

Number of Sales, Farms - 3 year comparison

District	Oct 2009	Oct 2010	Sep 2011	Oct 2011
Northland	20	12	21	23
Auckland	17	11	15	23
Waikato	18	15	22	23
Bay of Plenty	28	16	16	18
Gisborne	13	4	10	9
Hawkes Bay	14	5	18	20
Taranaki	5	3	9	10
Manawatu/Wanganui	18	21	25	22
Wellington	3	3	18	18
Nelson	13	10	13	20
West Coast	3	4	1	3
Canterbury	31	19	33	42
Otago	10	13	26	26
Southland	12	11	30	29
New Zealand Total	205	147	257	286

Number of Sales, Lifestyle - 3 year comparison

District	Oct 2009	Oct 2010	Sep 2011	Oct 2011
Northland	121	68	92	86
Auckland	248	212	218	199
Waikato	158	109	146	149
Bay of Plenty	103	80	87	74
Gisborne	16	13	18	10
Hawkes Bay	59	52	40	37
Taranaki	35	38	42	31
Manawatu/Wanganui	113	94	79	81
Wellington	89	58	87	90
Nelson	72	54	53	44
West Coast	15	21	22	16
Canterbury	246	157	252	253
Otago	60	67	78	77
Southland	43	30	47	50
New Zealand Total	1378	1053	1261	1197

Number of Sales - Comparison of All Rural Sales by Type for New Zealand

Rural Property Type	Oct 2009	Oct 2010	Sep 2011	Oct 2011
Arable	3	4	13	11
Dairy	9	8	19	17
Finishing	21	11	36	43
Forestry	6	9	15	15
Grazing	111	88	144	168
Horticulture	35	23	19	22
Special	20	4	11	10
Total All Farms	205	147	257	286
Lifestyle	1378	1053	1261	1197

Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	0	0	0	21	2	0	23	86
Auckland	0	0	2	0	16	5	0	23	199
Waikato	0	2	0	1	19	0	1	23	149
Bay of Plenty	0	4	1	0	9	4	0	18	74
Gisborne	1	0	2	1	2	1	2	9	10
Hawkes Bay	2	0	2	0	12	4	0	20	37
Taranaki	1	1	0	2	6	0	0	10	31
Manawatu/Wanganui	1	0	7	2	10	0	2	22	81
Wellington	1	0	2	2	11	1	1	18	90
Nelson	0	1	1	4	9	4	1	20	44
West Coast	0	1	0	0	2	0	0	3	16
Canterbury	3	1	6	1	29	1	1	42	253
Otago	1	0	6	2	15	0	2	26	77
Southland	1	7	14	0	7	0	0	29	50
New Zealand	11	17	43	15	168	22	10	286	1197

Median Farm Size ha. - Comparison of All Farm Sales by Type for New Zealand

Rural Property Type	Oct 2009	Oct 2010	Sep 2011	Oct 2011
Arable	65	30	41	41
Dairy	108	74	185	162
Finishing	82	131	107	93
Forestry	26	90	30	30
Grazing	54	53	68	63
Horticulture	5	7	10	9
Special	13	4	10	18
Total All Farms	39	43	63	57

Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland					75	7		74
Auckland			44		35	4		29
Waikato		97		19	67		7	67
Bay of Plenty		139	30		43	7		37
Gisborne	13		430	8	484	17	105	76
Hawkes Bay	25		123		103	12		41
Taranaki	103	58		30	64			50
Manawatu/Wanganui	14		39	230	121		78	69
Wellington	340		173	113	56	50	27	53
Nelson		114	120	58	50	14	82	49
West Coast		54			155			126
Canterbury	39	239	97	20	64	25	240	58
Otago	500		186	24	121		4	124
Southland	44	241	85		52			93
New Zealand	41	162	93	30	63	9	18	57

Median Selling Price Per Hectare (3 month) - Comparison of All Rural Sales by District and Type

