

MONTHLY PROPERTY REPORT

14 JUNE 2017

NZ house prices still increasing, led by strong regional growth



**Bindi Norwell,
REINZ CEO**

National median house prices increased 6.7% to \$540,100 (up from \$506,000) in the year to May 2017, according to the latest data from the Real Institute of New Zealand (REINZ) – source of the most complete and accurate real estate data in New Zealand. Seasonally adjusted, this increase is 6.2%.

Bindi Norwell, Chief Executive Officer at REINZ, says: “May housing activity clearly shows continued buoyant activity across a number of regions which contrasts with the continuing stability of the Auckland region. We saw record median prices achieved in 4 of the 14 regions we measure – Northland (\$450,000), Manawatu/Wanganui (\$269,000), Nelson/Marlborough (\$483,250) and Southland (\$238,000) – suggesting that the regions continue to hold up overall.

“Auckland median house prices increased 5% year-on-year to \$865,500, showing continued growth in the Auckland housing market, albeit at a slower rate than the previous year. Compared to April it increased 1.6%,” continued Norwell.

REINZ HPI SHOWS STABLE MARKET

The REINZ HPI indicates that housing market activity nationwide year-on-year has lifted 5.0%, up in Auckland by 1.8% and outside Auckland by 11.1%. However, month-on-month housing market activity nationwide was down 0.4%, down 0.7% in Auckland and up 0.2% outside Auckland, indicating strong price growth in some regions and a stable market in Auckland.

KEY DATA SUMMARY:

National median house price year-on-year	National —————● \$540,000 - up from \$506,100 +6.7% year-on-year
	National ex Auckland ———● \$430,000 - up from \$386,500 +11.3% year-on-year
	Auckland —————● \$865,500 - up from \$824,000 +5.0% year-on-year
Month-on-month median house price	National —————● \$540,000 – same as April
	National ex-Auckland ———● \$430,000 – down 1.1% on April: \$435,000
	Auckland —————● \$865,000 – up 1.6% on April: \$854,500
Seasonally adjusted median house price	National —————● Up 0.1% on April, up 6.2% on May 2016
	National ex Auckland ———● Up 0.5% on April, up 11.5% on May 2016
	Auckland —————● Up 0.6% on April, up 4.4% on May 2016
Median days to sell	National —————● 37 – five days longer compared to May 2016
	National ex Auckland ———● 36 – four days longer compared to May 2016
	Auckland —————● 40 – eight days longer compared to May 2016
House Price Index	National —————● 2,680 – up 5.0% on May 2016
	National ex-Auckland ———● 2,390 – up 11.1% on May 2016
	Auckland —————● 2,881 – up 1.8% on May 2016

Other changes of note

The number of properties available for sale rose by 131 in May compared to 12 months ago, although the number of properties for sale in the Auckland region has increased by 2,814 (+47%). Excluding Auckland, the number of properties for sale fell by 2,683 (-14%). Compared to May 2016 the number of listings fell 0.7% in Canterbury, 6.9% in Wellington and 6.1% in Waikato. The largest declines occurred in Northland (-607), Manawatu/Wanganui (-571) and Otago (-302).



Real Estate Institute of New Zealand (REINZ)
Chief Executive Bindi Norwell says:

“We are seeing a continuing trend of strong median house price growth in many of the regions year-on-year, however, a lack of inventory continues.

In Auckland, with sales volumes down, inventory levels increasing, the number of days to sell increasing and the level of auctions decreasing you may have expected to see prices decreasing in Auckland – however, this is not the case” points out Norwell.

“This can be explained by looking at the wider fundamentals currently at play in New Zealand. Given the considerable mismatch between population growth, increasing immigration figures, low interest rates, high housing demand and low building consents and housing supply, it’s clear why prices are still rising – although at single rather than double-digit growth levels.”

“We believe that overall buyers are being more cautious – we’re heading into winter which traditionally sees a slowdown in activity, we’re in an election year, some political uncertainty globally in some of our traditional trading markets and first-time buyers are finding access to capital more difficult.

This goes some way to explaining the intricacies of what we’re currently seeing in the New Zealand market,” concludes Norwell.



SALES VOLUMES DECREASING

Sales volumes decreased on a year-on-year basis nationally (-18.4%), in Auckland (-27.5%) and outside Auckland (13.6%). On a seasonally adjusted basis, this indicates a decrease nationally of -22.2%, in Auckland of -31.2% and national excluding Auckland of -17.4%.

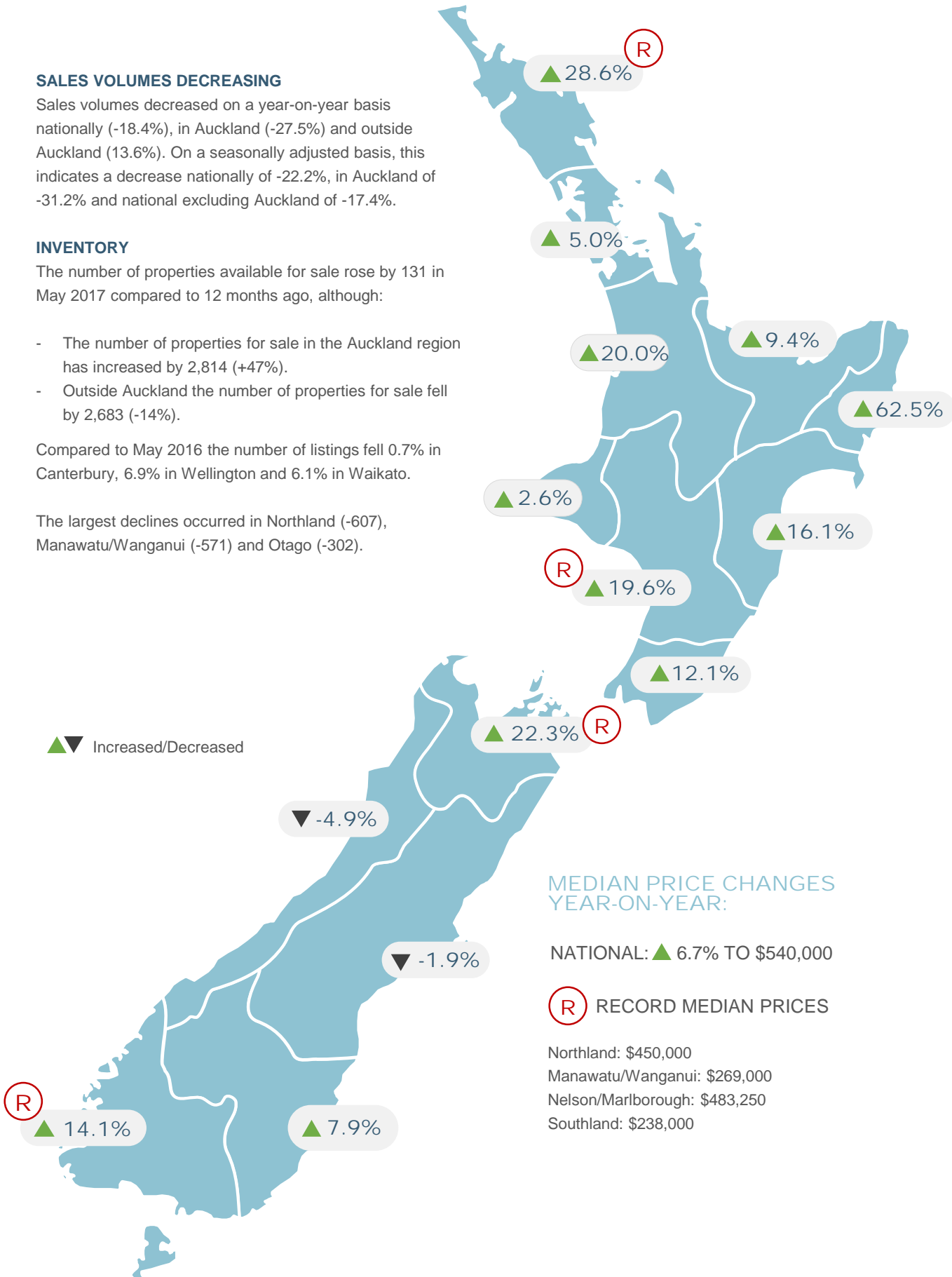
INVENTORY

The number of properties available for sale rose by 131 in May 2017 compared to 12 months ago, although:

- The number of properties for sale in the Auckland region has increased by 2,814 (+47%).
- Outside Auckland the number of properties for sale fell by 2,683 (-14%).

Compared to May 2016 the number of listings fell 0.7% in Canterbury, 6.9% in Wellington and 6.1% in Waikato.

The largest declines occurred in Northland (-607), Manawatu/Wanganui (-571) and Otago (-302).



AUCTIONS RATES

The number of dwellings sold by auction continues to decline across New Zealand with 956 properties sold by auction, in comparison to 1,982 in May 2016 – a decrease of 52%. Additionally, auctions accounted for 13% of total property sales, down from 22% in May 2016.

When looking at auctions across the regions, Auckland saw 536 auctions in May 2017 (down from 1277 a year ago, representing 24% of sales in May 2017 versus 42% in May 2016), while over the same period Waikato declined to 10% of sales versus 13%, Wellington stayed consistent with 6% of sales (up from 5%), and Canterbury decreased to 12% from 15%.

DAYS TO SELL LENGTHENS

The median days to sell nationally increased by five to 37 days, compared to 32 days in May 2016. Regionally, Hawke's Bay had the shortest median days to sell at 30 days followed by Wellington and Nelson/Marlborough at 31 days. Westland had the longest median days to sell at 196 days, followed by Taranaki at 42 days, while in Auckland the median days to sell was 40 days, 8 days longer than in May 2016.

MILLION-DOLLAR HOME SALES DROP

Between May 2016 and May 2017, the number of homes sold for more than \$1 million decreased from 1,240 to 1,066 sales, or 14.5% of all properties sold. The number of dwellings sold under \$500,000 also declined - by 1,103 - between May 2016 and May 2017.

For regional commentary and tables, please see the accompanying report.

For further information, or to request an interview with Bindi Norwell, please contact Dee Crooks, Communications/PR Manager at REINZ on 09 356 1753 or 021 953 308.



NOTE TO EDITORS:

The monthly REINZ residential sales reports remain the most recent, complete and accurate statistics on house prices and sales in New Zealand. They are based on actual sales reported by real estate agents. These sales are taken as of the date that a transaction becomes unconditional, up to 5:00pm on the last business day of the month.

Other surveys of the residential property market are based on information from Territorial Authorities regarding settlement and the receipt of documents by the relevant Territorial Authority from a solicitor. As such, this information involves a lag of four to six weeks before the sale is recorded.

