

MONTHLY PROPERTY REPORT

12 OCTOBER 2017



Despite challenging conditions, residential prices increase across NZ



**Bindi Norwell,
REINZ CEO**

Median residential property prices across New Zealand have increased by 1.2% year-on-year to \$525,000 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.

Nationally, excluding Auckland, median prices increased 5.7% year-on-year and Auckland median prices remained flat at \$845,000. However, on a month-on-month basis, Auckland’s median price increased by 1.2% or by \$10,000.

Contributing to the overall increase, six regions across the country experienced double-digit median price increases in September year-on-year:

- Tasman (up 19.3% to \$572,500)
- Hawke’s Bay (up 18.3% to \$392,000)
- Gisborne (up 14.9% to \$270,000)
- Northland (up 14.4% to \$446,000)
- Wellington (up 10.6% to \$531,000)
- Southland (up 10% to \$220,000).

Only two regions experienced price decreases during September (compared to September 2016) – West Coast (down 15.6% to \$208,500) and Canterbury (down 3.2% to \$426,000).

Bindi Norwell, CEO at REINZ says: “Prices across the country increased in all but three regions, evidence that the market continues to grow despite some challenging conditions – including the LVR restrictions and banks continuing to tighten lending conditions. Much of the increase has been driven by the buoyancy in the regions.”

KEY DATA SUMMARY

Median house price year-on-year	National	\$525,000 - up from \$519,000 + 1.2% year-on-year
	National ex Auckland	\$428,000 - up from \$405,000 + 5.7% year-on-year
	Auckland	\$845,000 - same as \$845,000 year-on-year
Seasonally adjusted median house price	National	Down 1.3%, up 0.6% on September 2016
	National ex Auckland	Down 0.9%, up 5.4% on September 2016
	Auckland	Up 0.3%, down 0.8% on September 2016
Median house price month-on-month	National	\$525,000 - down from \$530,000 - 0.9% since last month
	National ex-Auckland	\$428,000 - up from \$427,000 + 0.2% since last month
	Auckland	\$845,000 - up from \$835,000 + 1.2% since last month
Median days to sell	National	34 - 3 days longer than same month last year
	National ex-Auckland	32 - 2 days longer than same month last year
	Auckland	37 - 3 days longer than same month last year
REINZ House Price Index	National	2699 - up from 2644 + 2.1% year-on-year
	National ex-Auckland	2431 - up from 2272 + 7.0% year-on-year
	Auckland	2891 - down from 2910 - 0.7% year-on-year



SOGGY START TO SPRING IMPACTS SALES VOLUMES

The number of properties sold during September fell 26.2% year-on-year (from 7,352 to 5,428) the lowest number of properties sold in the month of September for 6 years. Nationally, excluding Auckland, volumes decreased by 23.7% year-on-year.

Looking at the regional picture, again all 16 regions in the country experienced a decrease in the number of properties sold on a year-on-year basis. Regions with the biggest reduction in volumes were Tasman (down 37%), Southland (down 34%) and Auckland (down 31.5%). Marlborough experienced the lowest number of sales since January 2012 (down 27.4%).

The month-on-month figures provide a more positive picture, however, with a number of regions experiencing an increase in the number of sales in comparison to August, and two regions experienced double-digit growth – Gisborne (up 25%) and Taranaki (up 11.4%).

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

“The soggy start to spring combined with the ‘election effect’ has had a significant impact on the number of sales across the country – this is the lowest number of sales in eight months, and the lowest number of sales in the month of September for six years. However, it’s not all doom and gloom as there are pockets of the country experiencing increases month-on-month and median prices are increasing in the majority of regions across the country.”



REINZ HPI REACHES NEW HIGH

▲▼ Increased/Decreased

The REINZ House Price Index for New Zealand increased 0.7% month-on-month to reach an all-time high of 2,699 during September, indicating that the ratio of sales prices when compared to CVs is at its highest point since the Index began.

The HPI also showed that all but three regions (Auckland, Taranaki & Canterbury) reached a new high during September indicating strong value growth across most of the country. Regions with the highest growth year-on-year include Gisborne/Hawke's Bay (up 14.7% to 2,283), Manawatu-Wanganui (up 12.8% to 2,409), Wellington (up 11.8% to 2,377) and Northland (up 11.7% to 2,575).

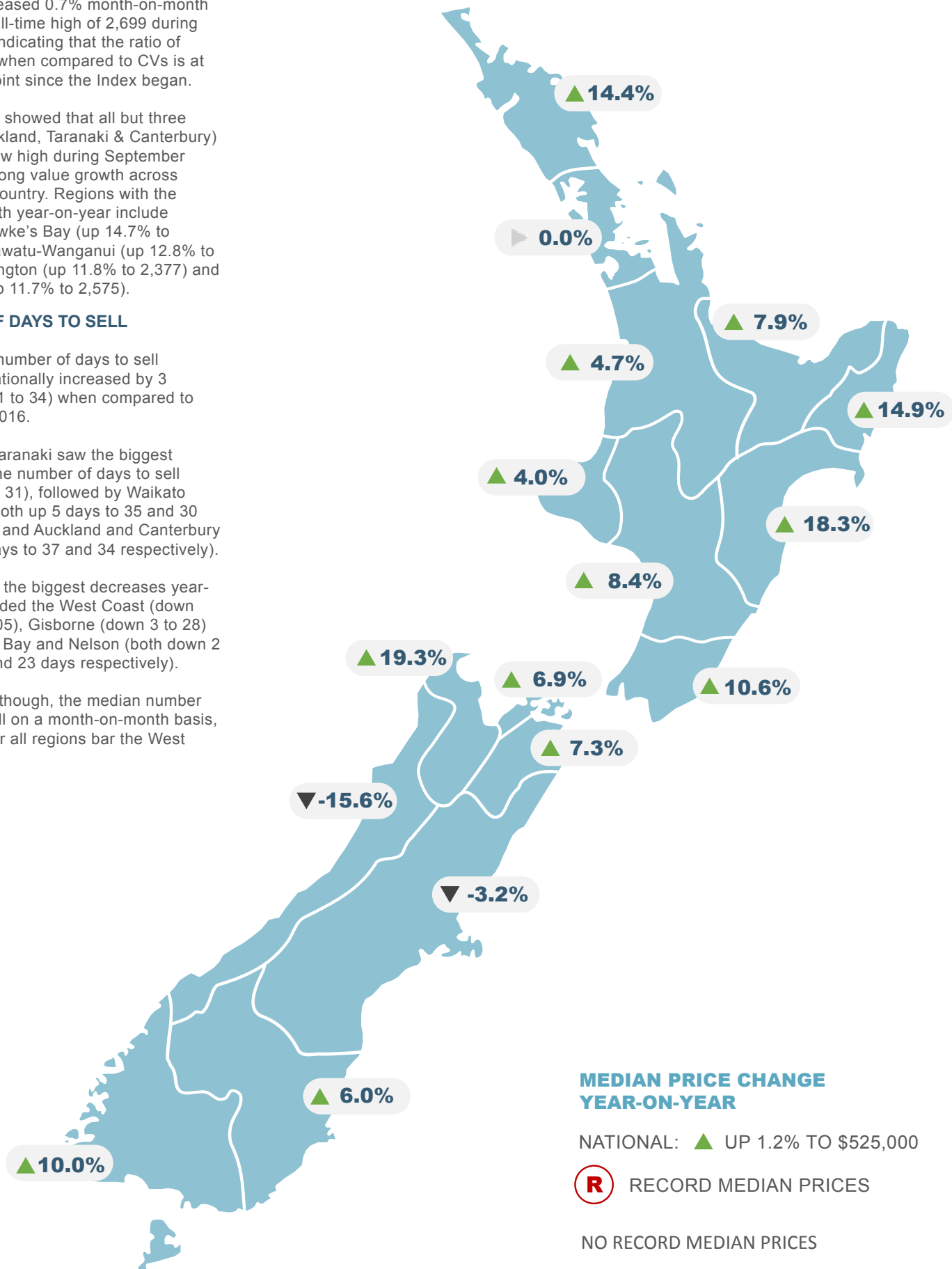
NUMBER OF DAYS TO SELL

The median number of days to sell a property nationally increased by 3 days (from 31 to 34) when compared to September 2016.

Regionally, Taranaki saw the biggest increase in the number of days to sell (up 8 days to 31), followed by Waikato and Otago (both up 5 days to 35 and 30 respectively) and Auckland and Canterbury (both up 3 days to 37 and 34 respectively).

Regions with the biggest decreases year-on-year included the West Coast (down 13 days to 105), Gisborne (down 3 to 28) and Hawke's Bay and Nelson (both down 2 days to 28 and 23 days respectively).

Interestingly though, the median number of days to sell on a month-on-month basis, decreased for all regions bar the West Coast.



AUCTIONS

The number of properties sold by auction continues to decline across New Zealand with 807 auction sales in September – down 54.5% on the same time last year. Auctions now only represent 14.9% of all sales nationally.

In Auckland, which traditionally sees a large portion of sales sold by auction, only 422 (26.5%) of all properties sold in September were via auction – this is a decrease of 57% in comparison to September 2016.

No regions saw an increase year-on-year in the number of properties auctioned, however, month-on-month Gisborne, Manawatu-Wanganui, Otago, Southland, Taranaki and Waikato all saw an increase in auction numbers.

PRICE BANDS

Between September 2016 and September 2017, the number of homes sold fell in every price bracket. The number of properties sold for more than \$1million fell by 29.9% from 1,020 to 715 to equal 13.2% of all dwellings sold.

The number of dwellings sold for less than \$500,000 fell by 27.5% from 3,510 to 2,545 to equal 46.9% of all homes sold across the country.

INVENTORY

The number of properties available for sale nationally decreased by 2.6% (from 22,311 to 21,727) compared to 12 months ago, whereas the number of properties for sale in the Auckland region increased by 14% year-on-year (from 6,513 to 7,429).

Excluding Auckland, the number of properties for sale fell by 9.5% (from 15,798 to 14,298) highlighting the impact Auckland has on the overall picture.

In addition to Auckland, three other regions experienced an increase in listings – Waikato (8.2%), Wellington (2.8%) and Canterbury (3.6%). The regions with the biggest decrease in inventory were Gisborne (29%), Taranaki (24.3%) and Manawatu-Wanganui (22.7%).

