | \$275,000 |
| Manawatu/Wanganui | \$99,500 | \$122,000 | \$140,000 | \$180,000 | \$215,000 | \$230,000 | \$220,000 | \$230,000 | \$227,500 | \$220,750 | \$235,000 |
| Taranaki | \$106,500 | \$140,500 | \$195,000 | \$230,000 | \$272,500 | \$263,000 | \$266,750 | \$300,000 | \$273,000 | \$285,000 | \$304,000 |
| Wellington | \$210,000 | \$262,000 | \$275,000 | \$313,000 | \$351,868 | \$366,750 | \$362,500 | \$375,000 | \$370,000 | \$387,000 | \$385,000 |
| Nelson/Marlborough | \$185,000 | \$270,000 | \$270,000 | \$280,000 | \$307,000 | \$340,000 | \$306,000 | \$341,250 | \$318,500 | \$331,500 | \$325,000 |
| Canterbury/Westland | \$156,000 | \$185,000 | \$235,000 | \$267,000 | \$290,000 | \$310,000 | \$285,000 | \$319,500 | \$300,000 | \$325,000 | \$325,000 |
| Central Otago Lakes | \$280,000 | \$365,000 | \$345,000 | \$499,500 | \$432,200 | \$476,500 | \$457,500 | \$410,000 | \$402,500 | \$435,000 | \$435,000 |
| Otago | \$95,000 | \$145,000 | \$190,000 | \$206,000 | \$221,750 | \$235,000 | \$210,000 | \$247,500 | \$205,500 | \$245,000 | \$225,500 |
| Southland | \$85,000 | \$89,500 | \$117,000 | \$124,250 | \$156,000 | \$225,000 | \$175,000 | \$182,500 | \$180,750 | \$195,500 | \$190,000 |
| New Zealand Total | \$193,100 | \$229,000 | \$265,000 | \$300,000 | \$327,000 | \$340,000 | \$325,000 | \$350,000 | \$340,000 | \$355,000 | \$355,000 |



For Period Jan 2012

Total Dwellings Sales Comparison Over Last 10 Years

| District | Jan 2003 | Jan 2004 | Jan 2005 | Jan 2006 | Jan 2007 | Jan 2008 | Jan 2009 | Jan 2010 | Jan 2011 | Dec 2011 | Jan 2012 |
|---------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Northland | 190 | 287 | 247 | 175 | 209 | 134 | 83 | 83 | 65 | 113 | 91 |
| Auckland | 2,832 | 2,739 | 2,228 | 2,173 | 2,468 | 1,550 | 1,149 | 1,240 | 1,115 | 1,826 | 1,421 |
| Waikato/BOP | 1,168 | 1,404 | 1,258 | 905 | 1,144 | 712 | 458 | 499 | 427 | 783 | 577 |
| Hawkes Bay | 343 | 308 | 284 | 216 | 319 | 217 | 155 | 144 | 123 | 164 | 152 |
| Manawatu/Wanganui | 391 | 419 | 325 | 341 | 405 | 270 | 217 | 194 | 151 | 258 | 197 |
| Taranaki | 184 | 228 | 179 | 162 | 222 | 173 | 130 | 123 | 118 | 148 | 127 |
| Wellington | 859 | 967 | 738 | 711 | 769 | 594 | 396 | 420 | 377 | 577 | 435 |
| Nelson/Marlborough | 289 | 267 | 231 | 186 | 237 | 212 | 173 | 148 | 136 | 204 | 172 |
| Canterbury/Westland | 1,089 | 1,139 | 1,014 | 916 | 1,130 | 780 | 562 | 512 | 458 | 787 | 549 |
| Central Otago Lakes | 187 | 109 | 128 | 148 | 155 | 118 | 78 | 58 | 54 | 87 | 87 |
| Otago | 384 | 326 | 243 | 237 | 286 | 243 | 194 | 151 | 138 | 243 | 176 |
| Southland | 241 | 189 | 196 | 190 | 222 | 183 | 111 | 94 | 90 | 126 | 89 |
| New Zealand Total | 8,157 | 8,382 | 7,071 | 6,360 | 7,566 | 5,186 | 3,706 | 3,666 | 3,252 | 5,316 | 4,073 |



For Period Jan 2012

Dwellings Medians Days To Sell Comparison Over Last 10 Years

| District | Jan 2003 | Jan 2004 | Jan 2005 | Jan 2006 | Jan 2007 | Jan 2008 | Jan 2009 | Jan 2010 | Jan 2011 | Dec 2011 | Jan 2012 |
|---------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Northland | 72 | 43 | 46 | 44 | 50 | 64 | 77 | 53 | 96 | 54 | 72 |
| Auckland | 33 | 31 | 38 | 37 | 36 | 45 | 52 | 36 | 41 | 31 | 37 |
| Waikato/BOP | 57 | 42 | 37 | 40 | 46 | 56 | 78 | 57 | 66 | 47 | 63 |
| Hawkes Bay | 38 | 35 | 48 | 43 | 54 | 56 | 69 | 53 | 55 | 61 | 57 |
| Manawatu/Wanganui | 43 | 33 | 39 | 40 | 36 | 55 | 68 | 48 | 52 | 41 | 61 |
| Taranaki | 41 | 33 | 33 | 45 | 43 | 54 | 55 | 40 | 54 | 48 | 53 |
| Wellington | 36 | 29 | 41 | 38 | 32 | 48 | 64 | 47 | 60 | 33 | 51 |
| Nelson/Marlborough | 22 | 34 | 53 | 51 | 40 | 42 | 70 | 47 | 57 | 37 | 57 |
| Canterbury/Westland | 39 | 24 | 34 | 34 | 35 | 45 | 48 | 40 | 47 | 29 | 39 |
| Central Otago Lakes | 36 | 37 | 51 | 91 | 44 | 73 | 70 | 67 | 52 | 59 | 59 |
| Otago | 38 | 31 | 34 | 36 | 41 | 52 | 59 | 46 | 55 | 31 | 48 |
| Southland | 26 | 25 | 34 | 36 | 27 | 41 | 56 | 33 | 57 | 30 | 49 |
| New Zealand Total | 38 | 32 | 39 | 38 | 38 | 49 | 59 | 43 | 51 | 35 | 47 |