**Seasonal adjustment is a statistical technique that attempts to measure and remove the influences of predictable seasonal patterns to reveal how the market changes over time.*

ENDS

FURTHER DATA:

Across New Zealand the total value of residential sales, including sections, was \$5.088 billion in May 2017, compared to \$5.905 billion in May 2016 and \$4.162 billion in April. For the 12 months ended May 2017 the total value of residential sales was \$55.842 billion. The breakdown of the value of properties sold in May 2017 compared to May 2016 is:

	May 2017		May 2016	
\$1 million plus	1,066	14.5%	1,240	13.8%
\$750,000 to \$999,999	1,018	13.8%	1,114	12.4%
\$500,000 to \$749,999	1,951	26.5%	2,233	24.8%
Under \$500,000	3,319	45.2%	4,422	49.0%
All Properties Sold	7,354	100.0%	9,009	100.0%



SEASONALLY ADJUSTED SALES VOLUMES

	COMPARED TO APRIL 2017		COMPARED TO MAY 2016	
	Volume Change	Seasonally Adjusted Change	Volume Change	Seasonally Adjusted Change
New Zealand	22.9%	-1.0%	-18.4%	-22.2%
Auckland	22.8%	-2.8%	-27.5%	-31.2%
Wellington	9.2%	-0.4%	-9.8%	-13.2%
Canterbury	30.4%	4.1%	-5.4%	-11.4%
Waikato	34.4%	3.3%	-19.0%	-21.4%
Bay of Plenty	13.7%	-5.4%	-24.3%	-27.3%
NZ ex Akl	22.9%	1.0%	-13.6%	-17.4%
Northland	16.9%	0.9%	-31.6%	-15.1%
Gisborne	-16.4%	-21.3%	-32.0%	-29.4%
Hawke's Bay	14.2%	-12.6%	-13.3%	-18.0%
Manawatu/Wanganui	29.7%	7.5%	-2.5%	-4.9%
Taranaki	9.1%	-8.2%	-15.5%	-17.9%
Nelson/Marlborough	44.0%	23.4%	1.1%	-2.7%
Westland	70.8%	32.1%	32.3%	32.1%
Otago	21.3%	3.6%	-10.7%	-14.3%
Southland	45.4%	7.2%	-26.7%	-30.7%



SEASONALLY ADJUSTED MEDIAN PRICE

	COMPARED TO APRIL 2017		COMPARED TO MAY 2016	
	Median Change	Seasonally Adjusted Change	Median Change	Seasonally Adjusted Change
New Zealand	0.0%	0.1%	6.7%	6.2%
Auckland	1.6%	0.6%	5.0%	4.4%
Wellington	-3.5%	1.9%	12.1%	11.2%
Canterbury	-3.5%	-0.3%	-1.9%	6.6%
Waikato	-0.4%	1.0%	20.0%	19.6%
Bay of Plenty	2.2%	-1.3%	9.4%	8.5%
NZ ex Akl	-1.1%	0.5%	11.3%	11.5%
Northland	7.1%	7.0%	28.6%	27.7%
Gisborne	-0.9%	0.1%	26.5%	22.5%
Hawke's Bay	-3.2%	1.6%	16.1%	18.0%
Manawatu/Wanganui	-5.3%	7.0%	19.6%	19.9%
Taranaki	-2.9%	2.9%	2.6%	2.8%
Nelson/Marlborough	7.5%	1.0%	22.3%	10.9%
Westland	18.2%	-3.2%	4.9%	-1.1%
Otago	-2.5%	-0.3%	7.9%	6.6%
Southland	13.3%	9.2%	14.1%	14.2%



AUCKLAND

REINZ REGIONAL COMMENTARY

“Despite an increase in volumes sold, compared to April 2016, the Auckland region continues the trend of falling sales volumes on an annual basis, increasing number of days to sell and strong growth in inventory, with a 50% increase in the total number of dwellings available for sale compared to May last year.

The rate of increase in the median price continues to ease and on a seasonally adjusted trend basis has been steady for the past year.”

**REINZ Chief Executive Officer
Bindi Norwell**

Compared to May 2016 the median price rose \$41,000 (+5%), with median prices rising 13% in Auckland City, 12% in Manukau and 8% in Rodney. Compared to April, the median price rose 2%, with 6% in Manukau and 5% in North Shore and Rodney. On a seasonally adjusted basis Auckland’s median price rose 1% compared to April and rose 4.4% compared to May 2016.

Sales volume in the Auckland region rose 23% compared to April, with sales rising 30% in Rodney, 27% in North Shore and 25% in Franklin. Compared to May 2016 sales fell 28% with volume down 9% in Papakura and 15% in Franklin and North Shore. On a seasonally adjusted basis sales volumes fell 3% compared to April indicating that the lift in sales from April was less than expected.

The number of days to sell eased by five days in May, from 35 days in April to 40 days in May. This is the first time in nine years that the days to sell have been at or above 40 days during May. The number of days to sell eased by eight days compared to May 2016. Over the past 10 years the average number of days to sell during May for Auckland has been 36 days. There are now 22 weeks of inventory in the Auckland region, an increase of 13 weeks compared to May 2016 (+136%).

AUCKLAND REGION TRENDS

PRICE →

VOLUMES ↘

DAYS
TO SELL ↘

OVERALL ↘

MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Auckland City	\$952,000	\$960,000	\$845,000	706	587	1,076
Franklin	\$657,000	\$670,000	\$622,500	111	89	130
Manukau City	\$875,000	\$825,000	\$782,000	399	323	546
North Shore City	\$1,013,000	\$965,000	\$1,025,000	459	361	538
Papakura	\$650,000	\$680,000	\$621,000	97	84	106
Rodney	\$885,000	\$845,000	\$822,500	178	137	232
Waitakere City	\$755,000	\$755,000	\$769,000	277	232	444
Auckland Region	\$865,000	\$851,000	\$824,000	2,227	1,813	3,072
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Auckland City		-0.8%	12.7%		20.3%	-34.4%
Franklin		-1.9%	5.5%		24.7%	-14.6%
Manukau City		6.1%	11.9%		23.5%	-26.9%
North Shore City		5.0%	-1.2%		27.1%	-14.7%
Papakura		-4.4%	4.7%		15.5%	-8.5%
Rodney		4.7%	7.6%		29.9%	-23.3%
Waitakere City		0.0%	-1.8%		19.4%	-37.6%
Auckland Region		1.6%	5.0%		22.8%	-27.5%



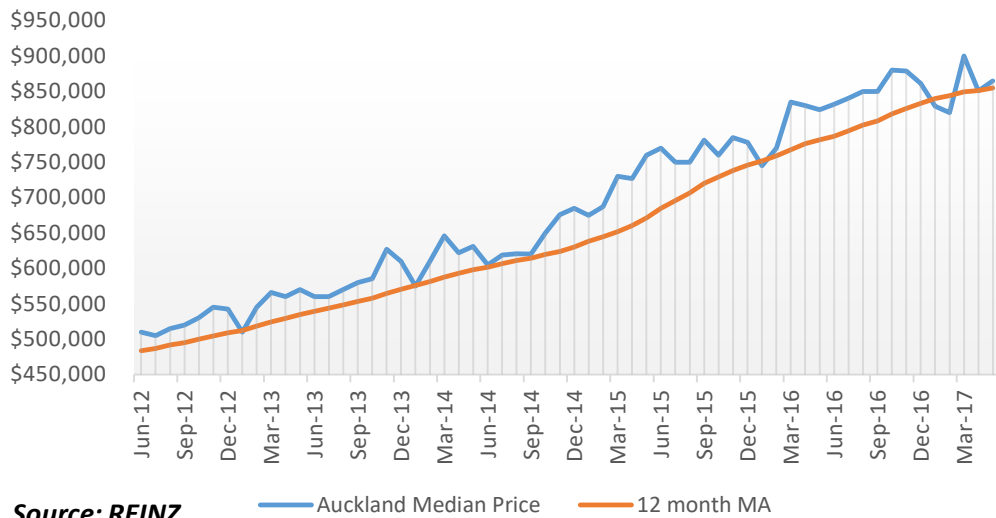
AUCKLAND

REINZ REGIONAL COMMENTARY

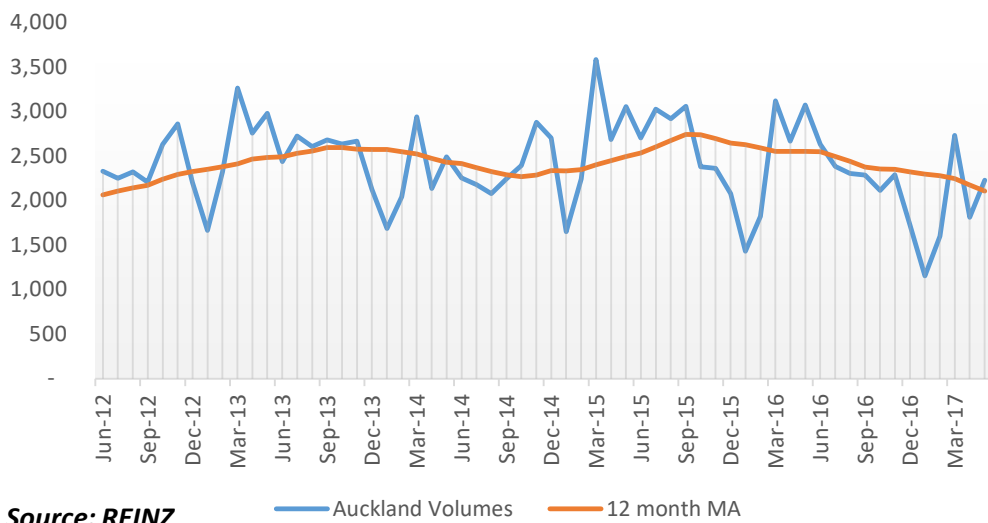
GRAPH COMMENTARY

The trend in the median price is now steady with the volume trend continuing to fall. The days to sell trend continues to ease.

Auckland Region Median Price Past 5 Years



Auckland Region Sales Volumes Past 5 Years





NORTHLAND

REINZ REGIONAL COMMENTARY

"The Northland market continues to see strong price growth with anecdotal evidence suggesting continuing demand from unconditional Auckland buyers. Demand from first home buyers and investors is steady across the region. Price expectations from vendors continues to rise, although well priced properties are selling quickly."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price across the region rose by \$100,000 (+29%) compared to May 2016 to reach a new record high of \$450,000. Prices rose 121% in Kaipara, 22% in Whangarei and 15% in Far North. Compared to April, the median price rose \$30,000 (+7%) with prices rising 26% in Kaipara, 12% in Far North and 5% in Whangarei. On a seasonally adjusted basis the median price also rose 7% compared to April.

Sales volume in Northland rose 17% compared to April with sales rising 28% in Whangarei and 16% in Far North, but falling 22% in Kaipara. Compared to May 2016, sales volumes fell 32% across the region, with a 60% fall in Kaipara, 30% in Far North and 24% in Whangarei. On a seasonally adjusted basis sales rose 1% compared to April, indicating that the lift in sales from April to May was about in line with expectations.

The number of days to sell eased by four days compared to April, from 37 days in April to 41 days in May. The number of days to sell improved by three days compared to May 2016. Over the past 10 years the average number of days to sell during May for Northland has been 61 days. There are now 28 weeks of inventory across the Northland region, a drop of two weeks (-6%) over the past 12 months.

NORTHLAND REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Far North	\$435,000	\$389,000	\$380,000	71	61	101
Kaipara	\$541,000	\$430,000	\$245,000	25	32	62
Whangarei	\$450,000	\$430,000	\$368,500	146	114	191
Northland Region	\$450,000	\$420,000	\$350,000	224	207	354
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Far North		11.8%	14.5%		16.4%	-29.7%
Kaipara		25.8%	120.8%		-21.9%	-59.7%
Whangarei		4.7%	22.1%		28.1%	-23.6%
Northland Region		7.1%	28.6%		16.9%	-31.6%



