

MONTHLY PROPERTY REPORT

13 DECEMBER 2017



November highlights significant lift in activity REINZ figures show

- Largest October/November volume increase in 6 years –
- Record median prices recorded in 7 regions –



**Bindi Norwell,
REINZ CEO**

The number of properties sold in November across New Zealand increased 17.8% from the previous month – the largest October to November increase seen in 6 years according to the latest data from the Real Estate Institute of New Zealand (REINZ), source of the most complete and accurate real estate data in New Zealand.

The number of properties sold in New Zealand excluding Auckland increased 19.4% month-on-month and in Auckland it increased 13.9% month-on-month.

All regions, except the West Coast, saw sales volume increase in comparison to October.

Bindi Norwell, Chief Executive at REINZ says: “There was a 17.8% increase in the properties sold in New Zealand from October to November – this is the largest October to November increase we’ve seen in six years. After taking into account seasonal adjustment, that increase is 4.5%. While there was a significant increase in properties sold, November traditionally sees a robust increase, although the change in November compared to last month was stronger than we would have expected based on past data.

“After a difficult winter and a slow start to spring, the real estate industry has experienced a lift in optimism and activity, with increases in the properties sold in 15 out of 16 regions across the country when compared to the previous month,” continues Norwell.

Regions with the biggest increase in November compared to the previous month were:

- Nelson – up 34.7% - this represents the highest number of properties sold in a month for 2017, whereas most regions experienced their highest in Q1 2017
- Canterbury – 33.8% - this is the highest number of properties sold for the month of November for the region in 10 years
- Otago – up 32.3%
- Manawatu/Wanganui – up 25.2%
- Tasman – up 23.1%.

Gisborne and Hawke’s Bay (up 15.1% and 17.8% respectively) also saw the highest number of properties sold for the month of November for 10 years.

KEY DATA SUMMARY

Median house price year-on-year

National	\$540,000 - up from \$520,000 + 3.8% year-on-year
National ex Auckland	\$450,000 - up from \$415,000 + 8.4% year-on-year
Auckland	\$880,000 - up from \$875,000 + 0.6% year-on-year

Seasonally adjusted median house price

National	Up 0.2%, up 4.0% on November 2016
National ex Auckland	Up 0.8%, up 8.8% on November 2016
Auckland	Up 1.1%, up 1.2% on November 2016

Median house price month-on-month

National	\$540,000 - up from \$530,000 + 1.9% since last month
National ex-Auckland	\$450,000 - up from \$440,000 + 2.3% since last month
Auckland	\$880,000 - up from \$848,149 + 3.8% since last month

Median days to sell

National	33 - 1 day longer than same month last year
National ex-Auckland	32 - 1 day longer than same month last year
Auckland	35 - 1 day longer than same month last year

REINZ House Price Index

National	2663 - up from 2574 + 3.5% year-on-year
National ex-Auckland	2476 - up from 2321 + 6.7% year-on-year
Auckland	2889 - up from 2881 + 0.3% year-on-year



RECORD MEDIAN PRICE FOR NZ EX AUCKLAND AND 7 REGIONS. PRICES UP IN 15/16 REGIONS YEAR-ON-YEAR

Median prices across New Zealand rose 1.9% in November to \$540,000 – up from \$530,000 in October 2017 and median prices for New Zealand excluding Auckland rose 2.3% in November to a record \$450,000 (up from \$440,000 in October) – year-on-year saw a price increase of 3.8% and 8.4% respectively.

Auckland's median price increased 3.8% to \$880,000 – up from \$848,149 in October and 0.6% year-on-year. Auckland's median price has now increased by \$50,000 over the last 4 months.

Seven regions saw record prices in November:

- Bay of Plenty – up 7.8% month-on-month to \$567,000 (up 11.0% year-on-year)
- Hawke's Bay – up 6.2% month-on-month to \$420,000 (up 19.3% year-on-year)
- Manawatu/Wanganui – up 4.8% month-on-month to \$300,000 (up 14.9% year-on-year)
- Wellington – up 6.8% month-on-month to \$549,777 (up 8.7% year-on-year)
- Marlborough – up 4.0% month-on-month to \$437,000 (up 9.3% year-on-year)
- Canterbury – up 2.2% month-on-month to \$460,000 (up 3.4% year-on-year)
- Southland – up 11.8% month-on-month to \$265,000 (up 16.2% year-on-year).

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

“There is no denying that with one of the wettest winters on record and the election, that it has been a difficult few months for the industry. However, last month has provided the industry with a boost in optimism and confidence which has seen the market return to normal November conditions. Renewed confidence in the market has seen prices rising year-on-year in 15 of the 16 regions in New Zealand and record prices in 7 regions,” points out Norwell.

“The Auckland story paints an interesting picture with Rodney District experiencing a 14% year-on-year median price increase to \$985,000. Looking into this data further, the increase was largely driven by a change in the mix of properties sold, with 41% more properties sold for more than \$1million compared to the same time last year. The REINZ HPI further confirmed the impact of the change of mix with an annual increase of 2.2%, indicating a more stable and moderate price growth in the Rodney District,” concludes Norwell.



REINZ HOUSE PRICE INDEX

▲▼ Increased/Decreased

The REINZ House Price Index for New Zealand increased 0.3% month-on-month to reach an all-time high of 2,663 during November indicating that the ratio of sales prices when compared to CVs is at its highest point since the Index began. The same is true for New Zealand excluding Auckland, with a record high of 2,476 (up 0.8% on the previous month).

The REINZ HPI also showed that all but three regions (Auckland, Taranaki and Canterbury) reached new highs during November indicating strong value growth across most of the country.

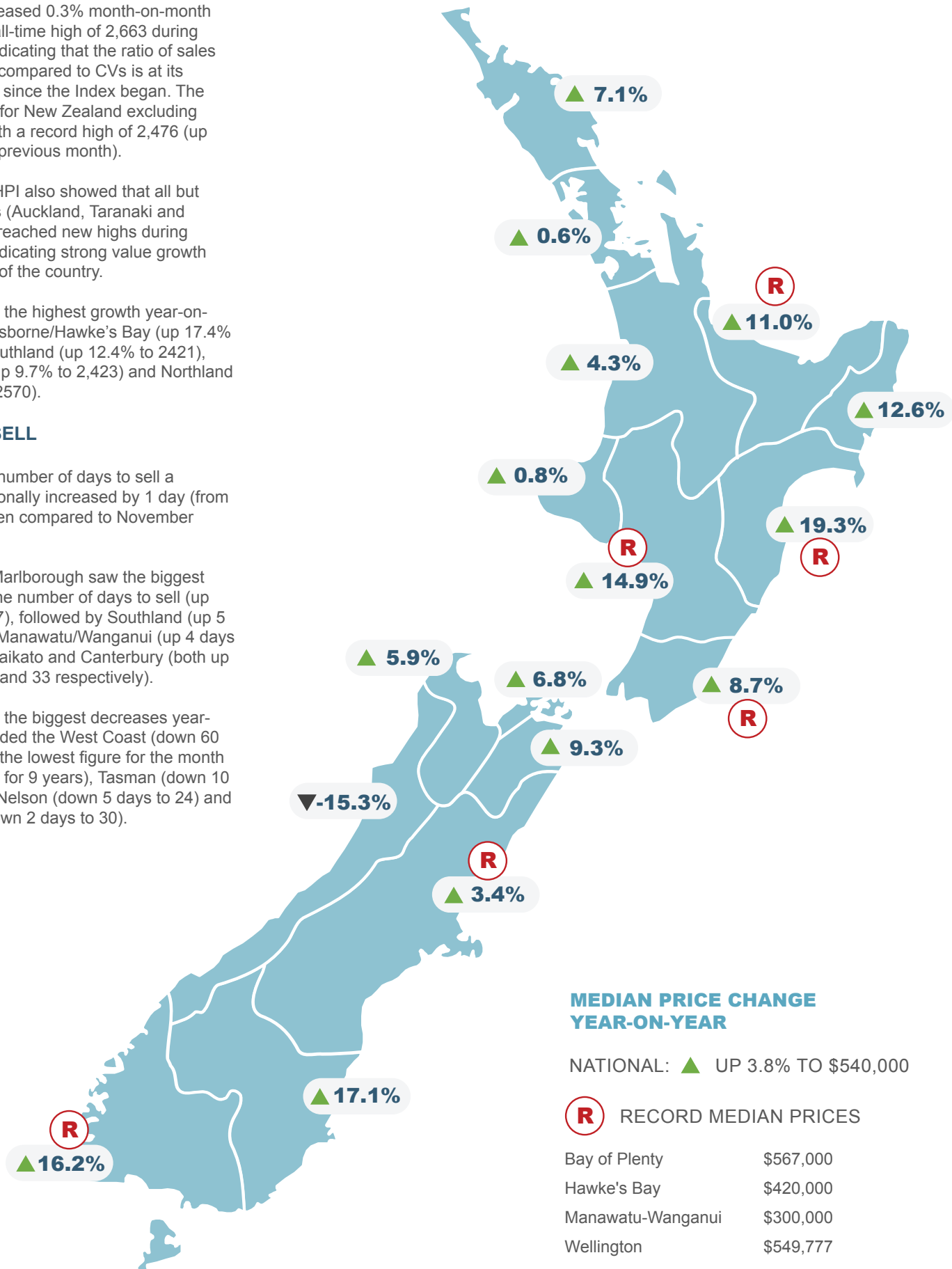
Regions with the highest growth year-on-year were Gisborne/Hawke's Bay (up 17.4% to 2,335), Southland (up 12.4% to 2421), Wellington (up 9.7% to 2,423) and Northland (up 9.6% to 2570).

DAYS TO SELL

The median number of days to sell a property nationally increased by 1 day (from 32 to 33) when compared to November 2016.

Regionally, Marlborough saw the biggest increase in the number of days to sell (up 14 days to 37), followed by Southland (up 5 days to 29), Manawatu/Wanganui (up 4 days to 31) and Waikato and Canterbury (both up 3 days to 37 and 33 respectively).

Regions with the biggest decreases year-on-year included the West Coast (down 60 days to 35 – the lowest figure for the month of November for 9 years), Tasman (down 10 days to 21), Nelson (down 5 days to 24) and Gisborne (down 2 days to 30).



AUCTIONS

The number of properties sold by auction across New Zealand declined (from 1,771 in November 2016 to 1,217 in November 2017) – down 31.3% on the same time last year, but up 38.9% from last month. Auctions now represent 18% of all sales nationally.

In Auckland, which traditionally sees a large portion of sales sold by auction, 638 (33%) of all properties sold in November were via auction – this is a decrease of 34% in comparison to November 2016 but an increase of 35.7% month-on-month indicating a return of positivity to the Auckland market.

The majority of regions saw an increase in the number of properties auctioned month-on-month. The exceptions were Waikato and the West Coast, and Nelson, Taranaki and Tasman saw the number of auctions remain flat.

INVENTORY

The number of properties available for sale nationally increased by 7.6% (from 25,538 to 27,488) compared to 12 months ago, and for New Zealand excluding Auckland the number of properties available for sale increased by 0.5% (from 17,467 to 17,553).

Regions with the largest increase year-on-year in the number of properties for sale were Auckland (up 23.1%), Waikato (up 15.1%), Canterbury (up 10.3%) and Wellington (up 9.1%).

Regions with the biggest decrease year-on-year in the number of properties available for sale were Taranaki (-18.4%), Gisborne (-16.8%), West Coast (-15.7%) and Southland (-13.3%).

PRICE BANDS

Between November 2016 and November 2017, the number of homes sold fell in every price bracket except for the \$2million to \$2.99million category which increased by 11.8%. During November, 142 properties were sold for between \$2-\$2.99million, up from 127 in November 2016.

The number of dwellings sold for less than \$500,000 fell by 14% from 3,574 to 3,073 representing 44.6% of all homes sold across the country. However, month-on-month the number of sub \$500,000 homes sold increased by 13.8%.

For further information, 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.

PRICE DISTRIBUTION BREAKDOWN

	November 2016		November 2017	
\$1 million plus	1,116	14.8%	1,035	15.0%
\$750,000 to \$999,999	1,915	25.3%	1,897	27.5%
\$500,000 to \$749,999	960	12.7%	888	12.9%
Under \$500,000	3,574	47.2%	3,073	44.6%
All Properties Sold	7,565	100.0%	6,893	100.0%



SEASONALLY ADJUSTED SALES VOLUMES

COMPARED TO OCTOBER

COMPARED TO NOVEMBER 2016

	COMPARED TO OCTOBER		COMPARED TO NOVEMBER 2016	
	Volume Change	Seasonally Adjusted Change	Volume Change	Seasonally Adjusted Change
New Zealand	17.8%	4.5%	-8.9%	-9.2%
NZ ex Akl	19.4%	5.7%	-5.6%	-5.6%
Northland	4.0%	-5.7%	-28.2%	-29.1%
Auckland	13.9%	1.5%	-16.5%	-16.1%
Waikato	12.1%	0.5%	-15.3%	-14.4%
Bay of Plenty	6.2%	-1.5%	-24.3%	-23.0%
Gisborne	15.1%	1.8%	1.7%	1.3%
Hawke's Bay	17.8%	4.4%	-6.2%	-5.8%
Manawatu/Wanganui	25.2%	13.6%	-6.6%	-8.4%
Taranaki	15.9%	4.1%	6.8%	6.4%
Wellington	17.8%	-0.9%	6.2%	5.9%
Nelson/Marlborough/Tasman	20.1%	10.0%	9.6%	11.7%
Canterbury	33.8%	17.4%	8.0%	11.0%
West Coast	-24.2%	-21.5%	-26.5%	-22.3%
Otago	32.3%	15.2%	-8.9%	-9.0%
Southland	15.0%	1.3%	-8.2%	-13.8%



SEASONALLY ADJUSTED MEDIAN PRICE

COMPARED TO OCTOBER

COMPARED TO NOVEMBER 2016

	COMPARED TO OCTOBER		COMPARED TO NOVEMBER 2016	
	Median Change	Seasonally Adjusted Change	Median Change	Seasonally Adjusted Change
New Zealand	1.9%	0.2%	3.8%	4.0%
NZ ex Akl	2.3%	0.8%	8.4%	8.8%
Northland	2.4%	1.6%	7.1%	4.6%
Auckland	3.8%	1.1%	0.6%	1.2%
Waikato	-2.8%	-2.7%	4.3%	4.4%
Bay of Plenty	7.8%	4.5%	11.0%	10.2%
Gisborne	-4.8%	-4.9%	12.6%	11.6%
Hawke's Bay	6.2%	4.5%	19.3%	20.5%
Manawatu/Wanganui	4.8%	5.6%	14.9%	14.3%
Taranaki	2.9%	-0.5%	0.8%	0.5%
Wellington	6.8%	2.0%	8.7%	9.1%
Nelson/Marlborough/Tasman	10.9%	9.6%	8.7%	9.0%
Canterbury	2.2%	1.2%	3.4%	3.5%
West Coast	-19.1%	-23.5%	-15.3%	-15.0%
Otago	0.0%	-1.3%	17.1%	17.2%
Southland	11.8%	9.2%	16.2%	14.6%



AUCKLAND

REINZ REGIONAL COMMENTARY

"The Auckland market has seen an overall lift since confirmation of the new Labour Government, with median prices at an eight-month high and sales volumes at a six-month high. The moderate changes to the LVRs are unlikely to have much impact on the market overall, as the limitations remain for those most in need of finance - from first home buyers to developers alike and when either end of the spectrum is having difficulty securing finance, sales volume is unlikely to increase significantly."

Bindi Norwell
REINZ Chief Executive Officer

Compared to November 2016 the median price rose 1% to be \$880,000. Rodney District was the big mover with a 14% increase in median price over the year. At the opposite end of the scale Waitakere, North Shore and Auckland City all saw drops in their median price compared to the same time last year. Compared to October 2017, the region's median increased 4% and most TA's had an increase in median price with a large drop in Franklin and a moderate drop in Waitakere being the exceptions. On a seasonally adjusted basis, Auckland's median price had a 1% increase compared to October, indicating that a moderate increase in median price was mostly expected and only slightly higher than what we'd expect moving from October to November.

Sales volume in the Auckland region increased 14% compared to October, with strong increases in sales numbers across all TA's, particularly Auckland City, Papakura and Manukau (21%, 19% and 17% respectively). Compared to November 2016 sales fell 17% with volumes decreasing in all TA's, most notably in Waitakere City (-21%), North Shore City (-20%) and Auckland City (-20%). On a seasonally adjusted basis, sales volumes increased 2% compared to October indicating that the large increase in sales from October was only a small amount more than expected when moving from October to November.

The median number of days to sell improved two days from last month, moving from 37 days to 35 days. The median number of days to sell eased by one day compared to November 2016. Over the past 10 years the average number of days to sell during November for Auckland has been 33 days. There are now 23 weeks of inventory in the Auckland region, an increase of 9 weeks compared to November 2016.

AUCKLAND REGION TRENDS	PRICE →	VOLUMES ↓	DAYS TO SELL →	OVERALL ↓
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	MEDIAN PRICE			VOLUME SOLD		
	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Auckland City	985,000	847,500	988,000	667	551	834
Franklin District	649,000	737,000	630,000	84	78	86
Manukau City	866,000	865,000	850,000	342	293	389
North Shore City	1,065,000	1,061,000	1,105,000	309	291	387
Papakura District	660,000	654,000	635,000	95	80	99
Rodney District	985,000	835,000	861,000	171	157	184
Waitakere City	750,000	780,000	785,000	242	227	308
Auckland Region	880,000	848,149	875,000	1,910	1,677	2,287
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Auckland City		16.2%	-0.3%		21.1%	-20.0%
Franklin District		-11.9%	3.0%		7.7%	-2.3%
Manukau City		0.1%	1.9%		16.7%	-12.1%
North Shore City		0.4%	-3.6%		6.2%	-20.2%
Papakura District		0.9%	3.9%		18.8%	-4.0%
Rodney District		18.0%	14.4%		8.9%	-7.1%
Waitakere City		-3.8%	-4.5%		6.6%	-21.4%
Auckland Region		3.8%	0.6%		13.9%	-16.5%

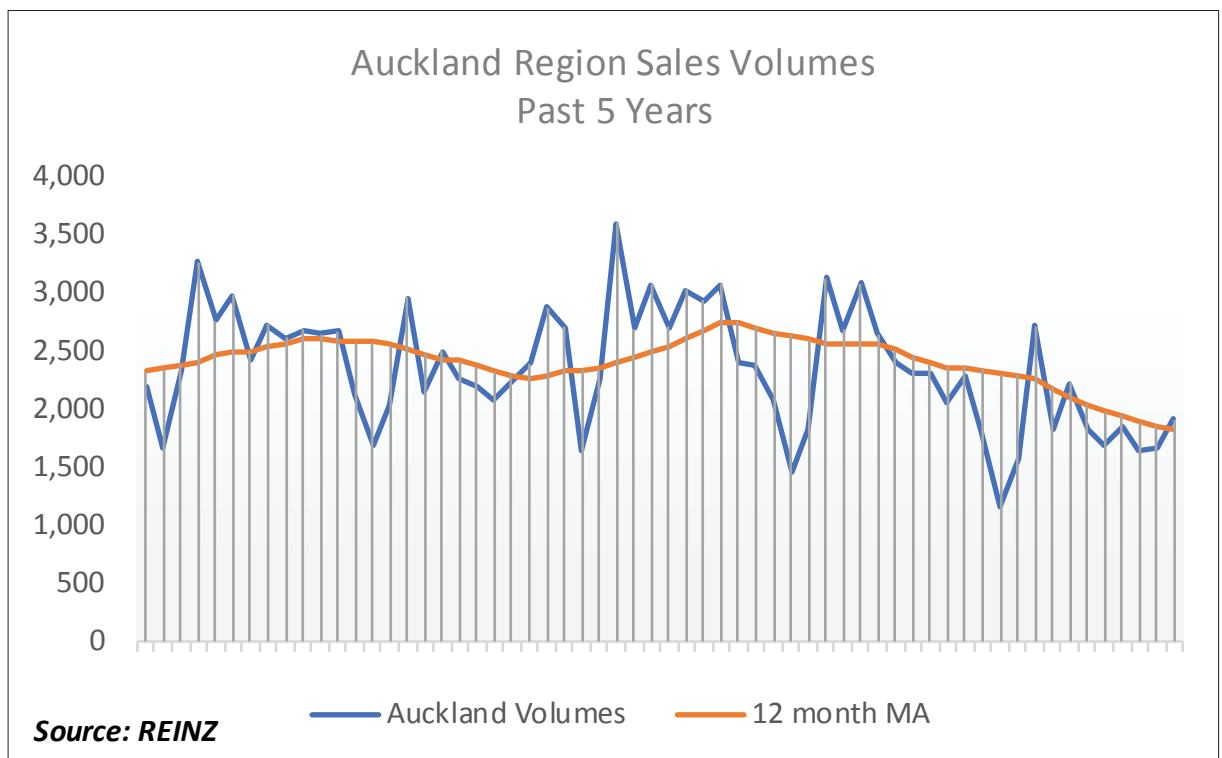
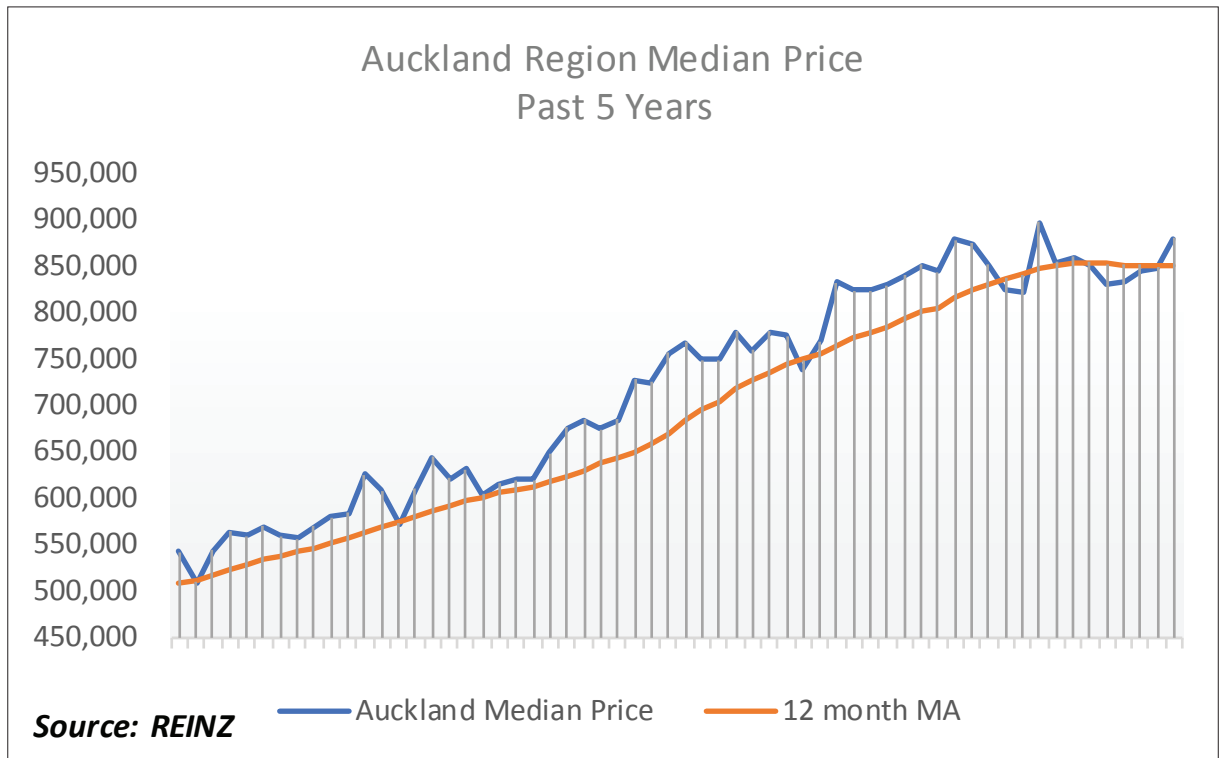


AUCKLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in the median price is now tapering off with the volume trend continuing to fall. The days to sell trend continues to ease. The House Price Index is remaining fairly steady, having increased slightly over the past 12 months.

