

Harcourts Market Watch.

Bringing you the latest news, facts and figures specific to your local market.

National Overview

Sales are down across the country by almost 15% compared to this time last year, demonstrating Auckland's cooling property market is spreading.

Average prices are also starting to be affected by declining sales.

In Auckland prices are down compared to 12 months ago for the first time since sales started declining late last year.

The average house in Auckland now sells for \$947,809, which is well below the \$1m benchmark that was set in April, and down 0.6% compared to May 2016.

Christchurch average prices have slipped back down into the high \$400s, now sitting at \$498,370.

This is a 10% drop on May 2016's average price of \$553,114.

Harcourts CEO Chris Kennedy says vendors are starting to adjust their expectations when it comes to prices. The inflated

prices that were achievable at the very height of the market are no longer realistic.

This is evident in Auckland and Christchurch. It is likely the "halo effect" will see this spread to other parts of New Zealand over time.

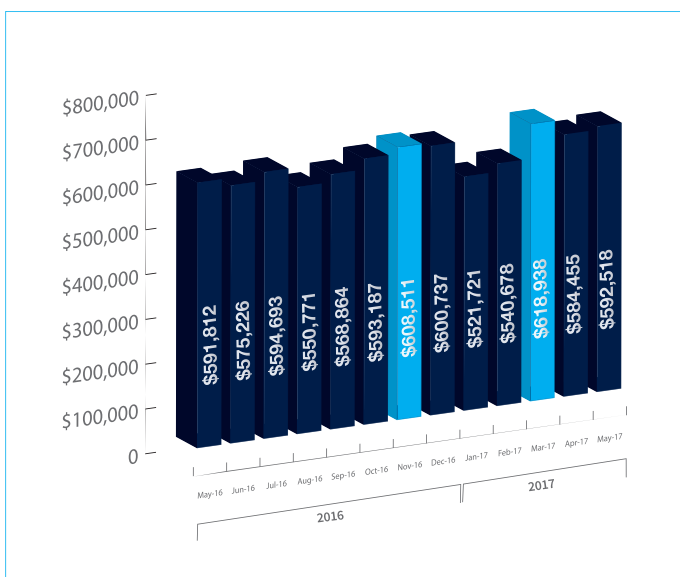
However, Kennedy says while prices may drop a little, he doesn't expect to see a big decline.

"But the new normal means that selling for top dollar is not as simple as listing your property any more. Vendors need to work with expert sales consultants, be creative when looking at marketing platforms and realistic when it comes to price. Rejecting a good offer in the hopes of a better one coming along is not a great strategy."