Northland, Taranaki and West Coast have the lowest levels of inventory since records began 10 years ago.

“Overall, the New Zealand housing market continues to remain in a strong position. While volumes are down, median house prices across the country have increased again. As the weather warms up we expect the market to pick up again,” concludes Norwell.

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

	September 2017		September 2016	
\$1 million plus	715	13.2%	1,020	13.9%
\$750,000 to \$999,999	749	13.8%	967	13.2%
\$500,000 to \$749,999	1,419	26.1%	1,855	25.2%
Under \$500,000	2,545	46.9%	3,510	47.7%
All Properties Sold	5,428	100.0%	7,352	100.0%



SEASONALLY ADJUSTED SALES VOLUMES

COMPARED TO AUGUST

COMPARED TO SEPTEMBER 2016

	COMPARED TO AUGUST		COMPARED TO SEPTEMBER 2016	
	Volume Change	Seasonally Adjusted Change	Volume Change	Seasonally Adjusted Change
New Zealand	-9.3%	-6.4%	-26.2%	-24.1%
NZ ex Akl	-7.6%	-5.1%	-23.7%	-21.7%
Northland	8.8%	1.7%	-28.8%	-25.9%
Auckland	-13.2%	-9.1%	-31.5%	-29.5%
Waikato	-6.2%	-3.4%	-27.0%	-24.8%
Bay of Plenty	-13.9%	-7.9%	-20.6%	-17.8%
Gisborne	25.0%	13.8%	-1.6%	5.7%
Hawke's Bay	-15.1%	-7.7%	-22.4%	-19.1%
Manawatu/Wanganui	-1.7%	0.6%	-15.9%	-12.9%
Taranaki	11.4%	19.9%	-4.0%	0.4%
Wellington	-9.9%	-6.4%	-30.7%	-28.1%
Nelson/Marlborough/Tasman	-16.3%	-7.3%	-28.0%	-23.4%
Canterbury	-12.5%	-8.7%	-24.5%	-22.6%
West Coast	-14.6%	-12.8%	-10.3%	-28.1%
Otago	-1.8%	-0.1%	-16.9%	-12.8%
Southland	-10.2%	-1.5%	-34.0%	-28.6%



SEASONALLY ADJUSTED MEDIAN PRICE

COMPARED TO AUGUST

COMPARED TO SEPTEMBER 2016

	COMPARED TO AUGUST		COMPARED TO SEPTEMBER 2016	
	Median Change	Seasonally Adjusted Change	Median Change	Seasonally Adjusted Change
New Zealand	-0.9%	-1.3%	1.2%	0.6%
NZ ex Akl	0.2%	-0.9%	5.7%	5.4%
Northland	3.7%	2.2%	14.4%	16.0%
Auckland	1.2%	0.3%	0.0%	-0.8%
Waikato	0.0%	-2.7%	4.7%	4.5%
Bay of Plenty	2.3%	-0.1%	7.9%	7.4%
Gisborne	14.9%	16.5%	14.9%	12.2%
Hawke's Bay	-3.2%	0.6%	18.3%	17.8%
Manawatu/Wanganui	-4.9%	-5.6%	8.4%	7.9%
Taranaki	9.4%	1.5%	4.0%	5.3%
Wellington	5.1%	2.1%	10.6%	9.8%
Nelson/Marlborough/Tasman	-0.6%	-0.0%	4.9%	3.4%
Canterbury	-0.1%	-1.0%	-3.2%	-2.6%
West Coast	9.7%	1.0%	-15.6%	-17.2%
Otago	3.2%	3.9%	6.0%	5.6%
Southland	-12.0%	-13.6%	10.0%	11.3%



AUCKLAND

REINZ REGIONAL COMMENTARY

"The Auckland market has experienced a decrease in sales, so many in the region will be looking forward to a summer increase. There is no doubt that the elections have had a slow-down effect both in terms of buyer commitment and buyer enquiry. However, once we have a Government and the 'norm' returns, a lift in momentum and sales volumes is anticipated with some predicting returns to the Q1 – 2017 level. Given the banks' continued lending restrictions we're seeing around 20% fewer cash buyers than this time last year."

Bindi Norwell
REINZ Chief Executive Officer

Compared to September 2016 the median price stayed the same at \$845,000. However, most of the TA's within the region saw increases in their median price over the same time period with Manukau City leading the way with a 7% increase. It was Auckland City and Papakura District only that saw decreases in their median price since September 2016, the latter most significant at -4%. Compared to August 2017, the overall region median increased 1%. The performance of the TA's was largely negative with only Manukau City and Waitakere City experiencing an increase (5% and 2% respectively). On a seasonally adjusted basis, Auckland's median price did not change compared to August, indicating that the median price rose by exactly what we'd expect in September.

Sales volume in the Auckland region decreased 13% compared to August, with large falls in sales numbers in Franklin District, Auckland City, Manukau City and Waitakere City (11% - 22% decreases). Compared to September 2016 sales fell 32% with volumes decreasing in all TA's, except for Papakura District. Most notable drops occurred in Auckland City (-46%), Franklin District (-27%) and Waitakere City (-27%). On a seasonally adjusted basis, sales volumes fell 9% compared to August indicating that the decrease in sales from August was much greater than expected.

The number of days to sell improved by three days in September, from 40 days in August to 37 days in September. The number of days to sell eased by three days compared to September 2016. Over the past 10 years the average number of days to sell during September for Auckland has been 34 days. There are now 23 weeks of inventory in the Auckland region, an increase of 11 weeks compared to September 2016.

AUCKLAND REGION TRENDS			PRICE →	VOLUMES ↓	DAYS TO SELL ↘	OVERALL ↘		
			MEDIAN PRICE			VOLUME SOLD		
	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16		
Auckland City	930,000	950,000	946,000	448	537	834		
Franklin District	637,000	693,500	610,000	76	98	104		
Manukau City	835,000	793,000	780,000	330	401	448		
North Shore City	1,051,000	1,072,000	1,020,000	274	292	362		
Papakura District	650,000	679,000	675,000	91	94	73		
Rodney District	840,000	880,000	808,000	125	132	162		
Waitakere City	775,000	760,888	760,000	247	278	338		
Auckland Region	845,000	835,000	845,000	1,591	1,832	2,321		
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16		
Auckland City		-2.1%	-1.7%		-16.6%	-46.3%		
Franklin District		-8.1%	4.4%		-22.4%	-26.9%		
Manukau City		5.3%	7.1%		-17.7%	-26.3%		
North Shore City		-2.0%	3.0%		-6.2%	-24.3%		
Papakura District		-4.3%	-3.7%		-3.2%	24.7%		
Rodney District		-4.5%	4.0%		-5.3%	-22.8%		
Waitakere City		1.9%	2.0%		-11.2%	-26.9%		
Auckland Region		1.2%	0.0%		-13.2%	-31.5%		

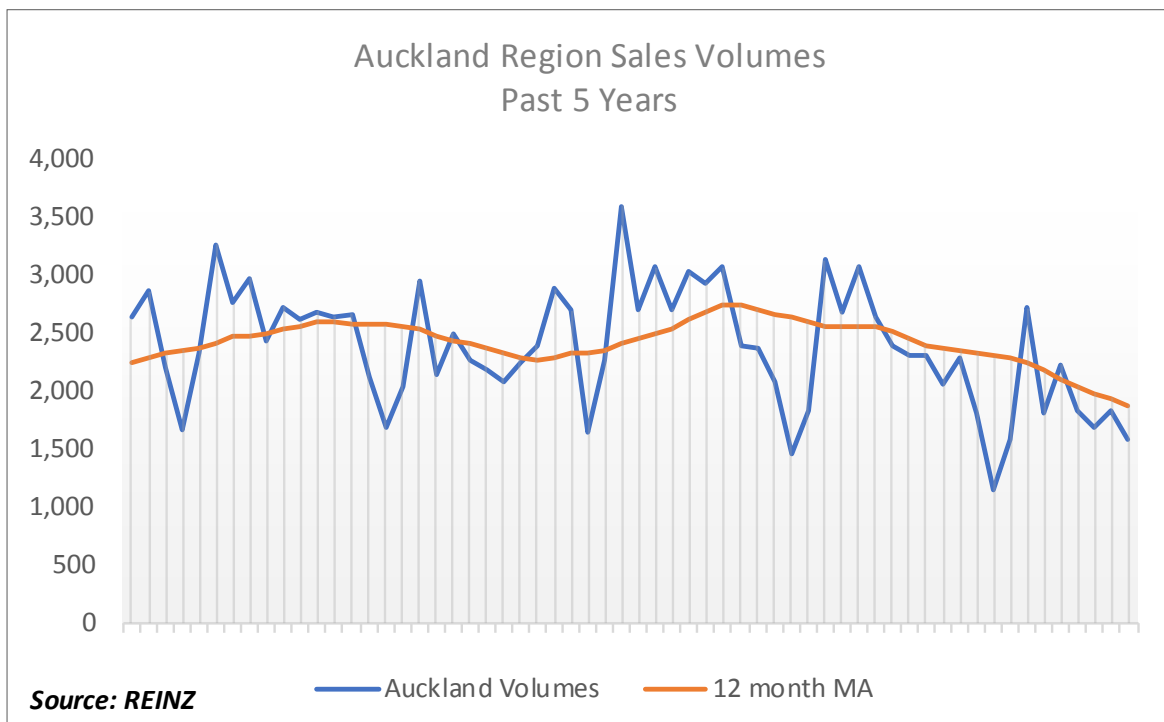
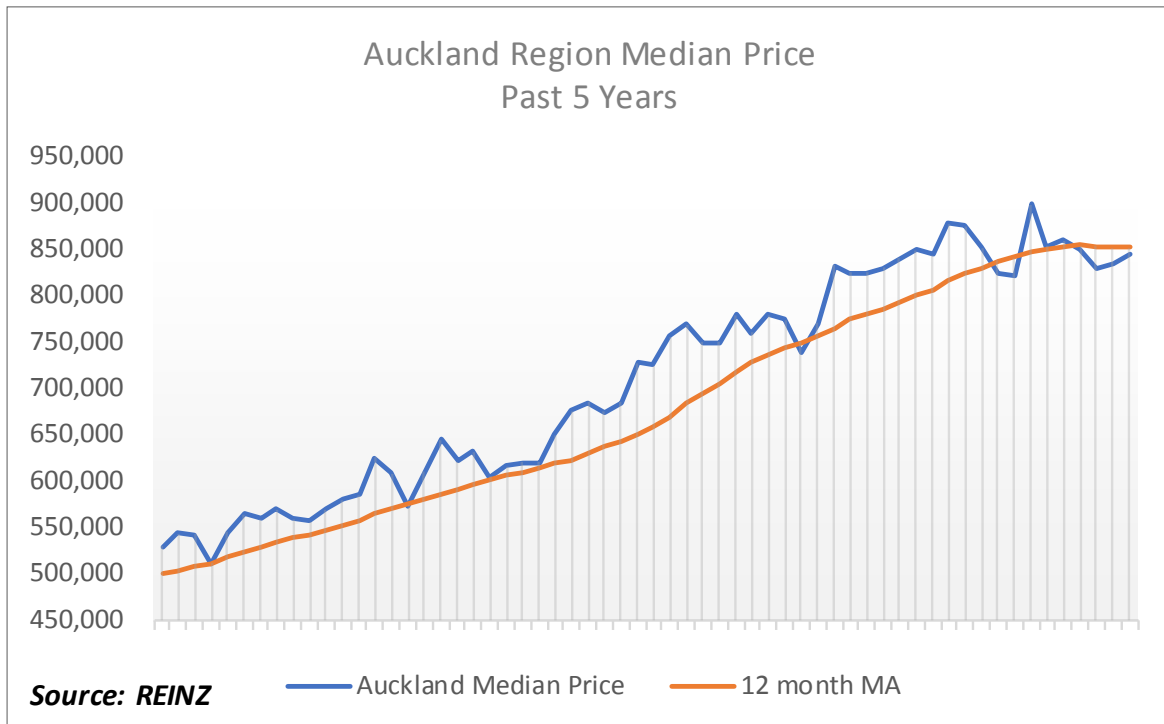


AUCKLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

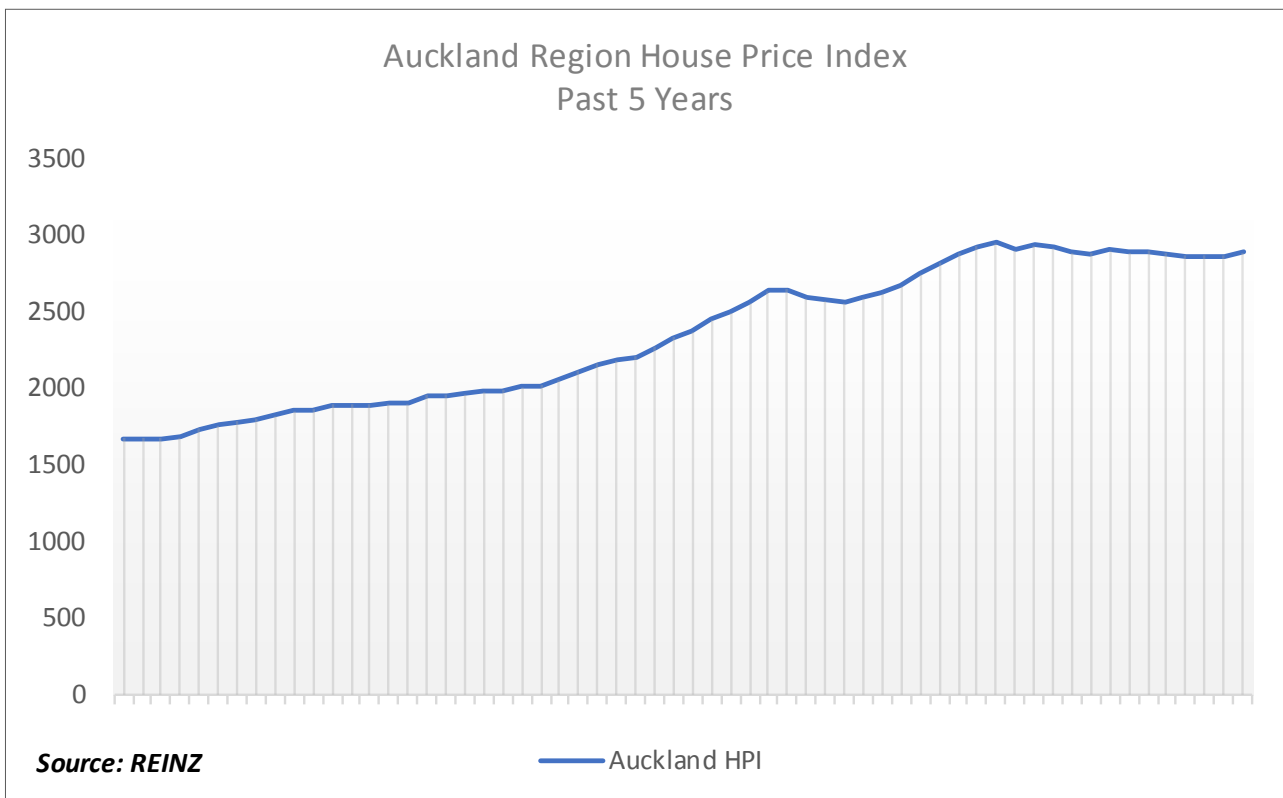
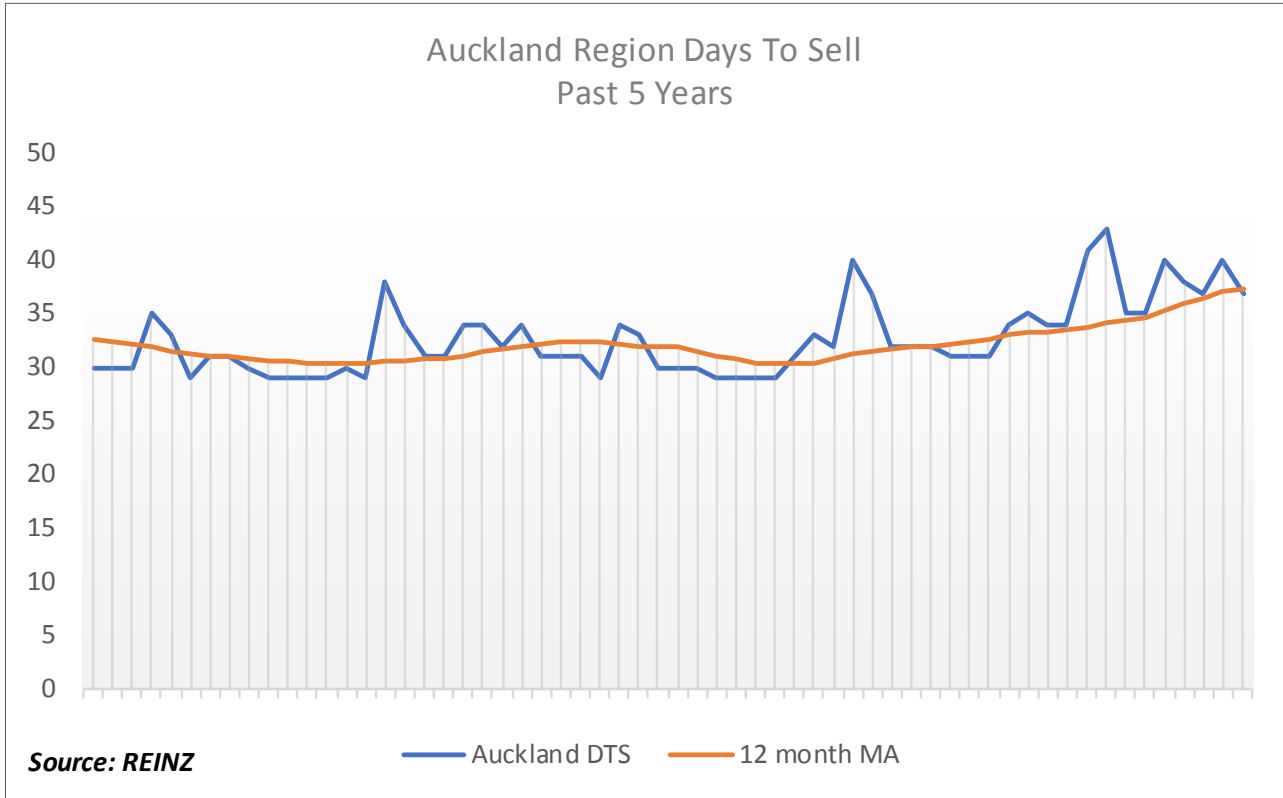
The trend in the median price is now tapering off with the volume trend continuing to fall. The days to sell trend continues to ease. The House Price Index is remaining fairly steady, having decreased slightly over the past 12 months.





AUCKLAND

REINZ REGIONAL COMMENTARY





NORTHLAND

REINZ REGIONAL COMMENTARY

"We have had a slowing down leading up to the election but it picked up with a hiss and a roar almost immediately after the election was over - even with the ongoing uncertainty around the coalition negotiations. We have a good level of buyer enquiries and a slight increase in the number of listings coming through. Interestingly, some areas within Northland such as Kerikeri have very few listings under \$500,000, so most sales are \$600,000 plus but when a cheaper home is listed it sells very quickly."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose by \$56,000 (+14%) compared to September 2016. Prices rose 46% in Kaipara, 18% in Far North, 8% in Whangarei. Compared to August 2017, the median price increased \$16,000 (4%) with prices falling 13% in Kaipara, but increasing 17% in Far North and 0% in Whangarei. On a seasonally adjusted basis the median price rose 2% compared to August, indicating that the increase in median price was a little more than expected.

Sales volume in Northland increased 9% compared to August with sales rising 15% in Whangarei, 4% in Kaipara and 2% in Far North. Compared to September 2016, sales volumes fell 29% across the region, with a 41% fall in Far North, 23% fall in Whangarei and a 10% fall in Kaipara. On a seasonally adjusted basis, sales increased 2% compared to August, indicating that the increase in sales from August was a little more than expected.