Rural Property Type		Oct 2009	Oct 2010	Sep 2011	Oct 2011
New Zealand	Arable	\$23,938	\$32,538	\$20,197	\$19,634
	Dairy	\$33,318	\$27,808	\$29,668	\$29,668
	Finishing	\$12,783	\$9,908	\$18,735	\$18,847
	Forestry	\$5,172	\$5,343	\$5,714	\$5,812
	Grazing	\$15,515	\$14,972	\$12,330	\$16,013
	Horticulture	\$185,837	\$175,000	\$82,000	\$84,960
	Special	\$25,370	\$108,017	\$54,054	\$36,313
	Total All Farms	\$21,333	\$18,124	\$17,694	\$18,878
Northland	Arable				
	Dairy	\$21,000	\$16,497	\$21,500	
	Finishing	\$8,602			
	Forestry				
	Grazing	\$14,684	\$8,500	\$5,969	\$10,605
	Horticulture	\$560,000	\$149,531	\$80,593	\$80,593
	Special				
	Total All Farms	\$15,152	\$13,221	\$6,353	\$10,827
Auckland	Arable				
	Dairy				
	Finishing			\$57,676	\$57,676
	Forestry				
	Grazing	\$21,069	\$18,258	\$20,892	\$20,932
	Horticulture	\$333,974	\$234,818	\$800,851	\$281,807
	Special		\$189,783		
	Total All Farms	\$29,412	\$18,568	\$30,030	\$35,095
Waikato	Arable		\$45,333	\$12,857	
	Dairy	\$21,027	\$12,329	\$47,343	\$47,343
	Finishing	\$8,938	\$9,908		
	Forestry				\$82,610
	Grazing	\$22,336	\$19,862	\$21,130	\$18,421
	Horticulture		\$150,844		
	Special	\$192,959	\$1,049,180	\$128,121	\$128,121
	Total All Farms	\$22,295	\$21,622	\$24,890	\$22,857
Bay of Plenty	Arable				
	Dairy			\$20,805	\$25,182
	Finishing				\$21,541
	Forestry		\$21,400		
	Grazing	\$28,619	\$20,887	\$30,048	\$16,385
	Horticulture	\$190,000	\$183,652	\$96,044	\$99,929
	Special				
	Total All Farms	\$109,655	\$143,056	\$51,457	\$28,184
Gisborne	Arable			\$78,351	\$78,351
	Dairy				
	Finishing	\$4,767	\$4,897	\$739	\$739
	Forestry	\$6,469	\$8,721	\$4,691	\$4,720

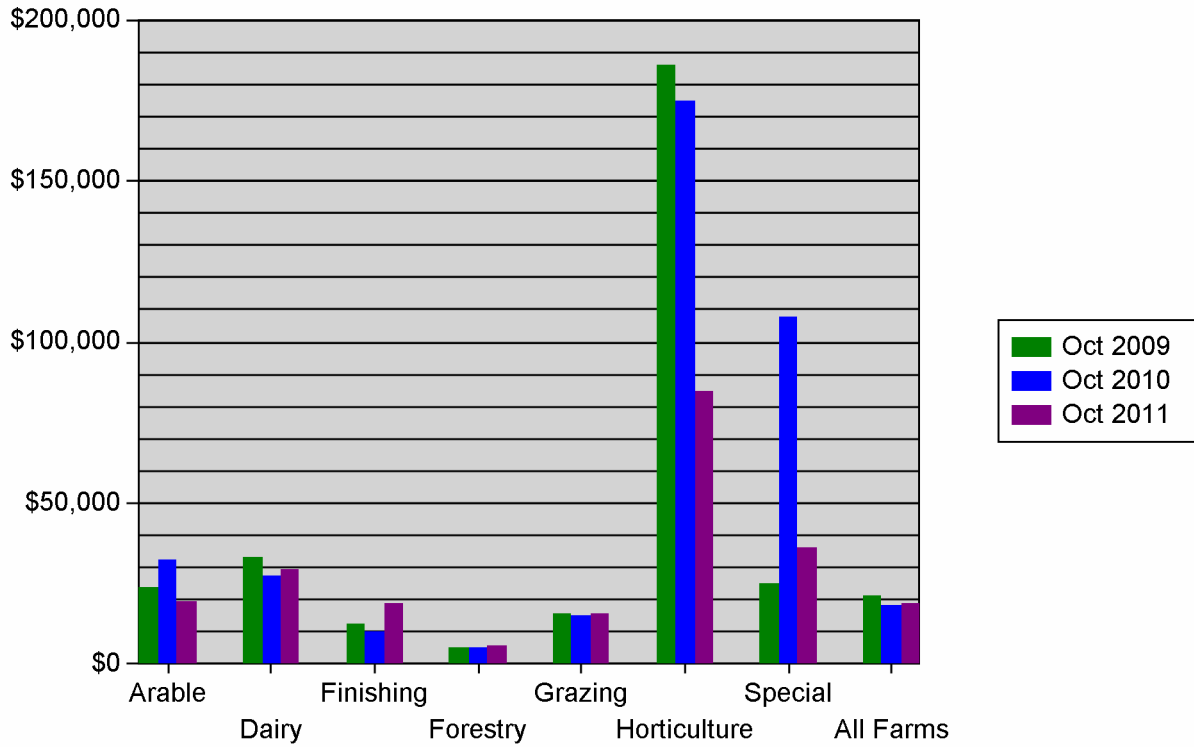
Rural Property Type		Oct 2009	Oct 2010	Sep 2011	Oct 2011
Gisborne	Grazing	\$8,679		\$3,175	\$3,175
	Horticulture	\$87,300	\$245,667		\$106,471
	Special			\$88,967	\$88,967
	Total All Farms	\$6,801	\$37,027	\$3,815	\$3,846
Hawkes Bay	Arable			\$19,915	\$19,915
	Dairy				
	Finishing	\$14,835	\$6,014	\$22,404	\$22,404
	Forestry				
	Grazing	\$10,445	\$16,758	\$5,703	\$10,067
	Horticulture	\$116,474		\$88,832	\$88,376
	Special	\$152,000		\$465,000	
	Total All Farms	\$14,835	\$15,802	\$10,067	\$18,671
Taranaki	Arable	\$58,636		\$4,674	\$4,674
	Dairy				\$41,316
	Finishing				
	Forestry			\$4,738	\$4,738
	Grazing	\$31,021	\$27,601	\$13,378	\$10,692
	Horticulture				
	Special				
	Total All Farms	\$40,909	\$27,601	\$7,346	\$6,070
Manawatu/Wanganui	Arable			\$32,667	\$17,405
	Dairy	\$33,367	\$35,370		
	Finishing	\$14,596	\$11,493	\$20,993	\$23,049
	Forestry		\$2,456	\$2,955	\$2,086
	Grazing	\$3,954	\$24,017	\$8,240	\$9,767
	Horticulture	\$11,836			
	Special	\$1,000,000		\$45,286	\$45,286
	Total All Farms	\$13,917	\$22,580	\$16,096	\$18,523
Wellington	Arable		\$23,256		\$4,265
	Dairy				
	Finishing	\$14,597		\$19,284	\$19,284
	Forestry	\$36,533	\$7,206	\$5,714	\$3,588
	Grazing	\$27,837	\$4,559	\$8,125	\$8,125
	Horticulture			\$18,000	\$18,000
	Special			\$9,683	\$9,683
	Total All Farms	\$27,837	\$7,206	\$8,636	\$7,473
Nelson	Arable				
	Dairy				\$23,684
	Finishing				\$11,500
	Forestry	\$35,667	\$2,422	\$6,757	\$7,219
	Grazing	\$6,884	\$16,361	\$6,879	\$16,429
	Horticulture	\$96,654	\$115,832	\$69,918	\$60,081
	Special	\$17,665		\$8,232	\$8,232
	Total All Farms	\$19,750	\$16,361	\$7,681	\$20,056
West Coast	Arable				
	Dairy		\$23,478	\$29,374	\$29,374
	Finishing				