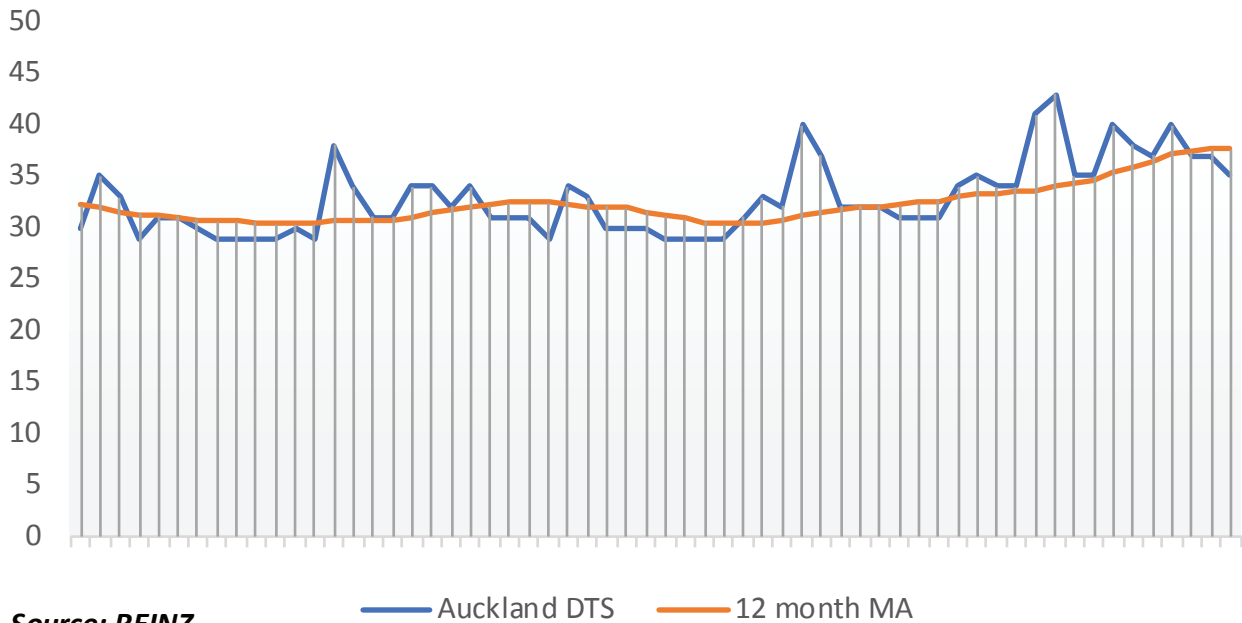




AUCKLAND

REINZ REGIONAL COMMENTARY

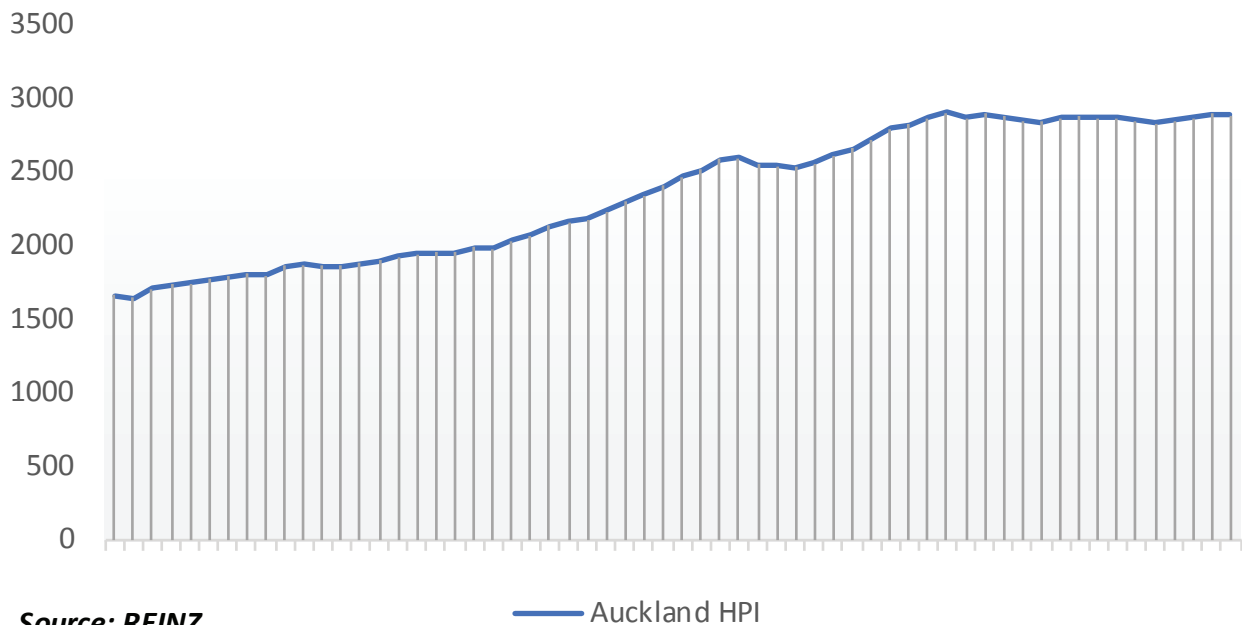
Auckland Region Days To Sell Past 5 Years



Source: REINZ

— Auckland DTS — 12 month MA

Auckland Region House Price Index Past 5 Years



Source: REINZ

— Auckland HPI



NORTHLAND

REINZ REGIONAL COMMENTARY

"The Northland region had a positive November and we expect confidence to remain high over the coming months. Kerikeri experienced a bit of a lift so we anticipate the surrounding areas to benefit from that lift in the coming months. Whangarei continues to do well with both owner occupiers and investors seeing this as a great place to buy property. Similarly, some of the beach and coastal communities have seen a lift in sales prices last month. We've also seen some of our European and U.S buyers accelerate their purchases ahead of the upcoming foreign buyer ban as they were concerned about the impact on their ability to purchase property here"

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose by \$28,000 (+7%) compared to November 2016. Prices rose 13% in Far North, and 4% in Whangarei but fell 10% in Kaipara. Compared to October 2017, the median price increased \$10,000 (2%) with prices falling 33% in Kaipara, but rising 34% in Far North and 1% in Whangarei. On a seasonally adjusted basis the median price increased 2% compared to October, indicating that the increase in median price was a little more than expected moving from October to November.

Sales volume in Northland increased 4% compared to October with sales falling 19% in Kaipara, but increasing by 8% in Whangarei and 6% in Far North. Compared to November 2016, sales volumes fell 28% across the region, with a 67% fall in Kaipara, 29% fall in Far North and a 13% fall in Whangarei. On a seasonally adjusted basis, sales decreased 6% compared to October, indicating that the increase in sales from October was less than expected when moving from October to November.

The median number of days to sell improved by three days compared to October, from 47 days in October to 44 days in November. The median number of days to sell eased by two days compared to November 2016. Over the past 10 years the average number of days to sell during November for Northland has been 53 days. There are now 29 weeks of inventory across the Northland region, an increase of one week over the past 12 months.

NORTHLAND REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Far North District	430,000	322,000	380,000	74	70	104
Kaipara District	285,000	427,000	315,000	17	21	51
Whangarei District	426,000	420,000	410,000	115	107	132
Northand Region	425,000	415,000	397,000	206	198	287
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Far North District		33.5%	13.2%		5.7%	-28.8%
Kaipara District		-33.3%	-9.5%		-19.0%	-66.7%
Whangarei District		1.4%	3.9%		7.5%	-12.9%
Northand Region		2.4%	7.1%		4.0%	-28.2%

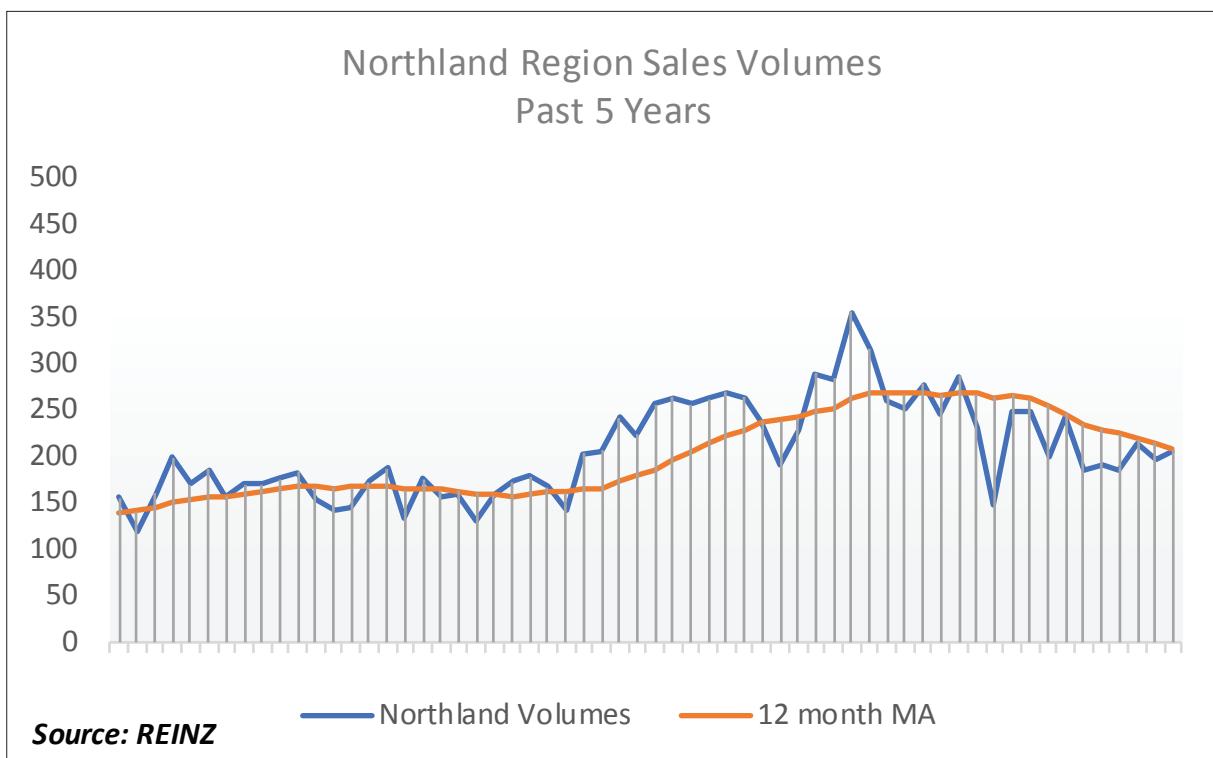
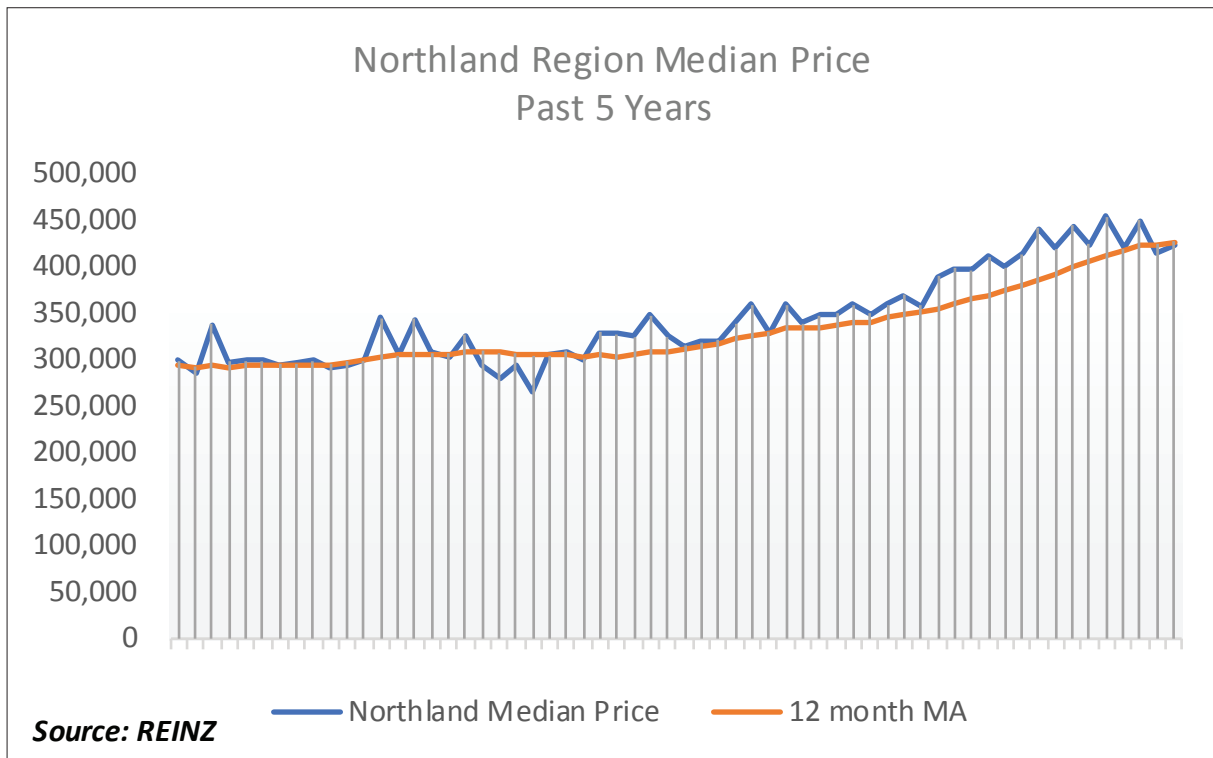


NORTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in median price is rising, with the trend in sales volume continuing to ease. The days to sell trend has flattened out and has slightly increased. The House Price Index has resumed a pattern of steady increase after an uncharacteristic dip a few months ago.

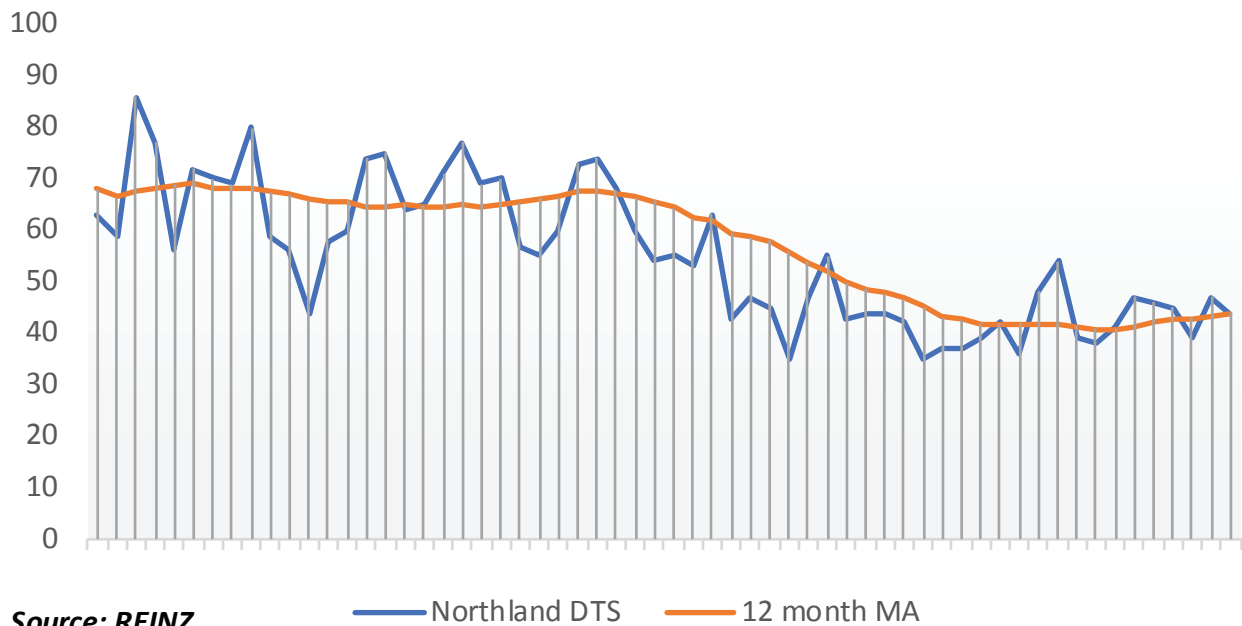




NORTHLAND

REINZ REGIONAL COMMENTARY

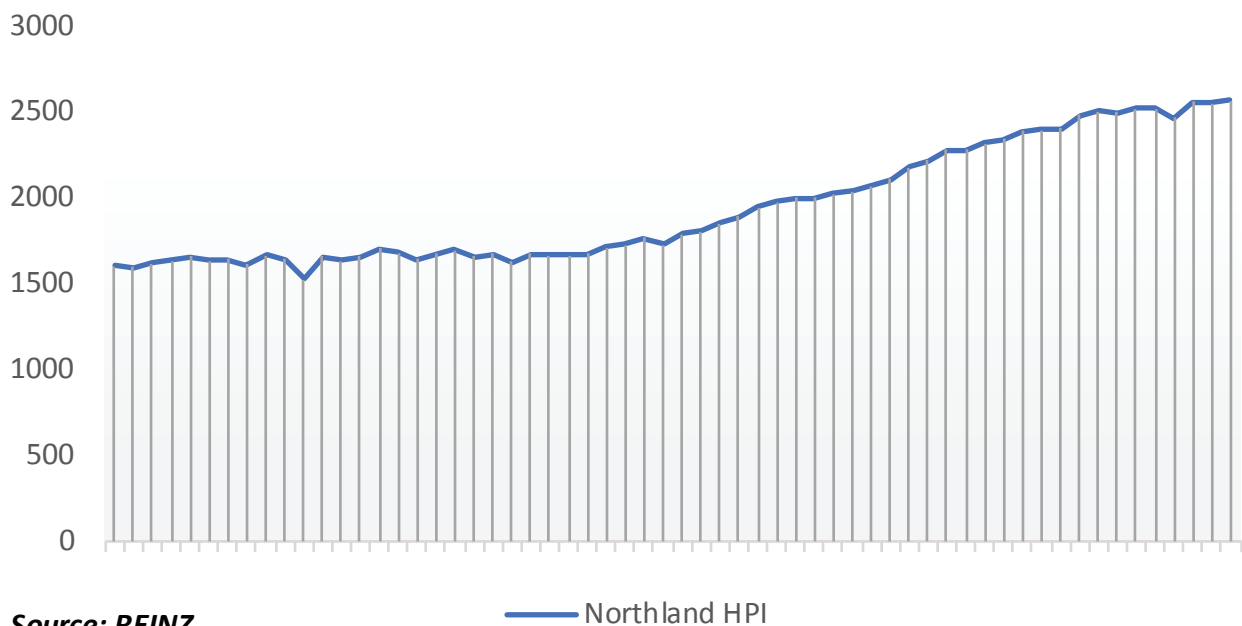
Northland Region Days To Sell Past 5 Years



Source: REINZ

— Northland DTS — 12 month MA

Northland Region House Price Index Past 5 Years



Source: REINZ

— Northland HPI



WAIKATO

REINZ REGIONAL COMMENTARY

"The Waikato market remains steady and consistent, although over the last few weeks we've seen the usual summer rush in order to attract viewings from out of town visitors over the summer holiday period. There are still not enough listings at the lower end of the market for first time buyers and there is a lack of suitably priced homes, as we're still seeing a number of vendors anticipating higher prices from Auckland buyers. Over the next few months, the relaxing of the LVR rules should help the investor market increase slightly and restore a little more confidence to the market."

Philip Searle
REINZ Regional Director

The median price across the region rose \$20,000 (+4%) compared to November 2016. Prices rose 28% in Taupo, 24% in Waitomo and 23% in Otorohanga. Compared to October the median price decreased \$14,000 (-3%) with strong decreases in Waitomo, Otorohanga and Hauraki (-23%, -17% and -10% respectively). On a seasonally adjusted basis, prices fell 3% compared to October indicating that the median price fell more than what is typically expected moving from October to November.

Compared to October, sales volumes rose 12%, with sales increasing 113% in Waitomo, 66% in Waikato District and 61% in Hauraki. Compared to November 2016, sales across the region fell 15% with sales falling sharply in Thames-Coromandel, Otorohanga and Hamilton City (-34%, -25% and -23%). On a seasonally adjusted basis, sales for November increased 1% compared to October, indicating that the large increase in sales volume was pretty much what was expected moving from October to November.

The median number of days to sell eased by one day compared to October, from 36 days in October to 37 days in November. The median number of days to sell eased by three days compared to November 2016. Over the past 10 years the average number of days to sell during November for Waikato has been 43 days. The level of inventory across the region is 20 weeks, an increase of seven weeks compared to November 2016.

WAIKATO REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Hamilton City	530,000	537,000	530,000	261	235	337
Hauraki District	352,000	390,000	360,000	29	18	25
Matamata-Piako District	425,000	440,000	400,000	42	28	53
Otorohanga District	245,000	295,000	200,000	6	5	8
South Waikato District	185,000	190,000	177,500	37	29	31
Taupo District	447,000	425,000	350,000	73	102	90
Thames-Coromandel District	655,000	575,000	545,000	79	88	120
Waikato District	407,000	445,000	385,000	48	29	41
Waipa District	583,000	570,000	480,000	82	59	78
Waitomo District	180,000	235,000	145,000	17	8	13
Waikato Region	485,000	499,000	465,000	674	601	796
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Hamilton City		-1.3%	0.0%		11.1%	-22.6%
Hauraki District		-9.7%	-2.2%		61.1%	16.0%
Matamata-Piako District		-3.4%	6.3%		50.0%	-20.8%
Otorohanga District		-16.9%	22.5%		20.0%	-25.0%
South Waikato District		-2.6%	4.2%		27.6%	19.4%
Taupo District		5.2%	27.7%		-28.4%	-18.9%
Thames-Coromandel District		13.9%	20.2%		-10.2%	-34.2%
Waikato District		-8.5%	5.7%		65.5%	17.1%
Waipa District		2.3%	21.5%		39.0%	5.1%
Waitomo District		-23.4%	24.1%		112.5%	30.8%
Waikato Region		-2.8%	4.3%		12.1%	-15.3%

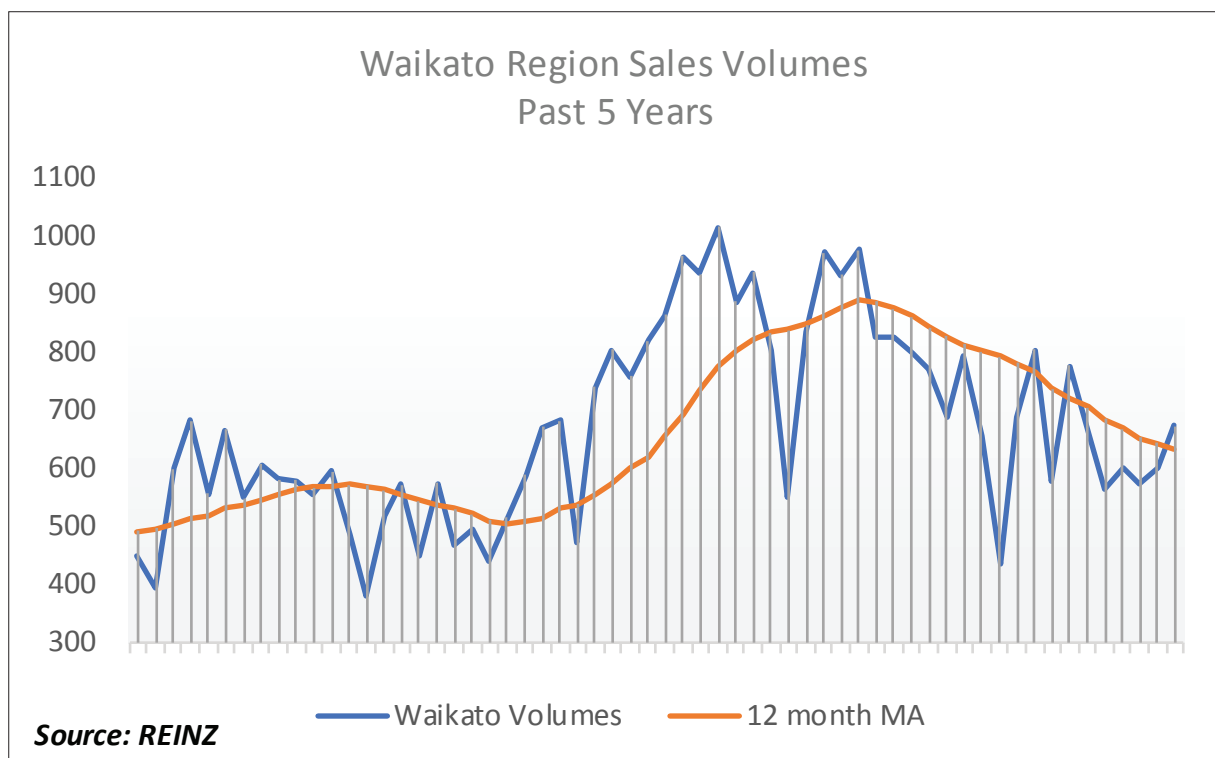
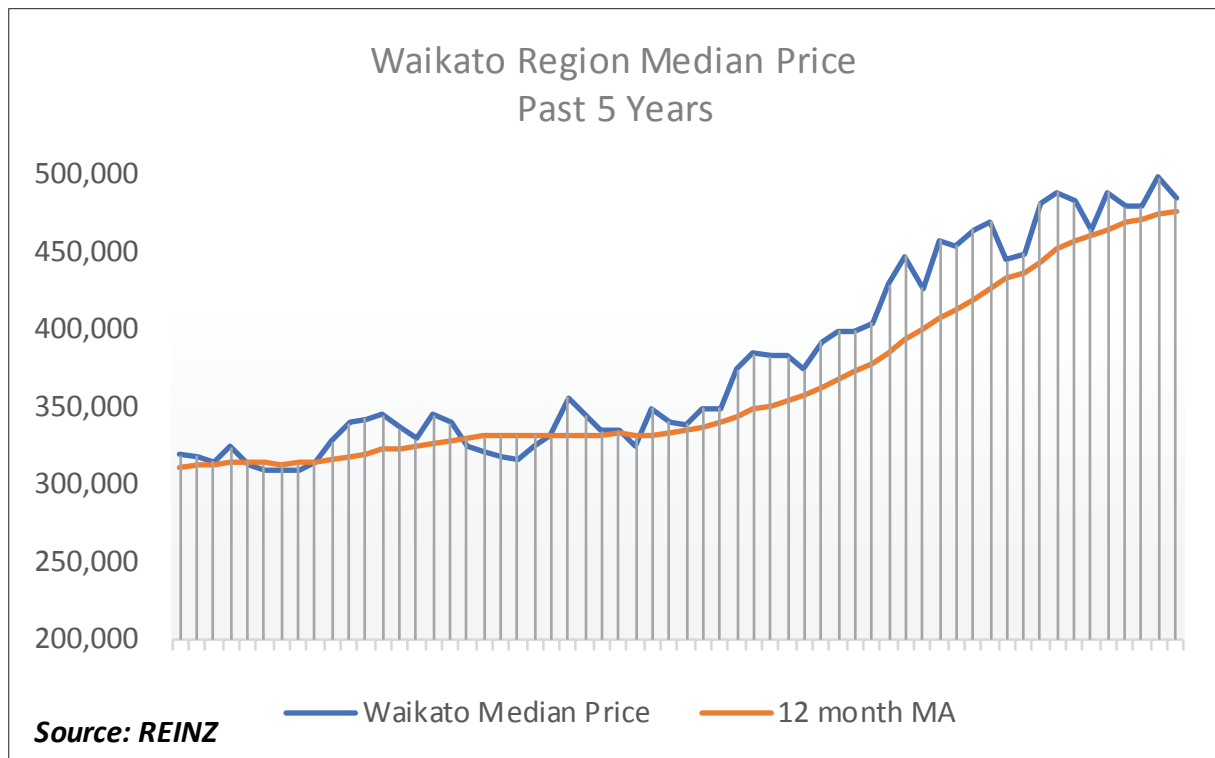


WAIKATO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in median price is continuing to rise, with the trend in sales volume decreasing. The days to sell trend is now easing. The House Price Index has shown a small increase over the past few months.