For Period Jan 2012

Residential Value Of Sales By District

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|---------------------------|--------------------------|
| District | Value |
| Northland | \$31,694,500 |
| Auckland | \$768,368,272 |
| Waikato/BOP | \$201,113,443 |
| Hawkes Bay | \$48,381,500 |
| Manawatu/Wanganui | \$50,151,197 |
| Taranaki | \$43,254,545 |
| Wellington | \$189,121,821 |
| Nelson/Marlborough | \$62,743,000 |
| Canterbury/Westland | \$203,490,479 |
| Central Otago Lakes | \$59,136,710 |
| Otago | \$45,376,333 |
| Southland | \$20,700,575 |
| New Zealand Total | \$1,723,532,375 |



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Dwellings & Sections Median Price By District

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|--------------------------|--------------------|-----------|--|--|
| District | Dwellings | Sections | | |
| Northland | \$305,000 | \$200,000 | | |
| Auckland | \$471,000 | \$300,000 | | |
| Waikato/BOP | \$305,000 | \$179,500 | | |
| Hawkes Bay | \$275,000 | \$140,000 | | |
| Manawatu/Wanganui | \$235,000 | \$79,000 | | |
| Taranaki | \$304,000 | \$152,500 | | |
| Wellington | \$385,000 | \$140,000 | | |
| Nelson/Marlborough | \$325,000 | \$185,000 | | |
| Canterbury/Westland | \$325,000 | \$178,000 | | |
| Central Otago Lakes | \$435,000 | \$290,000 | | |
| Otago | \$225,500 | \$108,750 | | |
| Southland | \$190,000 | \$31,000 | | |
| New Zealand Total | \$355,000 | \$195,000 | | |



For Period Jan 2012

Dwellings Percentage Difference Over 12 Months

| District | Jan 2011 | Jan 2012 | % increase |
|---------------------|-----------|-----------|------------|
| Northland | \$315,000 | \$305,000 | -3.17 |
| Auckland | \$450,000 | \$471,000 | 4.66 |
| Waikato/BOP | \$315,000 | \$305,000 | -3.17 |
| Hawkes Bay | \$270,500 | \$275,000 | 1.66 |
| Manawatu/Wanganui | \$227,500 | \$235,000 | 3.29 |
| Taranaki | \$273,000 | \$304,000 | 11.35 |
| Wellington | \$370,000 | \$385,000 | 4.05 |
| Nelson/Marlborough | \$318,500 | \$325,000 | 2.04 |
| Canterbury/Westland | \$300,000 | \$325,000 | 8.33 |
| Central Otago Lakes | \$402,500 | \$435,000 | 8.07 |
| Otago | \$205,500 | \$225,500 | 9.73 |
| Southland | \$180,750 | \$190,000 | 5.11 |
| New Zealand Total | \$340,000 | \$355,000 | 4.41 |



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Northland Medians and Numbers Sold

| | Jan 2008 | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|---------------------|------------------|------------|------------------|-----------|------------------|-----------|------------------|-----------|------------------|------------|------------------|-----------|--|
| | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | |
| Mangonui | \$480,000 | 7 | \$345,000 | 3 | \$630,000 | 1 | \$454,500 | 2 | \$269,500 | 6 | \$432,500 | 6 | |
| Kaitaia & Far North | \$197,000 | 5 | \$165,000 | 9 | \$313,453 | 1 | | 0 | \$252,500 | 4 | \$152,500 | 4 | |
| Whangaroa/Kaeo | \$205,000 | 2 | | 0 | | 0 | | 0 | \$409,750 | 2 | | 0 | |
| Hokianga | \$195,000 | 1 | \$280,000 | 3 | | 0 | \$300,000 | 1 | | 0 | | 0 | |
| Kaikohe | \$253,500 | 2 | \$130,000 | 1 | \$205,000 | 5 | \$100,000 | 2 | \$110,000 | 5 | \$71,500 | 6 | |
| Paihia | \$425,000 | 3 | \$313,750 | 4 | \$495,000 | 4 | \$500,000 | 5 | \$472,500 | 4 | \$565,000 | 2 | |
| Kawakawa | | 0 | | 0 | | 0 | \$145,000 | 1 | \$155,000 | 1 | \$126,500 | 2 | |
| Moerewa | | 0 | | 0 | | 0 | | 0 | | 0 | \$85,000 | 2 | |
| Kerikeri | \$491,500 | 10 | \$412,500 | 6 | \$300,000 | 7 | \$395,000 | 11 | \$328,000 | 11 | \$320,000 | 6 | |
| Russell | \$1,275,500 | 2 | | 0 | \$685,000 | 2 | | 0 | \$382,500 | 2 | \$375,000 | 1 | |
| Dargaville Borough | \$265,000 | 8 | \$207,500 | 4 | | 0 | \$168,500 | 4 | \$125,000 | 8 | \$167,500 | 2 | |
| Whangarei County | \$395,000 | 20 | \$380,000 | 8 | \$410,000 | 17 | \$440,000 | 14 | \$330,000 | 15 | \$360,000 | 11 | |
| Whangarei City | \$313,500 | 66 | \$261,000 | 42 | \$292,500 | 38 | \$252,500 | 24 | \$261,500 | 46 | \$295,000 | 42 | |
| Otamatea County | \$345,000 | 8 | \$350,000 | 3 | \$332,500 | 8 | \$215,000 | 1 | \$354,000 | 9 | \$315,000 | 7 | |
| <u>Northland</u> | <u>\$328,000</u> | <u>134</u> | <u>\$275,000</u> | <u>83</u> | <u>\$308,000</u> | <u>83</u> | <u>\$315,000</u> | <u>65</u> | <u>\$289,000</u> | <u>113</u> | <u>\$305,000</u> | <u>91</u> | |