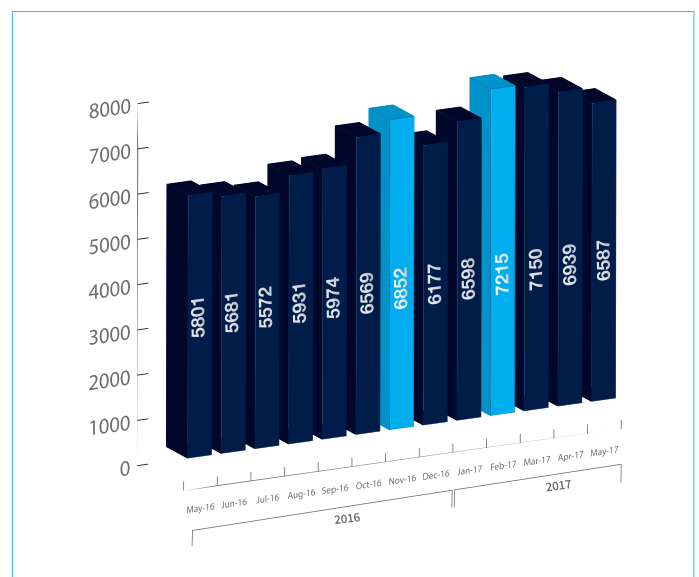


Chris Kennedy
CEO, Harcourts NZ
Ph: 027 433 5828

NATIONAL: Average sale price year to date



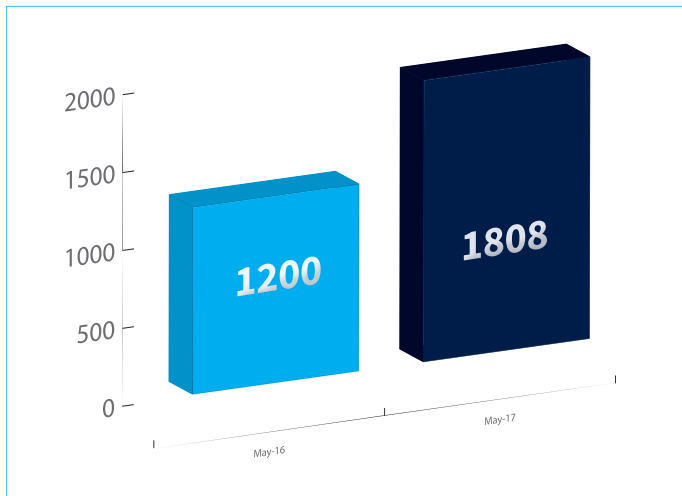
NATIONAL: Property on hand year to date



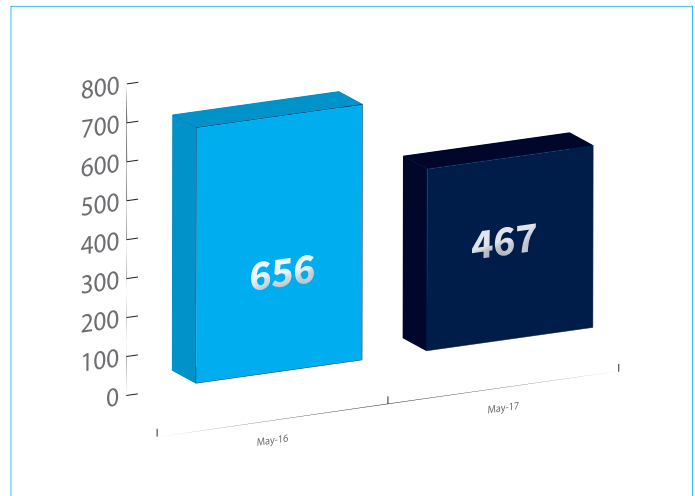
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AUCKLAND: Property on hand year to date



AUCKLAND: Written sales year to date



National:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 2395.5 | 2338 | 2.5% |
| New auctions | 590 | 806 | -26.8% |
| Property on hand | 6587 | 5801 | 13.5% |
| Written sales | 1995 | 2344 | -14.9% |
| Average sale price | \$592,518 | \$591,813 | 0% |

*Based on residential only figures

Auckland Region:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 737 | 728 | 1.2% |
| New auctions | 238.5 | 338 | -29.4% |
| Property on hand | 1,808 | 1,200 | 50.6% |
| Written sales | 467 | 656 | -28.8% |
| Average sale price | \$947,809 | \$954,178 | -0.67% |

*Based on residential only figures

Central Region:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 408 | 410 | -0.5% |
| New auctions | 118 | 147 | -19.7% |
| Property on hand | 1133 | 982 | 15.4% |
| Written sales | 437 | 531 | -17.7% |
| Average sale price | \$470,447 | \$451,800 | 4% |

*Based on residential only figures

Wellington Region:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 322 | 321 | 0.3% |
| New auctions | 58 | 82 | -29.3% |
| Property on hand | 651 | 688 | -5.4% |
| Written sales | 328.8 | 338 | -2.7% |
| Average sale price | \$499,543 | \$437,874 | 14% |

*Based on residential only figures

Christchurch Region:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 514.5 | 511 | 0.7% |
| New auctions | 145.5 | 204 | -28.7% |
| Property on hand | 1550 | 1477 | 4.9% |
| Written sales | 414 | 431 | -3.9% |
| Average sale price | \$498,370 | \$553,114 | -10% |

*Based on residential only figures

South Island Region:

Compared to last year

| | May 17 | May 16 | % Change |
|--------------------|-----------|-----------|----------|
| Total listings | 244 | 256 | -4.7% |
| Property on hand | 952 | 1035 | -8.0% |
| Written sales | 270 | 288 | -6.3% |
| Average sale price | \$429,435 | \$398,252 | 8% |

*Based on residential only figures