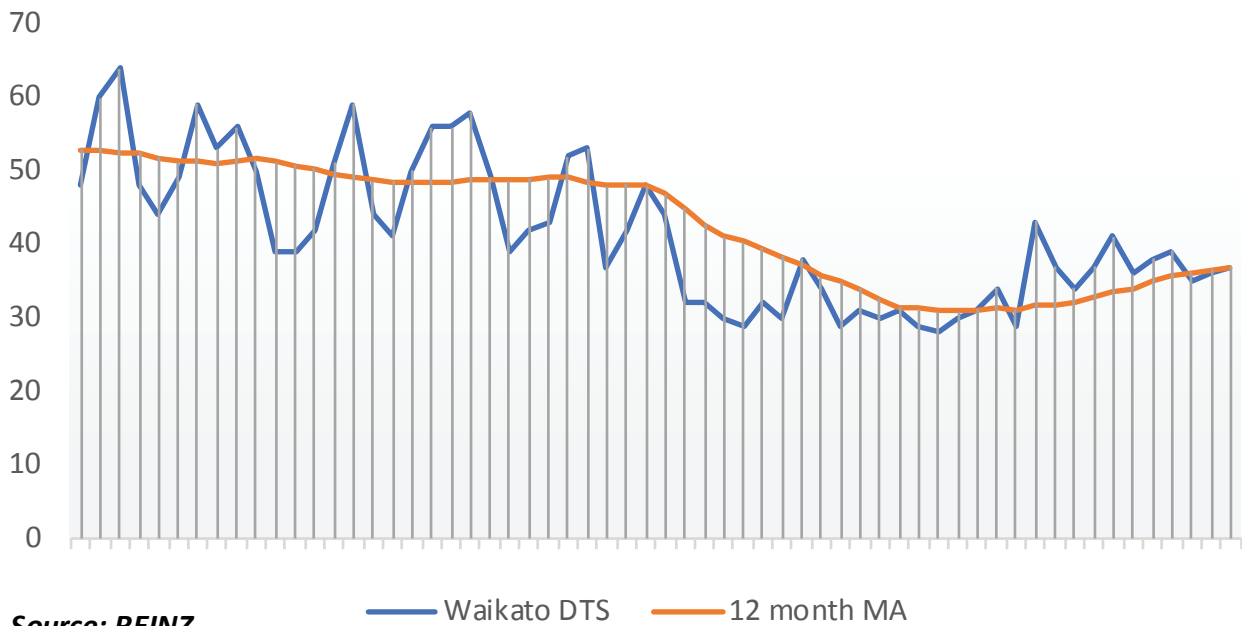




WAIKATO

REINZ REGIONAL COMMENTARY

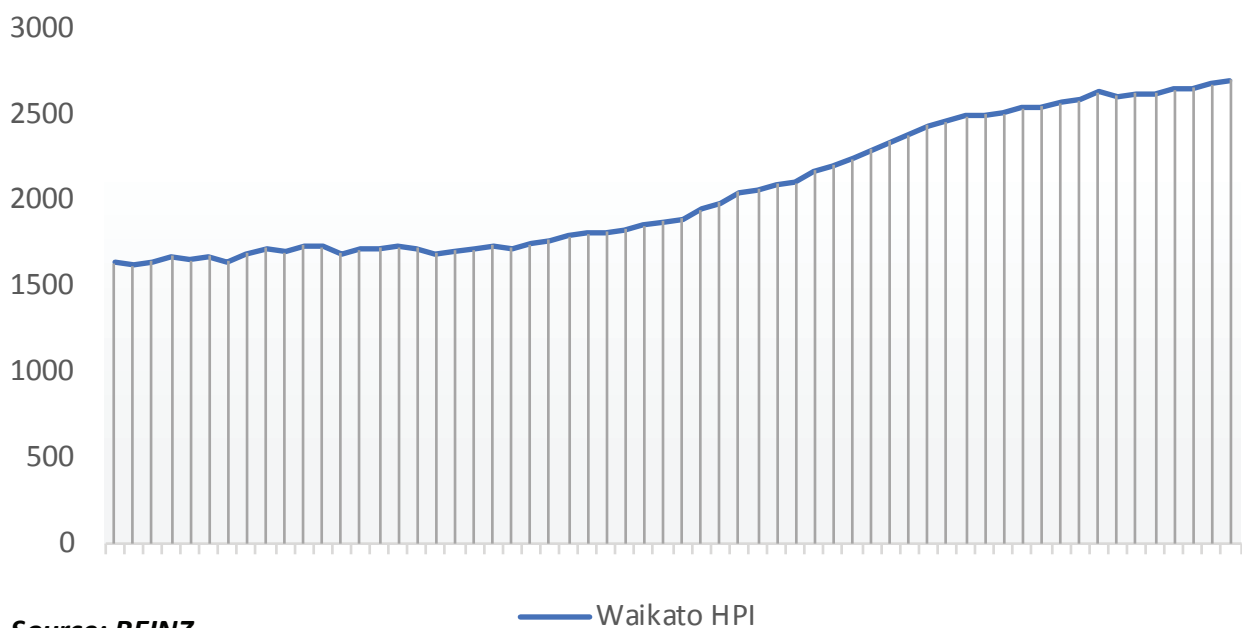
Waikato Region Days To Sell Past 5 Years



Source: REINZ

— Waikato DTS — 12 month MA

Waikato Region House Price Index Past 5 Years



Source: REINZ

— Waikato HPI



BAY OF PLENTY

REINZ REGIONAL COMMENTARY

“Now the election is out of the way and the warmer weather has hit the Bay of Plenty, we’re seeing new stock coming to the market and sales have improved accordingly. As a result, we’re seeing good prices being achieved and lots of keen buyers across the region. With the LVR changes due in the New Year, we anticipate an increase in investors and first home buyers as the restrictions begin their gradual ease. Otherwise, it’s business as usual over the summer months”

Philip Searle
REINZ Regional Director

The median price across the region increased \$56,000 (11%) compared to November 2016. The biggest median prices increases were in Opotiki, Rotorua and Kawerau (28%, 26% and 23% respectively) although Tauranga only rose 2% over the same period. Compared to October the median price increased \$41,000 (8%), with Western Bay of Plenty leading the way with a 20% increase and Rotorua and Tauranga following suit with 15% and 10% increases respectively. On a seasonally adjusted basis, the median price rose 5% compared to October indicating that the increase in median price was a little more than would be expected at this time of year.

Compared to October, sales volumes increased 6%, with sales count increasing 13% in Whakatane, 8% in Western Bay of Plenty, 7% in Rotorua but increasing only 1% in Tauranga. Compared to November 2016 sales across the region fell 24% with over 30% drops in Whakatane, Rotorua and Western BOP. On a seasonally adjusted basis, sales for November decreased 2% compared to October, indicating that the observed increase in sales count was not as great an increase as is expected moving from October to November.

The median number of days to sell improved by one day in November, from 39 days in October to 38 days in November. The median number of days to sell eased by one day compared to November 2016. Over the past 10 years the average number of days to sell during November for Bay of Plenty has been 49 days. Compared to November 2016, the level of inventory across the region has increased by five weeks to sit at 19 weeks of inventory in November 2017.

BAY OF PLENTY REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Kawerau District	178,000	-	145,000	8	-	10
Opotiki District	290,000	-	227,000	9	-	8
Rotorua District	409,000	355,626	325,000	91	85	136
Tauranga City	649,000	590,000	639,000	245	243	295
Western Bay of Plenty District	675,000	565,000	565,000	41	38	60
Whakatane District	395,000	375,000	358,000	35	31	58
Bay of Plenty Region	567,000	526,000	511,000	429	404	567
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Kawerau District		-	22.8%		-	-20.0%
Opotiki District		-	27.8%		-	12.5%
Rotorua District		15.0%	25.8%		7.1%	-33.1%
Tauranga City		10.0%	1.6%		0.8%	-16.9%
Western Bay of Plenty District		19.5%	19.5%		7.9%	-31.7%
Whakatane District		5.3%	10.3%		12.9%	-39.7%
Bay of Plenty Region		7.8%	11.0%		6.2%	-24.3%

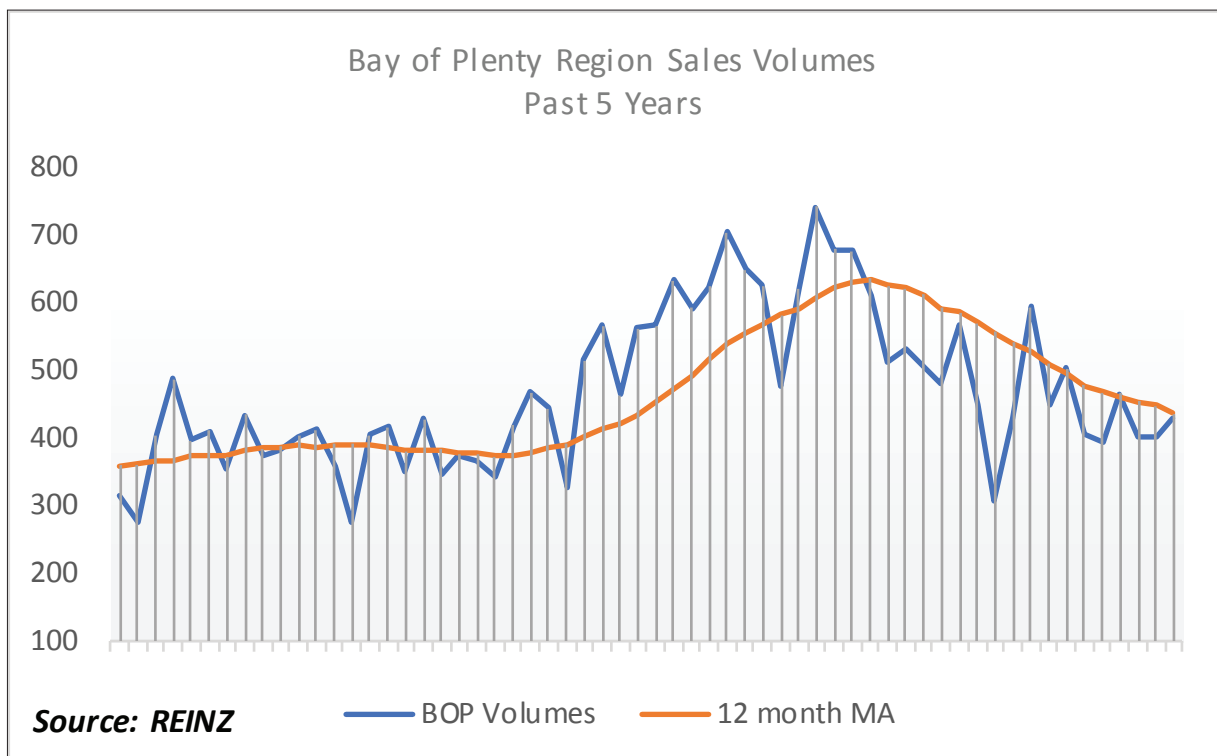
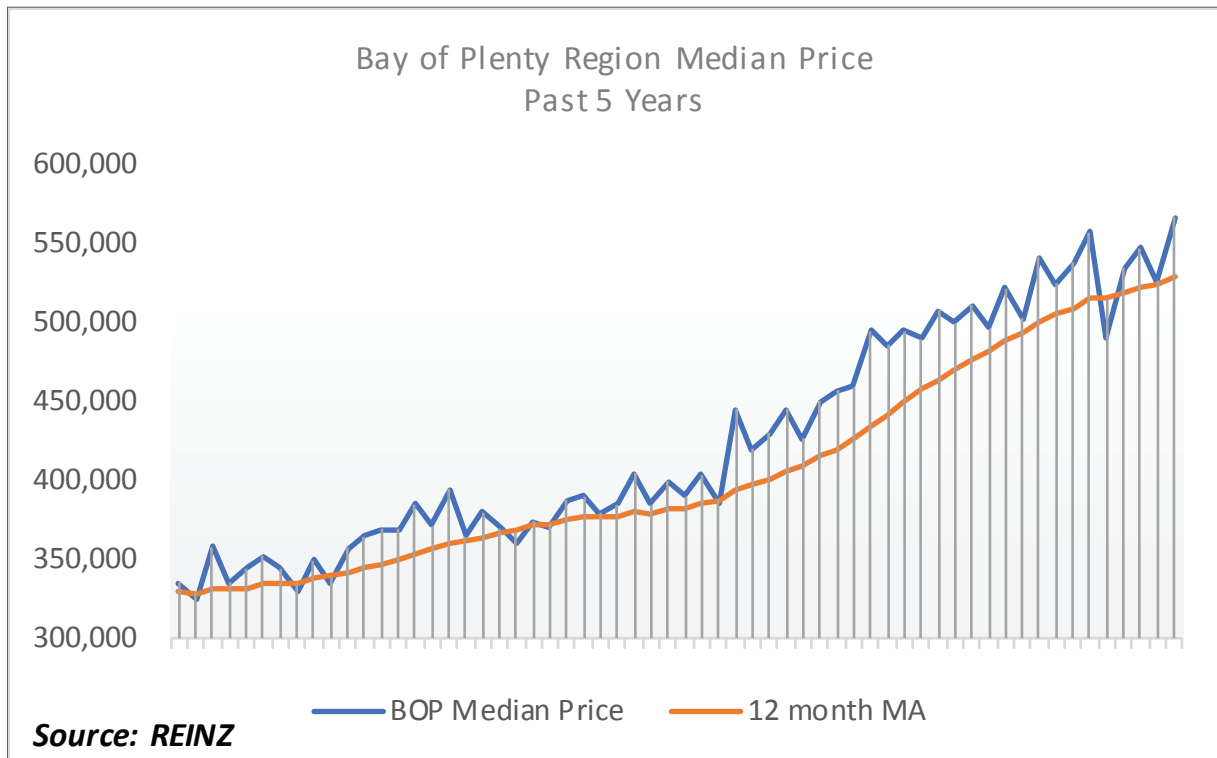


BAY OF PLENTY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The trend in median price is continuing to rise, albeit at a lesser rate than before. The trend in sales volume continues on a sharp decline. The days to sell trend is now easing slightly. The House Price Index has been stable over the past quarter.

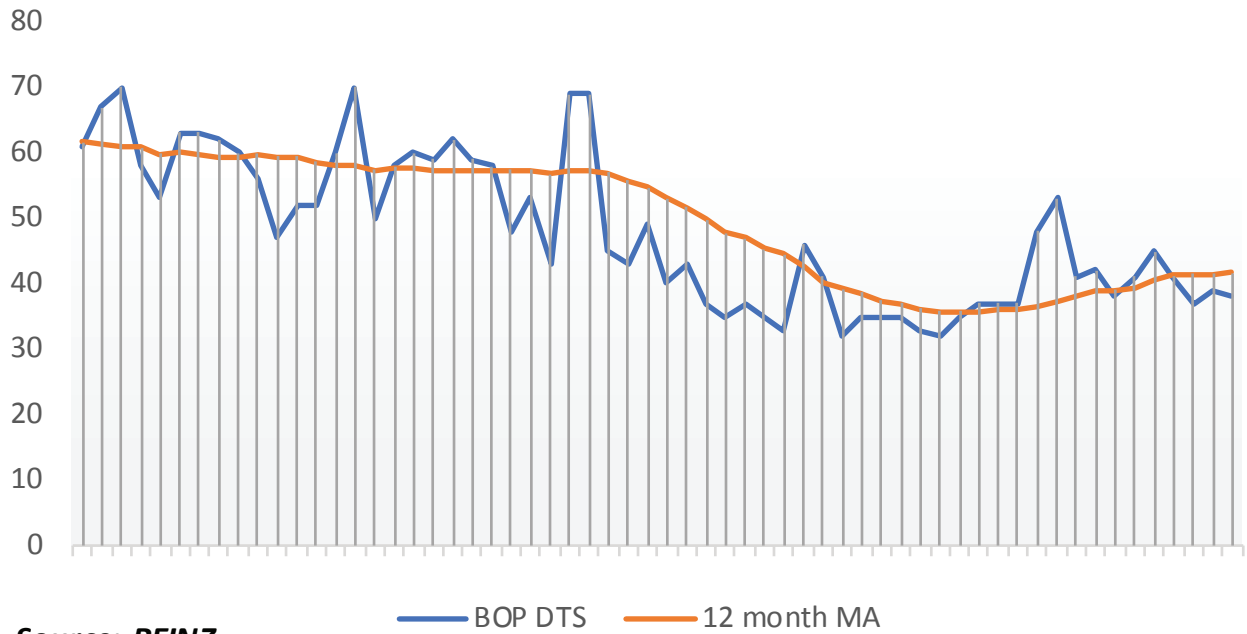




BAY OF PLENTY

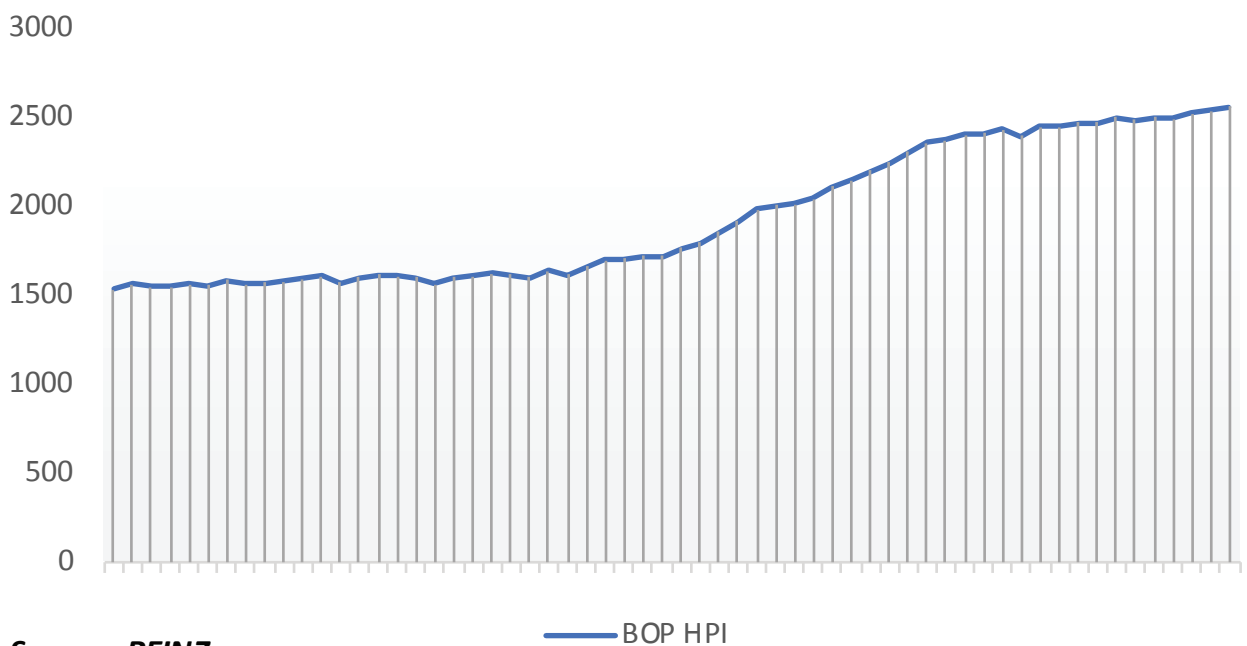
REINZ REGIONAL COMMENTARY

Bay of Plenty Region Days To Sell Past 5 Years



Source: REINZ

Bay of Plenty Region House Price Index Past 5 Years



Source: REINZ



GISBORNE

REINZ REGIONAL COMMENTARY

The Gisborne region was positive across a number of areas in terms of residential sales during November with the highest median price, the highest number of properties sold and the lowest number of day to sell for the month of November on record! This is the result of a combination of factors – we’re coming out of winter, into a summer with stunning weather so far and also there are a reasonable number of people from Tauranga and Auckland looking to relocate to the region due to the buoyant economy and the affordability of housing. Overall, there is an increased confidence in the Gisborne region.

Philip Searle
REINZ Regional Director

The median price across the region rose \$33,000 (13%) compared to November 2016. Compared to October, the median price decreased \$15,000 (-5%). On a seasonally adjusted basis the median price fell 5% compared to October indicating that the decrease in the median price is greater than would be expected moving from October to November.

Sales volume for the Gisborne Region increased 15% compared to October, and increased 2% compared to November 2016. On a seasonally adjusted basis, sales increased by 2% compared to October, indicating that the large increase in sales count is only slightly more than expected moving from October to November.

The median number of days to sell improved by one day in November, from 31 days in October to 30 days in November. Compared to November 2016 the median number of days to sell improved by two days. Over the past 10 years the number of days to sell in November across the region has averaged 39 days. There were 13 weeks of supply across the region in November, a decrease of four weeks over the past 12 months.

GISBORNE REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Gisborne District	295,000	310,000	262,000	61	53	60
Gisborne Region	295,000	310,000	262,000	61	53	60
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Gisborne District		-4.8%	12.6%		15.1%	1.7%
Gisborne Region		-4.8%	12.6%		15.1%	1.7%

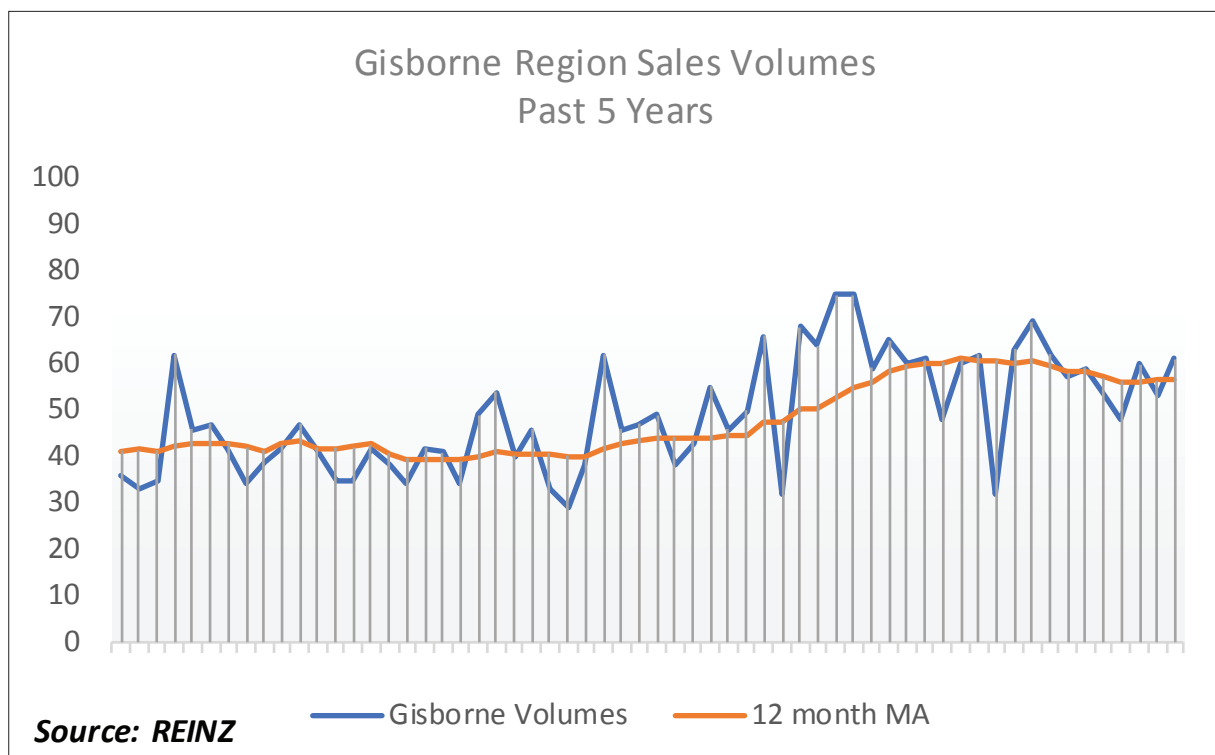
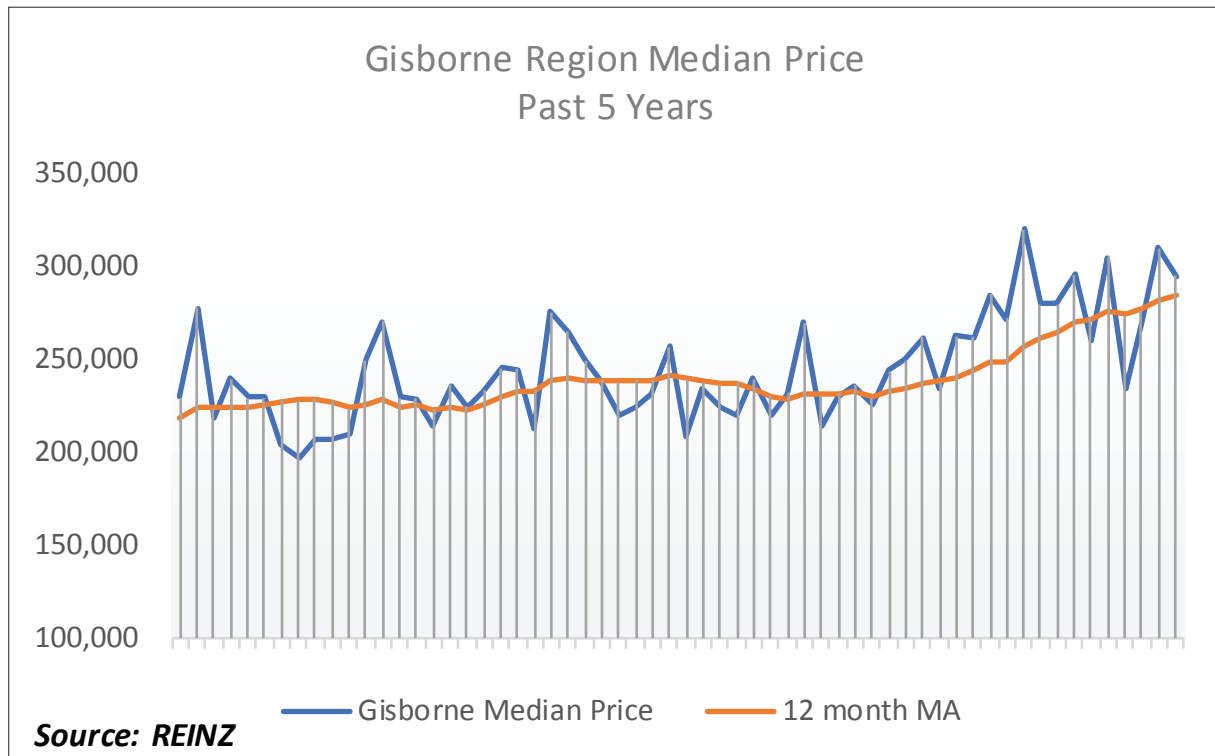


GISBORNE

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is increasing with the volume trend now flattening. The days to sell trend is now flat as well. The House Price Index for the Gisborne/Hawke's Bay has had strong upwards movement over the past year.