For Period Jan 2012

Auckland Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | 0 Jan 2011 | | | Dec 2011 | | Jan 2012 | |
|---------------------|-----------|--------|-----------|--------|-----------|------------|-----------|--------|-----------|--------|-----------|--------|
| | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold |
| Albany District | \$432,500 | 42 | \$598,000 | 49 | \$650,000 | 39 | \$650,000 | 37 | \$705,000 | 60 | \$648,000 | 57 |
| East Coast Bays | \$575,000 | 78 | \$470,000 | 87 | \$555,500 | 80 | \$550,000 | 76 | \$590,000 | 103 | \$559,000 | 102 |
| Glenfield Area | \$420,000 | 59 | \$380,000 | 39 | \$385,000 | 50 | \$394,000 | 58 | \$440,000 | 99 | \$412,000 | 61 |
| Birkenhead Area | \$465,000 | 35 | \$495,000 | 26 | \$528,000 | 33 | \$444,000 | 28 | \$613,750 | 60 | \$535,000 | 44 |
| Milford/Takapuna | \$595,000 | 24 | \$487,000 | 27 | \$506,250 | 28 | \$800,000 | 25 | \$675,000 | 35 | \$545,000 | 33 |
| Devonport Area | \$652,500 | 10 | \$712,750 | 18 | \$745,000 | 19 | \$656,500 | 18 | \$855,250 | 34 | \$912,250 | 16 |
| North Shore City | \$495,000 | 248 | \$507,500 | 246 | \$535,527 | 249 | \$490,000 | 242 | \$575,000 | 391 | \$546,500 | 313 |
| Upper Harbour | \$530,000 | 19 | \$480,000 | 8 | \$620,000 | 13 | \$475,000 | 15 | \$587,500 | 20 | \$550,000 | 12 |
| Waitakeres | \$762,500 | 3 | | 0 | \$512,500 | 4 | \$510,000 | 1 | \$348,000 | 1 | \$460,000 | 2 |
| Henderson Area | \$382,000 | 101 | \$355,000 | 75 | \$365,000 | 107 | \$360,000 | 100 | \$397,570 | 119 | \$373,000 | 103 |
| Glen Eden Area | \$341,750 | 44 | \$327,500 | 34 | \$315,000 | 33 | \$328,000 | 36 | \$345,000 | 51 | \$355,000 | 41 |
| Titirangi Area | \$417,000 | 19 | \$395,000 | 26 | \$485,000 | 20 | \$480,000 | 19 | \$465,000 | 43 | \$469,000 | 26 |
| Waitakere City | \$381,900 | 186 | \$352,500 | 143 | \$383,000 | 177 | \$369,400 | 171 | \$418,500 | 234 | \$387,250 | 184 |
| Mount Roskill Area | \$418,500 | 74 | \$396,000 | 62 | \$435,000 | 65 | \$412,500 | 38 | \$500,000 | 102 | \$490,000 | 59 |
| Mount Albert Area | \$390,000 | 45 | \$485,000 | 31 | \$475,000 | 33 | \$486,000 | 22 | \$644,588 | 31 | \$480,000 | 35 |
| City / Pt Chev | \$320,000 | 124 | \$368,000 | 82 | \$345,000 | 79 | \$305,000 | 87 | \$300,000 | 163 | \$313,000 | 139 |
| Mt Eden / Epsom | \$605,000 | 67 | \$586,000 | 40 | \$637,000 | 43 | \$677,000 | 58 | \$810,000 | 72 | \$693,500 | 58 |
| Eastern Suburbs | \$762,500 | 71 | \$628,000 | 75 | \$787,500 | 75 | \$732,500 | 80 | \$818,000 | 136 | \$780,000 | 66 |
| Ellerslie / Panmure | \$460,000 | 21 | \$395,000 | 17 | \$517,000 | 17 | \$395,000 | 21 | \$499,500 | 25 | \$450,000 | 27 |
| Onehunga / Penrose | \$410,000 | 61 | \$370,000 | 27 | \$421,000 | 36 | \$357,430 | 25 | \$436,500 | 50 | \$427,000 | 39 |
| Islands Of Gulf | \$465,500 | 22 | \$405,000 | 10 | \$512,500 | 20 | \$740,000 | 9 | \$445,000 | 23 | \$486,000 | 18 |
| Auckland City | \$433,000 | 485 | \$458,500 | 344 | \$480,000 | 368 | \$492,500 | 340 | \$557,500 | 602 | \$486,000 | 441 |
| Eastern Beaches | \$525,000 | 171 | \$500,000 | 119 | \$570,000 | 138 | \$511,500 | 122 | \$565,000 | 167 | \$563,250 | 140 |
| Manukau Rural | \$450,000 | 2 | | 0 | \$262,500 | 2 | \$365,000 | 1 | | 0 | \$658,000 | 3 |
| Papatoetoe Area | \$336,500 | 106 | \$319,750 | 68 | \$321,250 | 64 | \$378,500 | 58 | \$368,000 | 91 | \$342,000 | 83 |
| | | | | | | | | | | | | |