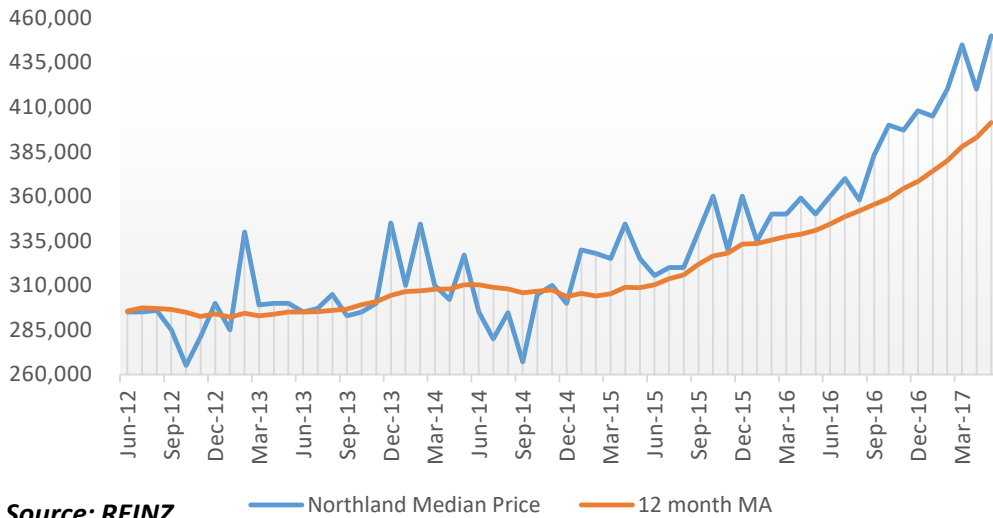
NORTHLAND

REINZ REGIONAL COMMENTARY

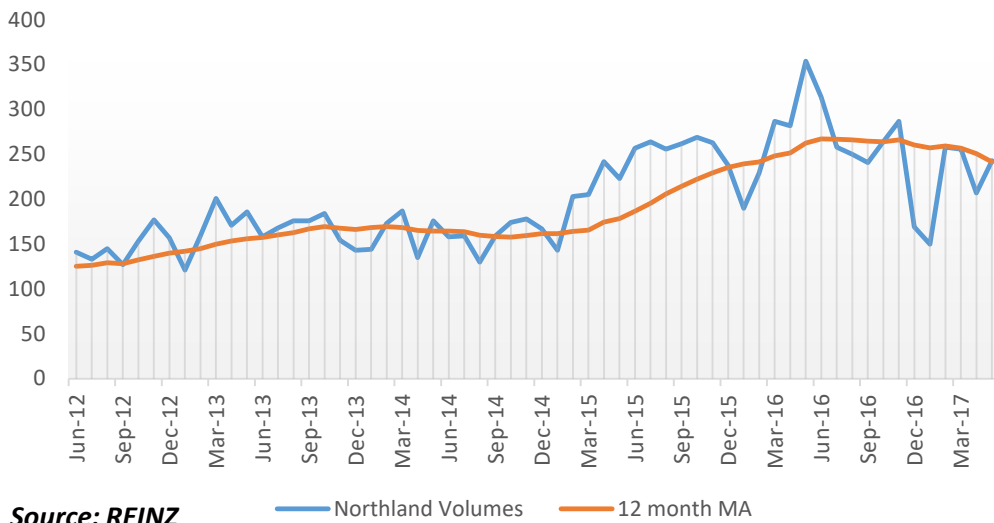
GRAPH COMMENTARY

The trend in median price is rising, with the trend in sales volume now easing. The days to sell trend is also rising, with the overall trend for the region improving.

Northland Region Median Price Past 5 Years



Northland Region Sales Volumes Past 5 Years





WAIKATO

REINZ REGIONAL COMMENTARY

"The median price has remained very close to its recent record high, with a strong lift in sales volumes after a weak April."

Aucklanders continue to be active in the region, although increasing stock levels are making some sellers more negotiable."

REINZ Regional Director
Philip Searle

The median price across the region rose \$81,000 (+20%) compared to May 2016. Prices rose 32% in Taupo, 31% in Waikato District and 26% in Matamata-Piako. Compared to April the median price eased \$2,000 (-0.4%), with prices rising 19% in Waikato District, 10% in Thames-Coromandel and 9% in Taupo. On a seasonally adjusted basis prices rose 1% compared to April indicating that the decline in prices was less than normal for May.

Sales volumes compared to April rose 34%, with sales rising 62% in Taupo, 50% in Hauraki and 49% in Thames-Coromandel. Compared to May 2016 sales across the region fell 19% with sales falling 51% in Matamata-Piako and South Waikato, and 39% in Hauraki. On a seasonally adjusted basis sales for May rose 3% compared to April, indicating that the increase in sales volume was stronger than expected for May.

The number of days to sell eased by four days compared to April, from 37 days in April to 41 days in May. The number of days to sell eased by 11 days compared to May 2016. Over the past 10 years the average number of days to sell during May for Waikato has been 52 days. The level of inventory across the region has increased by less than a week to 18 weeks compared to May 2016.

WAIKATO REGION TRENDS		PRICE	VOLUMES	DAYS TO SELL	OVERALL	
		MEDIAN PRICE			VOLUME SOLD	
	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Hamilton City	\$526,000	\$532,500	\$479,000	307	241	345
Hauraki	\$340,000	\$382,500	\$310,000	30	20	49
Matamata-Piako	\$422,000	\$486,000	\$335,000	36	31	73
Otorohanga	\$270,000	\$230,000	\$256,500	11	5	10
South Waikato	\$165,000	\$220,000	\$150,000	34	26	69
Taupo	\$445,000	\$410,000	\$337,000	120	74	134
Thames-Coromandel	\$585,000	\$530,000	\$487,000	98	66	115
Waikato	\$486,000	\$410,000	\$371,500	47	49	66
Waipa	\$555,000	\$550,000	\$490,000	88	63	93
Waitomo	\$175,000	\$167,000	\$99,000	14	9	15
Waikato Region	\$486,000	\$488,000	\$405,000	785	584	969
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Hamilton City		-1.2%	9.8%		27.4%	-11.0%
Hauraki		-11.1%	9.7%		50.00%	-38.8%
Matamata-Piako		-13.2%	26.0%		16.1%	-50.7%
Otorohanga		17.4%	5.3%		120.0%	10.0%
South Waikato		-25.0%	10.0%		30.8%	-50.7%
Taupo		8.5%	32.0%		62.2%	-10.4%
Thames-Coromandel		10.4%	20.1%		48.5%	-14.8%
Waikato		18.5%	30.8%		-4.1%	-28.8%
Waipa		0.9%	13.3%		39.7%	-5.4%
Waitomo		4.8%	76.7%		55.6%	-6.7%
Waikato Region		-0.4%	20.0%		34.4%	-19.0%



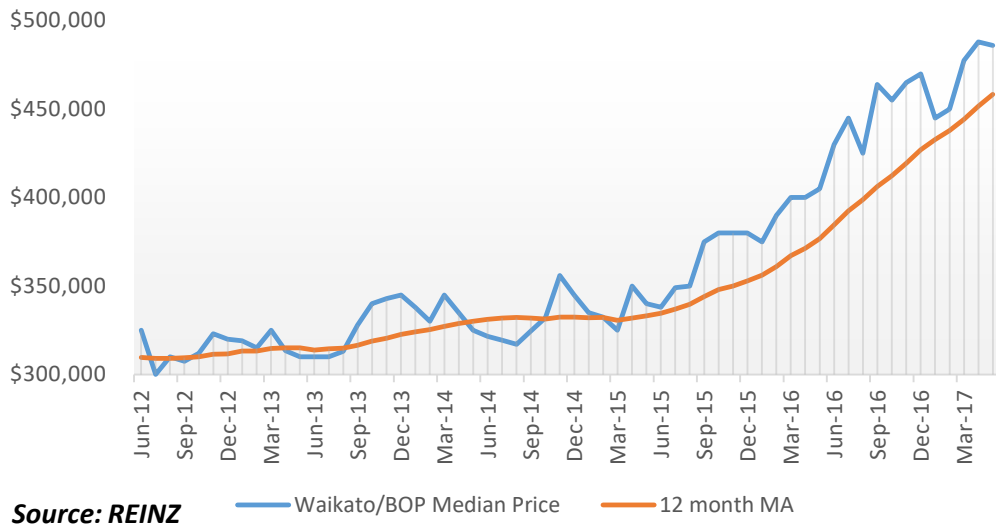
WAIKATO

REINZ REGIONAL COMMENTARY

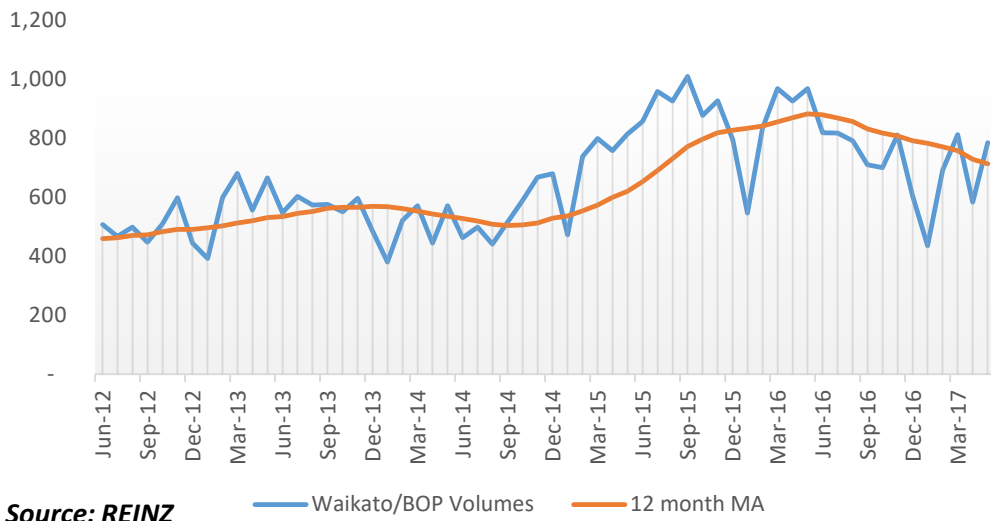
GRAPH COMMENTARY

The trend in median price is continuing to rise, with the trend in sales volume now moving back to easing. The days to sell trend is now easing, with the overall trend for the region falling from improving to steady.

Waikato Region Median Price Past 5 Years



Waikato Region Sales Volumes Past 5 Years





BAY OF PLENTY

REINZ REGIONAL COMMENTARY

"Interest from investors remains subdued across the region, although out of town and first home buyers are still active. Well priced properties are selling well, indicating that vendors may need to lower price expectations moving into winter.

The lift in inventory levels compared to May last year is also providing more choice for buyers."

**REINZ Regional Director
Philip Searle**

The median price across the region rose \$46,500 (+9%) compared to May 2016. Prices rose 26% in Opotiki, 23% in Rotorua and 14% in Whakatane. Compared to April the median price rose \$11,500 (+2%), with prices rising 16% in Opotiki, 9% in Whakatane and 3% in Rotorua. On a seasonally adjusted basis prices fell 1% compared to April, indicating that the lift in prices was less than what would be expected at this time of year.

Sales volumes compared to April rose 14%, with sales rising 83% in Kawerau, 23% in Whakatane and 20% in Western Bay of Plenty. Compared to May 2016 sales across the region fell 24% with sales rising 10% in Kawerau, but falling 21% in Tauranga, 24% in Rotorua and 26% in Western Bay of Plenty. On a seasonally adjusted basis sales for May fell 5% compared to April, indicating that the lift in sales was less than expected for this time of year.

The number of days to sell improved by three days in May, from 41 days in April to 38 days in May. The number of days to sell eased by three days compared to May 2016. Over the past 10 years the average number of days to sell during May for Bay of Plenty has been 56 days. The level of inventory across the region has increased by five weeks to 14 weeks (+66%) compared to May 2016.