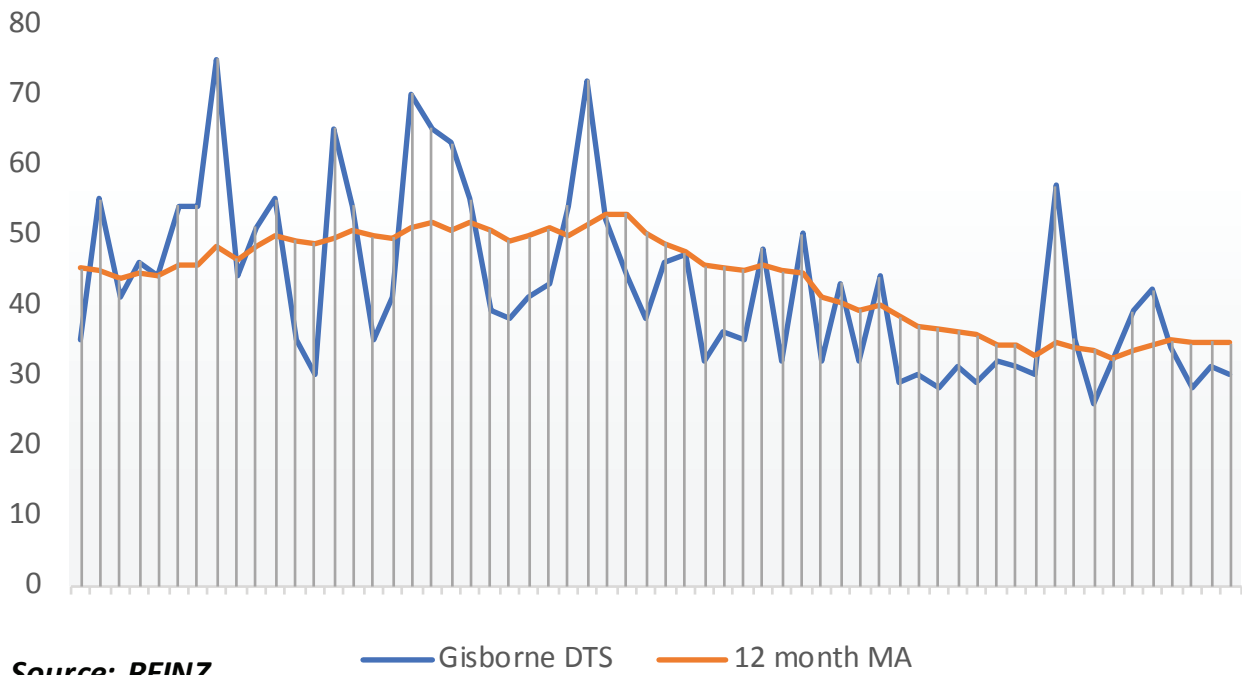




GISBORNE

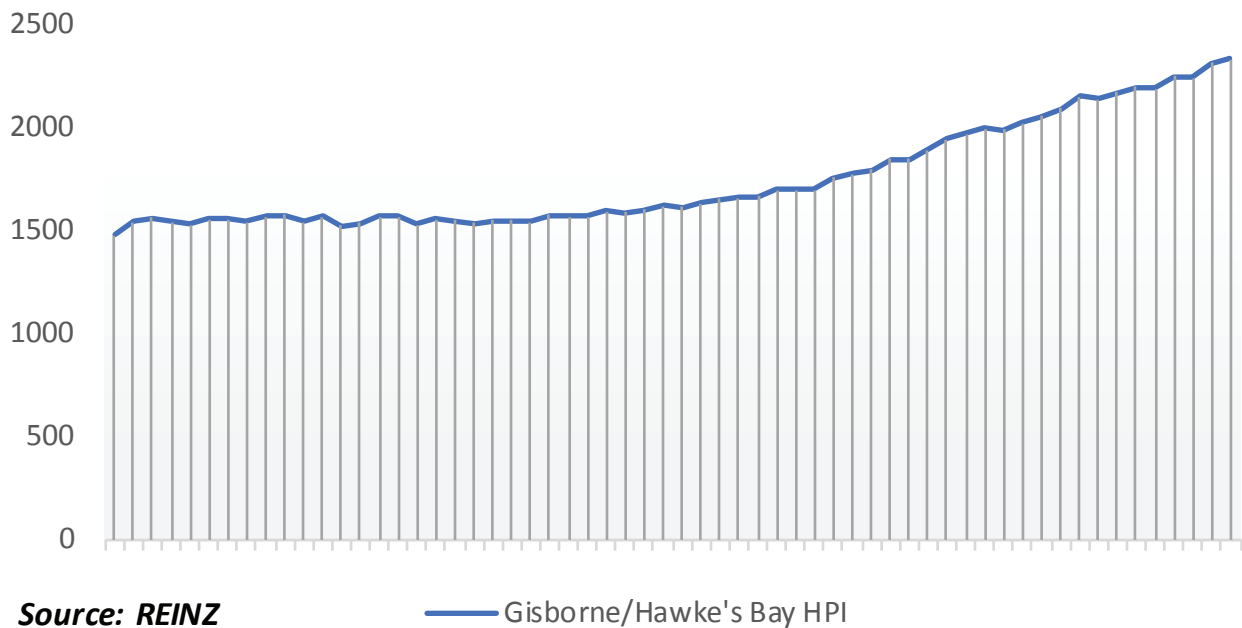
REINZ REGIONAL COMMENTARY

Gisborne Region Days To Sell Past 5 Years



Source: REINZ

Gisborne/Hawke's Bay Region House Price Index Past 5 Years



Source: REINZ



HAWKE'S BAY

REINZ REGIONAL COMMENTARY

There has been a decrease in activity from investors across the Hawke's Bay region on the buying front and we are still facing a shortage of listings in average price brackets, however, there is plenty of selection in the over \$700,000 range. Investors are more actively looking to sell their investment properties which indicates they are concerned about potential and upcoming changes announced by the new Government.

Bindi Norwell
REINZ Chief Executive Officer

The median price rose \$67,800 (+19%) compared to November 2016. Prices rose 33% in Central Hawke's Bay and 20% in Napier. The median price increased \$24,500 (6%) compared to October, with prices rising 33% in Wairoa and 13% in Central Hawke's Bay. On a seasonally adjusted basis the median had a 5% increase since October, indicating that the observed increase in raw median price was greater than expected at this time of year.

Sales volumes in Hawke's Bay fell 6% compared to November 2016, with sales rising 18% in Wairoa but falling 20% in Central Hawke's Bay. Compared to October sales, volumes increased 18%, with sales increasing 45% in Napier but falling 24% in Wairoa. On a seasonally adjusted basis, sales for November increased 4% compared to October indicating that the observed large increase in sales count was somewhat larger than expected moving from October to November.

The median number of days to sell has not changed since October, sitting at 31 days in November. The median number of days to sell improved one day since November 2016. Over the past 10 years the median number of days to sell for the Hawke's Bay region in November has been 43 days. The region has the second lowest level of inventory across New Zealand with just 11 weeks of supply, the same as in November 2016.

HAWKE'S BAY REGION TRENDS

PRICE ↑ VOLUMES ↓ DAYS TO SELL ➔ OVERALL ➔

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Central Hawke's Bay District	320,000	282,750	240,000	20	21	25
Hastings District	406,250	402,000	360,000	106	99	118
Napier City	465,000	425,000	389,000	119	82	121
Wairoa District	120,000	90,000	172,000	13	17	11
Hawke's Bay Region	420,000	395,500	352,200	258	219	275
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Central Hawke's Bay District		13.2%	33.3%		-4.8%	-20.0%
Hastings District		1.1%	12.8%		7.1%	-10.2%
Napier City		9.4%	19.5%		45.1%	-1.7%
Wairoa District		33.3%	-30.2%		-23.5%	18.2%
Hawke's Bay Region		6.2%	19.3%		17.8%	-6.2%

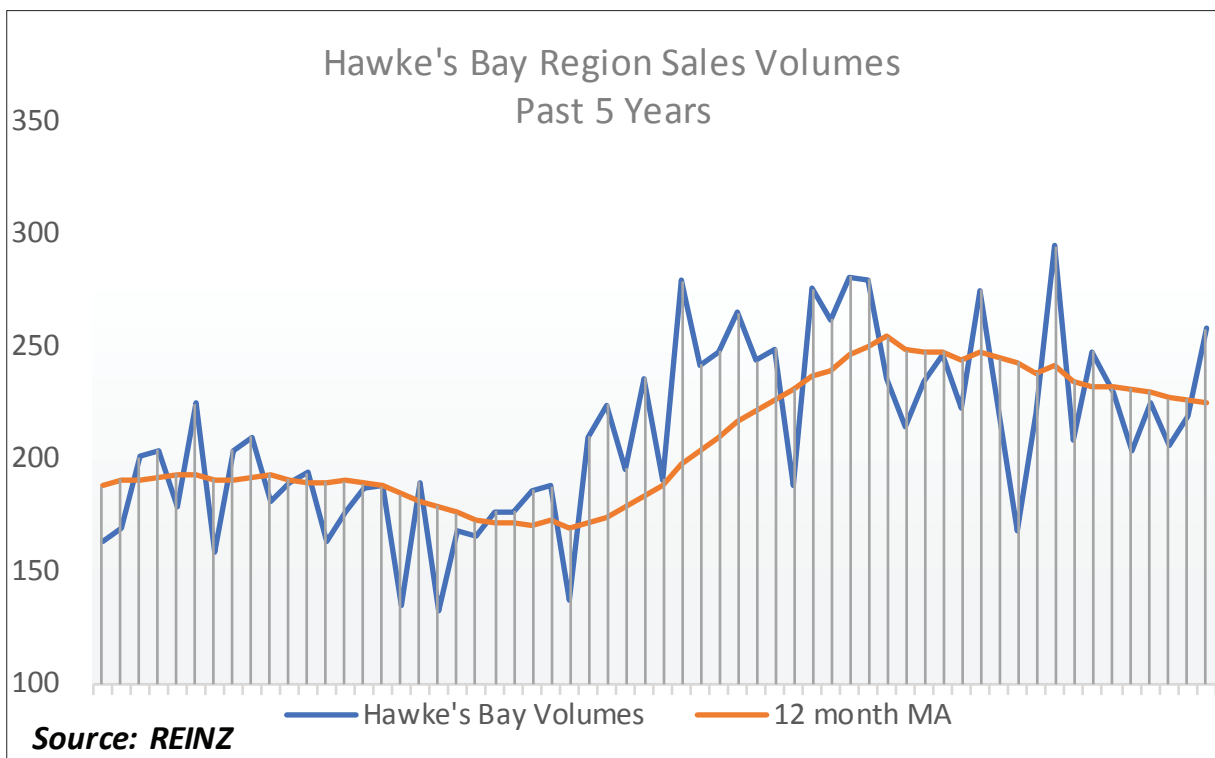
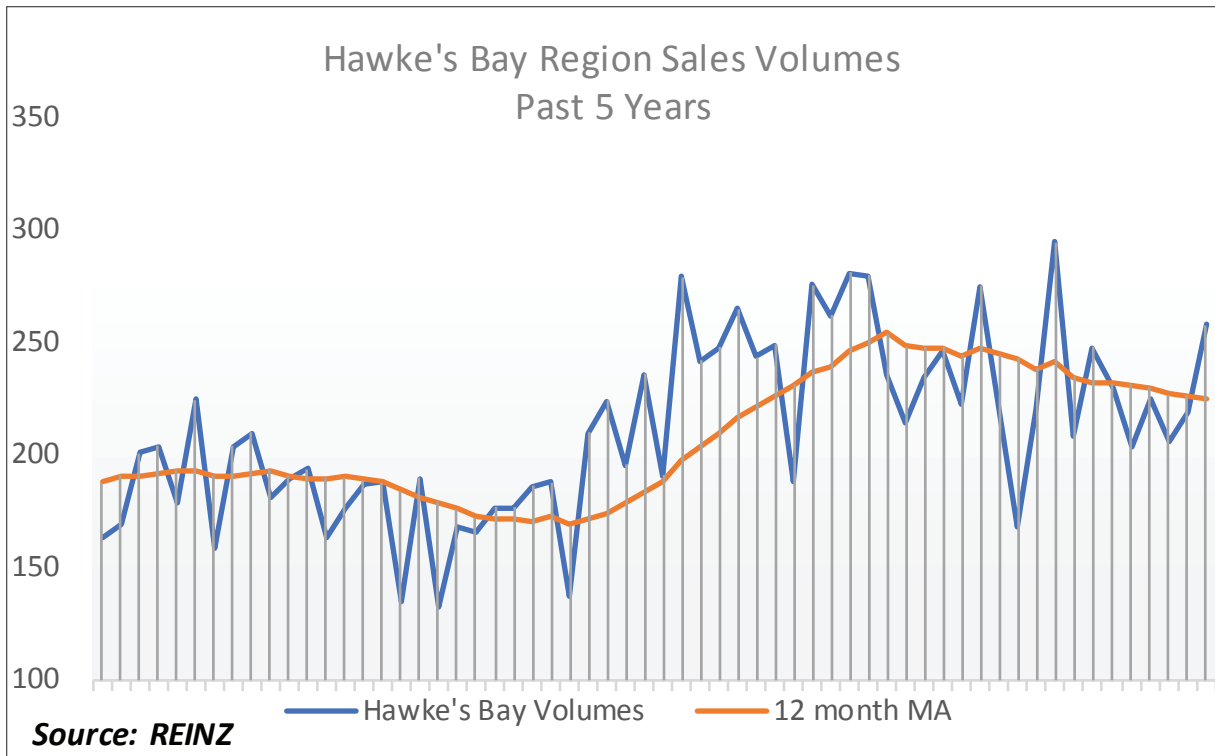


HAWKE'S BAY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is rising strongly, although the sales volume trend continues to ease. The days to sell trend has been flat for over a year. The House Price Index for the Gisborne/Hawke's Bay has had strong upwards movement over the past year.

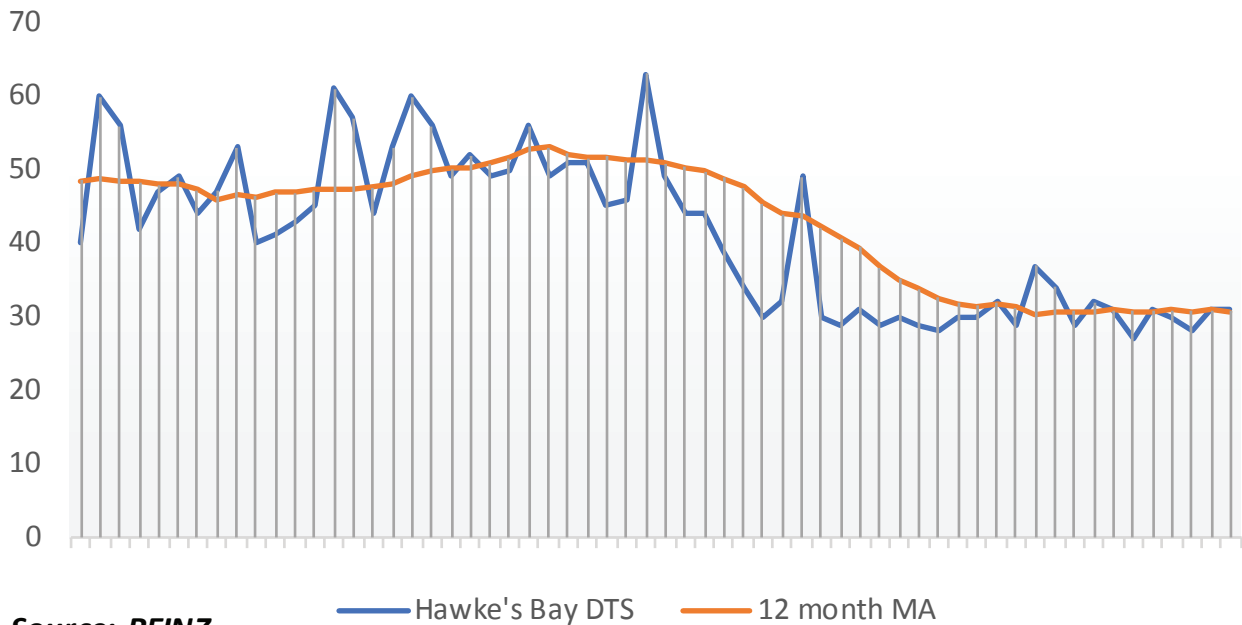




HAWKE'S BAY

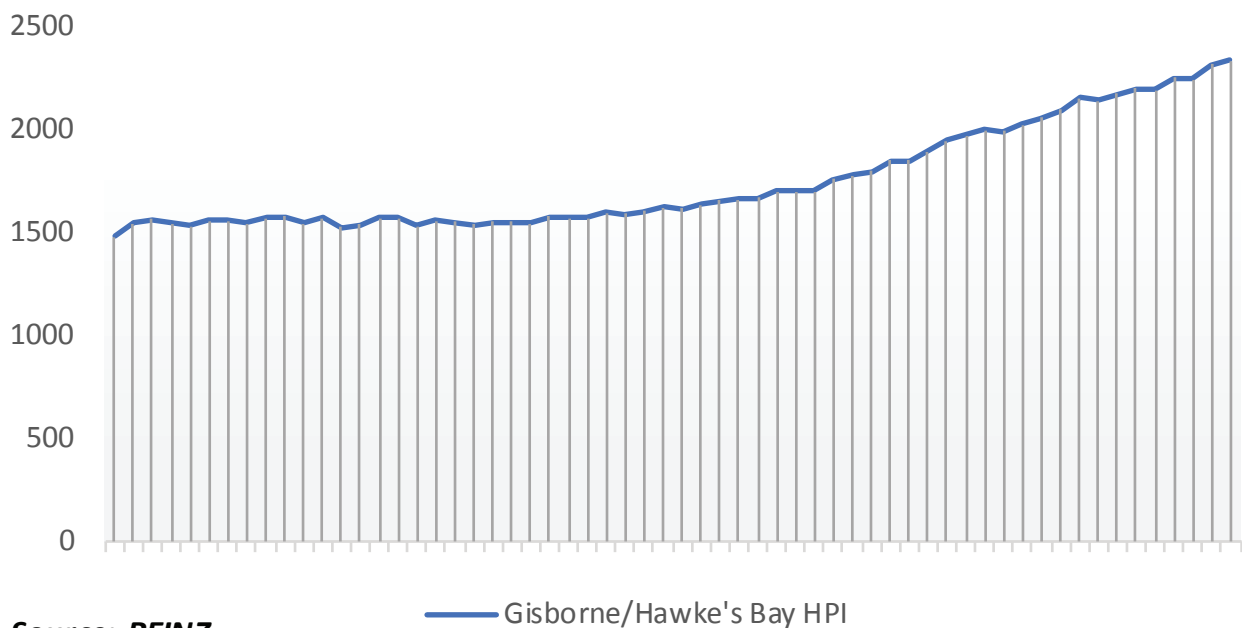
REINZ REGIONAL COMMENTARY

Hawke's Bay Region Days To Sell Past 5 Years



Source: REINZ

Gisborne/Hawke's Bay Region House Price Index Past 5 Years



Source: REINZ



TARANAKI

REINZ REGIONAL COMMENTARY

"The Taranaki residential market appears stable with some positive buyer activity. There are a few more listings becoming available, but numbers are still down on previous years. Demand is pushing prices up, but not at a considerable level. Over the next few months we believe there may possibly be a few more sales than previously, due to more listing stock being available."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose \$3,000 (+1%) compared to November 2016 with prices rising 14% in Stratford and 2% in South Taranaki. Compared to October the median price rose \$10,000 (+3%), with prices rising 8% in South Taranaki but falling 5% in Stratford and New Plymouth. On a seasonally adjusted basis the median price decreased 1% compared to October, indicating that the observed increase in median price was a touch smaller than is expected moving from October to November.

Sales volume for the Taranaki region increased 16% compared to October with sales rising 70% in Stratford and 19% in New Plymouth. Compared to November 2016, sales volumes rose 7% with sales rising 55% in Stratford and 12% in South Taranaki. On a seasonally adjusted basis, sales increased 4% compared to October, indicating that the observed increase in sales was more than we expect to see when moving from October to November.

The median number of days to sell eased by six days compared to October, moving from 28 days to 34 days in November. Compared to November 2016 the median number of days to sell improved by one day. Over the past 10 years the median number of days to sell across the region in November has averaged 42 days. There are currently 16 weeks of supply across the Taranaki region compared to 18 weeks in November 2016.

TARANAKI REGION TRENDS
PRICE →
VOLUMES ↑
DAYS TO SELL →
OVERALL ↗

	MEDIAN PRICE			VOLUME SOLD		
	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
New Plymouth District	400,000	420,000	398,000	140	118	138
South Taranaki District	215,000	200,000	210,000	47	48	42
Stratford District	245,000	257,000	214,500	17	10	11
Taranaki Region	360,000	350,000	357,000	204	176	191
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
New Plymouth District		-4.8%	0.5%		18.6%	1.4%
South Taranaki District		7.5%	2.4%		-2.1%	11.9%
Stratford District		-4.7%	14.2%		70.0%	54.5%
Taranaki Region		2.9%	0.8%		15.9%	6.8%

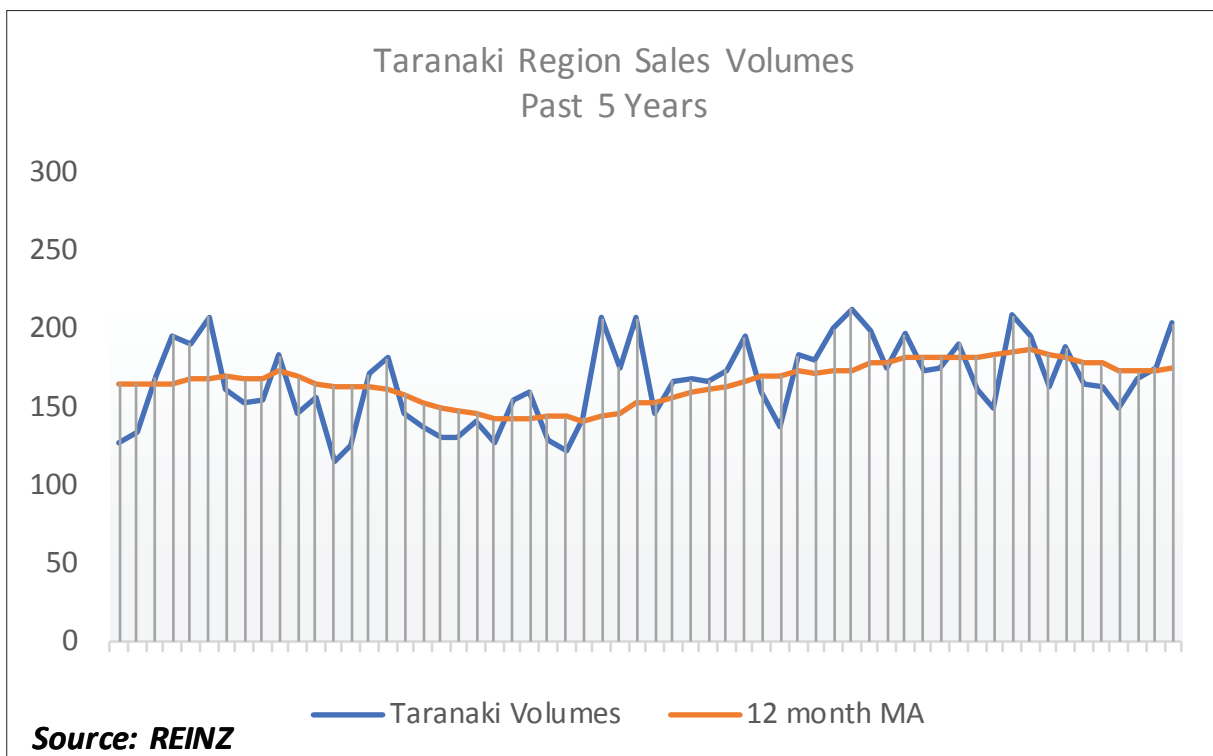
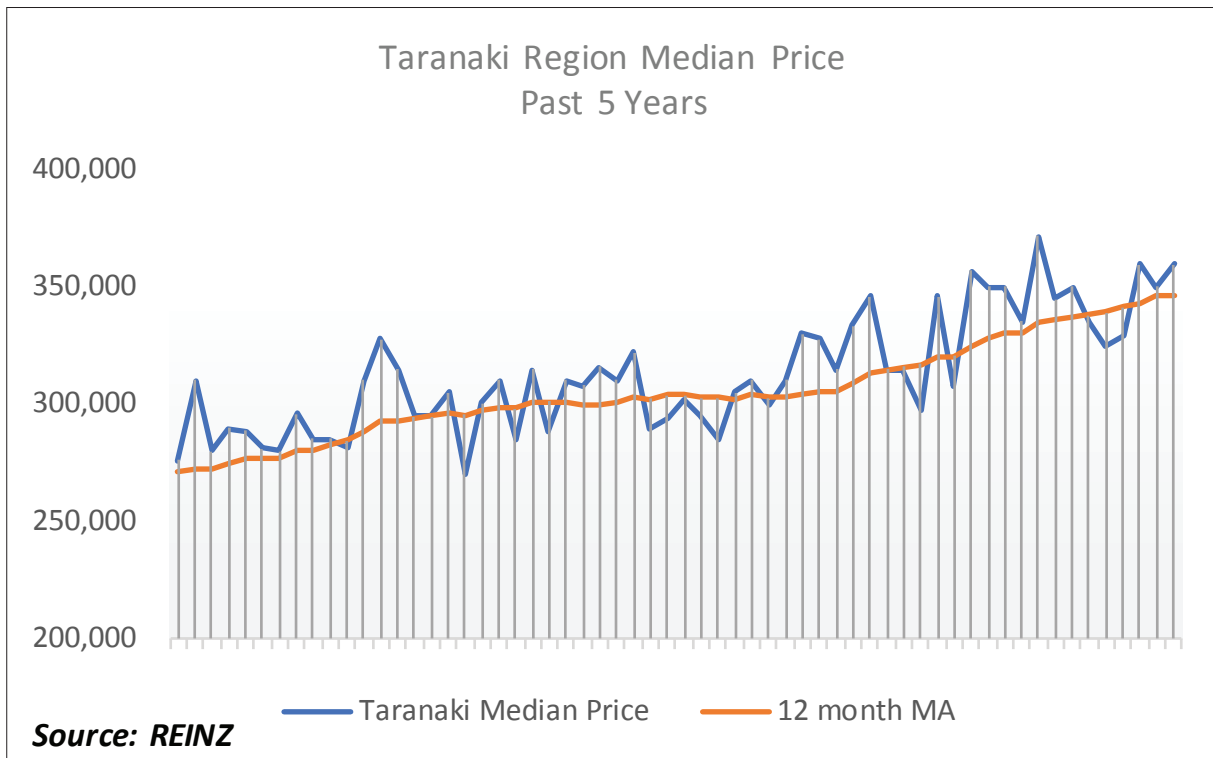