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| | Jan 2008 | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | |
|-----------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| | Median | # Sold |
| Manurewa Area | \$350,000 | 91 | \$337,000 | 50 | \$340,000 | 47 | \$308,000 | 30 | \$307,500 | 59 | \$364,000 | 43 |
| Manukau City | \$430,000 | 370 | \$408,000 | 237 | \$468,000 | 251 | \$454,000 | 211 | \$475,000 | 317 | \$480,000 | 269 |
| Papakura Area | \$305,000 | 51 | \$303,500 | 28 | \$337,500 | 30 | \$332,500 | 32 | \$300,000 | 55 | \$377,500 | 38 |
| Papakura District | \$305,000 | 51 | \$303,500 | 28 | \$337,500 | 30 | \$332,500 | 32 | \$300,000 | 55 | \$377,500 | 38 |
| Metropolitan Auckland | <u>\$429,750</u> | <u>1.340</u> | <u>\$425,000</u> | <u>998</u> | <u>\$460.000</u> | <u>1.075</u> | <u>\$451,500</u> | <u>996</u> | <u>\$498,000</u> | <u>1.599</u> | <u>\$480,000</u> | <u>1,245</u> |
| Rodney North | \$494,000 | 44 | \$500,000 | 25 | \$593,000 | 32 | \$453,000 | 22 | \$450,000 | 47 | \$459,000 | 33 |
| Hibiscus Coast | \$550,000 | 61 | \$476,250 | 40 | \$440,000 | 47 | \$480,000 | 43 | \$431,500 | 72 | \$454,900 | 59 |
| Rodney District | \$526,000 | 105 | \$485,000 | 65 | \$490,000 | 79 | \$470,000 | 65 | \$433,000 | 119 | \$456,450 | 92 |
| Franklin County | \$370,000 | 57 | \$367,000 | 45 | \$349,000 | 43 | \$370,000 | 24 | \$370,000 | 69 | \$370,000 | 53 |
| Franklin District | \$370,000 | 57 | \$367,000 | 45 | \$349,000 | <i>4</i> 3 | \$370,000 | 24 | \$370,000 | 69 | \$370,000 | 53 |
| Thames / Coromandel | \$472,000 | 48 | \$350,000 | 41 | \$358,000 | 43 | \$385,500 | 30 | \$375,000 | 39 | \$310,000 | 31 |
| Thames/Coromandel | \$472,000 | 48 | \$350,000 | 41 | \$358,000 | <i>4</i> 3 | \$385,500 | 30 | \$375,000 | 39 | \$310,000 | 31 |
| Outer Auckland | <u>\$460,000</u> | <u>210</u> | <u>\$396.000</u> | <u>151</u> | <u>\$415,000</u> | <u>165</u> | <u>\$435,000</u> | <u>119</u> | <u>\$415,000</u> | <u>227</u> | <u>\$418,250</u> | <u>176</u> |
| <u>Auckland</u> | <u>\$432,750</u> | <u>1,550</u> | <u>\$422,000</u> | <u>1,149</u> | <u>\$450,500</u> | <u>1,240</u> | <u>\$450,000</u> | <u>1,115</u> | <u>\$484,375</u> | <u>1,826</u> | <u>\$471,000</u> | <u>1,421</u> |



For Period Jan 2012

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Waikato/BOP Medians and Numbers Sold

| | Jan 2008 | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | |
|-------------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Waikato Country | \$255,000 | 108 | \$248,000 | 65 | \$280,000 | 81 | \$245,000 | 74 | \$248,000 | 129 | \$270,000 | 110 |
| Hamilton City | \$325,000 | 155 | \$290,000 | 119 | \$319,538 | 112 | \$329,000 | 88 | \$337,500 | 204 | \$315,000 | 133 |
| Western BOP Country | \$397,000 | 71 | \$379,000 | 28 | \$361,000 | 44 | \$392,500 | 44 | \$322,000 | 53 | \$347,500 | 42 |
| Mount Maunganui/Papamoa | \$410,500 | 60 | \$375,000 | 40 | \$395,500 | 40 | \$406,250 | 44 | \$418,000 | 75 | \$388,750 | 46 |
| Tauranga | \$341,500 | 96 | \$343,750 | 66 | \$349,000 | 79 | \$320,000 | 66 | \$315,500 | 108 | \$360,000 | 93 |
| Rotorua | \$281,000 | 81 | \$242,500 | 48 | \$230,000 | 39 | \$264,250 | 34 | \$242,750 | 68 | \$230,000 | 50 |
| Taupo | \$362,500 | 58 | \$382,500 | 38 | \$330,000 | 40 | \$343,750 | 20 | \$275,000 | 57 | \$310,000 | 36 |
| King Country | \$146,000 | 18 | \$182,500 | 10 | \$163,000 | 12 | \$116,250 | 14 | \$81,500 | 4 | \$100,000 | 9 |
| Gisborne City | \$278,000 | 27 | \$255,000 | 26 | \$225,000 | 21 | \$205,000 | 18 | \$225,000 | 37 | \$225,000 | 27 |
| Gisborne Country | \$150,000 | 3 | | 0 | \$300,000 | 1 | \$115,000 | 1 | \$445,000 | 1 | \$100,000 | 2 |
| Eastern BOP Country | \$253,500 | 35 | \$210,000 | 18 | \$288,500 | 30 | \$274,000 | 24 | \$250,000 | 47 | \$265,000 | 29 |
| Waikato/BOP | <u>\$320,000</u> | <u>712</u> | <u>\$304,250</u> | <u>458</u> | <u>\$320,000</u> | <u>499</u> | <u>\$315,000</u> | <u>427</u> | <u>\$305,000</u> | <u>783</u> | <u>\$305,000</u> | <u>577</u> |