BAY OF PLENTY REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Kawerau	\$140,500	\$167,000	\$145,000	11	6	10
Opotiki	\$245,000	\$212,000	\$195,000	6	8	12
Rotorua	\$350,000	\$340,000	\$285,500	121	117	159
Tauranga City	\$645,000	\$632,000	\$615,000	278	240	352
Western Bay of Plenty	\$580,000	\$630,000	\$520,000	59	49	80
Whakatane	\$415,000	\$380,000	\$365,000	38	31	65
Bay of Plenty Region	\$541,500	\$530,000	\$495,000	513	451	678
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Kawerau		-15.9%	-3.1%		83.8%	10.0%
Opotiki		15.6%	25.6%		-25.0%	-50.0%
Rotorua		2.9%	22.6%		3.4%	-23.9%
Tauranga City		2.1%	4.9%		15.8%	-21.0%
Western Bay of Plenty		-7.9%	11.5%		20.4%	-26.3%
Whakatane		9.2%	13.7%		22.6%	-41.5%
Bay of Plenty Region		2.2%	9.4%		13.7%	-24.3%



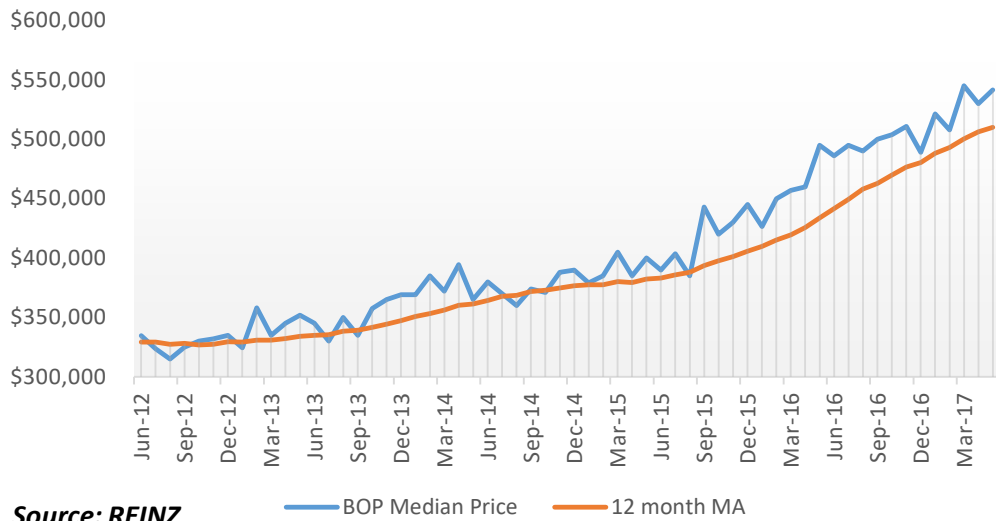
BAY OF PLENTY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

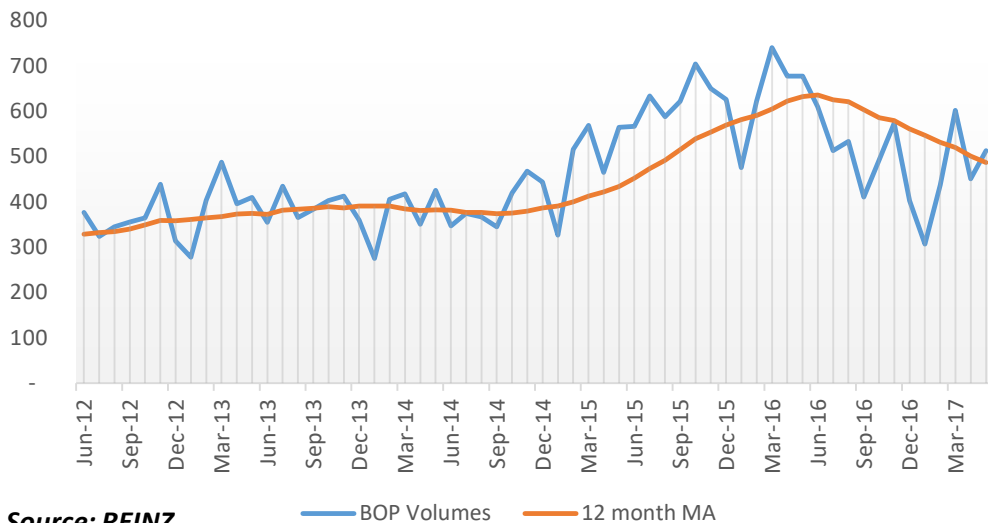
The trend in median price is continuing to rise, with the trend in sales volume now moving back to easing. The days to sell trend is now easing, with the overall trend for the region falling from improving to steady.

Bay of Plenty Region Median Price Past 5 Years



Source: REINZ

Bay of Plenty Region Sales Volumes Past 5 Years



Source: REINZ



GISBORNE

REINZ REGIONAL COMMENTARY

"Activity in the Gisborne region remains solid. Inventory levels are low compared to recent history and an upward trend in the median price."

Somewhat against the national trend the number of days to sell across the region continues to decline."

**REINZ Regional Director
Philip Searle**

The median price across the region rose \$60,000 (+27%) compared to May 2016. Compared to April, the median price fell \$2,500 (-1%). On a seasonally adjusted basis the median price was steady compared to April.

Sales volume for the Gisborne Region fell 16% compared to April. Compared to May 2016 sales volume fell 32%. On a seasonally adjusted basis sales fell 21% compared to April, indicating that the decline in sales is far larger than expected for this time of year.

The number of days to sell eased by five days in May, from 27 days in April to 32 days in May. Compared to May 2016 the number of days to sell improved by 12 days. Over the past 10 years the number of days to sell in May across the region has averaged 45 days. There were 12 weeks of supply across the region in May, a drop of 10 days over the past 12 months.

GISBORNE REGION TRENDS	PRICE	↑	VOLUMES	↓	DAYS TO SELL	↑	OVERALL	↗

	MEDIAN PRICE			VOLUME SOLD		
	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Gisborne Region	\$286,500	\$289,000	\$226,500	51	61	75
Gisborne Region	VS...	APR-17 -0.9%	MAY-16 26.5%	VS..	APR-17 -16.4%	MAY-16 -32.0%



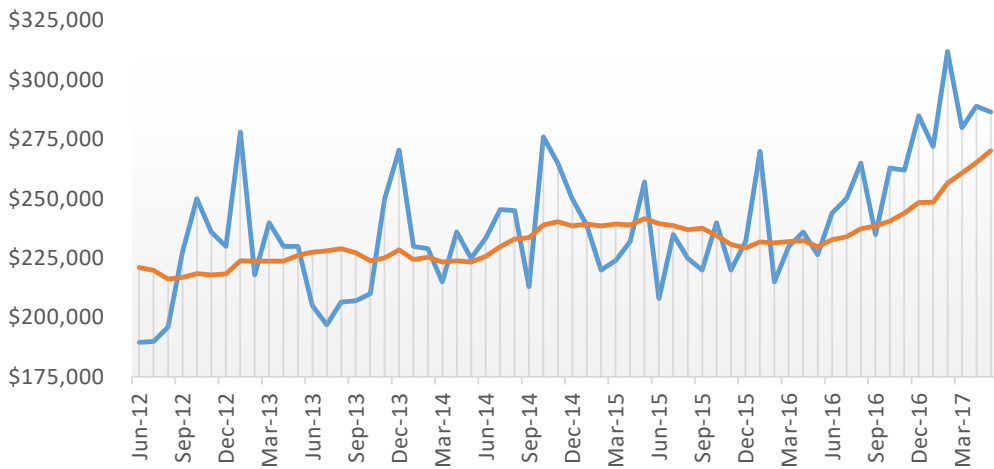
GISBORNE

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is now rising with the volume trend now easing. The days to sell trend now rising and the overall trend for the region continues to improve.

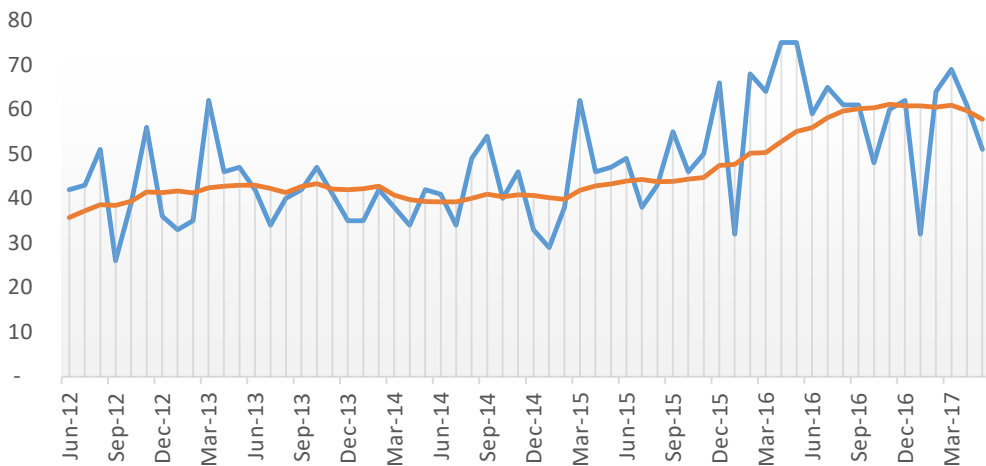
Gisborne Region Median Price Past 5 Years



Source: REINZ

— Gisborne Median Price — 12 month MA

Gisborne Region Sales Volumes Past 5 Years



Source: REINZ

— Gisborne Volumes — 12 month MA



HAWKE'S BAY

REINZ REGIONAL COMMENTARY

"Continuing tight inventory across the region is restricting vendors from selling for fear of not being able to buy replacement properties. The number of properties for sale across the region has fallen by more than 150 compared to May 2016 and the level of supply is the lowest in the country. Out of town and cash buyers are being successful while first home buyers and investors struggle with changes in industry criteria."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price rose \$52,000 (+16%) compared to May 2016. Prices rose 33% in Wairoa, 17% in Hastings and 13% in Napier. The median price fell \$12,500 (-3%) compared to April, with prices steady in Napier, but falling 6% in Hastings and 10% in Central Hawke's Bay. On a seasonally adjusted basis the median rose 2% compared to April, indicating that the fall in prices was less than expected.

Sales volumes in Hawke's Bay rose 14% compared to April, with sales rising 36% in Central Hawke's Bay and 30% in Napier, although sales fell 6% in Hastings. Compared to May 2016 sales volumes fell 13%, with sales falling 6% in Napier, 16% in Hastings and 30% in Central Hawke's Bay. On a seasonally adjusted basis sales for May fell 13% compared to April indicating that lift in sales was far weaker than expected for May.

The median number of days to sell improved by two days compared to April, from 32 days in April to 30 days in May. The number of days to sell eased by one day compared to May 2016. Over the past 10 years the median number of days to sell for the Hawke's Bay region in May has been 50 days. The region has the lowest level of inventory across New Zealand with just eight weeks of supply, about the same level as May 2016.

HAWKE'S BAY REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Central Hawke's Bay	\$205,000	\$227,000	\$210,000	19	14	27
Hastings	\$375,000	\$398,000	\$320,000	98	104	116
Napier	\$395,000	\$395,000	\$349,000	120	92	128
Wairoa	\$125,000	\$0	\$94,000	5	0	8
Hawke's Bay Region	\$375,000	\$387,500	\$323,000	242	212	279
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Central Hawke's Bay		-9.7%	-2.4%		35.7%	-29.6%
Hastings		-5.8%	17.2%		-5.8%	-15.5%
Napier		0%	13.2%		30.4%	-6.3%
Wairoa		0%	33.0%		0%	-37.5%
Hawke's Bay Region		-3.2%	16.1%		14.2%	-13.3%



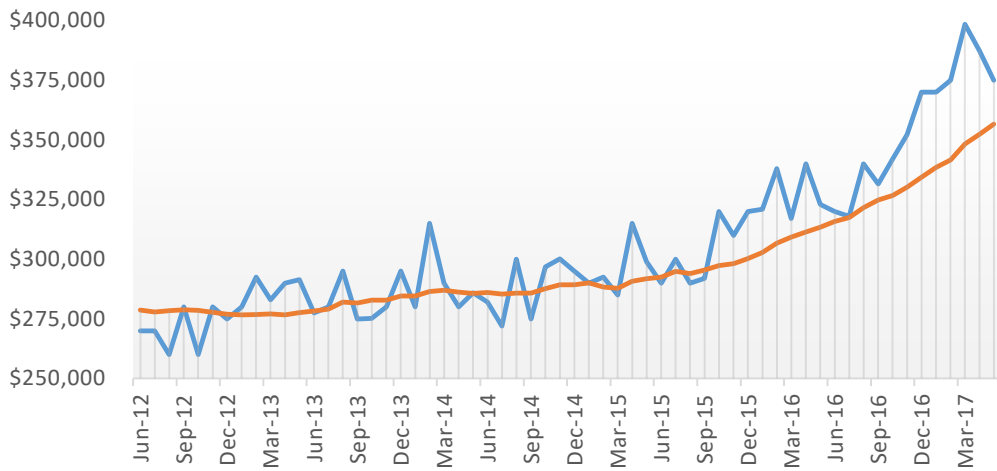
HAWKE'S BAY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend has moved from improving to rising, although the sales volume trend continues to ease. The days to sell trend is now improving, with the overall trend for the region continuing to improve.