The number of days to sell improved by one week compared to August, from 46 days in August to 39 days in September. The number of days to sell eased by two days compared to September 2016. Over the past 10 years the average number of days to sell during September for Northland has been 59 days. There are now 34 weeks of inventory across the Northland region, an increase of 10 weeks over the past 12 months.

NORTHLAND REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Far North District	490,000	420,000	415,000	64	63	108
Kaipara District	430,000	495,000	294,000	26	25	29
Whangarei District	431,000	430,000	400,000	108	94	141
Northland Region	446,000	430,000	390,000	198	182	278
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Far North District		16.7%	18.1%		1.6%	-40.7%
Kaipara District		-13.1%	46.3%		4.0%	-10.3%
Whangarei District		0.2%	7.7%		14.9%	-23.4%
Northland Region		3.7%	14.4%		8.8%	-28.8%

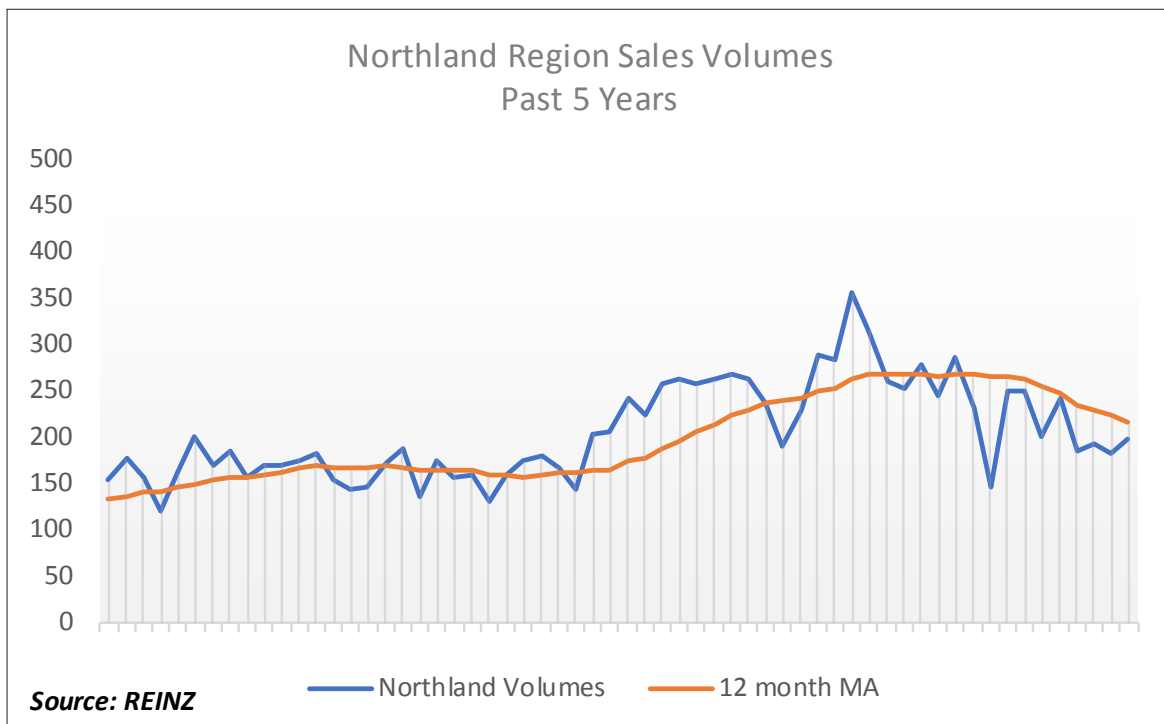
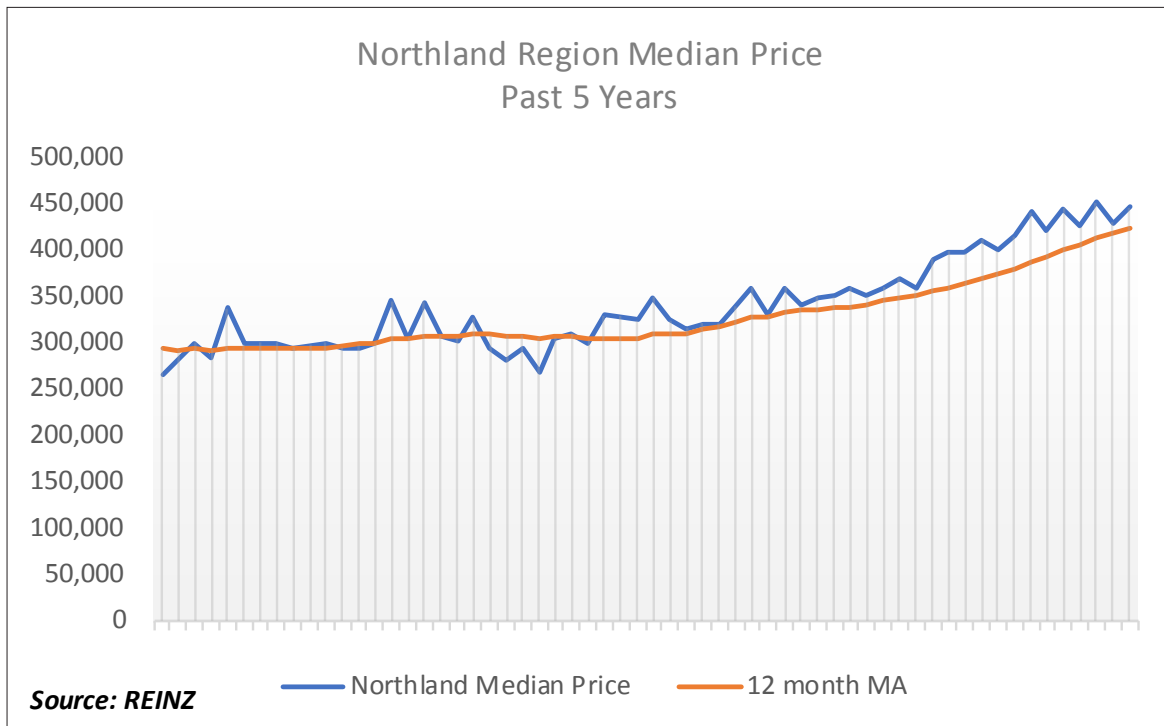


NORTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

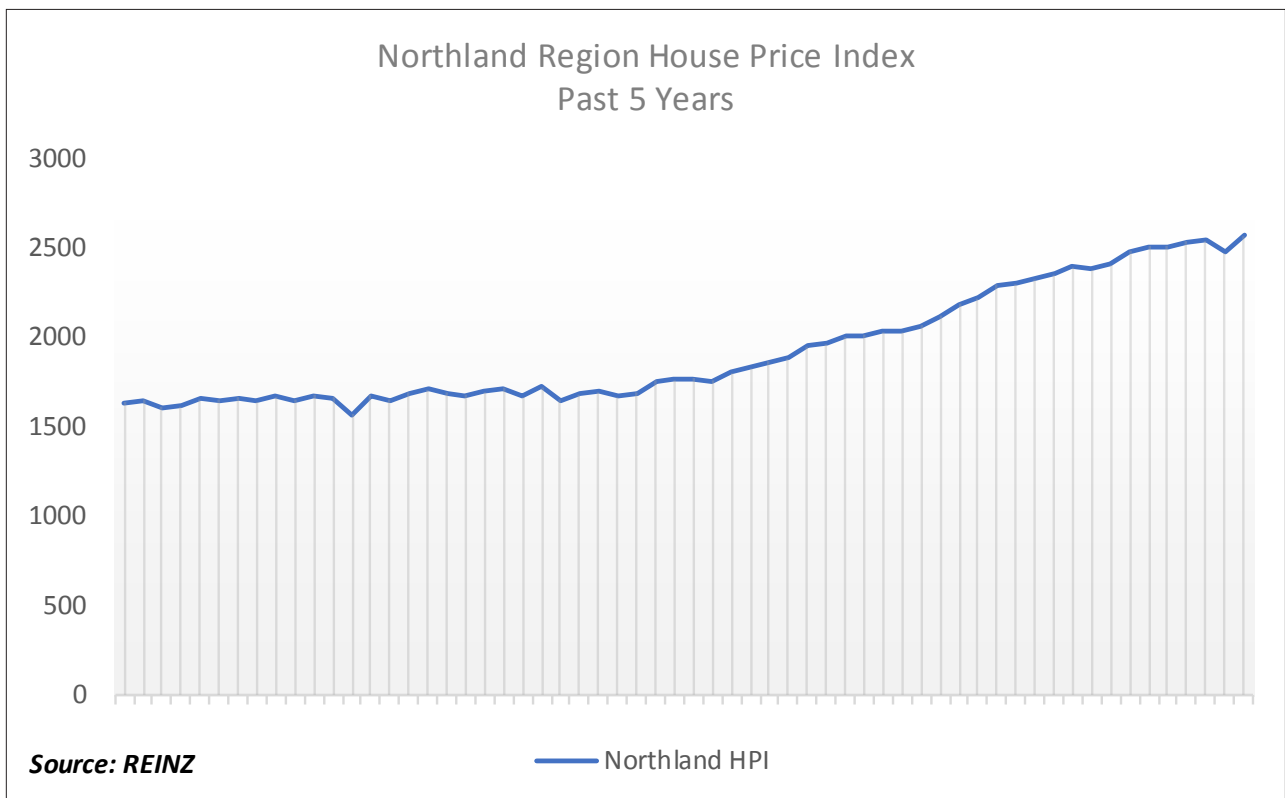
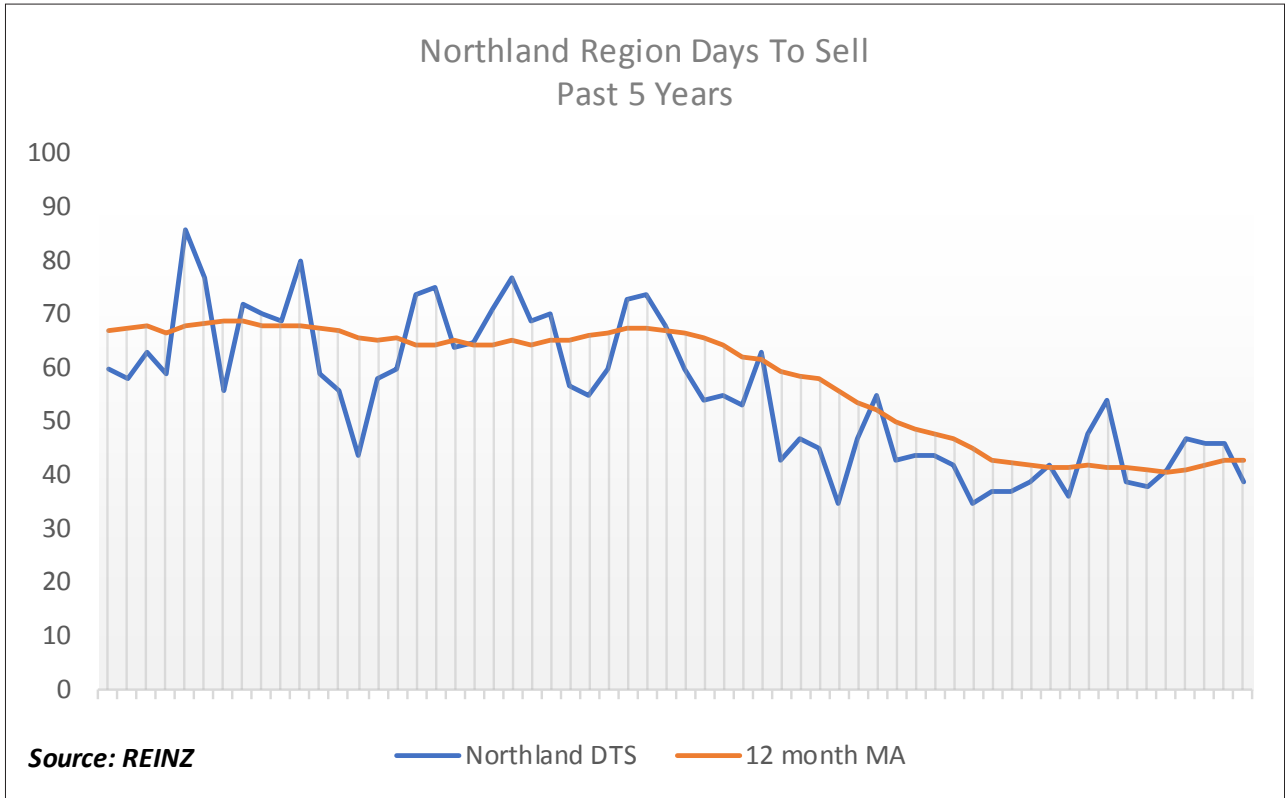
The trend in median price is rising, with the trend in sales volume continuing to ease. The days to sell trend has flattened out. The House Price Index has resumed a pattern of steady increase after an uncharacteristic dip last month.