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Hawkes Bay Medians and Numbers Sold

| | Jan 2008 | Jan 2008 | | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|--------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Napier City | \$292,500 | 94 | \$287,000 | 79 | \$302,750 | 66 | \$270,000 | 49 | \$296,000 | 70 | \$300,000 | 78 |
| Hastings City | \$285,000 | 87 | \$240,000 | 46 | \$302,500 | 52 | \$290,000 | 49 | \$279,000 | 64 | \$250,000 | 45 |
| Hawkes Bay Country | \$292,500 | 15 | \$134,000 | 6 | \$230,000 | 10 | \$364,000 | 6 | \$340,000 | 8 | \$444,500 | 9 |
| Waipawa Area | \$289,500 | 4 | \$200,000 | 5 | | 0 | \$246,000 | 2 | \$105,000 | 2 | \$240,000 | 3 |
| Waipukurau Area | \$176,500 | 5 | \$190,000 | 7 | \$290,000 | 2 | \$160,000 | 7 | \$170,000 | 11 | \$238,750 | 6 |
| Dannevirke Borough | \$162,000 | 12 | \$185,000 | 12 | \$136,000 | 14 | \$149,000 | 10 | \$175,000 | 9 | \$172,000 | 11 |
| Hawkes Bay | <u>\$280,000</u> | <u>217</u> | <u>\$259,000</u> | <u>155</u> | <u>\$278,000</u> | <u>144</u> | <u>\$270,500</u> | <u>123</u> | <u>\$271,750</u> | <u>164</u> | <u>\$275,000</u> | <u>152</u> |



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Manawatu/Wanganui Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|-------------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Palmerston North City | \$269,000 | 95 | \$260,000 | 99 | \$264,000 | 69 | \$267,500 | 62 | \$272,000 | 109 | \$269,000 | 78 |
| Feilding | \$290,000 | 23 | \$236,500 | 26 | \$245,000 | 23 | \$240,500 | 19 | \$224,250 | 26 | \$246,000 | 20 |
| Levin | \$215,000 | 28 | \$184,250 | 16 | \$193,750 | 20 | \$150,000 | 10 | \$172,500 | 21 | \$172,500 | 20 |
| Pahiatua | \$185,000 | 6 | \$143,250 | 6 | \$126,000 | 6 | \$137,000 | 1 | \$136,000 | 6 | \$102,000 | 3 |
| Manawatu Country | \$211,000 | 24 | \$190,000 | 17 | \$195,000 | 25 | \$215,000 | 17 | \$188,000 | 31 | \$132,500 | 16 |
| Manawatu | \$250,000 | 176 | \$235,000 | 164 | \$244,000 | 143 | \$243,000 | 109 | \$230,000 | 193 | \$240,000 | 137 |
| Manawatu Region | <u>\$250,000</u> | <u>176</u> | <u>\$235,000</u> | <u>164</u> | <u>\$244,000</u> | <u>143</u> | <u>\$243,000</u> | <u>109</u> | <u>\$230.000</u> | <u>193</u> | <u>\$240,000</u> | <u>137</u> |
| Waverley | \$144,500 | 4 | \$94,500 | 4 | \$142,500 | 2 | | 0 | \$111,000 | 1 | | 0 |
| Wanganui City | \$179,500 | 68 | \$178,000 | 35 | \$208,000 | 39 | \$165,000 | 29 | \$170,000 | 44 | \$169,000 | 41 |
| Raetihi/Ohakune/Taihape | \$177,000 | 7 | \$220,000 | 3 | \$137,000 | 3 | \$94,250 | 2 | \$151,000 | 6 | \$207,000 | 6 |
| Rangitikei | \$185,000 | 13 | \$123,000 | 8 | \$113,500 | 6 | \$170,000 | 9 | \$190,000 | 11 | \$235,000 | 7 |
| Wanganui Country | \$245,750 | 2 | \$80,000 | 3 | \$320,000 | 1 | \$238,000 | 2 | \$355,000 | 3 | \$531,000 | 6 |
| Wanganui | \$179,500 | 94 | \$160,000 | 53 | \$189,000 | 51 | \$167,500 | 42 | \$185,000 | 65 | \$184,000 | 60 |
| <u>Wanganui Region</u> | <u>\$179,500</u> | <u>94</u> | <u>\$160.000</u> | <u>53</u> | <u>\$189.000</u> | <u>51</u> | <u>\$167.500</u> | <u>42</u> | <u>\$185.000</u> | <u>65</u> | <u>\$184,000</u> | <u>60</u> |
| Manawatu/Wanganui | <u>\$230,000</u> | <u>270</u> | <u>\$220,000</u> | <u>217</u> | <u>\$230,000</u> | <u>194</u> | <u>\$227,500</u> | <u>151</u> | <u>\$220,750</u> | <u>258</u> | <u>\$235,000</u> | <u>197</u> |