TARANAKI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

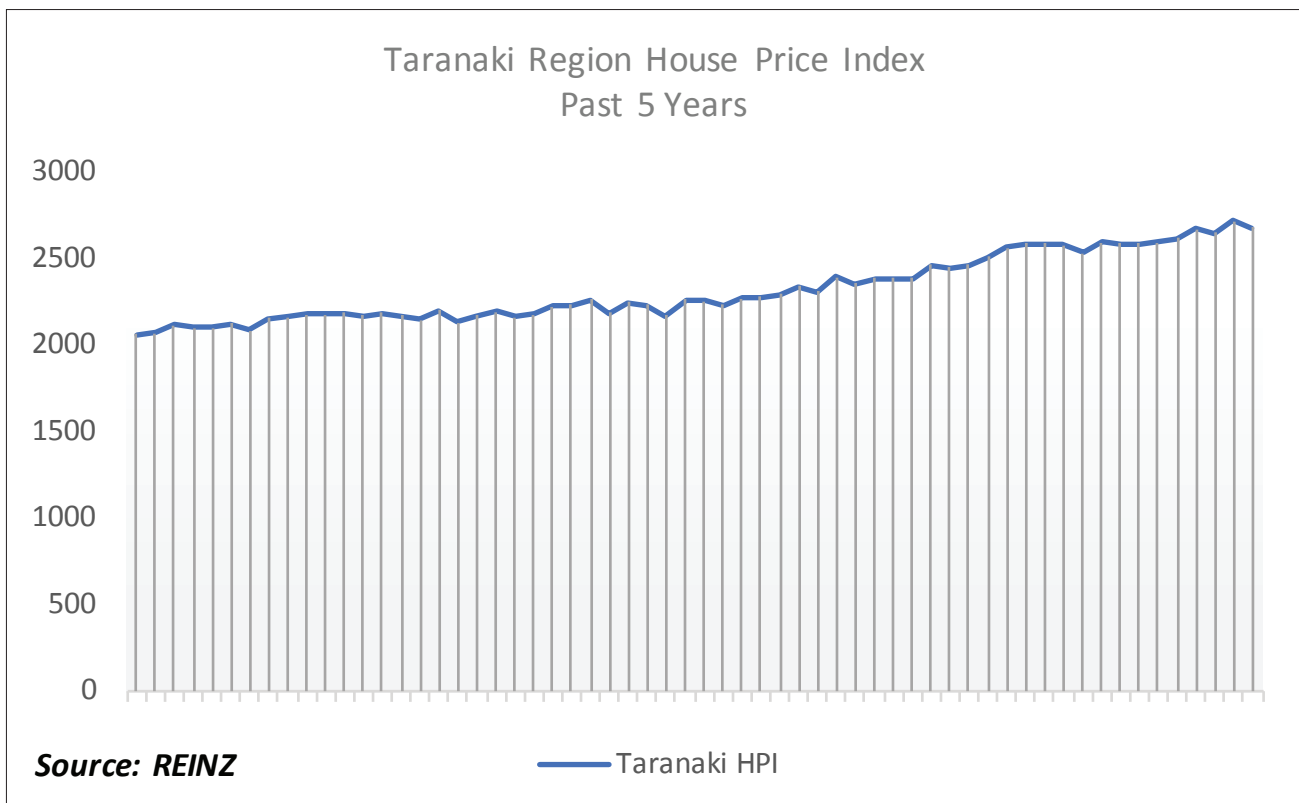
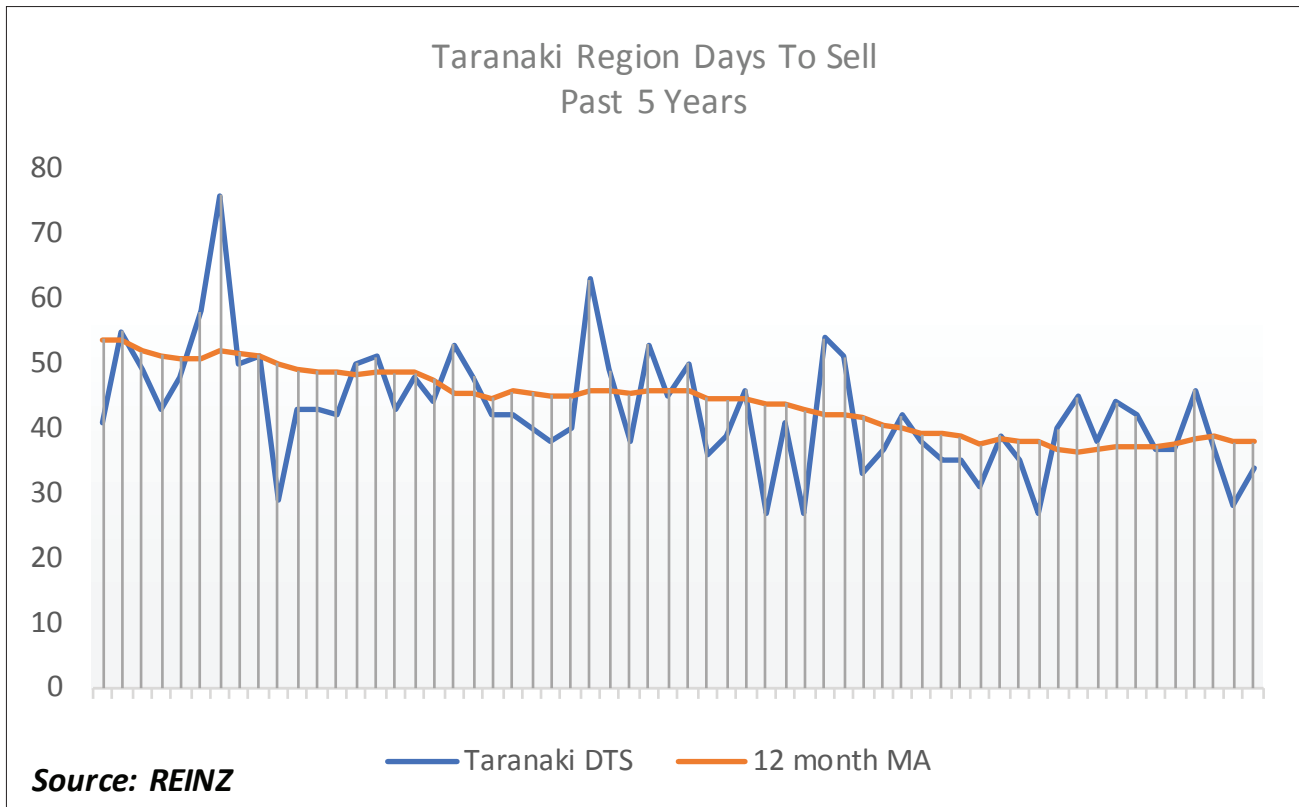
The median price trend is still increasing, with the sales volume trend plateauing. The days to sell trend is now steady. The House Price Index had the smallest 3 month growth of all the regions and the third lowest 12 month growth.





TARANAKI

REINZ REGIONAL COMMENTARY





MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY

"November was another consistent month for the Manawatu/Wanganui region. The region experienced another record high median price which is good news for those selling, but it is making it more difficult for first time buyers to get a foot on the property ladder. We anticipate sales numbers will drop slightly in December and January due to summer holidays. It will be interesting to see if the lowering of the LVR deposit rules will see a re-entry of investors into the market in the New Year. With more listings coming onto the market it may stimulate the mid-market as buyers wanting to upsize may have more confidence to buy, subject to selling."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose \$38,885 (+15%) compared to November 2016. Median prices rose 59% in Ruapehu District and 18% in Palmerston North City. Compared to October the median price increased \$13,750 (5%), with prices rising 50% in Ruapehu and 22% in Manawatu. On a seasonally adjusted basis the median price increased 6% compared to October, indicating the observed increase in median price was larger than expected when moving from October to November.

Sales count fell 7% compared to November 2016, with sales count increasing by 75% in Rangitikei but decreasing by over 20% in Ruapehu and Tararua. Compared to October, sales count increased 25%, with sales in Rangitikei rising 75% in Rangitikei and 64% in Manawatu. On a seasonally adjusted basis, sales across the region increased 14% compared to October, indicating that the observed increase in sales count was much larger than expected when moving from October to November.

The median number of days to sell eased by two days compared to October, moving from 29 days to 31 days in November. The median number of days to sell eased by four days compared to November 2016. Over the past 10 years the average number of days to sell during November for the region has been 43 days. The level of inventory available for sale currently sits at 17 weeks, four weeks more than inventory levels in November 2016.

MANAWATU/WANGANUI REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS
TO SELL ↓

OVERALL →

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Horowhenua District	285,000	272,000	250,000	75	56	73
Manawatu District	356,000	292,000	312,000	46	28	46
Palmerston North City	382,000	365,000	325,000	124	118	149
Rangitikei District	162,500	207,000	177,500	28	16	16
Ruapehu District	188,000	125,000	118,000	20	16	28
Tararua District	195,000	177,000	176,000	25	21	33
Whanganui District	206,500	210,000	190,000	95	75	97
Manawatu/Wanganui Region	300,000	286,250	261,115	413	330	442
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Horowhenua District		4.8%	14.0%		33.9%	2.7%
Manawatu District		21.9%	14.1%		64.3%	0.0%
Palmerston North City		4.7%	17.5%		5.1%	-16.8%
Rangitikei District		-21.5%	-8.5%		75.0%	75.0%
Ruapehu District		50.4%	59.3%		25.0%	-28.6%
Tararua District		10.2%	10.8%		19.0%	-24.2%
Whanganui District		-1.7%	8.7%		26.7%	-2.1%
Manawatu/Wanganui Region		4.8%	14.9%		25.2%	-6.6%

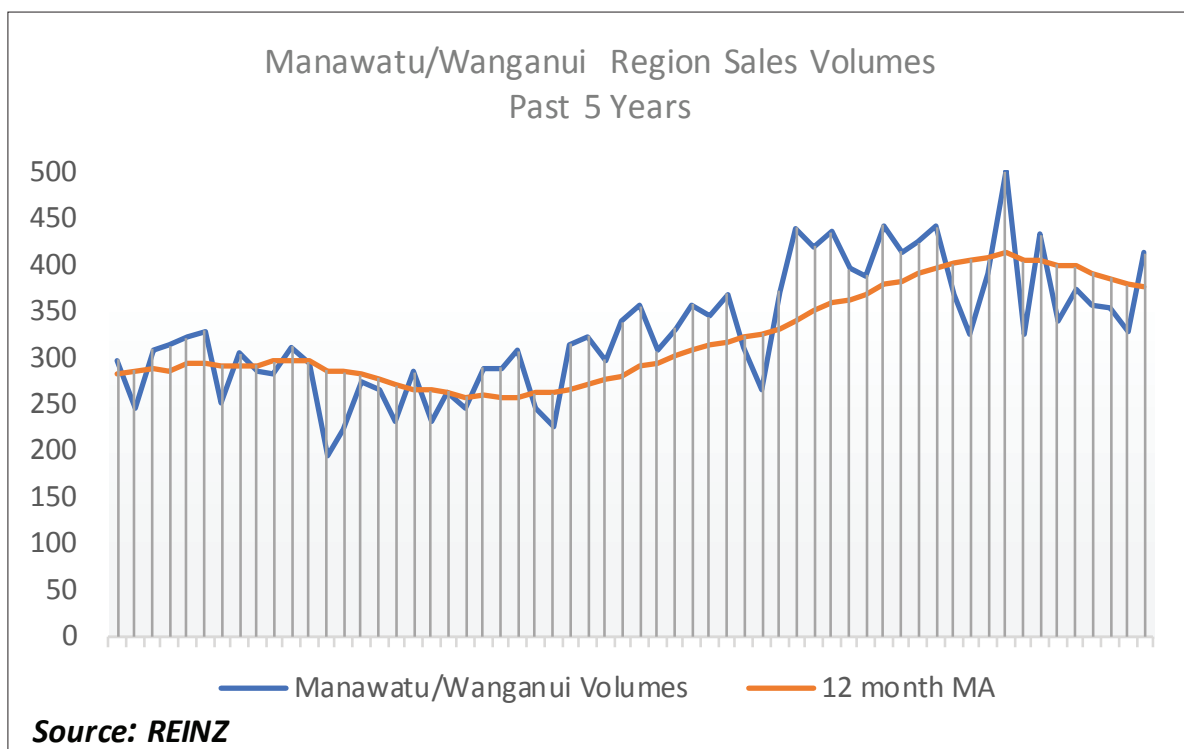
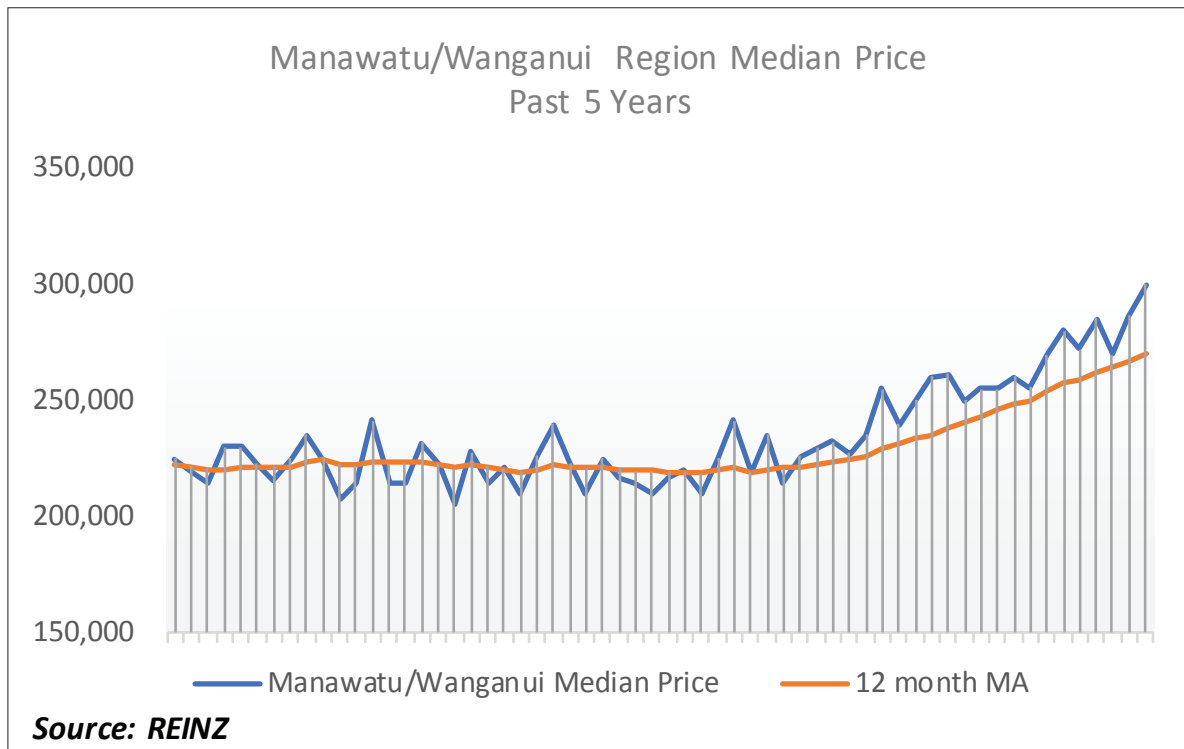


MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is now improving, with the volume trend slightly easing. The days to sell trend continues to improve. The House Price Index has moved moderately in the short term, but is strong compared to a year ago.

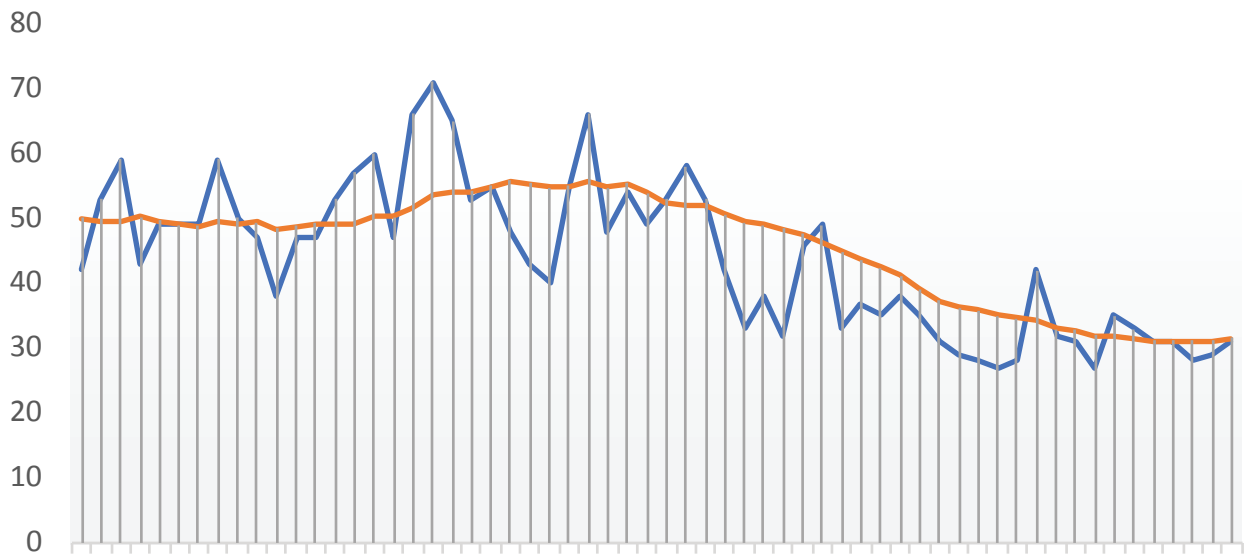




MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY

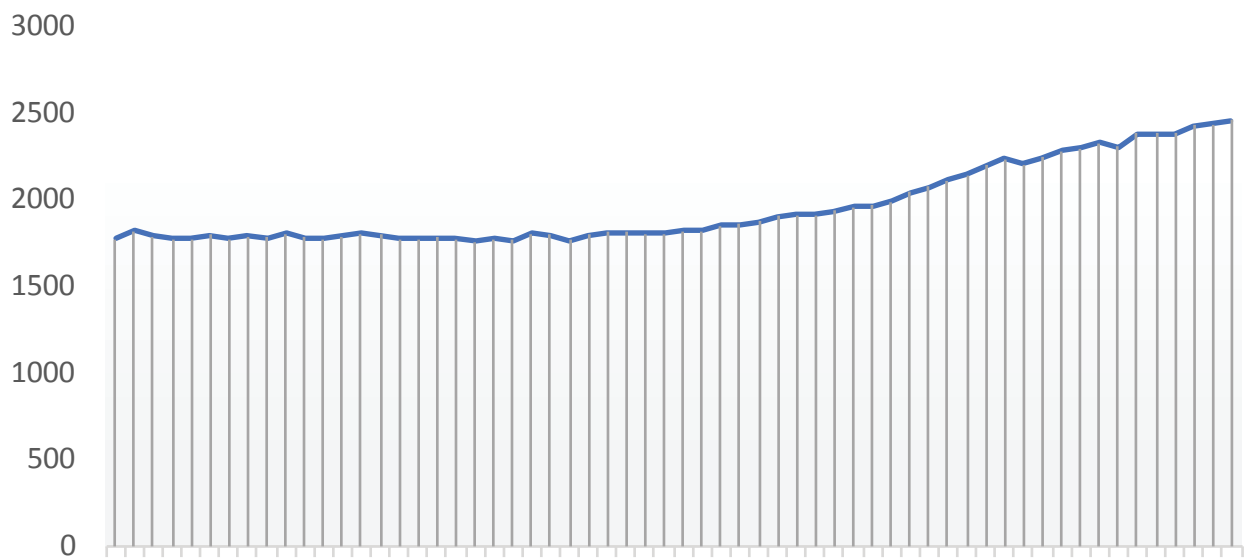
Manawatu/Wanganui Region Days To Sell
Past 5 Years



Source: REINZ

— Manawatu/Wanganui DTS — 12 month MA

Manawatu/Wanganui Region House Price Index
Past 5 Years



Source: REINZ

— Manawatu/Wanganui HPI



WELLINGTON

REINZ REGIONAL COMMENTARY

"The Wellington region experienced another record median price in November. Buyers are still waiting until more is known about the new government policy around investment and the banks are still being cautious with lending beyond LVR requirements. Over the next few months we believe there will be further improvement in volumes and increased stock over the summer months, leading to prices stabilising more."

Mark Coffey
REINZ Regional Director

The median price for the Wellington region rose \$44,077 (+9%) compared to November 2016. The median price rose 29% in South Wairarapa, 14% in Masterton, and 13% in Kapiti Coast and Carterton. Compared to October, the median price decreased \$34,777 (7%), with median prices rising 19% in Porirua, 13% in Wellington City and 12% in Lower Hutt. On a seasonally adjusted basis the median price increased 2% indicating that the observed increase in the median price was a little more than expected when moving from October to November.

Compared to November 2016, sales volumes rose 6% across the region with sales rising by 26% in Upper Hutt City, 24% in Carterton District and 19% in Masterton District. Compared to October, sales volumes increased 18%, with sales increasing by over 20% in all TA's except Masterton (+17% and Wellington City (-2%). On a seasonally adjusted basis, sales decreased 1% from October, indicating that the increase in the sales count was slightly smaller than expected when moving from October to November.

The median number of days to sell stayed the same as in October, at 28 days. The number of days to sell stayed the same compared to November 2016. Over the past 10 years the median number of days to sell during November for the region has been 32 days. The level of inventory in Wellington increased by 1 week compared to November 2016, but at 9 weeks it remains the lowest level of inventory across the country.

WELLINGTON REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Carterton District	360,000	330,000	320,000	21	17	17
Kapiti Coast District	525,000	487,000	465,000	109	70	109
Lower Hutt City	508,000	455,000	475,000	171	134	159
Masterton District	320,000	325,000	280,000	63	54	53
Porirua City	580,000	487,000	550,000	68	51	60
South Wairarapa District	440,000	475,000	340,000	24	20	32
Upper Hutt City	485,000	462,000	435,000	91	72	72
Wellington City	700,000	621,500	665,000	273	278	270
Wellington Region	549,777	515,000	505,700	820	696	772
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Carterton District		9.1%	12.5%		23.5%	23.5%
Kapiti Coast District		7.8%	12.9%		55.7%	0.0%
Lower Hutt City		11.6%	6.9%		27.6%	7.5%
Masterton District		-1.5%	14.3%		16.7%	18.9%
Porirua City		19.1%	5.5%		33.3%	13.3%
South Wairarapa District		-7.4%	29.4%		20.0%	-25.0%
Upper Hutt City		5.0%	11.5%		26.4%	26.4%
Wellington City		12.6%	5.3%		-1.8%	1.1%
Wellington Region		6.8%	8.7%		17.8%	6.2%