NORTHLAND

REINZ REGIONAL COMMENTARY





WAIKATO

REINZ REGIONAL COMMENTARY

"There is huge confidence in the Waikato, particularly in the greater Hamilton area. There is still a lot of buyer interest from people looking to relocate from Auckland with about 35% of buyers from out of town. Due to lack of available supply, prices remain relatively firm and investors with a robust equity position are still active in the market. Demand in the north-eastern suburbs has picked up, largely due to new builds being completed and the new Rototuna High School zone."

Philip Searle
REINZ Regional Director

The median price across the region rose \$21,500 (+5%) compared to September 2016. Prices rose 36% in Otorohanga and 27% in Waitomo. Compared to August the median price stayed the same, with prices rising 36% in Otorohanga but falling 20% in Waitomo District. On a seasonally adjusted basis, prices fell 3% compared to August indicating that the median price is typically expected to rise slightly in September.

Compared to August, sales volumes fell 6%, with sales increasing 40% in Otorohanga District, but decreasing 58% in Waitomo. Compared to September 2016, sales across the region fell 27% with sales increasing 54% in South Waikato District but falling 56% in Hauraki District. On a seasonally adjusted basis, sales for September decreased 3% compared to August, indicating that the decrease in sales volume was a little greater than expected for September.

The number of days to sell improved by four days compared to August, from 39 days in August to 35 days in September. The number of days to sell eased by five days compared to September 2016. Over the past 10 years the average number of days to sell during September for Waikato has been 46 days. The level of inventory across the region is 15 weeks, an increase of five weeks compared to September 2016.

WAIKATO REGION TRENDS	PRICE	VOLUMES	DAYS TO SELL	OVERALL		
	↗	↘	↘	↘		
	MEDIAN PRICE			VOLUME SOLD		
	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Hamilton City	541,000	540,000	510,000	255	252	307
Hauraki District	390,000	399,500	349,000	17	25	39
Matamata-Piako District	438,000	430,000	405,000	35	42	67
Otorohanga District	339,000	249,000	250,000	7	5	7
South Waikato District	185,000	179,000	149,000	43	44	28
Taupo District	420,000	372,000	380,000	66	78	91
Thames-Coromandel District	585,000	549,000	485,000	54	70	109
Waikato District	429,000	451,000	462,000	29	31	46
Waipa District	544,000	557,000	442,000	52	41	66
Waitomo District	172,000	215,000	136,000	5	12	11
Waikato Region	480,000	480,000	458,500	563	600	771
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Hamilton City		0.2%	6.1%		1.2%	-16.9%
Hauraki District		-2.4%	11.7%		-32.0%	-56.4%
Matamata-Piako District		1.9%	8.1%		-16.7%	-47.8%
Otorohanga District		36.1%	35.6%		40.0%	0.0%
South Waikato District		3.4%	24.2%		-2.3%	53.6%
Taupo District		12.9%	10.5%		-15.4%	-27.5%
Thames-Coromandel District		6.6%	20.6%		-22.9%	-50.5%
Waikato District		-4.9%	-7.1%		-6.5%	-37.0%
Waipa District		-2.3%	23.1%		26.8%	-21.2%
Waitomo District		-20.0%	26.5%		-58.3%	-54.5%
Waikato Region		0.0%	4.7%		-6.2%	-27.0%

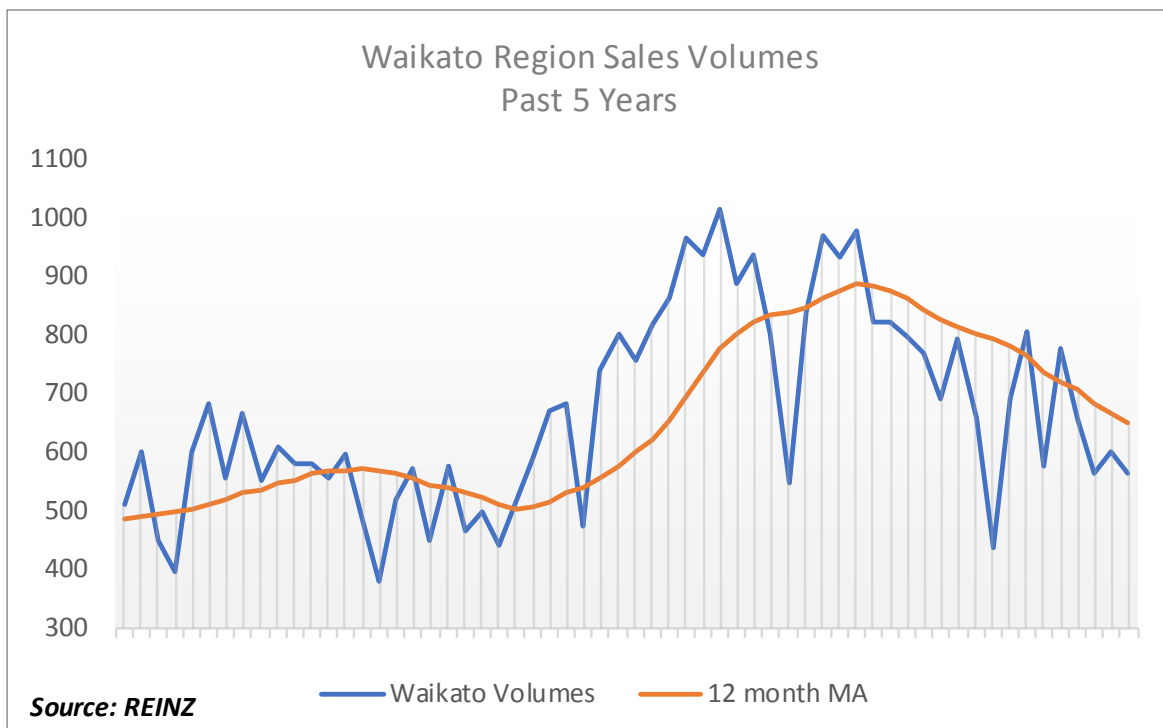
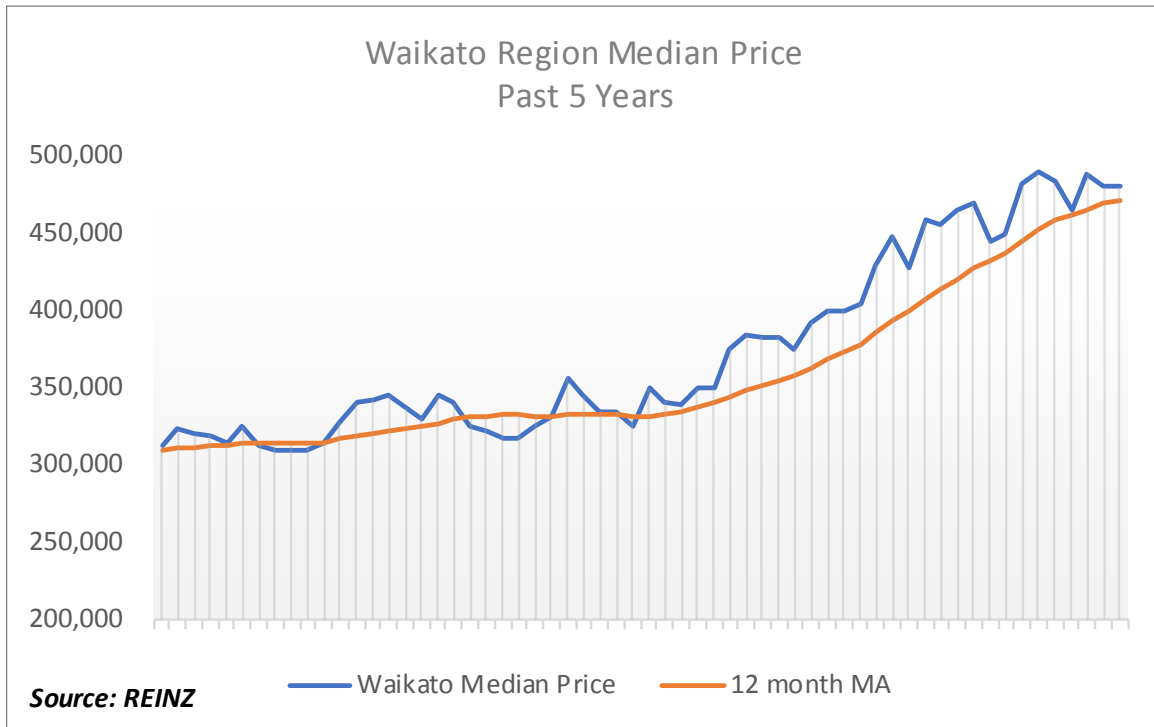