For Period Jan 2012

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Taranaki Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|-------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Taranaki Country | \$285,000 | 27 | \$255,000 | 13 | \$205,000 | 16 | \$228,750 | 28 | \$245,000 | 27 | \$326,000 | 18 |
| Waitara | \$205,500 | 12 | \$225,000 | 7 | \$180,000 | 9 | \$256,000 | 4 | \$248,500 | 9 | \$239,995 | 9 |
| New Plymouth City | \$311,000 | 74 | \$307,500 | 66 | \$350,000 | 69 | \$307,000 | 51 | \$295,500 | 62 | \$325,000 | 68 |
| Bell Block | \$275,000 | 13 | \$274,000 | 15 | \$331,500 | 9 | \$310,000 | 9 | \$367,000 | 20 | \$355,000 | 14 |
| Stratford | \$185,000 | 9 | \$164,000 | 14 | \$260,000 | 7 | \$192,500 | 5 | \$175,000 | 13 | \$247,000 | 6 |
| Hawera | \$182,750 | 38 | \$178,000 | 15 | \$250,000 | 13 | \$218,191 | 21 | \$210,000 | 17 | \$233,500 | 12 |
| <u>Taranaki</u> | <u>\$263,000</u> | <u>173</u> | <u>\$266,750</u> | <u>130</u> | <u>\$300,000</u> | <u>123</u> | <u>\$273,000</u> | <u>118</u> | <u>\$285,000</u> | <u>148</u> | <u>\$304,000</u> | <u>127</u> |



For Period Jan 2012

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Wellington Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|---------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Wairarapa | \$256,500 | 60 | \$231,000 | 32 | \$277,500 | 50 | \$212,000 | 39 | \$250,000 | 35 | \$246,500 | 36 |
| Upper Hutt | \$326,500 | 58 | \$300,000 | 34 | \$303,250 | 42 | \$345,000 | 34 | \$355,000 | 65 | \$308,500 | 54 |
| Hutt Valley | \$310,000 | 135 | \$345,000 | 78 | \$357,500 | 58 | \$302,500 | 71 | \$354,000 | 111 | \$351,000 | 95 |
| Otaki / Paekakariki | \$325,500 | 74 | \$315,000 | 65 | \$345,000 | 70 | \$370,000 | 60 | \$347,000 | 89 | \$357,500 | 56 |
| Pukerua Bay / Tawa | \$368,000 | 75 | \$364,000 | 39 | \$383,750 | 52 | \$360,000 | 47 | \$360,000 | 65 | \$389,000 | 59 |
| Northern Wellington | \$405,000 | 61 | \$400,000 | 43 | \$460,000 | 49 | \$440,000 | 36 | \$461,000 | 75 | \$447,000 | 39 |
| Western Wellington | \$487,500 | 30 | \$420,500 | 18 | \$510,500 | 22 | \$483,100 | 25 | \$545,000 | 43 | \$500,000 | 22 |
| Southern Wellington | \$470,500 | 34 | \$457,250 | 28 | \$468,500 | 18 | \$435,000 | 22 | \$537,300 | 24 | \$455,000 | 29 |
| Eastern Wellington | \$475,000 | 29 | \$420,000 | 14 | \$517,500 | 22 | \$489,000 | 21 | \$505,500 | 24 | \$615,000 | 24 |
| Central Wellington | \$453,500 | 38 | \$397,500 | 45 | \$400,000 | 37 | \$373,000 | 22 | \$457,750 | 46 | \$430,000 | 21 |
| <u>Wellington</u> | <u>\$366,750</u> | <u>594</u> | <u>\$362,500</u> | <u>396</u> | <u>\$375,000</u> | <u>420</u> | <u>\$370,000</u> | <u>377</u> | <u>\$387,000</u> | <u>577</u> | <u>\$385,000</u> | <u>435</u> |



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Nelson/Marlborough Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|--|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Nelson City Zone | \$340,000 | 77 | \$320,000 | 68 | \$315,000 | 61 | \$330,000 | 49 | \$315,000 | 73 | \$318,050 | 66 |
| Richmond | \$418,000 | 17 | \$292,500 | 15 | \$350,000 | 19 | \$386,250 | 16 | \$410,000 | 21 | \$337,750 | 18 |
| Motueka | \$302,000 | 17 | \$310,000 | 20 | \$255,000 | 13 | \$275,000 | 8 | \$364,250 | 16 | \$334,500 | 14 |
| Takaka | \$670,000 | 5 | \$242,000 | 4 | \$250,000 | 3 | \$247,500 | 4 | \$290,000 | 7 | \$352,000 | 3 |
| Nelson Country | \$351,000 | 14 | \$370,000 | 7 | \$400,000 | 15 | \$332,500 | 16 | \$344,500 | 11 | \$422,500 | 16 |
| Nelson Council = Nelson City Zone PLUS Nelson Country, Richmond, Takaka & Motueka Zones | \$340,000 | 130 | \$316,500 | 114 | \$342,000 | 111 | \$330,000 | 93 | \$346,500 | 128 | \$335,500 | 117 |
| Marlborough Sounds | \$427,500 | 4 | \$390,000 | 2 | \$450,000 | 1 | \$360,000 | 1 | \$410,000 | 4 | \$412,000 | 7 |
| Marlborough/Kaikoura | \$337,500 | 78 | \$287,500 | 57 | \$331,500 | 36 | \$272,750 | 42 | \$325,000 | 72 | \$248,000 | 48 |
| Marlborough | \$343,700 | 82 | \$287,500 | 59 | \$340,500 | 37 | \$273,000 | 43 | \$325,000 | 76 | \$268,000 | 55 |
| Nelson/Marlborough | <u>\$340,000</u> | <u>212</u> | <u>\$306,000</u> | <u>173</u> | <u>\$341,250</u> | <u>148</u> | <u>\$318,500</u> | <u>136</u> | <u>\$331,500</u> | <u>204</u> | <u>\$325,000</u> | <u>172</u> |