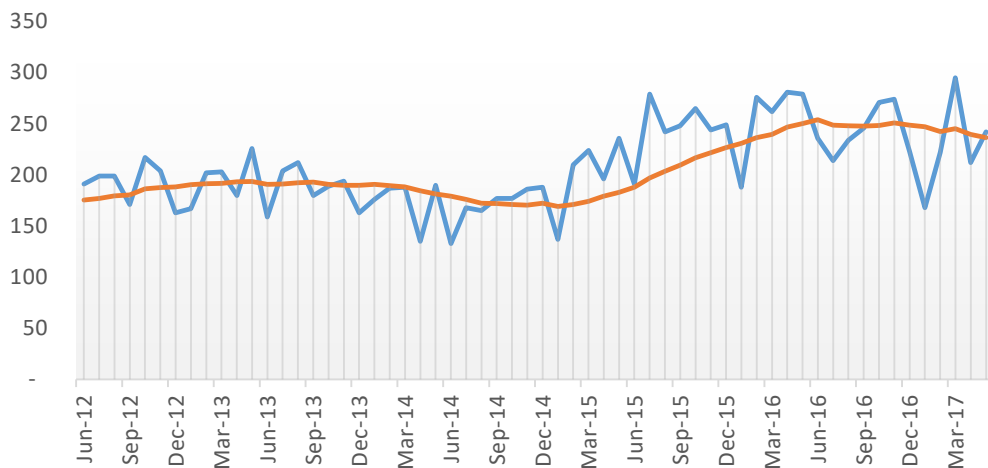
Hawkes Bay Region Median Price Past 5 Years



Source: REINZ

— Hawkes Bay Median Price — 12 month MA

Hawkes Bay Region Sales Volumes Past 5 Years



Source: REINZ

— Hawkes Bay Volumes — 12 month MA



TARANAKI

REINZ REGIONAL COMMENTARY

"The Taranaki market remains steady with a modest decline in the number of properties for sale on the one hand and stable demand on the other.

Prices continue to firm at a modest rate compared to other parts of the country and the sales volume trend is comparatively stable."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price across the region rose \$10,000 (+3%) compared to April. Prices rose 19% in South Taranaki, 15% in Stratford and 1% in New Plymouth. Compared to May 2016 the median price rose \$9,000 (+3%), with prices rising 22% in South Taranaki, 23% in Stratford and 1% in New Plymouth. On a seasonally adjusted basis the median price rose 3% compared to April.

Sales volume for the Taranaki region rose 9% compared to April, with sales rising 16% in New Plymouth, but were steady in Stratford and fell 8% in South Taranaki. Compared to May 2016 sales volumes fell 16% with sales rising 27% in Stratford, but falling 14% in New Plymouth and 29% in South Taranaki. On a seasonally adjusted basis sales fell 8% compared to April, indicating that the lift in sales in May was far weaker than expected.

The number of days to sell improved by two days compared to April, from 44 days in April to 42 days in May. Compared to May 2016 the number of days to sell was steady at 42 days. Over the past 10 years the median number of days to sell across the region in May has averaged 50 days. There are currently 19 weeks of supply across the Taranaki region compared to 20 weeks in May 2016 and an increase of two weeks compared to April.

TARANAKI REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
New Plymouth	\$395,000	\$391,500	\$392,500	131	113	153
South Taranaki	\$220,000	\$185,000	\$180,000	35	38	49
Stratford	\$270,000	\$235,000	\$220,000	14	14	11
Taranaki Region	\$355,000	\$345,000	\$346,000	180	165	213
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
New Plymouth		0.9%	0.6%		15.9%	-14.4%
South Taranaki		18.9%	22.2%		-7.9%	-28.6%
Stratford		14.9%	22.7%		0%	27.3%
Taranaki Region		2.9%	2.6%		9.1%	-15.5%



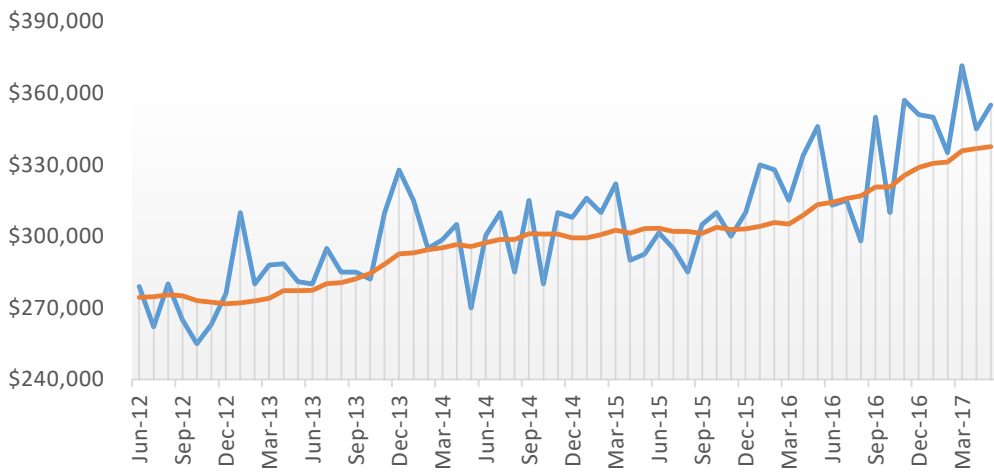
TARANAKI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend has moved from steady to improving, with the sales volume trend continuing to ease. The days to sell trend is now steady, although the overall trend remains steady.

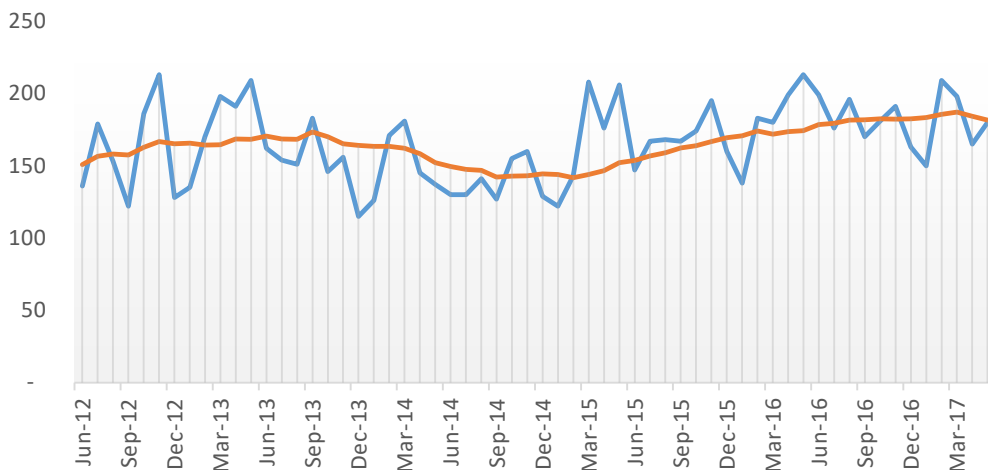
Taranaki Region Median Price Past 5 Years



Source: REINZ

— Taranaki Median Price — 12 month MA

Taranaki Region Sales Volumes Past 5 Years



Source: REINZ

— Taranaki Volumes — 12 month MA



MANAWATU / WANGANUI

REINZ REGIONAL COMMENTARY

"The Manawatu/Wanganui region remains one of the strongest across New Zealand with a new record median price, a drop of more than 500 in the level of stock available for sale over the past 12 months and strong growth in the number of multiple offers."

The LVR restrictions on investment properties continues to slow down these buyers, although lack of demand from investors is more than made up by interest from others."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price across the region rose \$44,000 (+20%) compared to May 2016 to reach a new record high. Prices rose 44% in Rangitikei, 30% in Ruapehu and 23% in Manawatu. Compared to April the median price rose \$13,500 (+5%), with prices rising 17% in Rangitikei 9% in Ruapehu and 6% in Manawatu. On a seasonally adjusted basis the median price rose 7% compared to April, indicating that the increase in prices was higher than normal for May.

Sales volumes rose 30% compared to April, with sales rising 108% in Rangitikei, 61% in Ruapehu and 46% in Manawatu. Compared to May 2016 sales volumes fell 3%, with sales rising 48% in Ruapehu, 21% in Tararua and 16% in Manawatu. On a seasonally adjusted basis sales across the region rose 8%, indicating that the lift in sales was greater in May than would normally be expected.

The number of days to sell eased by eight days compared to April, from 27 days in April to 35 days in May. The number of days to sell was steady at 35 days compared to May 2016. Over the past 10 years the average number of days to sell during May for the region has been 54 days. The level of inventory available for sale has fallen by two weeks compared to May 2016 to stand at 15 weeks, but has increased by four weeks compared to April.

MANAWATU/ WANGANUI REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Horowhenua	\$256,800	\$243,000	\$230,000	74	56	80
Manawatu	\$315,000	\$297,000	\$256,000	51	35	44
Palmerston North	\$359,000	\$345,000	\$300,000	127	101	133
Rangitikei	\$223,000	\$190,000	\$155,000	27	13	28
Ruapehu	\$189,000	\$173,000	\$145,000	37	23	25
Tararua	\$150,000	\$183,500	\$136,000	41	30	34
Whanganui	\$190,000	\$215,000	\$170,000	67	69	91
Manawatu/ Wanganui Region	\$269,000	\$255,500	\$225,000	424	327	435
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Horowhenua		5.7%	11.7%		32.1%	-7.5%
Manawatu		6.1%	23.0%		45.7%	15.9%
Palmerston North		4.1%	19.7%		25.7%	-4.5%
Rangitikei		17.4%	43.9%		107.7%	-3.6%
Ruapehu		9.2%	30.3%		60.9%	48.0%
Tararua		-18.3%	10.3%		36.7%	20.6%
Whanganui		-11.6%	11.8%		-2.9%	-26.4%
Manawatu/ Wanganui Region		5.3%	19.6%		29.7%	-2.5%



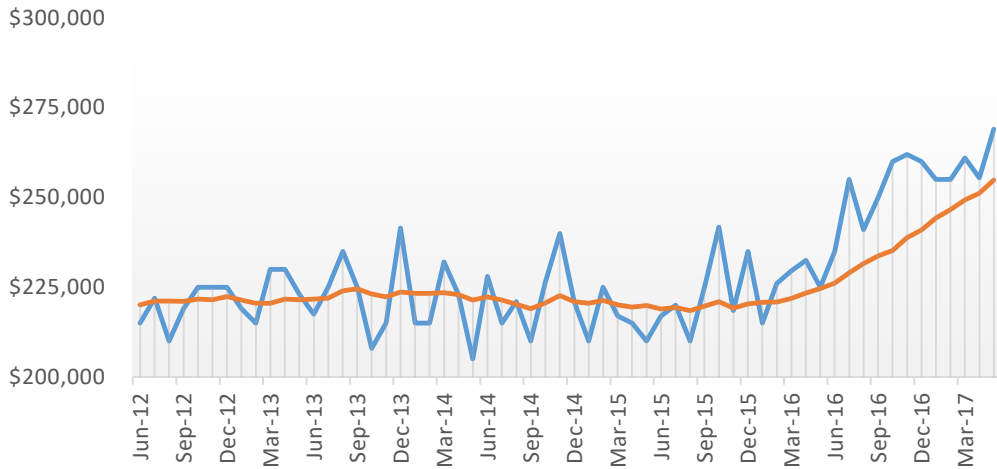
MANAWATU / WANGANUI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

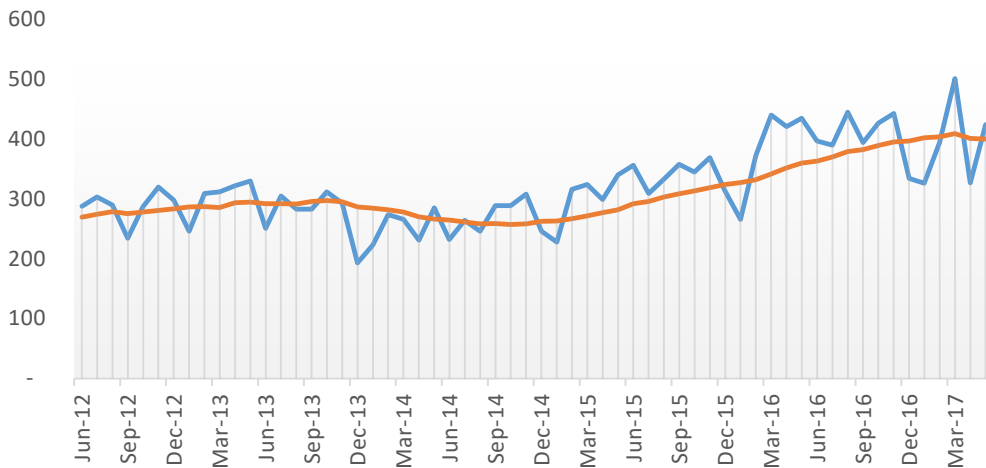
The median price trend is now improving, with the volume trend now steady. The days to sell trend continues to rise. The overall trend for the region is now improving.