WAIKATO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

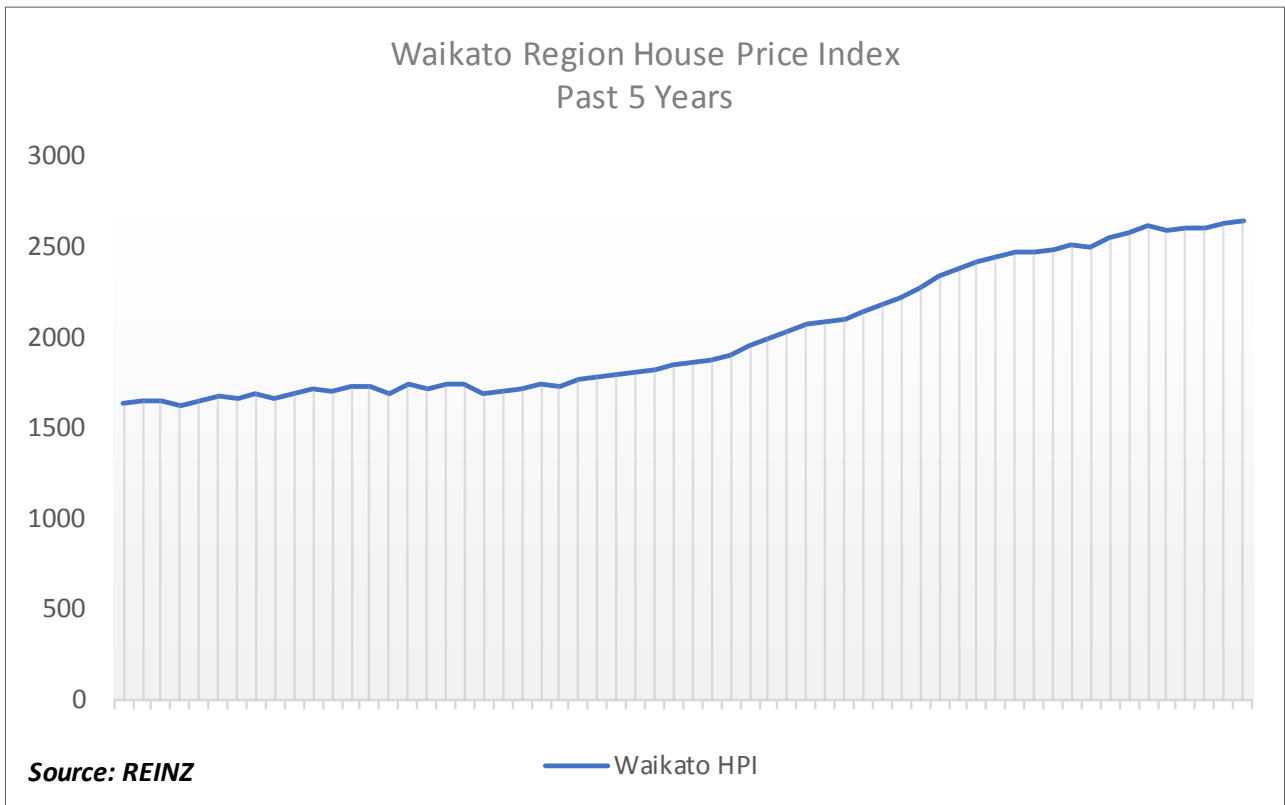
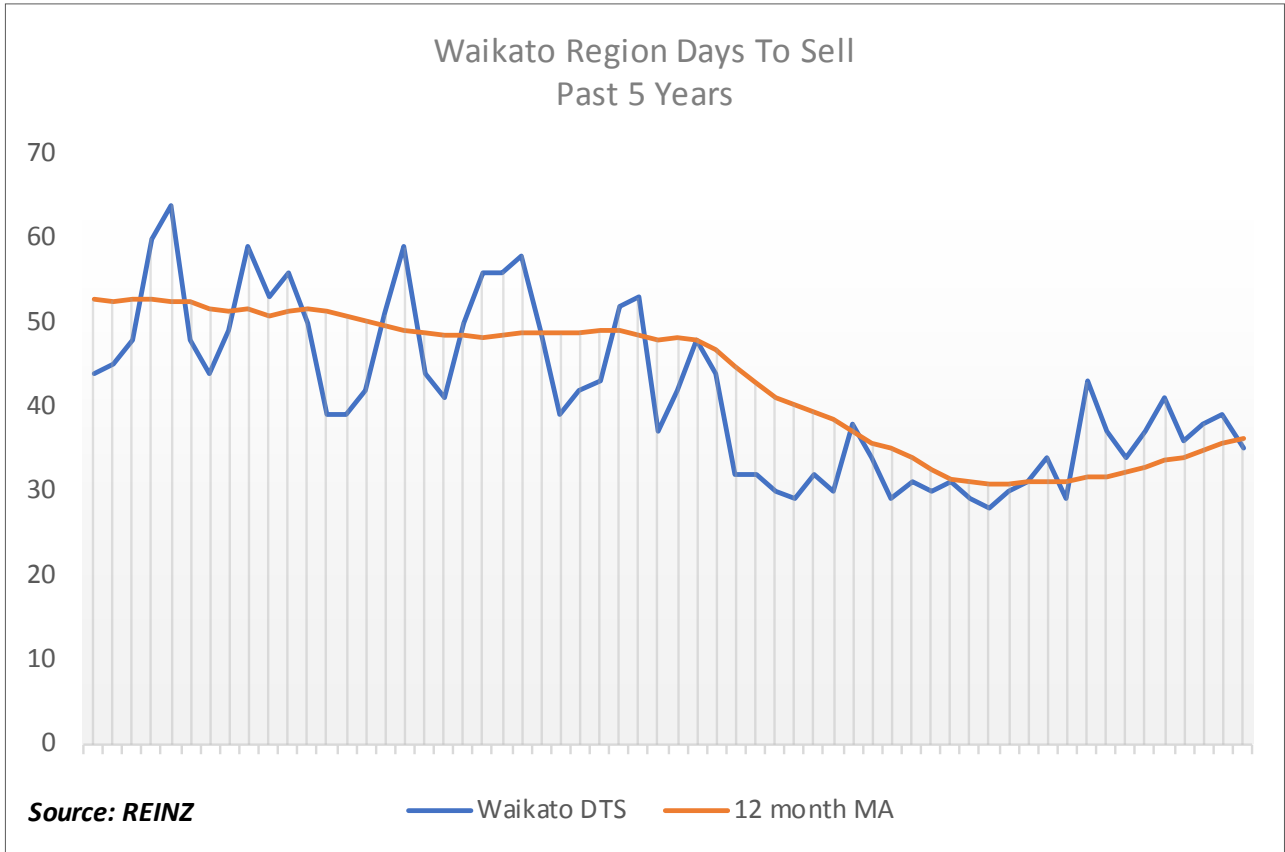
The trend in median price is continuing to rise, with the trend in sales volume decreasing. The days to sell trend is now easing. The House Price Index has shown a small increase over the past few months.





WAIKATO

REINZ REGIONAL COMMENTARY





BAY OF PLENTY

REINZ REGIONAL COMMENTARY

"The Bay of Plenty market remain subdued compared to this time last year with both listings and sales down, however, prices are holding up in a number of areas within the Bay. New stock coming on to the market is slow and the spring increase has yet to kick in. There are 30% fewer cash buyers in the market when compared to the same time last year. Interestingly, owner occupiers make up about 60% of buyers (whereas in August this group made up 95% of buyers), with the remaining 40% split equally between first home buyers and investors."

Philip Searle
REINZ Regional Director

The median price across the region increased \$40,000 (8%) compared to September 2016. Prices rose 18% in Whakatane but fell 11% in Opotiki. Compared to August the median price increased \$12,500 (2%), with Whakatane District leading the way with a 17% increase. On a seasonally adjusted basis prices did not change compared to August indicating that the increase in median price was what would be expected at this time of year.

Compared to August, sales volumes decreased 14%, with sales count decreasing 27% in Rotorua and 17% in Opotiki. Compared to September 2016 sales across the region fell 21% with sales dropping by over 19% in all TA's except Tauranga (-7%). There were no sales in Kawerau District this month. On a seasonally adjusted basis, sales for September decreased 8% compared to August, indicating that the decrease in sales count was larger than expected for this time of year.

The number of days to sell improved by four days in September, from 41 days in August to 37 days in September. The number of days to sell eased by two days compared to September 2016. Over the past 10 years the average number of days to sell during September for Bay of Plenty has been 52 days. Compared to September 2016, the level of inventory across the region has increased by four weeks to sit at 15 weeks of inventory in September 2017.