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Canterbury/Westland Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|------------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|--------|-----------|--------|-----------|--------|
| | Median | # Sold |
| Central (Inside,4 Avenues) | \$320,000 | 13 | \$285,375 | 14 | \$277,500 | 8 | \$450,750 | 6 | \$315,000 | 5 | \$369,000 | 5 |
| Nth East(Avnda/Avsi/Bur/Park) | \$317,000 | 49 | \$305,000 | 39 | \$332,850 | 24 | \$331,500 | 11 | \$422,500 | 28 | \$435,000 | 13 |
| East(Aran/Bxly/Brom/Linwd) | \$230,000 | 35 | \$212,000 | 17 | \$257,000 | 21 | \$220,000 | 11 | \$243,500 | 18 | \$215,500 | 8 |
| Sth East(Hthct/Opawa/Wlstn) | \$264,500 | 16 | \$276,000 | 8 | \$292,000 | 13 | \$245,000 | 9 | \$294,000 | 19 | \$238,750 | 10 |
| Sth Inner (Sydhm/Wlthm) | \$230,000 | 9 | \$235,000 | 9 | \$296,764 | 4 | \$223,250 | 4 | \$222,500 | 12 | \$210,000 | 7 |
| Sth Outer (Beck/Bow/Casfl/Stma) | \$308,750 | 16 | \$325,000 | 21 | \$434,750 | 12 | \$350,000 | 12 | \$400,000 | 13 | \$391,500 | 6 |
| S/W Inner(Addtn/Smfld/Sprey) | \$325,250 | 26 | \$242,250 | 26 | \$305,000 | 25 | \$294,000 | 12 | \$337,500 | 29 | \$302,000 | 22 |
| S/W Outer(Hlswl/Himtn/Hnhy) | \$342,500 | 47 | \$369,000 | 26 | \$354,500 | 32 | \$349,000 | 22 | \$390,000 | 51 | \$401,077 | 25 |
| West Inner(Riccn/Upper Riccn) | \$304,500 | 18 | \$281,500 | 16 | \$429,550 | 13 | \$296,000 | 14 | \$373,500 | 22 | \$294,000 | 17 |
| West Outer (Heih/Hby/Sckbn/Tem) | \$280,000 | 34 | \$230,000 | 13 | \$297,500 | 24 | \$289,000 | 18 | \$318,500 | 32 | \$313,250 | 24 |
| N/W Inner(Fendn/Ilam/Meriv) | \$470,000 | 25 | \$440,000 | 23 | \$562,500 | 24 | \$390,000 | 19 | \$445,000 | 33 | \$525,000 | 28 |
| Avonhead | \$345,000 | 25 | \$361,500 | 22 | \$383,750 | 8 | \$365,000 | 13 | \$382,000 | 33 | \$380,375 | 18 |
| N/W Outer(Brynd/Burns) | \$372,500 | 32 | \$329,000 | 16 | \$327,000 | 15 | \$358,550 | 22 | \$390,000 | 23 | \$356,000 | 17 |
| Nth Inner(Dal/Rich/Shly/Stalb) | \$311,000 | 71 | \$288,500 | 40 | \$317,500 | 39 | \$338,000 | 27 | \$336,000 | 37 | \$305,000 | 27 |
| Nth Outer(Bfst/Bish/Pap/Redwd) | \$343,750 | 46 | \$297,500 | 36 | \$321,500 | 50 | \$323,000 | 33 | \$345,000 | 83 | \$347,500 | 38 |
| Seaside Sth(Rdcfs/Sumfl) | \$500,000 | 7 | \$470,000 | 11 | \$427,000 | 5 | \$545,000 | 10 | \$389,000 | 5 | \$455,000 | 3 |
| Seaside Nth (Nb/Nthbeach/Sthnb) | \$344,000 | 29 | \$252,750 | 20 | \$297,250 | 12 | \$275,000 | 12 | \$270,000 | 28 | \$317,500 | 10 |
| All Hill(Cash/Clh/Mtp/Scar/Wm) | \$520,000 | 12 | \$520,000 | 13 | \$474,500 | 4 | \$463,500 | 8 | \$565,000 | 10 | | 0 |
| Harbourside(All Lytln&Harbour) | \$471,500 | 14 | \$380,000 | 9 | \$373,500 | 6 | \$382,750 | 8 | \$431,250 | 6 | \$365,000 | 4 |
| Christchurch City | \$325,500 | 524 | \$300,000 | 379 | \$328,200 | 339 | \$330,000 | 271 | \$346,000 | 487 | \$337,444 | 282 |
| Banks Pen(East Of Motukarara) | \$400,000 | 3 | \$917,500 | 2 | \$327,500 | 4 | \$480,000 | 1 | \$457,500 | 4 | \$472,500 | 2 |
| Kaiapoi | \$307,500 | 16 | \$250,000 | 6 | \$273,500 | 8 | \$170,000 | 5 | \$325,000 | 19 | \$312,500 | 10 |
| Rangiora | \$362,500 | 26 | \$323,000 | 20 | \$315,000 | 23 | \$345,000 | 25 | \$349,288 | 36 | \$345,000 | 37 |
| Nth Cant(All Nth&W Ofnthwaimk) | \$275,500 | 30 | \$247,000 | 19 | \$347,000 | 22 | \$257,500 | 10 | \$310,000 | 41 | \$355,000 | 28 |