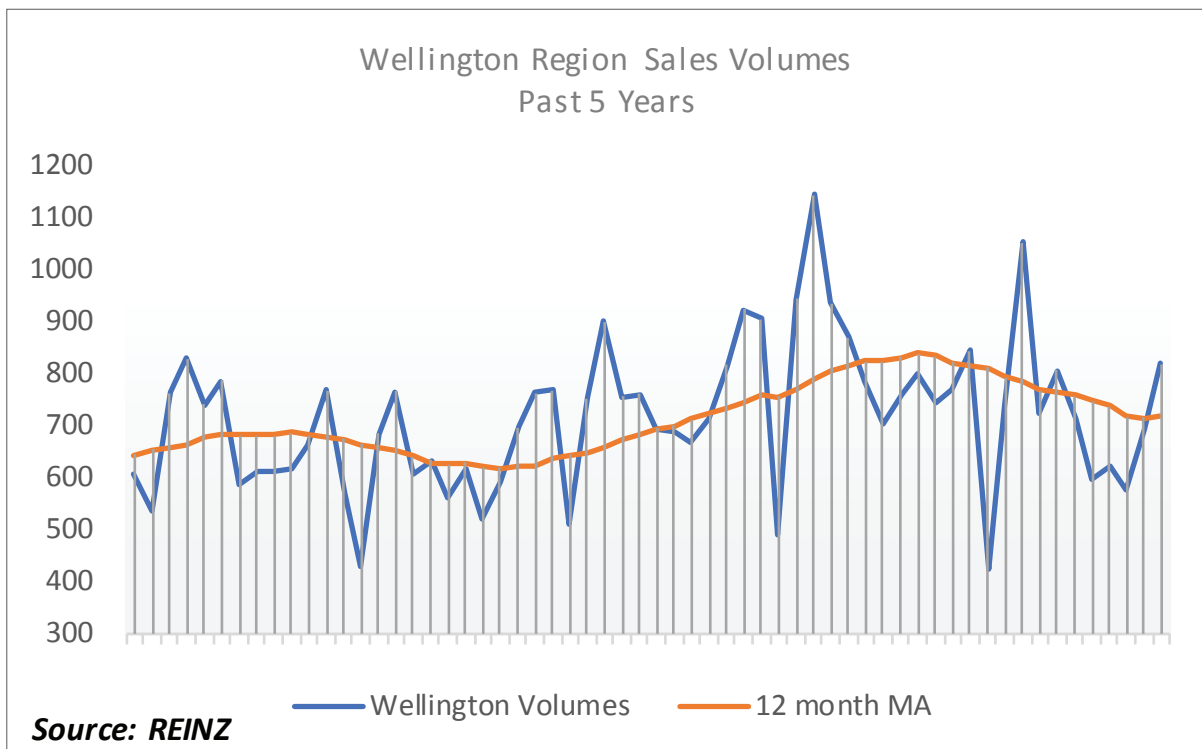
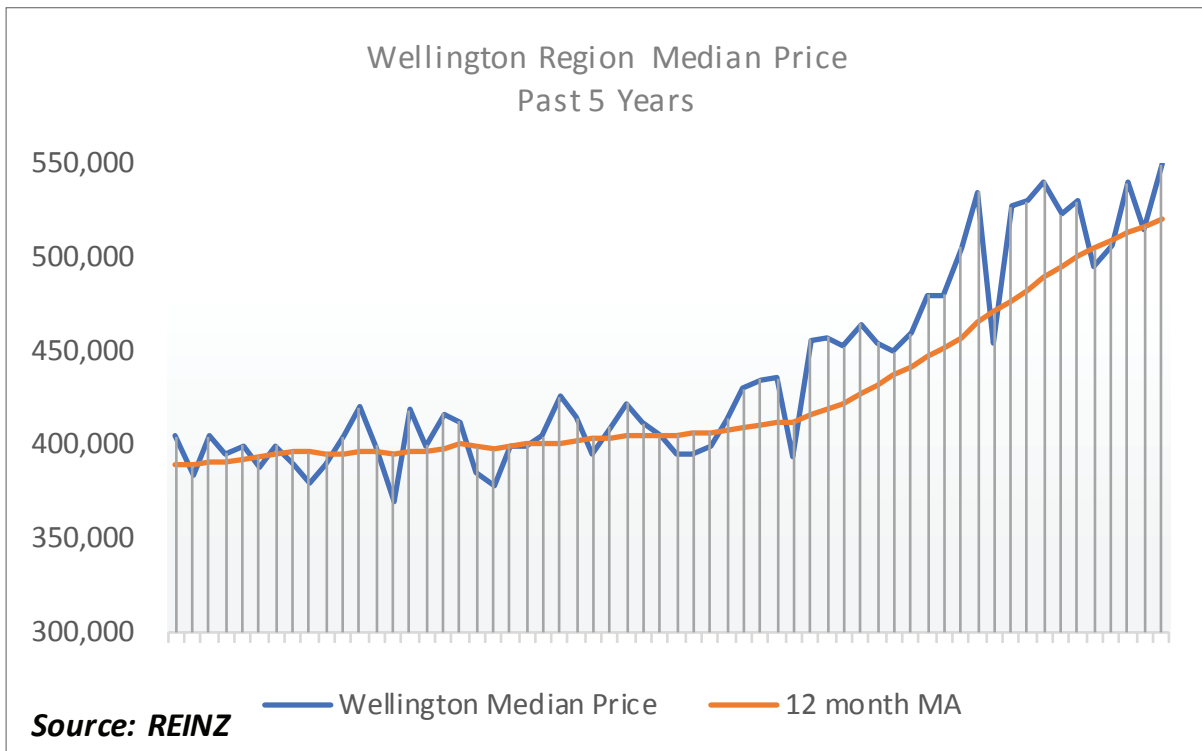


WELLINGTON

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

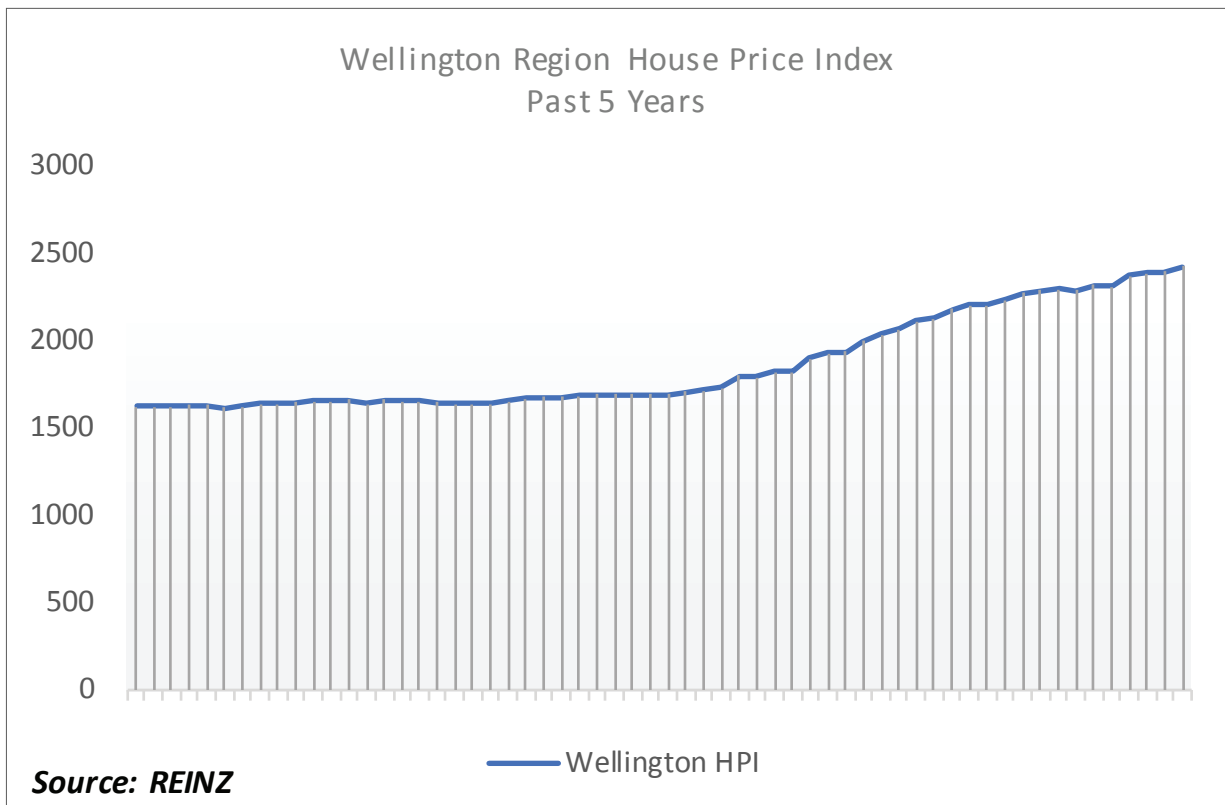
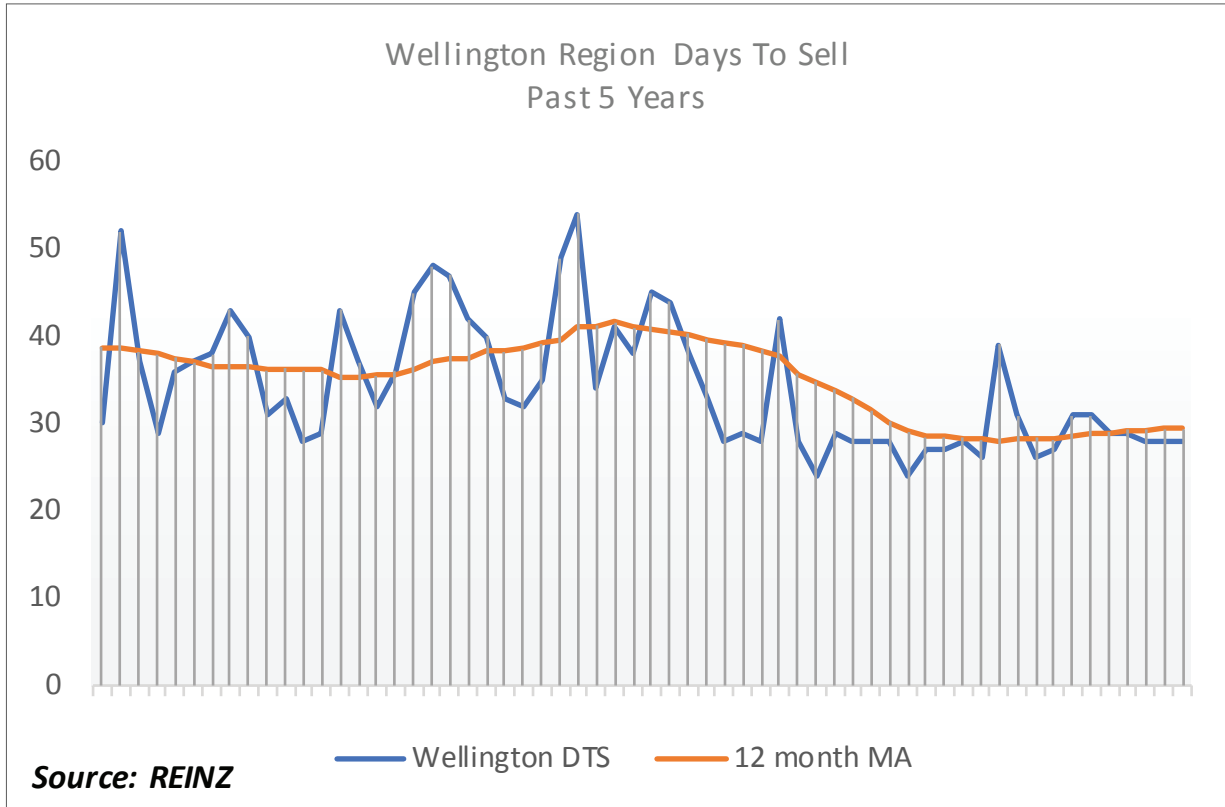
The trend in the median price has been rising strongly, although the volume trend has been on the decline. The days to sell trend remains flat. The House Price Index has shown decent growth over the past year.





WELLINGTON

REINZ REGIONAL COMMENTARY





NELSON/MARLBOROUGH/TASMAN

REINZ REGIONAL COMMENTARY

"There has been a noticeable increase in stock coming to the market in the Nelson/Marlborough/Tasman region. The increase in listings has seen a slight dilution of open home volumes, but this has also been driven by the amazing weather which is encouraging everyone outdoors after a wet winter. There is still a strong mix of locally driven activity, but visitor numbers still have a strong presence too – both from the North Island and South Island – particularly those still looking for post-quake options. The traditional summer visitor numbers are already evident in the area. We suggest our summer environment will be a strong catalyst, along with people moving here for lifestyle reasons in conjunction with other market drivers at play, thereby keeping the region as a popular property investment destination"

Bindi Norwell
REINZ Chief Executive Officer

The median price for the Nelson/Marlborough/Tasman region increased \$40,000 (+9%) compared to November 2016. Prices rose 9% in Marlborough, 7% in Nelson and 6% in Tasman. Compared to October the median price for the region rose \$49,000 (11%), with prices rising 11% in Nelson and 4% in Marlborough and Tasman. On a seasonally adjusted basis the median price increased 10% indicating that the observed increase in the median price was much more than was expected at this time of year.

Compared to November 2016, sales volume rose 10%, with sales increasing 30% in Nelson, 18% in Tasman but dropping 13% in Marlborough. Compared to October, sales volumes increased 20% across the region with sales increasing 35% in Nelson, 23% in Tasman and 4% in Marlborough. On a seasonally adjusted basis, sales increased 10% compared to October indicating that the large increase in sales was quite a bit bigger than expected moving from October to November.

The median number of days to sell in November improved two days compared to October, moving from 29 days to 27 days. Compared to November 2016 the median number of days stayed the same. Over the past 10 years the number of days to sell in November across the region has averaged 36 days. There was 15 weeks of supply across the region in November, one week less than in November 2016.

NEL/MARL/TAS REGION TRENDS	PRICE	↑	VOLUMES	↑	DAYS TO SELL	→	OVERALL	↑

	MEDIAN PRICE			VOLUME SOLD		
	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Nelson City	502,000	451,000	470,000	101	75	78
Marlborough District	437,000	420,000	400,000	82	79	94
Tasman District	540,000	519,800	510,000	80	65	68
Nel/Marl/Tas Region	500,000	451,000	460,000	263	219	240
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Nelson City		11.3%	6.8%		34.7%	29.5%
Marlborough District		4.0%	9.3%		3.8%	-12.8%
Tasman District		3.9%	5.9%		23.1%	17.6%
Nel/Marl/Tas Region		10.9%	8.7%		20.1%	9.6%

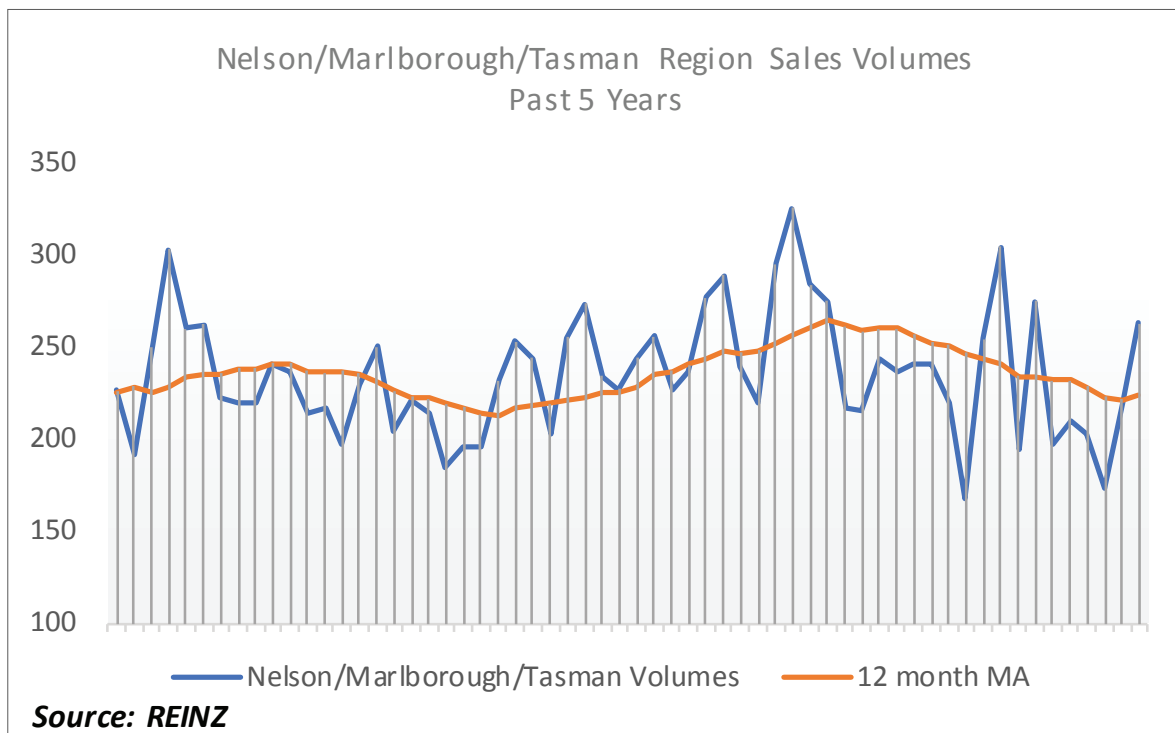
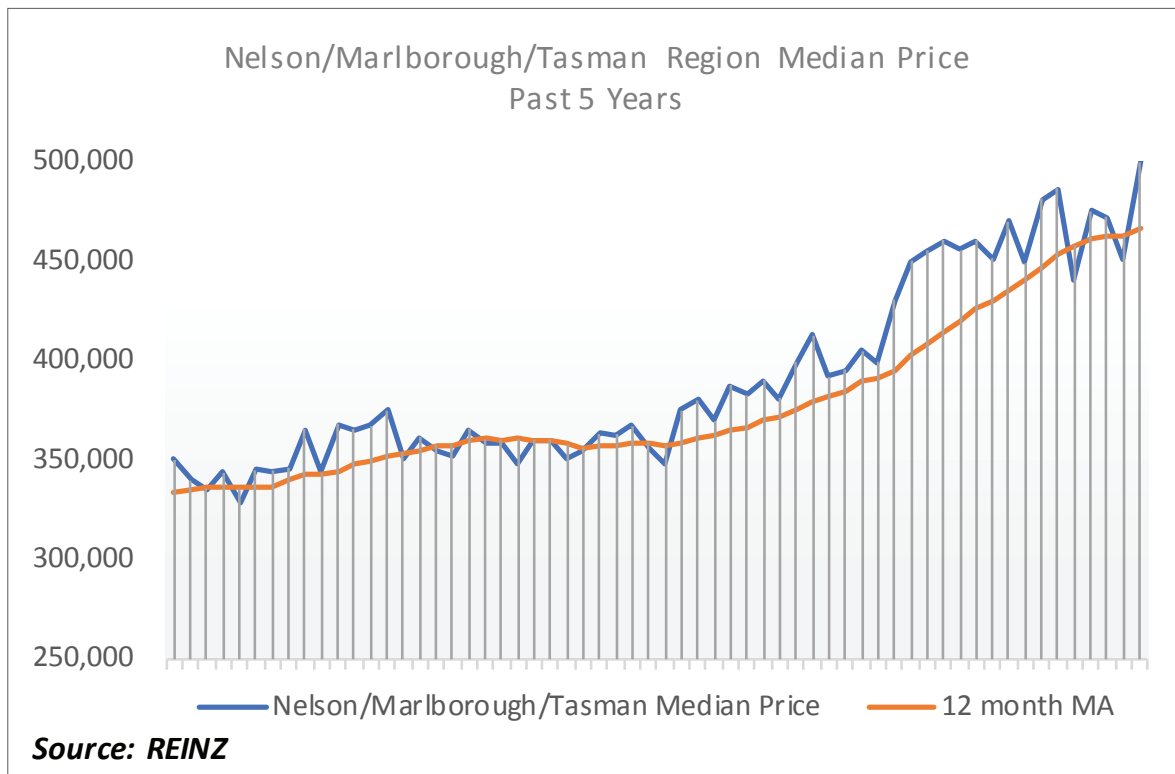


NELSON/MARLBOROUGH/TASMAN

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend for the region has been climbing strongly although that has started to taper off. The sales volume trend continues to ease. The days to sell trend has started to ease slightly. The House Price Index for Tasman/Nelson/Marlborough/West Coast has shown moderate increases over the past three and twelve months.

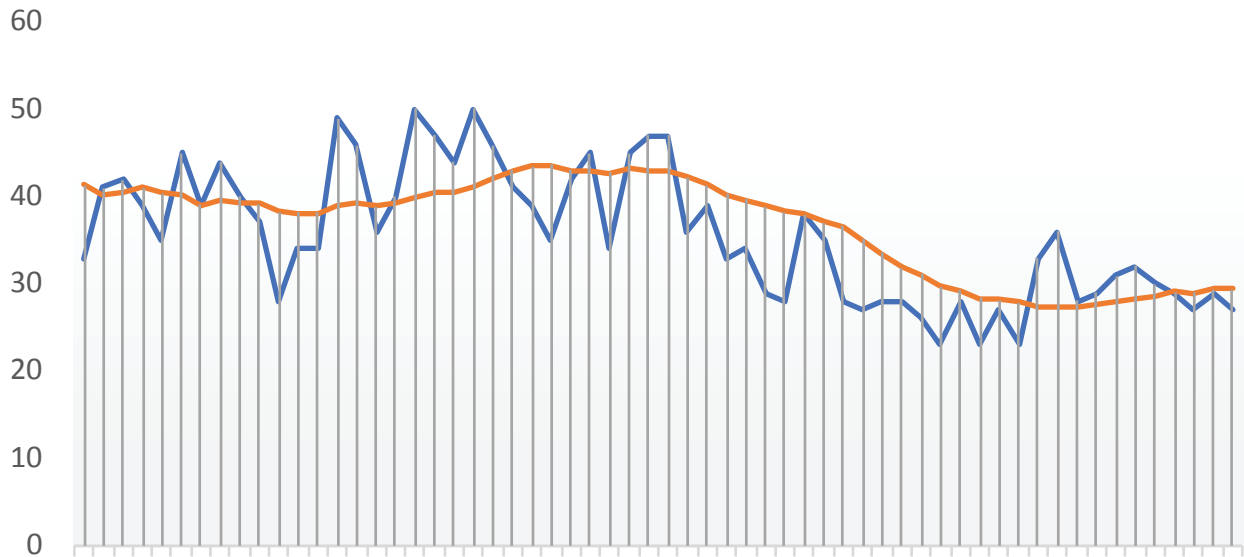




NELSON/MARLBOROUGH/TASMAN

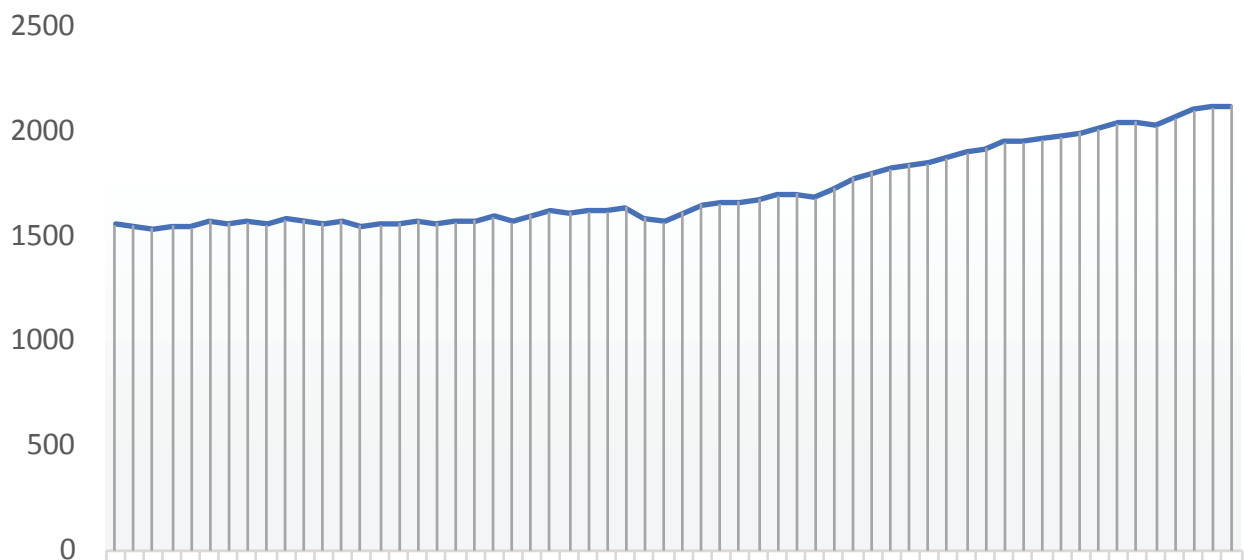
REINZ REGIONAL COMMENTARY

Nelson/Marlborough/Tasman Region Days To Sell
Past 5 Years



Source: REINZ — Nelson/Marlborough/Tasman DTS — 12 month MA

Nelson/Marlborough/Tasman/West Coast House Price Index
Past 5 Years



Source: REINZ — Nelson/Marlborough/Tasman/West Coast HPI



WEST COAST

REINZ REGIONAL COMMENTARY

"The number of days to sell a property on the West Coast decreased by 60 days to 35 – the lowest figure for the month of November for 9 years. Reflecting this change, any new listings that are well priced are selling quickly. November saw increased activity in the market from first time buyers, so we've seen a lot of activity in the sub \$200,000 market which is why the Coast has seen the lowest November sales price for 3 years. Interestingly, it's cheaper for young people to buy than it is to rent, as we're experiencing a shortage of rental properties as many people have advertised their property on Airbnb ahead of the summer holidays. The new Greymouth Hospital is nearly completed, so we believe that will help bring a number of people to the region in the coming months as they feel safer having a new, modern hospital should they require medical attention. We believe this will also help bring a number of retirees to the area."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region decreased \$33,000 (-15%) compared to November 2016, with prices decreasing between 9% and 15% in the TA's. Compared to October, the median price decreased \$43,000 (-19%) with Buller decreasing 17% whilst Grey (-4%) and Westland (-3%) had declines in median price. On a seasonally adjusted basis, the median price decreased 24% which indicates that a much stronger decrease was observed than is expected when moving from October to November.

Sales volume for the West Coast Region fell 27% compared to November 2016, with sales decreasing 44% in Westland, 25% in Grey and 15% in Buller. Compared to October, sales volume decreased 24%, with sales count decreasing 47% in Grey, 17% in Westland and increasing 10% in Buller. On a seasonally adjusted basis, sales decreased 22% compared to October, indicating that sales decreased a great deal more than expected for this time of year.

The median number of days to sell improved by 27 days in November, from 62 days in October to 35 days in November. Compared to November 2016, the median number of days to sell improved by 60 days. Over the past 10 years the number of days to sell in November across the region has averaged 65 days. There were 90 weeks of supply across the region in November, an increase of 21 weeks compared to November 2016.