Manawatu/Wanganui Region Median Price Past 5 Years



Source: REINZ — Manawatu/Wanganui Median Price — 12 month MA

Manawatu/Wanganui Region Sales Volumes Past 5 Years



Source: REINZ — Manawatu/Wanganui Volumes — 12 month MA



WELLINGTON

REINZ REGIONAL COMMENTARY

"Banks appear to be having the largest impact on buyer behaviour in the Wellington region with multiple sources citing the influence of banks in transactions."

"The strong rise in the median price and continuing tight supply of stock for sale is encouraging buyers to consider building new dwellings as a more cost effective solution to getting the property they want, rather than just waiting in a rising market."

REINZ Regional Director
Mark Coffey

The median price for the Wellington region rose \$56,300 (+12%) compared to May 2016. Prices rose 19% in Masterton, 18% in Lower Hutt and 12% in Kapiti Coast. Compared to April the median price fell \$18,800 (-4%), with prices rising 20% in Carterton, 1% in Kapiti Coast, steady in Masterton, but falling across the rest of the region. On a seasonally adjusted basis the median price fell 2%, indicating that the fall in the median price is about what should be expected at this time of the year.

Compared to April sales volumes rose 9% across the region, with sales rising 87% in Carterton, 70% in Upper Hutt and 24% in Kapiti Coast. Compared to May 2016 sales volumes fell 10%, with sales rising 250% in Carterton and 14% in Upper Hutt, but falling across the rest of the region. On a seasonally adjusted basis sales were steady compared to April, indicating that sales are about in line for this time of year.

The number of days to sell eased four days in May, from 27 days in April to 31 days in May. The number of days to sell eased by three days compared to May 2016. Over the past 10 years the average number of days to sell during May for the region has been 40 days. The level of inventory in Wellington improved by one week compared to May 2016, from eight to nine weeks, but remains very low.

WELLINGTON REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Carterton	\$360,000	\$300,000	\$336,000	28	15	8
Kapiti Coast	\$487,000	\$481,657	\$435,000	103	83	110
Lower Hutt City	\$469,900	\$487,000	\$400,000	171	178	175
Masterton	\$299,000	\$298,786	\$251,000	38	43	66
Porirua	\$525,000	\$570,000	\$495,000	62	65	65
South Wairarapa	\$371,000	\$485,000	\$350,000	18	16	34
Upper Hutt City	\$437,000	\$475,250	\$407,500	90	53	79
Wellington City	\$655,000	\$689,000	\$595,000	274	265	332
Wellington Region	\$521,300	\$540,100	\$465,000	784	718	869
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Carterton		20.0%	7.1%		86.7%	250.0%
Kapiti Coast		1.1%	12.0%		24.1%	-6.4%
Lower Hutt City		-3.5%	17.5%		-3.9%	-2.3%
Masterton		0.1%	19.1%		-11.6%	-42.4%
Porirua		-7.9%	6.1%		-4.6%	-4.6%
South Wairarapa		-23.5%	6.0%		12.5%	-47.1%
Upper Hutt City		-8.0%	7.2%		69.8%	13.9%
Wellington City		-4.9%	10.1%		3.4%	-17.5%
Wellington Region		-3.5%	12.1%		9.2%	-9.8%



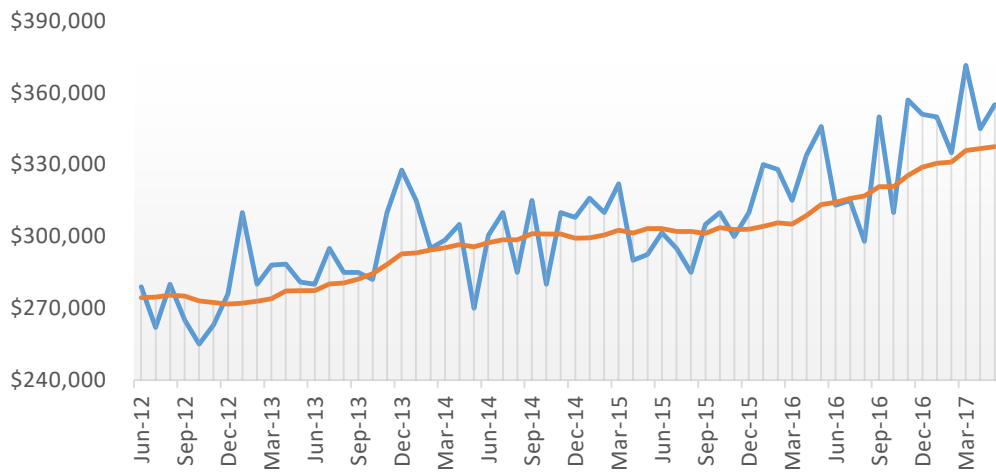
WELLINGTON

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in the median price is now rising, although the volume trend is now easing. The days to sell trend is now improving, with the overall trend for the Wellington region still improving.

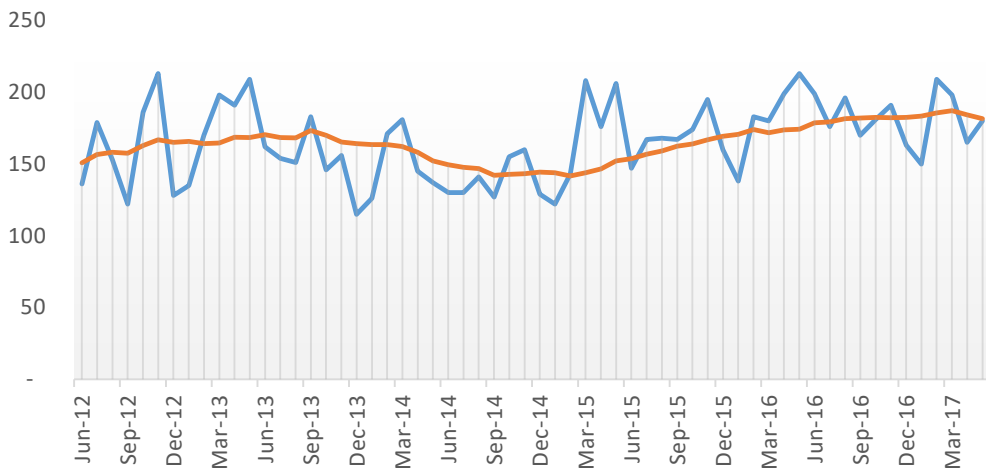
Taranaki Region Median Price Past 5 Years



Source: REINZ

— Taranaki Median Price — 12 month MA

Taranaki Region Sales Volumes Past 5 Years



Source: REINZ

— Taranaki Volumes — 12 month MA



NELSON / MARLBOROUGH / TASMAN

REINZ REGIONAL COMMENTARY

"The real estate market across the top of the South Island is robust with a new record median prices and year on year growth in sales volumes in contrast to almost all of the rest of the country.

Interest remains strong across the region, although the number of active buyers remains about the same."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price for the Nelson/Marlborough/Tasman region rose \$88,250 (+22%) compared to May 2016 to reach a new record median. Prices rose 27% in Tasman District, 13% in Marlborough District and 12% in Nelson City. Compared to April the median price for the region rose \$33,850 (+8%), with prices rising 10% in Tasman District, 2% in Nelson City and 1% in Marlborough District. On a seasonally adjusted basis the median price rose 1% indicating that the lift in the median price was slightly stronger than expected for this time of year.

Sales volume compared to April rose 44%, with sales increased 78% in Marlborough District, 39% in Tasman District and 18% in Nelson City. Compared to May 2016 sales volumes rose 1% across the region with sales increasing 10% in Nelson City, 5% in Tasman District and dropping 7% in Marlborough District. On a seasonally adjusted basis, sales rose 23% compared to April indicating that the lift in sales was far greater than expected for this time of year.

The number of days to sell in May eased by three days compared to April, from 28 days in April to 31 days in May. Compared to May 2016 the number of days also eased by three days. Over the past 10 years the number of days to sell in May across the region has averaged 45 days. There was 13 weeks of supply across the region in May, little changed from May 2016.

NEL / MARL / TAS REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Tasman District	\$545,500	\$495,000	\$430,000	78	56	74
Nelson City	\$482,500	\$475,000	\$430,350	86	73	78
Marlborough District	\$402,500	\$400,000	\$355,000	114	64	123
Wider Region	\$483,250	\$449,400	\$395,000	278	193	275
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Tasman District		10.2%	26.9%		39.3%	5.4%
Nelson City		1.6%	12.1%		17.8%	10.3%
Marlborough District		0.6%	13.4%		78.1%	-7.3%
Wider Region		7.5%	22.3%		44.0%	1.1%



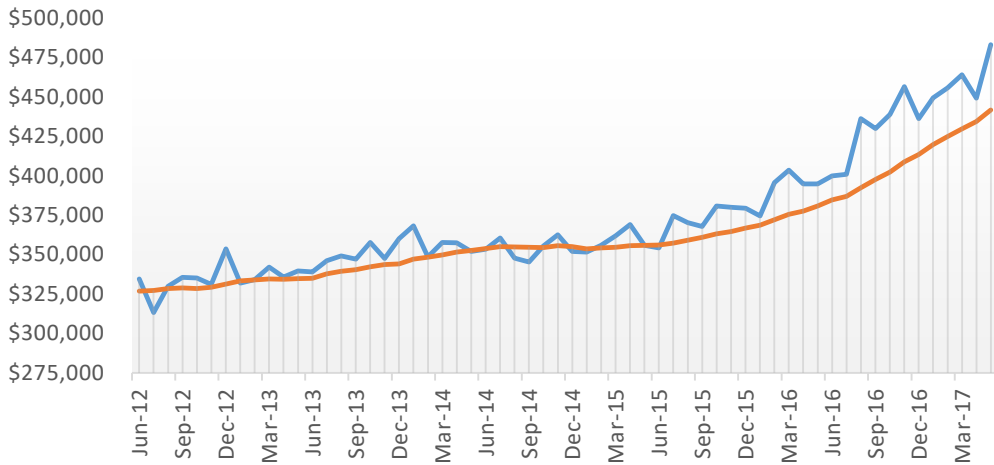
NELSON / MARLBOROUGH / TASMAN

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

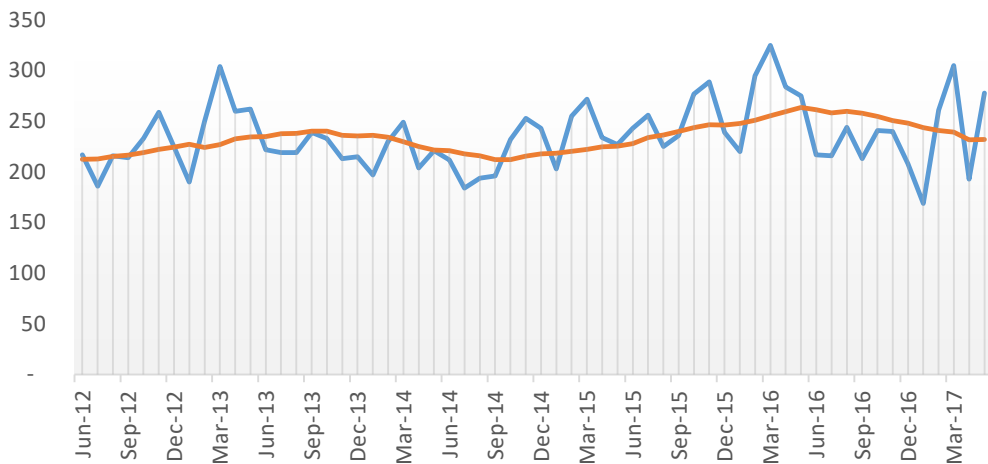
The price trend for the region is now rising, although the sales volume trend continues to ease. The days to sell trend is now rising, with the overall trend for the region is now improving.