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| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|------------------------------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| Cant Ctry(Alloth W&S To Midcan) | \$388,750 | 34 | \$360,000 | 30 | \$368,000 | 33 | \$373,750 | 27 | \$418,750 | 45 | \$406,000 | 64 |
| Mid Cant(Rakaia/R-Rangitata R) | \$230,500 | 28 | \$245,000 | 45 | \$317,000 | 20 | \$257,500 | 35 | \$255,000 | 35 | \$267,750 | 36 |
| Timaru | \$219,000 | 49 | \$225,000 | 21 | \$220,000 | 28 | \$238,100 | 38 | \$250,000 | 49 | \$240,500 | 35 |
| Sth Cant(Below Rangitata Riv) | \$217,500 | 32 | \$190,500 | 22 | \$211,000 | 23 | \$207,500 | 24 | \$195,000 | 29 | \$187,750 | 20 |
| West Coast | \$210,000 | 38 | \$172,500 | 18 | \$206,000 | 12 | \$200,000 | 22 | \$215,750 | 42 | \$188,000 | 35 |
| Other Canterbury/Westland | \$265,000 | 256 | \$259,000 | 183 | \$282,500 | 173 | \$260,000 | 187 | \$290,000 | 300 | \$300,000 | 267 |
| Outer Canterbury | <u>\$265,000</u> | <u>256</u> | <u>\$259.000</u> | <u>183</u> | <u>\$282,500</u> | <u>173</u> | <u>\$260,000</u> | <u>187</u> | <u>\$290,000</u> | <u>300</u> | <u>\$300.000</u> | <u>267</u> |
| Canterbury/Westland | <u>\$310,000</u> | <u>780</u> | <u>\$285,000</u> | <u>562</u> | <u>\$319,500</u> | <u>512</u> | <u>\$300,000</u> | <u>458</u> | <u>\$325,000</u> | <u>787</u> | <u>\$325,000</u> | <u>549</u> |

Key to fonts used:

Suburb

Local Council

<u>Region</u>

REINZ District



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Central Otago Lakes Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|---------------------|------------------|------------|------------------|-----------|------------------|-----------|------------------|-----------|------------------|-----------|------------------|-----------|
| | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold |
| Central | \$449,000 | 77 | \$382,000 | 35 | \$347,500 | 32 | \$299,000 | 24 | \$360,000 | 53 | \$399,000 | 52 |
| Queenstown | \$585,000 | 41 | \$560,000 | 43 | \$531,250 | 26 | \$485,000 | 30 | \$565,000 | 34 | \$499,000 | 35 |
| Central Otago Lakes | <u>\$476,500</u> | <u>118</u> | <u>\$457,500</u> | <u>78</u> | <u>\$410,000</u> | <u>58</u> | <u>\$402,500</u> | <u>54</u> | <u>\$435,000</u> | <u>87</u> | <u>\$435,000</u> | <u>87</u> |



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Otago Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|--------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|------------------|------------|
| | Median | # Sold |
| North Otago | \$174,750 | 44 | \$205,000 | 20 | \$207,500 | 20 | \$156,075 | 18 | \$208,000 | 34 | \$188,000 | 20 |
| Dunedin City | \$250,000 | 181 | \$231,000 | 152 | \$257,500 | 122 | \$221,800 | 106 | \$255,000 | 184 | \$245,000 | 143 |
| South Otago | \$135,000 | 12 | \$120,000 | 17 | \$123,500 | 7 | \$150,000 | 11 | \$165,000 | 17 | \$148,000 | 7 |
| East Otago | \$181,500 | 6 | \$145,000 | 5 | \$299,250 | 2 | \$175,000 | 3 | \$224,500 | 8 | \$146,500 | 6 |
| <u>Otago</u> | <u>\$235,000</u> | <u>243</u> | <u>\$210,000</u> | <u>194</u> | <u>\$247,500</u> | <u>151</u> | <u>\$205,500</u> | <u>138</u> | <u>\$245,000</u> | <u>243</u> | <u>\$225,500</u> | <u>176</u> |



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Southland Medians and Numbers Sold

| | Jan 2008 | | Jan 2009 | | Jan 2010 | | Jan 2011 | | Dec 2011 | | Jan 2012 | |
|--------------|------------------|------------|------------------|------------|------------------|-----------|------------------|-----------|------------------|------------|------------------|-----------|
| | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold | Median | # Sold |
| Invercargill | \$232,000 | 113 | \$185,000 | 67 | \$185,000 | 71 | \$197,500 | 57 | \$198,000 | 80 | \$195,000 | 62 |
| Bluff | \$117,000 | 6 | \$104,000 | 4 | \$48,000 | 1 | \$100,000 | 6 | | 0 | \$415,000 | 2 |
| Gore | \$155,500 | 26 | \$166,000 | 21 | \$132,000 | 8 | \$161,000 | 14 | \$122,000 | 21 | \$190,000 | 15 |
| Riverton | \$207,750 | 20 | \$120,000 | 7 | \$207,500 | 4 | \$165,000 | 7 | \$204,000 | 3 | \$105,000 | 3 |
| Winton | \$230,000 | 9 | \$153,000 | 9 | \$130,000 | 7 | \$198,000 | 1 | \$195,000 | 19 | \$95,000 | 5 |
| Te Anau | \$365,000 | 9 | \$335,000 | 3 | \$288,000 | 3 | \$183,000 | 5 | \$260,000 | 3 | \$209,500 | 2 |
| Southland | <u>\$225,000</u> | <u>183</u> | <u>\$175,000</u> | <u>111</u> | <u>\$182,500</u> | <u>94</u> | <u>\$180,750</u> | <u>90</u> | <u>\$195,500</u> | <u>126</u> | <u>\$190,000</u> | <u>89</u> |

Key to fonts used: Suburb Local Council Region REINZ District

National Sales Distribution

| Price Band | Jan 2010 | Jan 2011 | Dec 2011 | Jan 2012 |
|-----------------------|----------|----------|----------|----------|
| Under \$400,000 | 2247 | 2028 | 3127 | 2423 |
| \$400,000 - \$599,999 | 937 | 786 | 1302 | 1032 |
| \$600,000 - \$999,999 | 395 | 365 | 693 | 513 |
| \$1 million and over | 87 | 73 | 194 | 105 |
| Total | 3666 | 3252 | 5316 | 4073 |