BAY OF PLENTY REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Kawerau District	0	229,000	153,000	0	6	11
Opotiki District	240,000	261,000	270,000	5	6	8
Rotorua District	335,000	350,000	300,000	77	105	117
Tauranga City	625,000	627,500	628,500	244	269	262
Western Bay of Plenty District	600,000	628,000	612,000	41	44	51
Whakatane District	460,000	395,000	390,000	32	36	56
Bay of Plenty Region	547,500	535,000	507,500	401	466	505
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Kawerau District		-	-		-	-
Opotiki District		-8.0%	-11.1%		-16.7%	-37.5%
Rotorua District		-4.3%	11.7%		-26.7%	-34.2%
Tauranga City		-0.4%	-0.6%		-9.3%	-6.9%
Western Bay of Plenty District		-4.5%	-2.0%		-6.8%	-19.6%
Whakatane District		16.5%	17.9%		-11.1%	-42.9%
Bay of Plenty Region		2.3%	7.9%		-13.9%	-20.6%

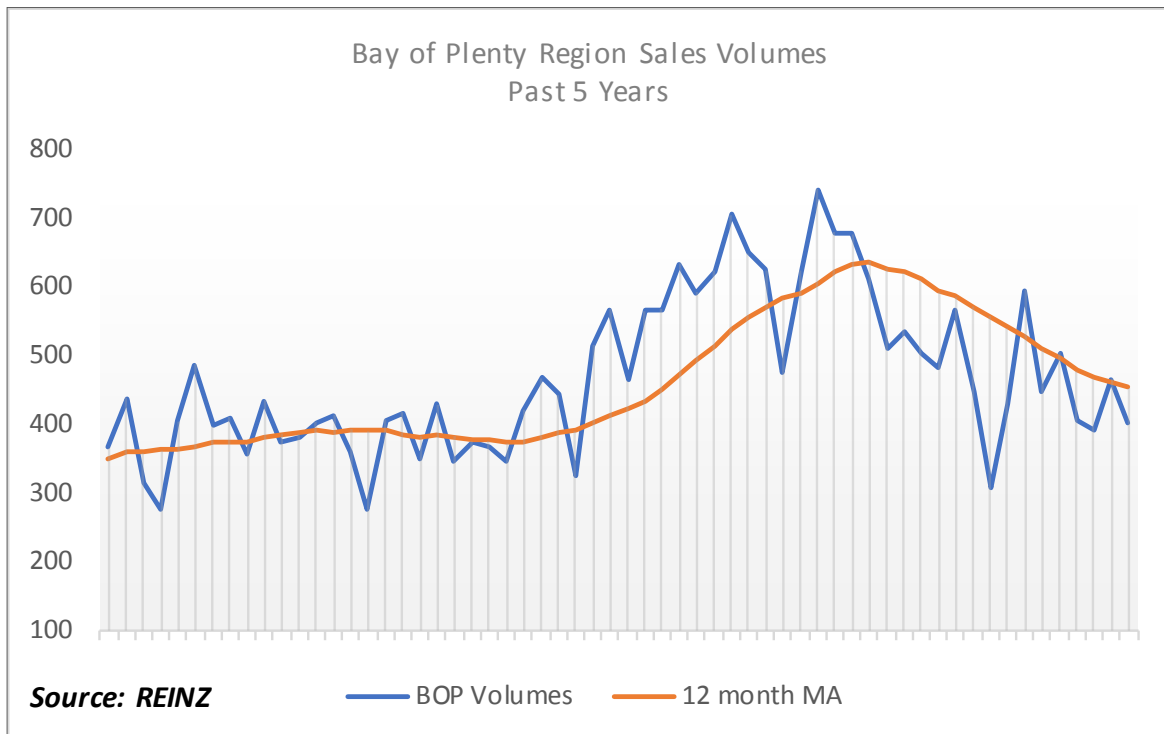
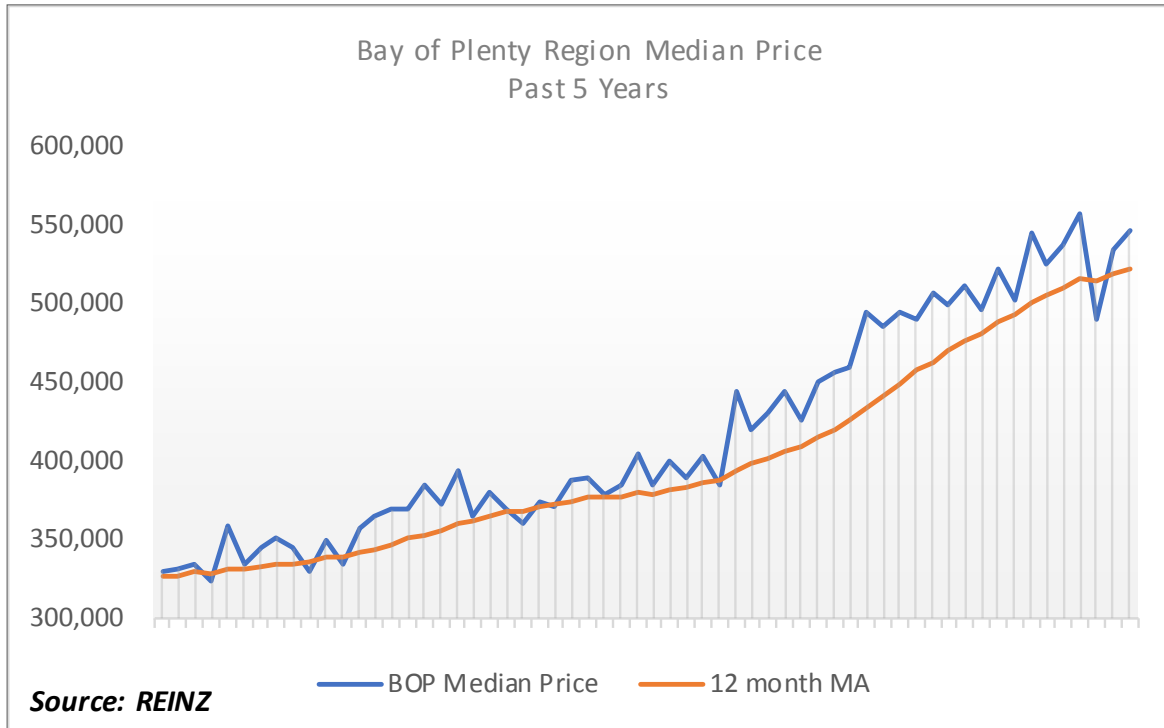


BAY OF PLENTY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

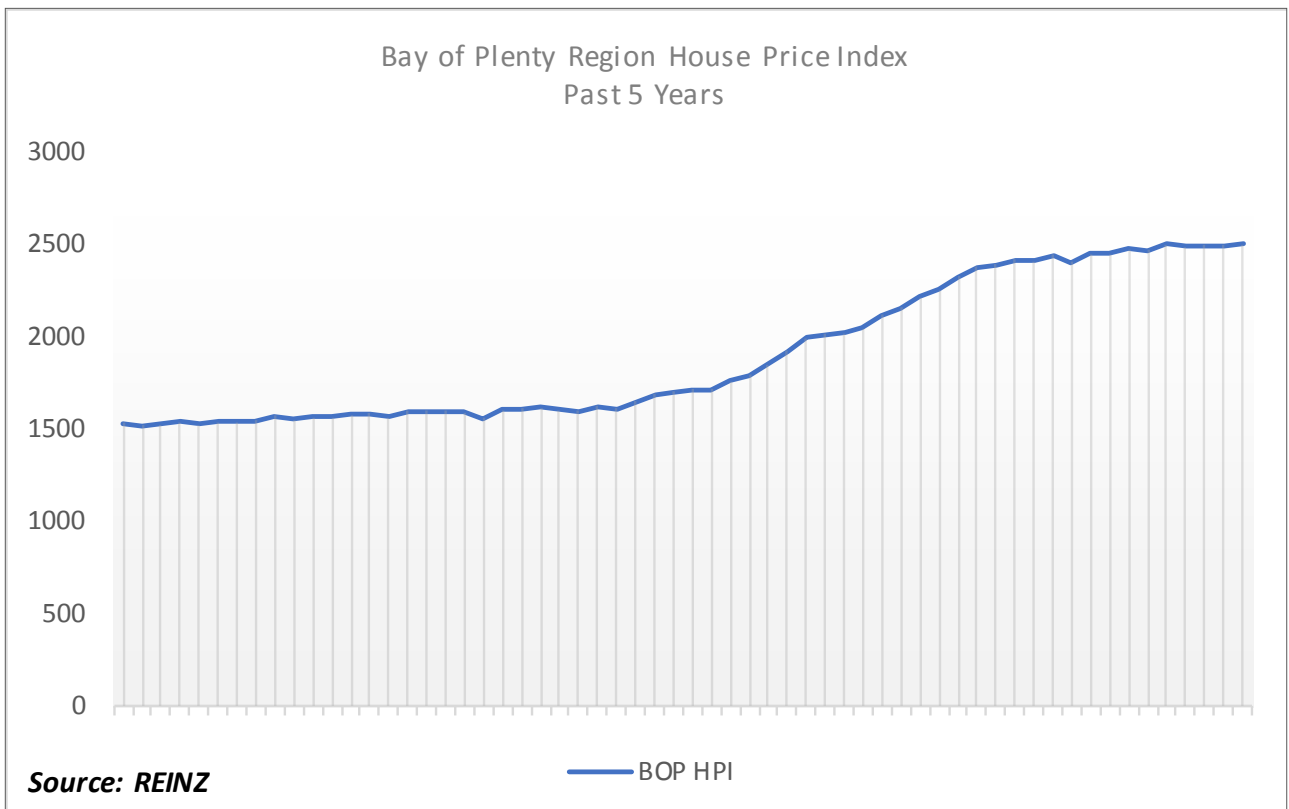
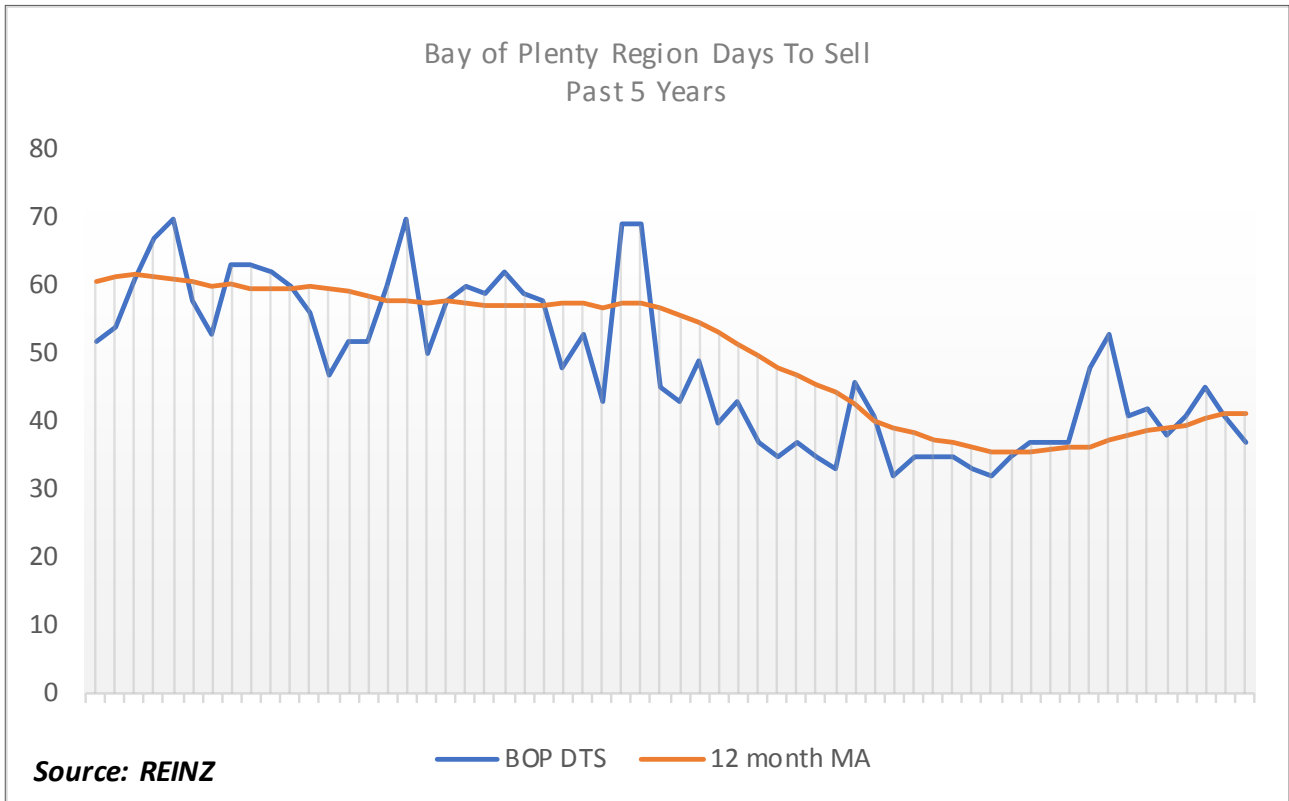
The trend in median price is continuing to rise, with the trend in sales volume easing. The days to sell trend is now easing slightly. The House Price Index has been stable over the past quarter.