Nelson/Marlborough Region Median Price Past 5 Years



Source: REINZ — Nelson/Marlborough Median Price — 12 month MA

Nelson/Marlborough Region Sales Volumes Past 5 Years



Source: REINZ — Nelson/Marlborough Volumes — 12 month MA



WEST COAST REGION

REINZ REGIONAL COMMENTARY

"The median price trend in Westland continues to decline, although the month-on-month data is quite 'choppy', although the trend in sales volumes is rising, somewhat against the trend across the rest of the country.

The number of properties for sale has fallen by over 120 (three month's worth of sales) over the past year, although with 660 properties for sale across the region there is still at least two years supply available."

**REINZ Chief Executive Officer
Bindi Norwell**

The median price across the region rose \$30,000 (+18%) compared to April, with prices rising 35% in Buller, but falling 27% in Grey. There were no sales in Westland District in April 2017. Compared to May 2016, the median price fell \$10,000 (-5%) with prices rising 74% in Westland District and 28% in Buller, but falling 44% in Grey. On a seasonally adjusted basis the median price fell 3% compared to April indicating that the lift in prices was less than would be expected at this time of year.

Sales volume for the West Coast Region rose 71% compared to April, with sales rising 67% in Buller and 57% in Grey. Compared to May 2016 sales volume rose 32%, with sales rising 213% in Buller, but falling 17% in Westland District and 35% in Grey. On a seasonally adjusted basis sales rose 32% compared to April, indicating that sales increased more strongly than expected for this time of year.

The number of days to sell fell 88 days in May, from 108 days in April to 196 days in May. Compared to May 2016 the number of days to sell fell by 103 days. Over the past 10 years the number of days to sell in May across the region has averaged 91 days. There were 105 weeks of supply across the region in May, a decline of four weeks compared to May 2016.

WEST COAST REGION TRENDS	PRICE		VOLUMES		DAYS TO SELL		OVERALL	

	MEDIAN PRICE			VOLUME SOLD		
	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Buller	\$195,000	\$145,000	\$153,000	25	15	8
Grey	\$135,000	\$185,000	\$240,000	11	7	17
Westland	\$340,000	\$0	\$196,000	5	-	6
West Coast Region	\$195,000	\$165,000	\$205,000	41	24	31
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Buller		34.5%	27.5%		66.7%	212.5%
Grey		-27.0%	-43.8%		57.1%	-35.3%
Westland		0%	73.5%		0%	-16.7%
West Coast Region		18.2%	-4.9%		70.8%	32.3%



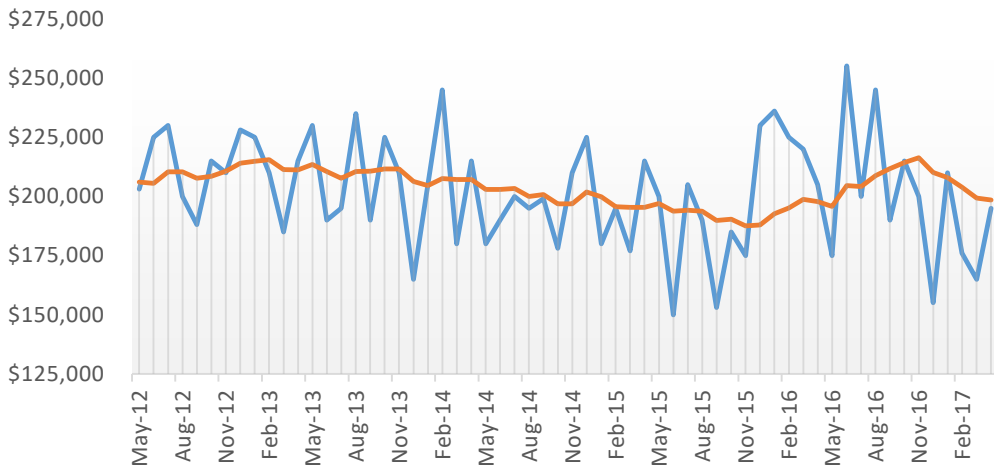
WEST COAST REGION

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend continues to ease, although the volume trend is now rising. The days to sell trend is steady, with the overall trend for the region steady.

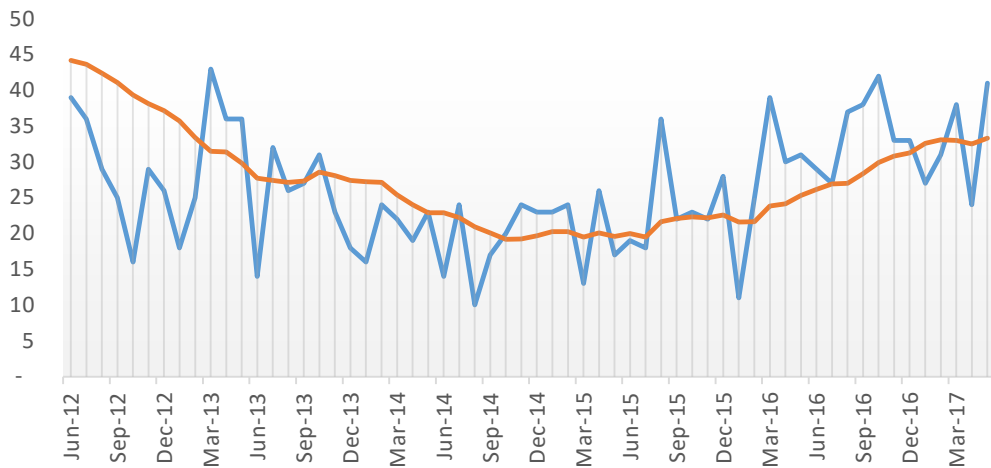
West Coast Region Median Price Past 5 Years



Source: REINZ

— West Coast Median Price — 12 month MA

West Coast Region Sales Volumes Past 5 Years



Source: REINZ

— West Coast Volumes — 12 month MA



CANTERBURY

REINZ REGIONAL COMMENTARY

"The market across the Canterbury region is noticeably quieter, as typically expected in winter months. There are still a number of active lookers, but few are actually prepared to put pen to paper.

Vendors have become more realistic in their price expectations, although some are holding back from offering their properties for sale because of the paucity of active buyers in the market.

Steady as she goes is the theme of the region at present, in this typical winter environment."

**REINZ Regional Director
Jim Davis**

The median price fell \$8,500 (-2%) compared to May 2016. Prices rose 19% in Hurunui, 12% in Timaru and 5% in Selwyn. Compared to April the median price fell \$15,500 (-4%), with prices rising 19% in Mackenzie, 10% in Ashburton and 3% in Selwyn. On a seasonally adjusted basis the median price was steady compared to April, indicating that the fall in the median price was about in line for this time of year.

Sales volume across the region rose 30% compared to April, with sales rising 114% in Hurunui, 45% in Waimakariri and 38% in Ashburton. Compared to May 2016 sales volumes fell 5%, with sales rising 20% in Mackenzie, 15% in Waimakariri and 12% in Timaru. On a seasonally adjusted basis volume rose 4% compared to April indicating that the rise in sales was greater than what would be expected at this time of year.

The number of days to sell eased by four days in May from 34 days in April to 38 days in May. Compared to May 2016 the number of days to sell eased by six days. Over the past 10 years the number of days to sell in May across the region has averaged 37 days. There was 21 weeks of inventory available in May an increase of six weeks compared to May 2016.

CANTERBURY REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Ashburton	\$370,000	\$335,000	\$375,000	58	42	55
Christchurch City	\$445,000	\$459,000	\$455,000	598	476	674
Hurunui	\$375,000	\$480,000	\$329,000	15	7	19
Kaikoura	\$345,000	\$-	\$340,000	7	-	8
Mackenzie	\$405,000	\$340,000	\$549,075	6	6	5
Selwyn	\$563,750	\$550,000	\$535,000	74	58	74
Timaru	\$325,000	\$340,000	\$291,000	96	73	86
Waimakariri	\$433,000	\$431,000	\$437,000	84	58	73
Waimate	\$200,000	\$165,000	\$237,000	15	9	13
Canterbury Region	\$431,500	\$447,000	\$440,000	953	731	1,007
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Ashburton		10.4%	-1.3%		38.1%	5.5%
Christchurch City		-0.9%	0%		25.6%	-11.3%
Hurunui		-21.9%	14.0%		114.3%	-21.1%
Kaikoura		n.a	1.5%		n.a	-12.5%
Mackenzie		19.1%	-26.2%		0%	20.0%
Selwyn		2.5%	5.4%		27.6%	0%
Timaru		-4.4%	11.7%		31.5%	11.6%
Waimakariri		0.5%	-0.9%		44.8%	15.1%
Waimate		-15.6	21.2%		66.7%	15.4%
Canterbury Region		-3.5%	-1.9%		30.4%	-5.4%



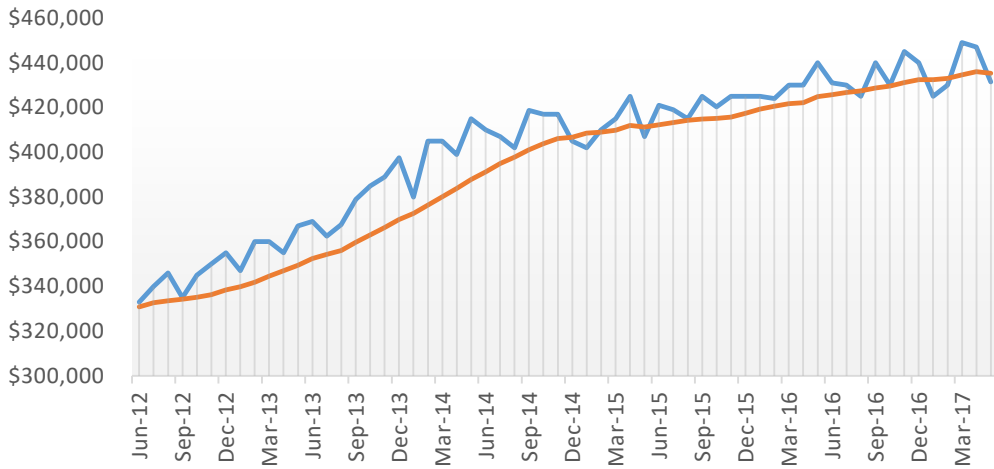
CANTERBURY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend continues to easing, with the sales volume trend improving to steady. The days to sell trend has moved up to easing. The overall trend for the region continues to ease.