Rural Property Type		Oct 2009	Oct 2010	Sep 2011	Oct 2011
West Coast	Forestry	\$1,775			
	Grazing	\$3,600	\$7,419		\$7,500
	Horticulture				
	Special	\$7,402			
	Total All Farms	\$3,600	\$13,938	\$29,374	\$8,967
Canterbury	Arable	\$19,252	\$23,282	\$31,000	\$31,000
	Dairy		\$43,029	\$40,734	\$36,766
	Finishing	\$11,846	\$11,356	\$8,235	\$13,647
	Forestry		\$17,568	\$32,047	\$32,047
	Grazing	\$20,000	\$13,492	\$14,644	\$21,547
	Horticulture		\$24,141	\$21,580	\$21,580
	Special	\$27,492		\$18,573	\$18,573
	Total All Farms	\$19,490	\$14,189	\$18,573	\$21,564
Otago	Arable		\$41,793	\$9,065	\$3,000
	Dairy		\$39,141	\$11,516	
	Finishing		\$5,200	\$10,053	\$8,856
	Forestry	\$3,764		\$7,539	\$7,539
	Grazing	\$14,513	\$7,757	\$10,606	\$10,606
	Horticulture				
	Special	\$19,363		\$97,658	\$97,658
	Total All Farms	\$17,290	\$8,575	\$10,509	\$10,118
Southland	Arable				\$15,984
	Dairy	\$35,142		\$32,432	\$29,668
	Finishing	\$22,586	\$11,018	\$26,034	\$21,931
	Forestry				
	Grazing	\$15,821	\$14,673	\$30,000	\$30,000
	Horticulture				
	Special	\$15,147	\$19,912		
	Total All Farms	\$22,586	\$13,574	\$29,834	\$26,034

Median Sales, Lifestyle - 3 year comparison

District	Oct 2009	Oct 2010	Sep 2011	Oct 2011
Northland	\$295,000	\$317,500	\$285,000	\$310,000
Auckland	\$750,000	\$681,250	\$681,500	\$711,000
Waikato	\$400,000	\$360,000	\$382,500	\$425,000
Bay of Plenty	\$470,000	\$509,500	\$520,000	\$543,000
Gisborne	\$386,500	\$226,000	\$315,000	\$554,500
Hawkes Bay	\$440,000	\$350,000	\$475,000	\$395,000
Taranaki	\$350,000	\$309,063	\$390,650	\$405,000
Manawatu/Wanganui	\$320,000	\$245,000	\$300,000	\$296,000
Wellington	\$450,000	\$447,500	\$455,000	\$480,000
Nelson	\$507,500	\$491,000	\$480,000	\$500,000
West Coast	\$220,000	\$235,000	\$174,500	\$165,000
Canterbury	\$427,500	\$411,000	\$430,000	\$430,000
Otago	\$352,500	\$410,000	\$321,250	\$350,000
Southland	\$235,000	\$265,000	\$330,000	\$288,612
New Zealand Total	\$445,000	\$425,000	\$430,000	\$435,000

Farms - Median Price Per Hectare 3-Year Trend - All New Zealand



Lifestyle - Median Sale Price 3-Year Trend