WEST COAST REGION TRENDS	PRICE ↓	VOLUMES ↓	DAYS TO SELL ↑	OVERALL ↓
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	MEDIAN PRICE			VOLUME SOLD		
	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Buller District	145,000	175,000	160,000	11	10	13
Grey District	182,000	190,000	215,000	9	17	12
Westland District	235,000	241,000	267,000	5	6	9
West Coast Region	182,000	225,000	215,000	25	33	34
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Buller District		-17.1%	-9.4%		10.0%	-15.4%
Grey District		-4.2%	-15.3%		-47.1%	-25.0%
Westland District		-2.5%	-12.0%		-16.7%	-44.4%
West Coast Region		-19.1%	-15.3%		-24.2%	-26.5%

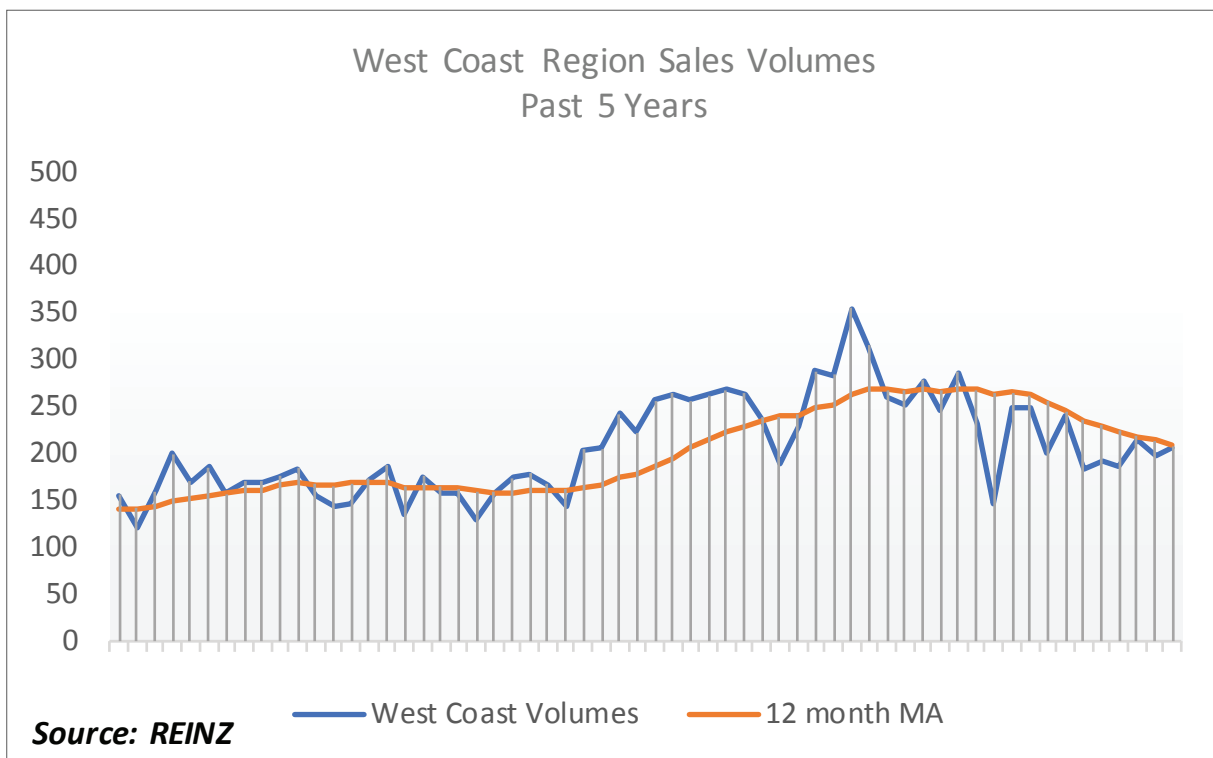
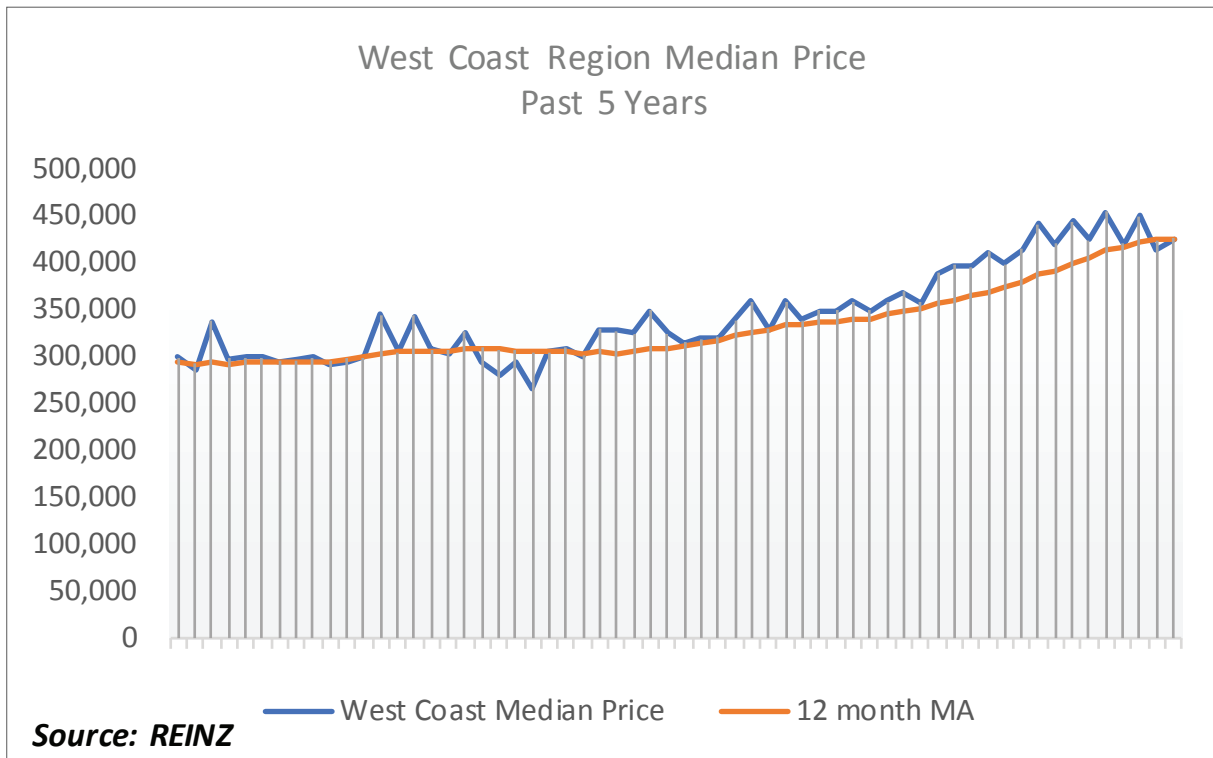


WEST COAST

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is gently increasing, although the volume trend has begun decreasing. The days to sell trend is steady. The House Price Index for Tasman/Nelson/Marlborough/West Coast increased this month resulting in moderate increases over the past three and twelve months.

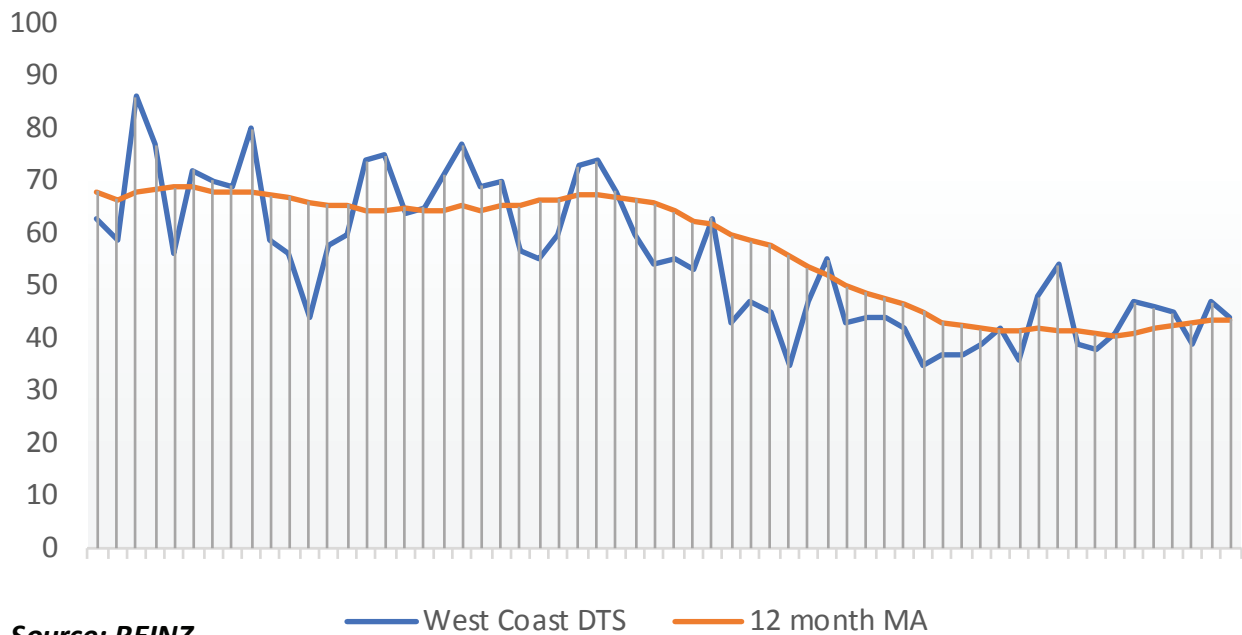




WEST COAST

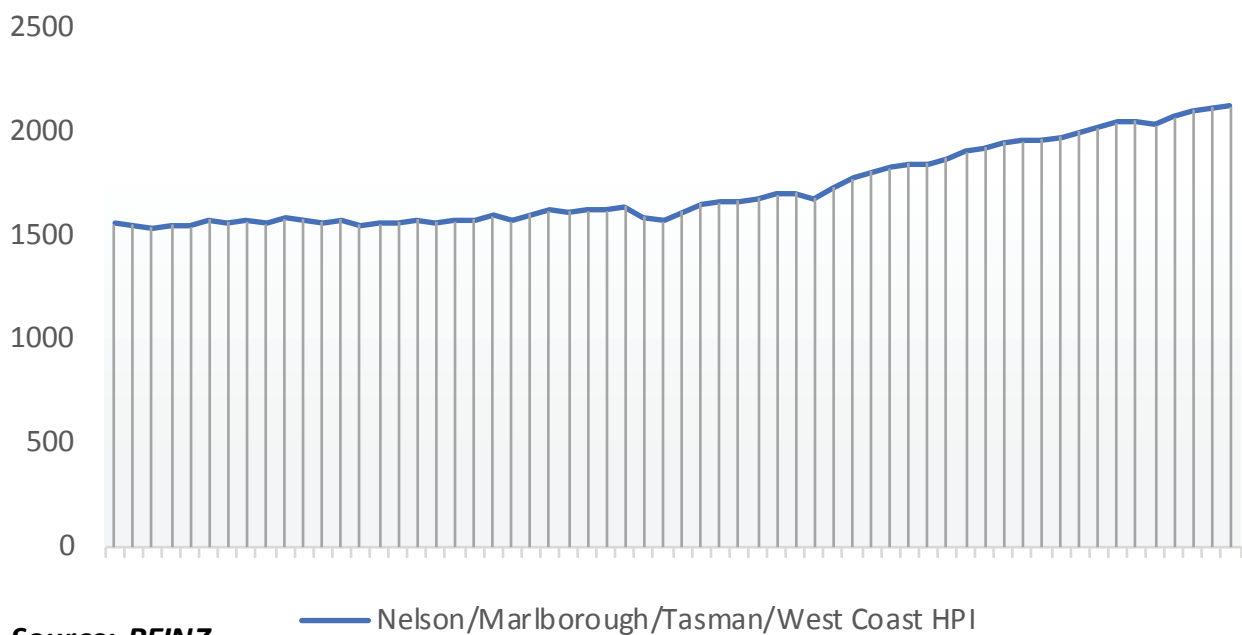
REINZ REGIONAL COMMENTARY

West Coast Region Days To Sell Past 5 Years



Source: REINZ

Nelson/Marlborough/Tasman/West Coast House Price Index Past 5 Years



Source: REINZ



CANTERBURY

REINZ REGIONAL COMMENTARY

"The Canterbury market has experienced a significant influx of stock during November, the usual last rush before Christmas. Sellers are largely accepting that huge premiums are not going to be there in most situations and are generally open to fair market value especially in a sale well handled by an experienced agent where they know that full efforts have been made to achieve the best price from the current market. The entry level (under \$500,000) part of the market is certainly experiencing a lift in activity although days on market across the board has certainly stretched out. Finance is still a challenge with building reports being scrutinised by lenders and some buyers having to meet more criteria than their banks may have previously asked of them, this is proving frustrating. Insurance is the status quo with the same challenges that have been present all year so no change there."

Jim Davis
REINZ Regional Director

The median price increased \$15,000 (+3%) compared to November 2016. All TA's had increases in median price except Hurunui (-6%) and Ashburton (0%) with Kaikoura and Waimate showing the largest increases (51% and 38% respectively). Compared to October the median price increased \$10,000 (+2%), Waimate again showing the largest increase (50%) and Ashburton showing the largest decrease (-11%). On a seasonally adjusted basis the median price increased 1% compared to October, indicating that the increase in the median price was only slightly larger than expected at this time of year.

Sales volume across the region rose 8% compared to November 2016, with sales volume rising 75% in Waimakariri and 60% in Kaikoura but falling 60% in Mackenzie District. Compared to October, sales count increased 34%, with sales increasing most in Waimate, Waimakariri and Christchurch City (80%, 54% and 40% respectively). On a seasonally adjusted basis, volumes increased 17% compared to October indicating that the massive increase in sales was much greater than would be expected moving from October to November.

The median number of days to sell stayed the same in November at 33 days. Compared to November 2016 the number of days to sell eased by three days. Over the past 10 years the number of days to sell in November across the region has averaged 32 days. There were 23 weeks of inventory available in November, an increase of five weeks compared to November 2016.

CANTERBURY REGION TRENDS

PRICE ↗

VOLUMES ↑

DAYS TO SELL ↓

OVERALL →

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Ashburton District	325,000	365,000	325,000	42	36	43
Christchurch City	470,000	455,000	462,000	671	481	627
Hurunui District	490,000	460,000	520,000	15	14	13
Kaikoura District	385,000	-	255,000	8	-	5
Mackenzie District	390,000	434,000	356,000	6	11	15
Selwyn District	570,000	555,000	515,000	77	74	81
Timaru District	380,000	349,000	350,000	77	63	83
Waimakariri District	454,814	425,000	410,000	105	68	60
Waimate District	278,250	185,000	201,000	9	5	8
Canterbury Region	460,000	450,000	445,000	1,010	755	935
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Ashburton District		-11.0%	0.0%		16.7%	-2.3%
Christchurch City		3.3%	1.7%		39.5%	7.0%
Hurunui District		6.5%	-5.8%		7.1%	15.4%
Kaikoura District		-	51.0%		-	60.0%
Mackenzie District		-10.1%	9.6%		-45.5%	-60.0%
Selwyn District		2.7%	10.7%		4.1%	-4.9%
Timaru District		8.9%	8.6%		22.2%	-7.2%
Waimakariri District		7.0%	10.9%		54.4%	75.0%
Waimate District		50.4%	38.4%		80.0%	12.5%
Canterbury Region		2.2%	3.4%		33.8%	8.0%

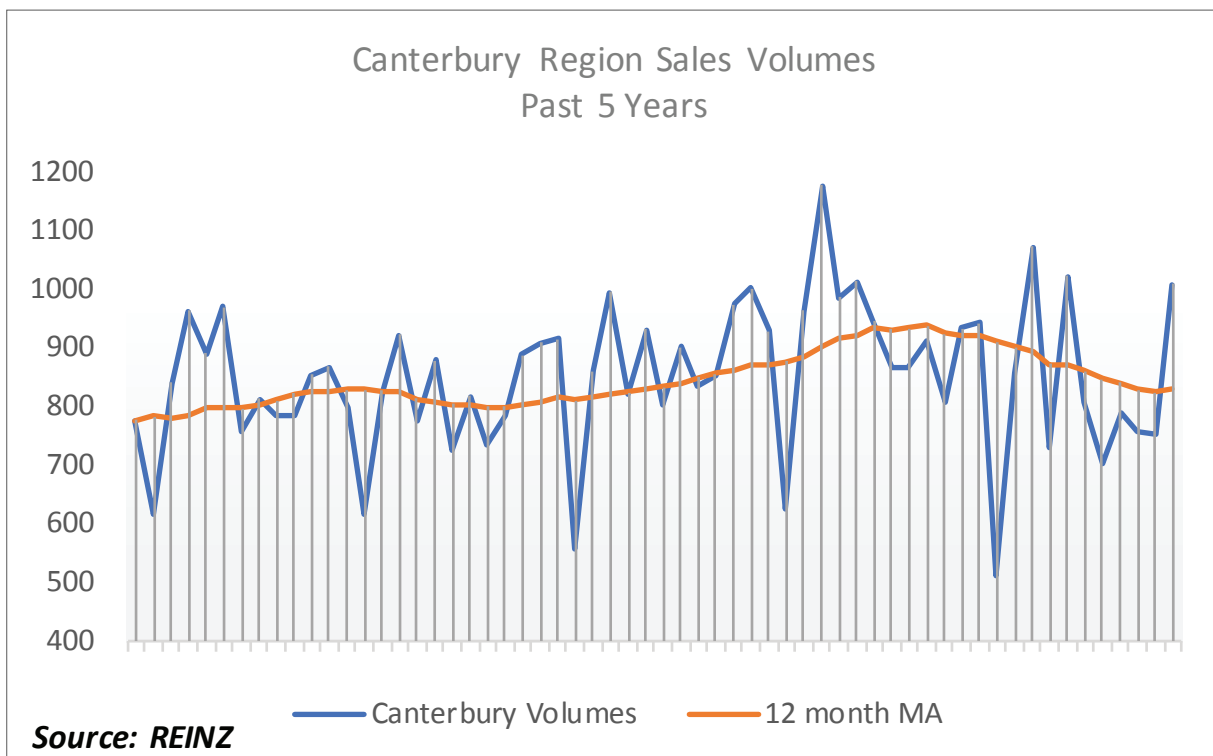
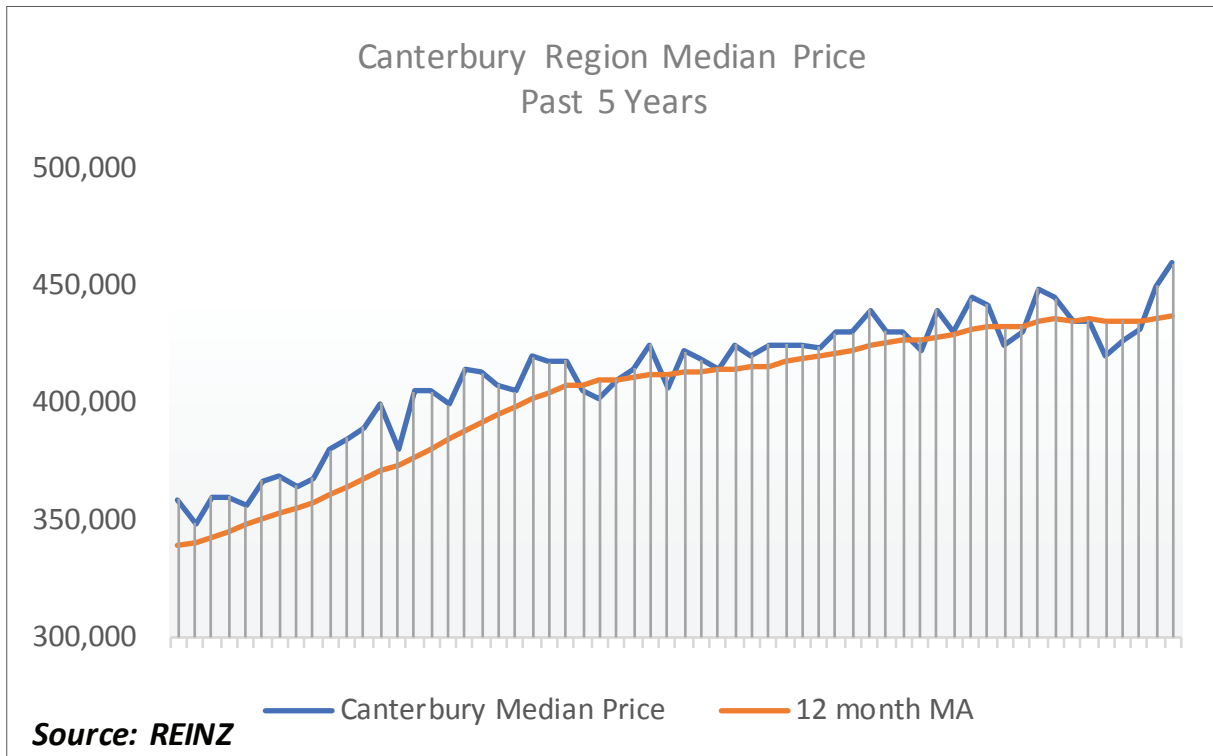


CANTERBURY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend continues to flatten, with the sales volume trend decreasing notably. The days to sell trend has moved up to easing slightly. The House Price Index remains quite flat, with Canterbury now the only region showing a negative year on year movement.

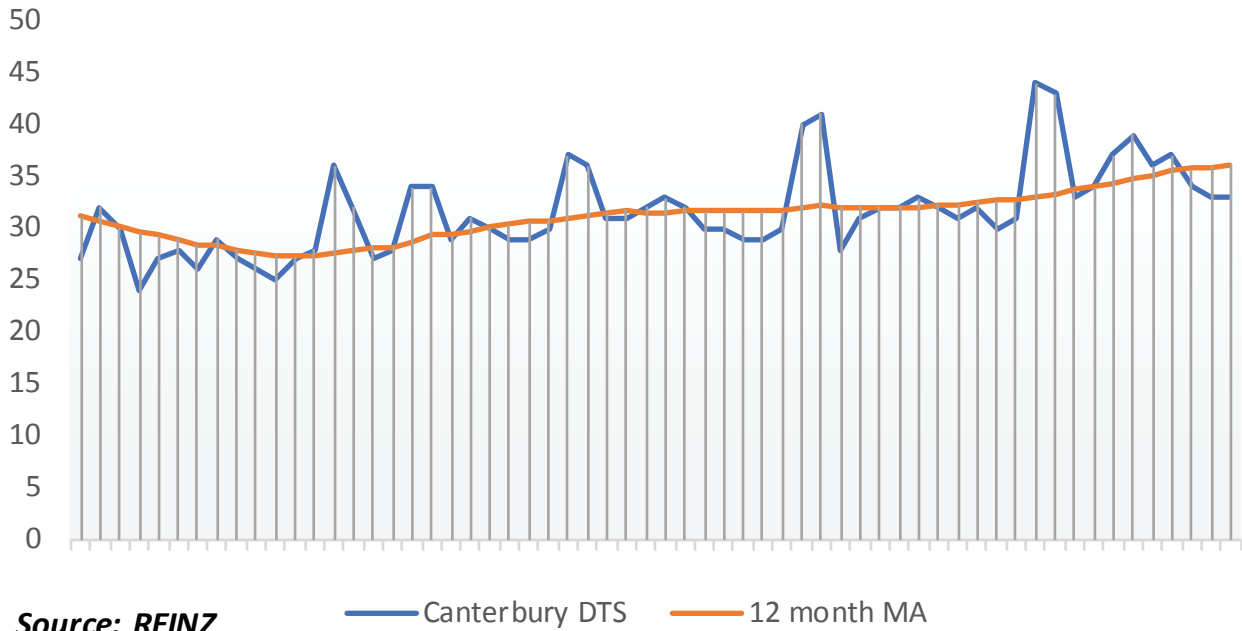




CANTERBURY

REINZ REGIONAL COMMENTARY

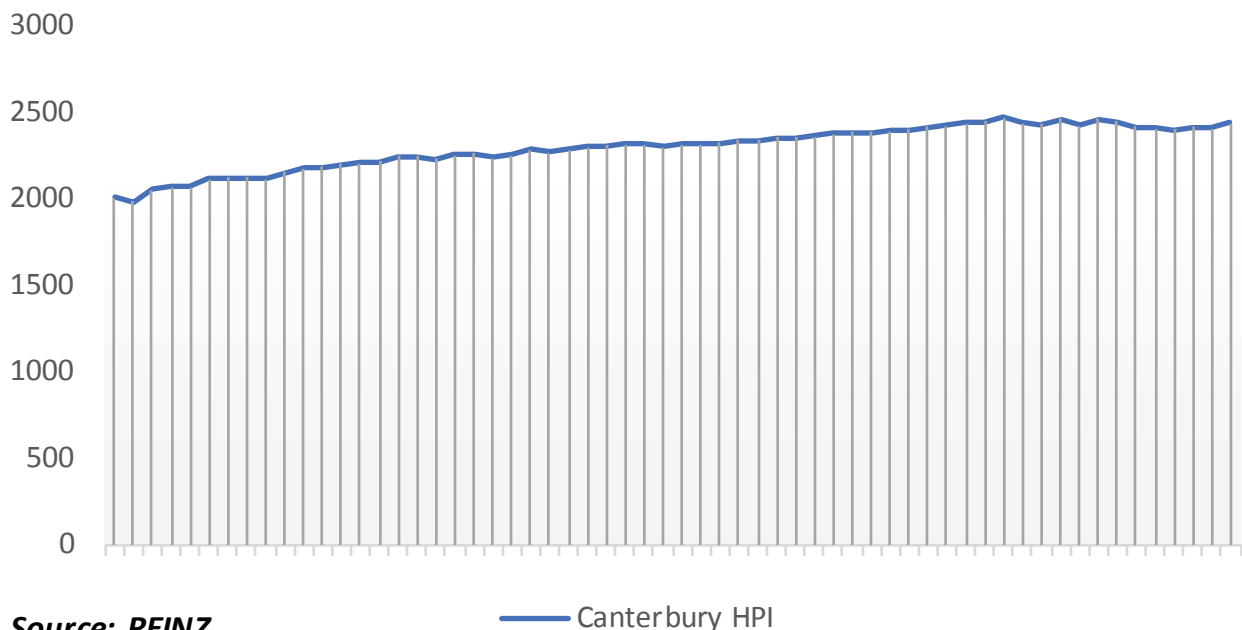
Canterbury Region Days To Sell Past 5 Years



Source: REINZ

— Canterbury DTS — 12 month MA

Canterbury Region House Price Index Past 5 Years



Source: REINZ

— Canterbury HPI



OTAGO

REINZ REGIONAL COMMENTARY

Dunedin City

"Investor numbers remain low across Dunedin with about 50% fewer investors in the market in comparison to the same time last year – this is fuelled by the uncertainty in the market over all of the upcoming changes from the new government. Interestingly, open home attendee numbers have reduced while time to sell has remained steady. There has been an increase in stock coming to market, so for the first time in many months it feels like there is some more choice for buyers. We expect that the festive season will see more stock carried into this period unsold however, we anticipate a good level of interest from internet enquiry over this period and would expect prices to hold at an historically high level"

Liz Nidd

REINZ Regional Commentator

Queenstown Lakes

"The Queenstown Lakes market is continuing in much the same fashion as the past few months, however, the new government has both buyers and sellers nervous, with the market showing some signs of slowing as median prices in both Queenstown and Wanaka are down slightly from October's figures. The top end of the market seems unfazed as these buyers have cash in the bank or are wealthy individuals in their own right. It's hard to say what the next few months will hold – the LVR drop might help, but we don't believe this will have a significant impact."

Gail Hudson

REINZ Regional Director

The median price across Otago rose \$60,000 (+17%) compared to November 2016 with prices rising 46% in Clutha, 20% in Dunedin and 17% in Waitaki. Compared to October the median price stayed the same with prices increasing 3% in Dunedin but decreasing in all other TA's. On a seasonally adjusted basis the median price decreased 1% indicating that the a small increase was expected when moving from October to November.

Sales across the region fell 9% compared to November 2016, all TA's falling between 3% and 15% except Clutha which rose 16%. Compared to October, sales increased 32%, with sales count increasing in all TA's between 27% and 57%. On a seasonally adjusted basis, sales count increased 15% compared to October, indicating that the observed increase in sales count was much higher than would normally be observed moving from October into November.