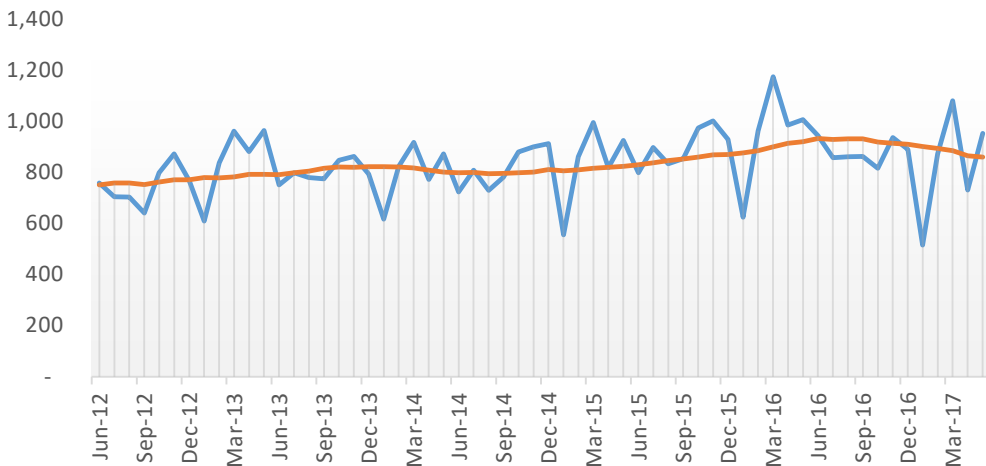
Canterbury Region Median Price Past 5 Years



Source: REINZ

— Canterbury Median Price — 12 month MA

Canterbury Region Sales Volumes Past 5 Years



Source: REINZ

— Canterbury Volumes — 12 month MA



OTAGO

REINZ REGIONAL COMMENTARY

"Vendors are continuing to achieve good results in this market although property numbers coming to the market have stabilised. This remains a very reasonable time for buyers to gain entry to the market in this desirable location especially at the lower end of the market."

**REINZ Regional Director
(Queenstown-Lakes District)
Gail Hudson**

"While sale numbers have increased a little and the number of days to sell has stretched out by two, there is little change over the past month. The level of stock available remains a problem with an almost 20% drop over the past year."

**REINZ Commentator
(Dunedin City)
Liz Nidd**

The median price across Otago rose \$27,500 (+8%) compared with May 2016. Prices rose 16% in Dunedin, 12% in Central Otago and 10% in Queenstown Lakes. Compared to April the median price fell by \$9,500 (-3%) with prices rising 4% compared to Waitaki and 3% in Dunedin, but falling across the rest of the region. On a seasonally adjusted basis the median price was steady April, indicating that the fall in prices was about in line for this time of year.

Sales across the region rose 21% compared to April with sales rising 147% in Clutha, 35% in Waitaki and 29% in Central Otago. Compared to May 2016 sales fell 11%, with sales rising 50% in Clutha, 23% in Central Otago and steady in Waitaki. On a seasonally adjusted basis sales rose 4% compared to April, indicating that the lift in sales was larger than would be expected at this time of year.

The number of days to sell in Otago eased by six days in May from 26 days in April to 32 days in May. Compared to May 2016 the number of days to sell eased by one day. Over the past 10 years the average number of days to sell in Otago in May was 46 days. There are currently 18 weeks of inventory across the region, an increase of 4 weeks (+34%) compared to May 2016.

OTAGO REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

	MEDIAN PRICE			VOLUME SOLD		
	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Central Otago	\$415,000	\$465,000	\$370,000	49	38	40
Clutha	\$152,500	\$189,000	\$175,000	42	17	28
Dunedin City	\$355,000	\$345,000	\$307,000	213	192	256
Queenstown-Lakes	\$880,000	\$943,000	\$800,000	95	87	130
Waitaki	\$272,500	\$262,500	\$251,000	62	46	62
Otago Region	\$375,000	\$384,500	\$347,500	461	380	516
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Central Otago		-10.8%	12.2%		28.9%	22.5%
Clutha		-19.3%	-12.9%		147.1%	50.0%
Dunedin City		2.9%	15.6%		10.9%	-16.8%
Queenstown-Lakes		-6.7%	10.0%		9.2%	-26.9%
Waitaki		3.8%	8.6%		34.8%	0%
Otago Region		-2.5%	7.9%		21.3%	-10.7%



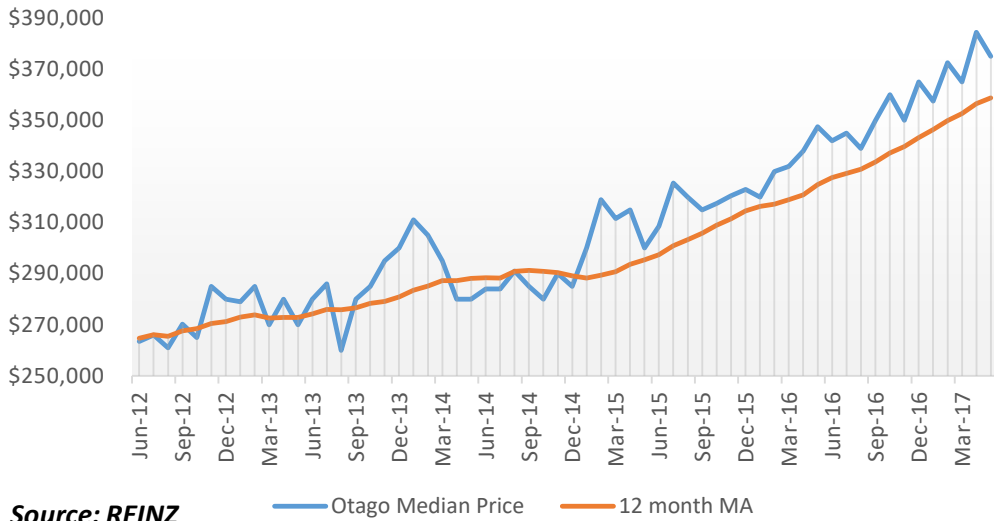
OTAGO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in the median price is now improving, with the trend in sales volume now moving to easing. The trend in days to sell continues to rise, with the overall trend for the region now moving to steady.

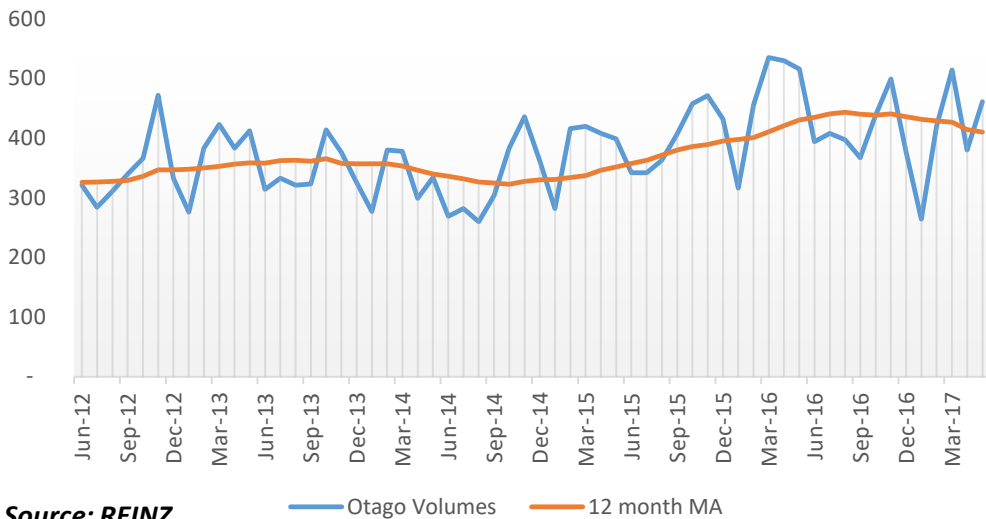
Otago Region Median Price Past 5 Years



Source: REINZ

— Otago Median Price — 12 month MA

Otago Region Sales Volumes Past 5 Years



Source: REINZ

— Otago Volumes — 12 month MA



SOUTHLAND

REINZ REGIONAL COMMENTARY

"Southland remains a steady market, with a good supply of stock, a steady upward trend in the median price and a solid recovery from the weak market in April.

Generally, there are more buyers active across the market."

REINZ Chief Executive Officer
Bindi Norwell

The median price across Southland rose \$29,500 (+14%) compared to May 2016 to reach a new record high. Prices rose 16% in Southland District, 14% in Invercargill and 10% in Gore. Compared to April, the median price rose \$18,000 (+13%) with prices rising 40% in Southland District and 8% in Invercargill, but fell 7% in Gore. On a seasonally adjusted basis the median price rose 9% compared to April, indicating that the increase in prices was greater than expected for this time of year.

Sales volumes rose 45% compared to April, with a 81% increase in Southland District, a 60% increase in Gore and a 34% increase in Invercargill. Compared to May 2016 sales volumes fell 27% with sales falling 30% in Invercargill, 27% in Southland District and 8% in Gore. On a seasonally adjusted basis sales rose 7% compared to April, indicating that the lift in sales was greater than expected for this time of year.

The number of days to sell in Southland eased by nine days in May from 30 days in April to 39 days in May. Compared to May 2016 the number of days to sell improved by one day. Over the past 10 years the number of days to sell in May for the Southland region has been 44 days. There is currently 23 weeks of inventory in Southland, an increase of five weeks compared to May 2016.

SOUTHLAND
REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

	MEDIAN PRICE			VOLUME SOLD		
	MAY-17	APR-17	MAY-16	MAY-17	APR-17	MAY-16
Gore	\$185,000	\$198,000	\$168,000	24	15	26
Invercargill	\$237,000	\$220,000	\$208,500	111	83	158
Southland	\$262,000	\$187,000	\$225,000	38	21	52
Southland Region	\$238,000	\$210,000	\$208,500	173	119	236
	VS...	APR-17	MAY-16	VS..	APR-17	MAY-16
Gore		-6.6%	10.1%		60.0%	-7.7%
Invercargill		7.7%	13.7%		33.7%	-29.7%
Southland		40.1%	16.4%		81.0%	-26.9%
Southland Region		13.3%	14.1%		45.4%	-26.7%



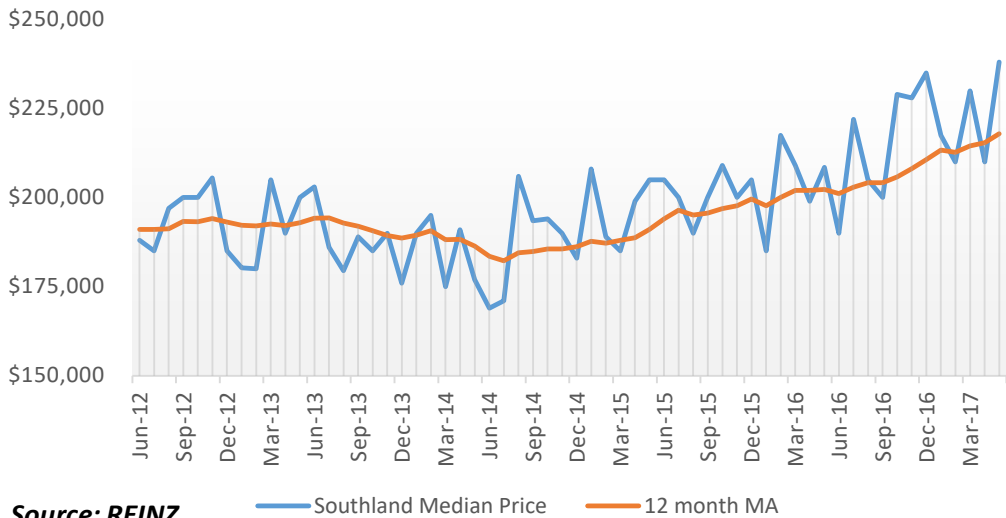
SOUTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is now steady, with the sales trend now easing. The days to sell trend continues to rise, with the overall trend for the region now steady.

Southland Region Median Price Past 5 Years



Southland Region Sales Volumes Past 5 Years