The median number of days to sell in Otago improved by one day in November from 28 days in October to 27 days in November. Compared to November 2016 the median number of days to sell stayed the same. Over the past 10 years the average number of days to sell in Otago in November was 34 days. There are currently 14 weeks of inventory across the region, two more weeks than in November 2016.

OTAGO REGION TRENDS		PRICE ↑	VOLUMES ↓	DAYS TO SELL ➔	OVERALL ➔	
MEDIAN PRICE			VOLUME SOLD			
	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Central Otago District	466,000	471,000	405,500	47	33	55
Clutha District	205,000	235,000	140,000	22	14	19
Dunedin City	385,000	374,000	320,000	247	195	275
Queenstown-Lakes District	870,000	950,000	800,000	87	62	90
Waitaki District	278,000	282,000	238,000	48	37	56
Otago Region	410,000	410,000	350,000	451	341	495
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Central Otago District		-1.1%	14.9%		42.4%	-14.5%
Clutha District		-12.8%	46.4%		57.1%	15.8%
Dunedin City		2.9%	20.3%		26.7%	-10.2%
Queenstown-Lakes District		-8.4%	8.7%		40.3%	-3.3%
Waitaki District		-1.4%	16.8%		29.7%	-14.3%
Otago Region		0.0%	17.1%		32.3%	-8.9%

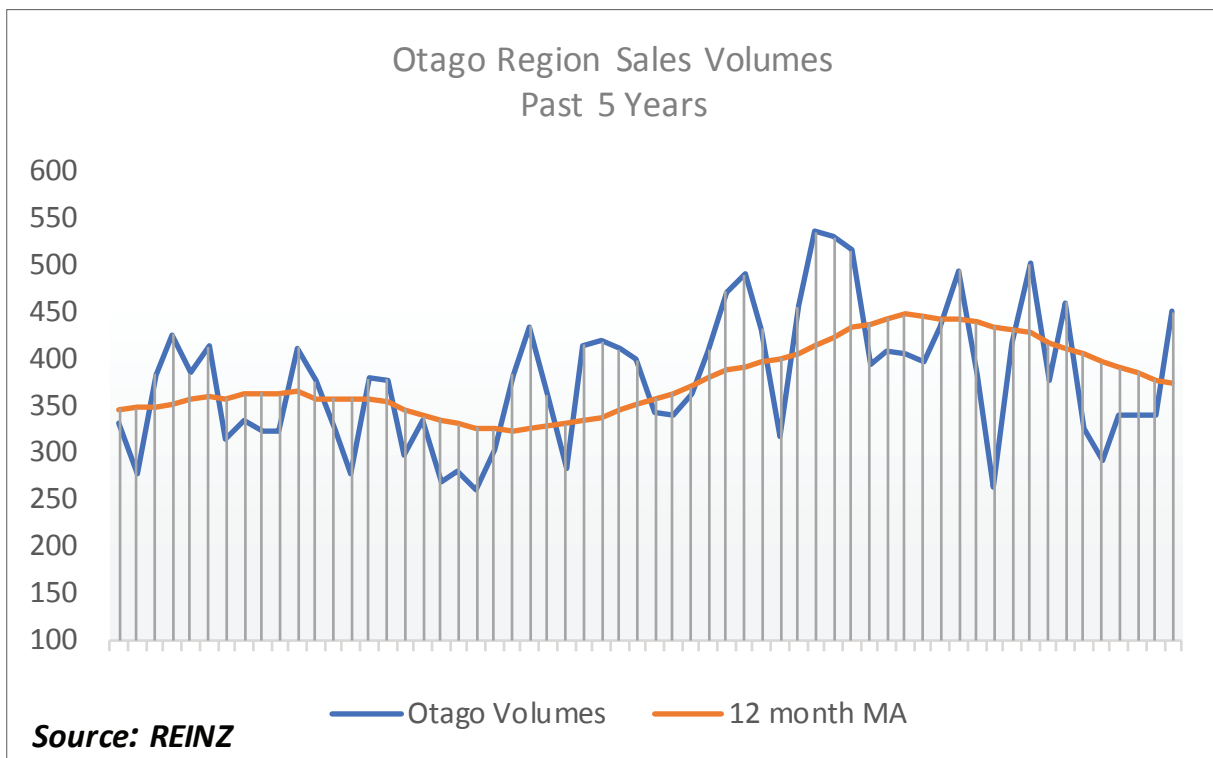
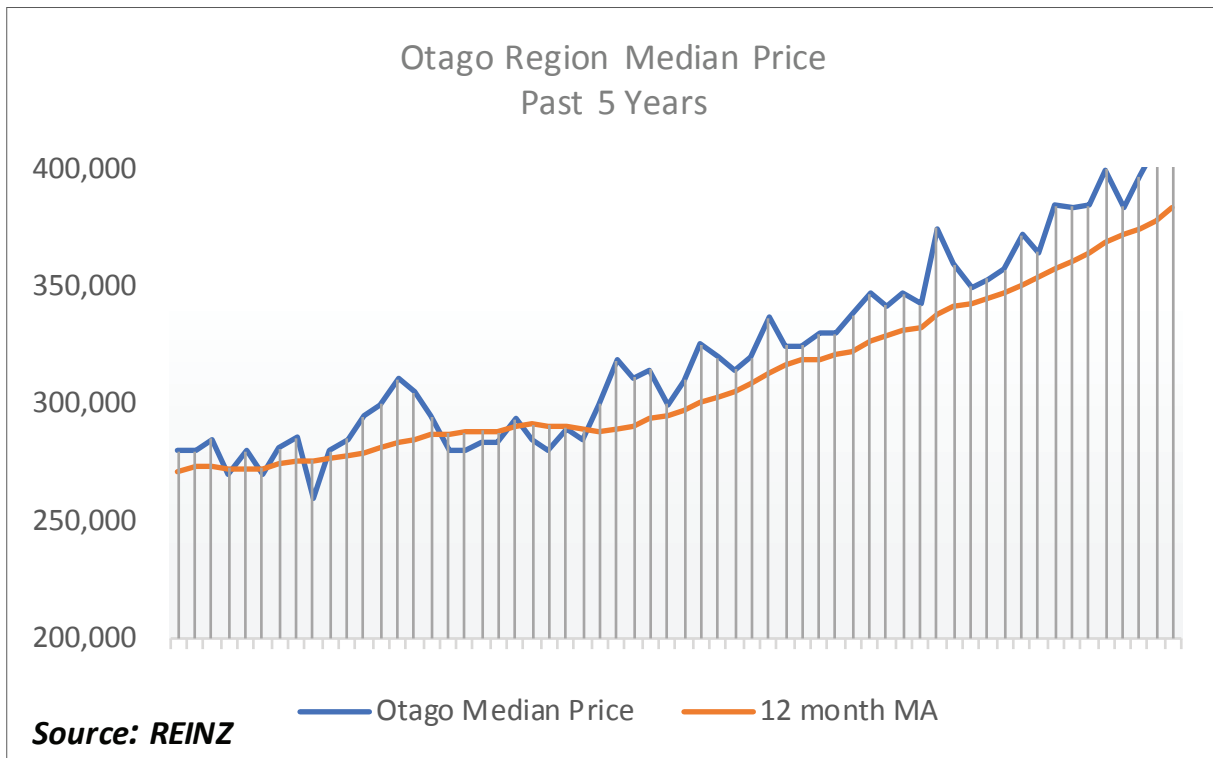


OTAGO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend continues to flatten, with the sales volume trend decreasing notably. The days to sell trend has moved up to easing slightly. The House Price Index remains quite flat, with Canterbury now the only region showing a negative year on year movement.

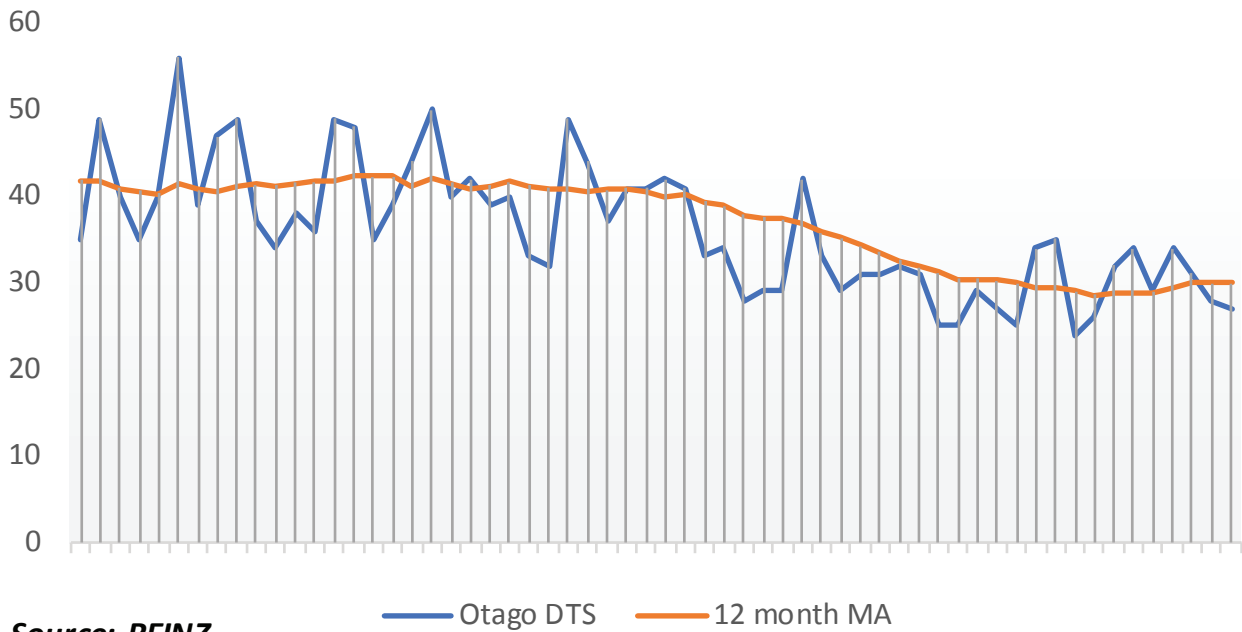




OTAGO

REINZ REGIONAL COMMENTARY

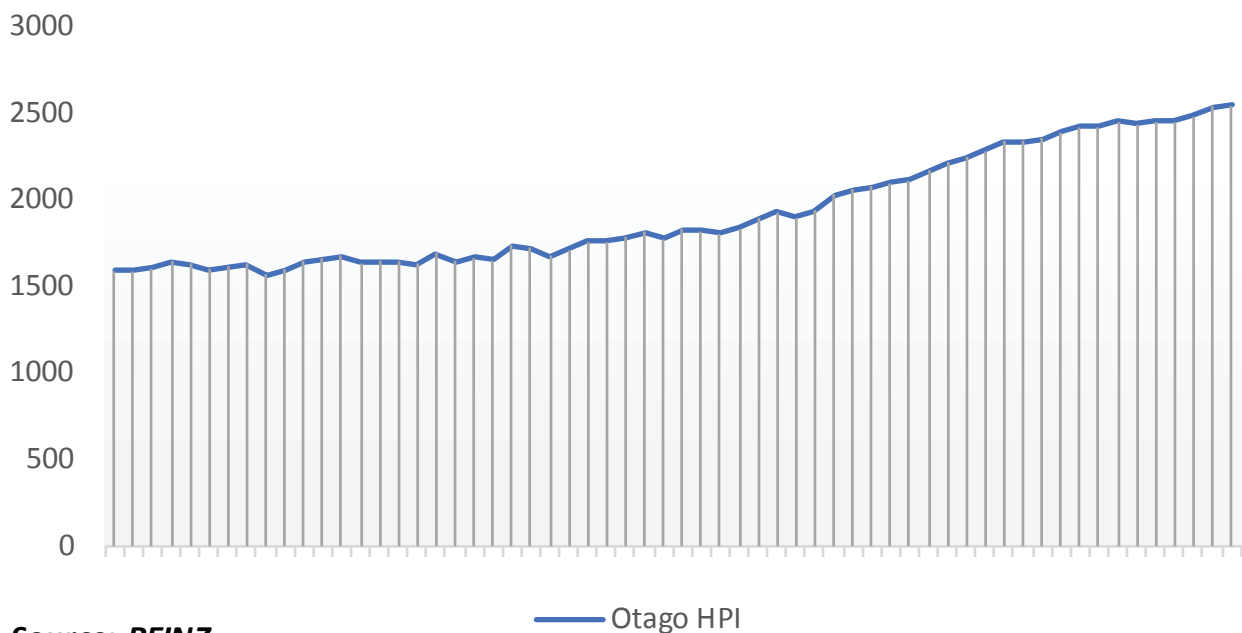
Otago Region Days To Sell Past 5 Years



Source: REINZ

— Otago DTS — 12 month MA

Otago Region House Price Index Past 5 Years



Source: REINZ

— Otago HPI



SOUTHLAND

REINZ REGIONAL COMMENTARY

"The Southland market is showing strong signs of improving with a record median price recorded for the region this month. Despite the price increase, there are around 10% more first time buyers in the market which is positive to see. However, at the other end of the spectrum, we're seeing around 30% fewer investors, which we're attributing to the changes to negative gearing, the brightline test and the requirements of the new Healthy Homes legislation. Time will tell what the wider impact on the investor market is."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the Southland Region rose \$37,000 (+16%) compared to November 2016. The median price in Gore increased 50% and Southland District increased 38%. Compared to October, the median price increased \$28,000 (+12%) with prices rising 21% in Gore and 18% in Southland District. On a seasonally adjusted basis the median price increased 9% compared to October, indicating that the observed increase in median price was much higher than expected moving from October to November.

Sales volumes decreased 8% compared to November 2016. Gore decreased by 20% whereas Southland District dropped by 13% and Invercargill fell 5%. Compared to October, sales volumes increased 15% with Southland District decreasing 18% but Invercargill increasing 30%. On a seasonally adjusted basis, sales rose 1% compared to October indicating that the observed large increase in sales count was much as expected moving from October to November.

The median number of days to sell in Southland eased one day compared to October, moving from 28 days in October to 29 days in November. Compared to November 2016 the median number of days to sell eased by five days. Over the past 10 years the number of days to sell in November for the Southland region has been 34 days. There is currently 21 weeks of inventory in Southland, a decrease of one week compared to November 2016.

SOUTHLAND REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS TO SELL ↓

OVERALL →

MEDIAN PRICE

VOLUME SOLD

	Nov-17	Oct-17	Nov-16	Nov-17	Oct-17	Nov-16
Gore District	255,000	210,000	170,000	20	20	25
Invercargill City	255,000	230,000	225,000	121	93	127
Southland District	330,000	280,000	240,000	28	34	32
Southland Region	265,000	237,000	228,000	169	147	184
	Vs...	Oct-17	Nov-16	Vs...	Oct-17	Nov-16
Gore District		21.4%	50.0%		0.0%	-20.0%
Invercargill City		10.9%	13.3%		30.1%	-4.7%
Southland District		17.9%	37.5%		-17.6%	-12.5%
Southland Region		11.8%	16.2%		15.0%	-8.2%

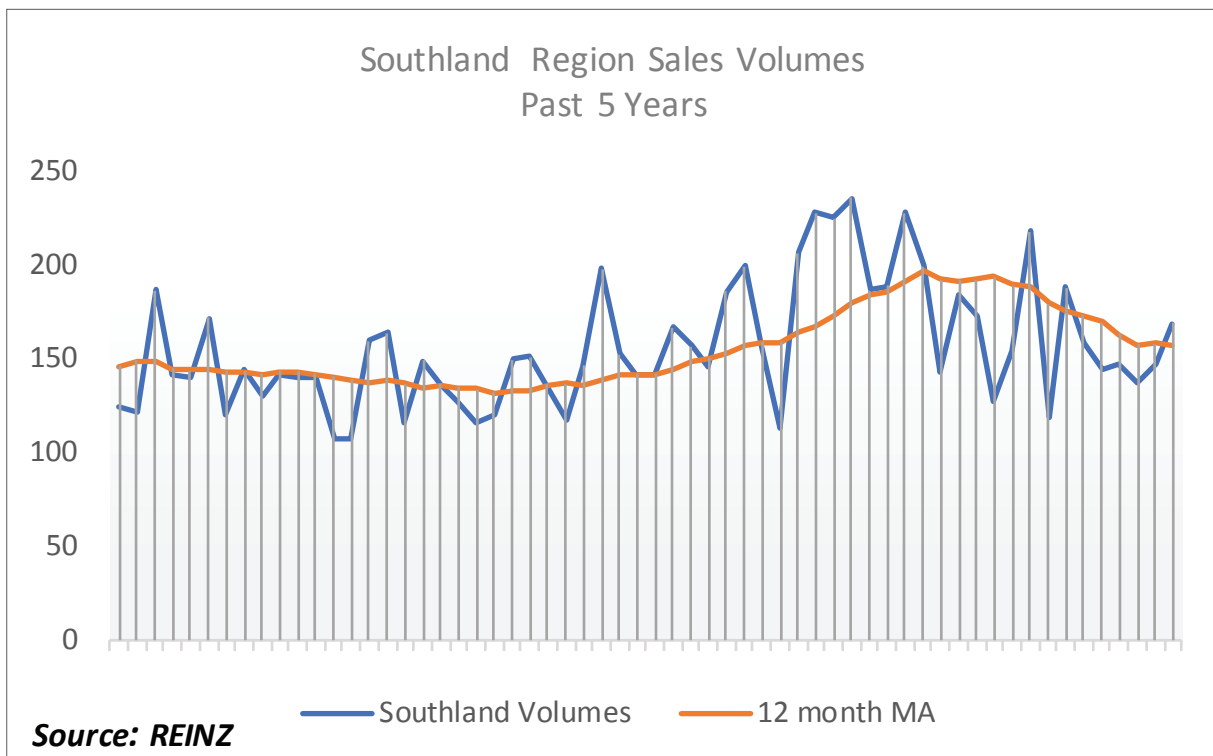
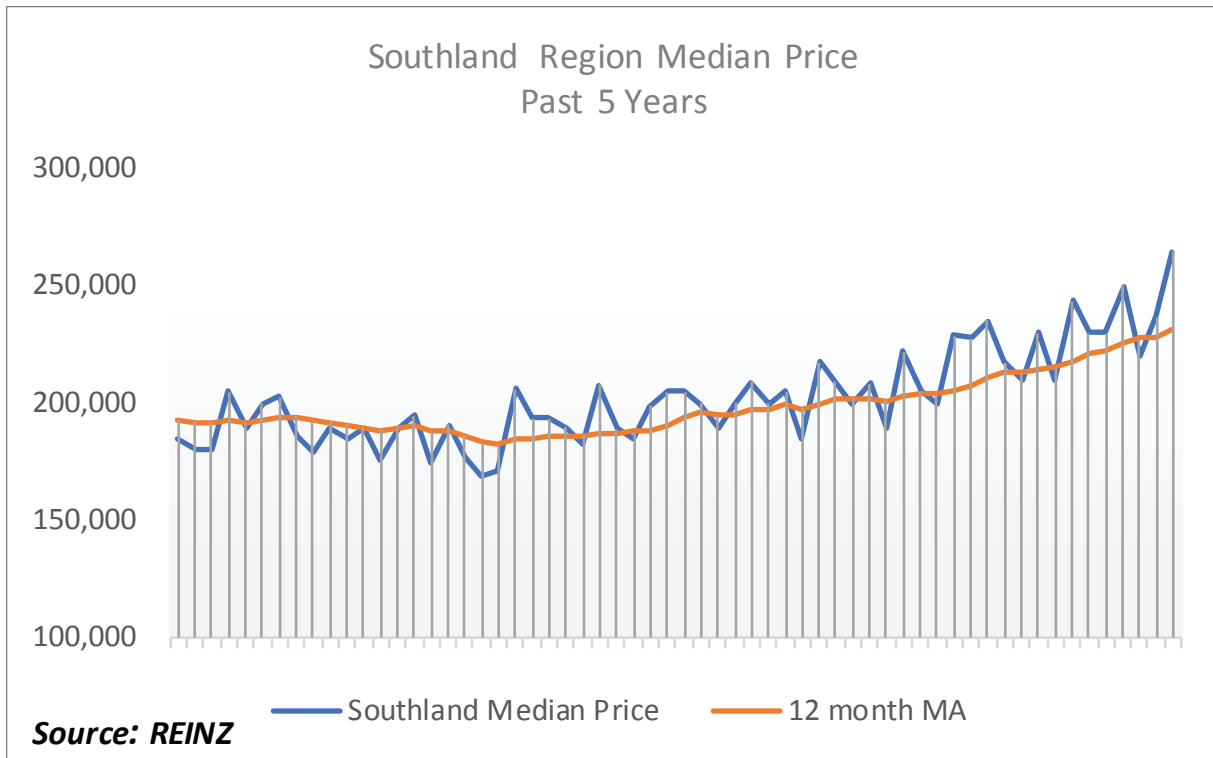


SOUTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is increasing, with the sales count trend now easing. The days to sell trend continues to improve. The House Price Index for Southland had the strongest 3 month growth of all the regions and a strong year on year growth too.

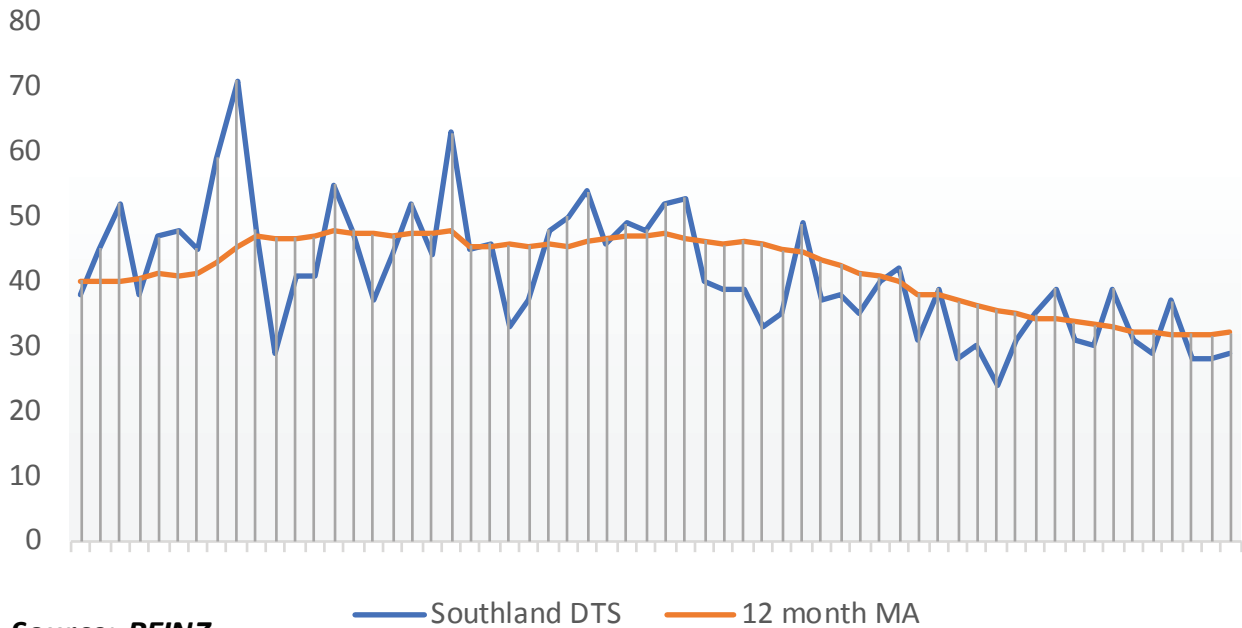




SOUTHLAND

REINZ REGIONAL COMMENTARY

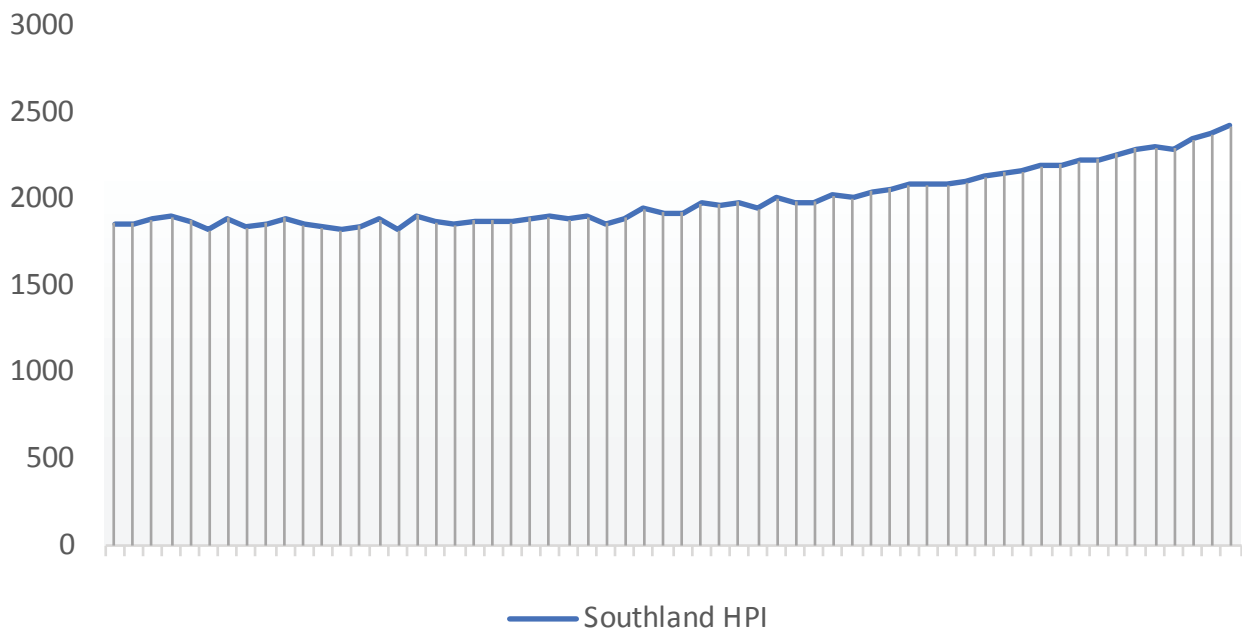
Southland Region Days To Sell
Past 5 Years



Source: REINZ

— Southland DTS — 12 month MA

Southland Region House Price Index
Past 5 Years



Source: REINZ

— Southland HPI