BAY OF PLENTY

REINZ REGIONAL COMMENTARY





GISBORNE

REINZ REGIONAL COMMENTARY

"The Gisborne region seems to be bucking some of the trends seen in the rest of the country – it's had the strongest month-on-month volume growth of any region in New Zealand and year-on-year it had the smallest decrease in sales volume. Prices are up 15% year-on-year but agents are still having to work hard to ensure vendors' pricing expectations are realistic. It feels like the spring rush might be starting to appear in the region which is being reflected by the number of people coming into the city. Listings are still hard to get, but good properties are selling quite quickly which has been reflected in the decrease in the median number of days to sell a property falling by three days."

Philip Searle
REINZ Regional Director

The median price across the region rose \$35,000 (15%) compared to September 2016. Compared to August, the median price increased \$35,000 (15%). On a seasonally adjusted basis the median price rose 17% compared to August indicating that the increase in the median price is much greater than would be expected moving from August to September.

Sales volume for the Gisborne Region increased 25% compared to August, and dropped 2% compared to September 2016. On a seasonally adjusted basis, sales increased by 14% compared to August, indicating that the increase in sales count is much greater than would be expected moving from August to September.

The number of days to sell improved by six days in September, from 34 days in August to 28 days in September. Compared to September 2016 the number of days to sell improved by three days. Over the past 10 years the number of days to sell in September across the region has averaged 37 days. There were 11 weeks of supply across the region in September, a decrease of three weeks over the past 12 months.

GISBORNE REGION TRENDS

PRICE ↑

VOLUMES →

DAYS TO SELL ↗

OVERALL ↗

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Gisborne District	270,000	235,000	235,000	60	48	61
Gisborne Region	270,000	235,000	235,000	60	48	61
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Gisborne District		14.9%	14.9%		25.0%	-1.6%
Gisborne Region		14.9%	14.9%		25.0%	-1.6%

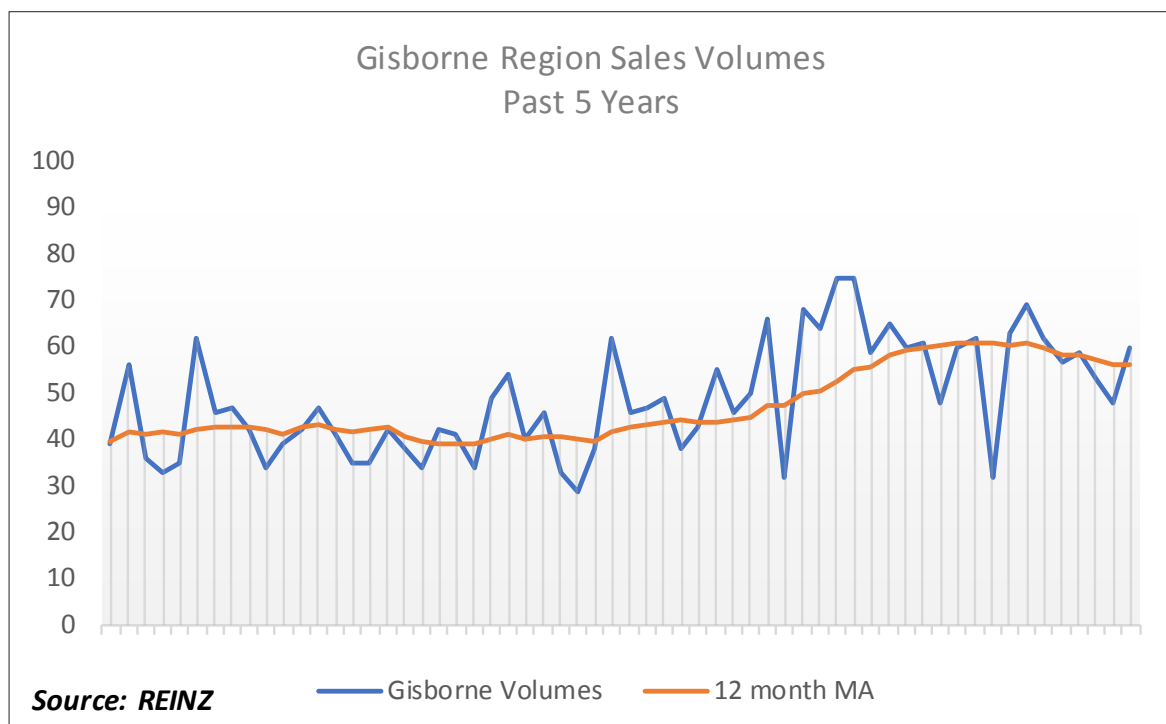
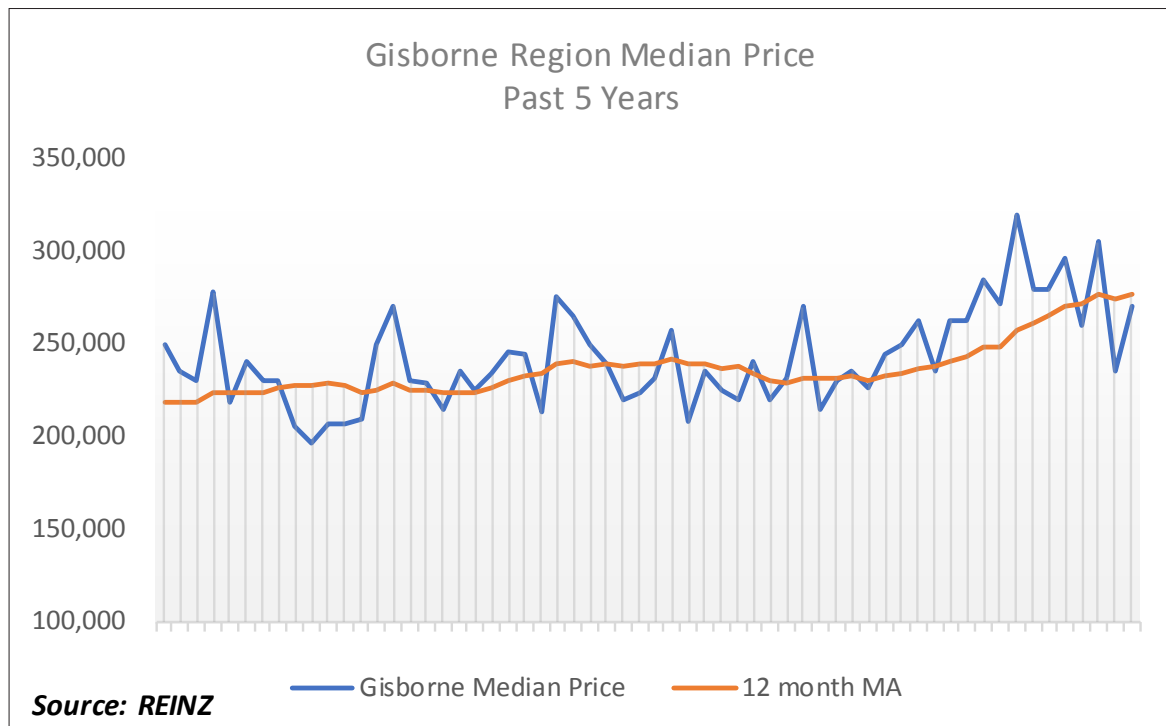


GISBORNE

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

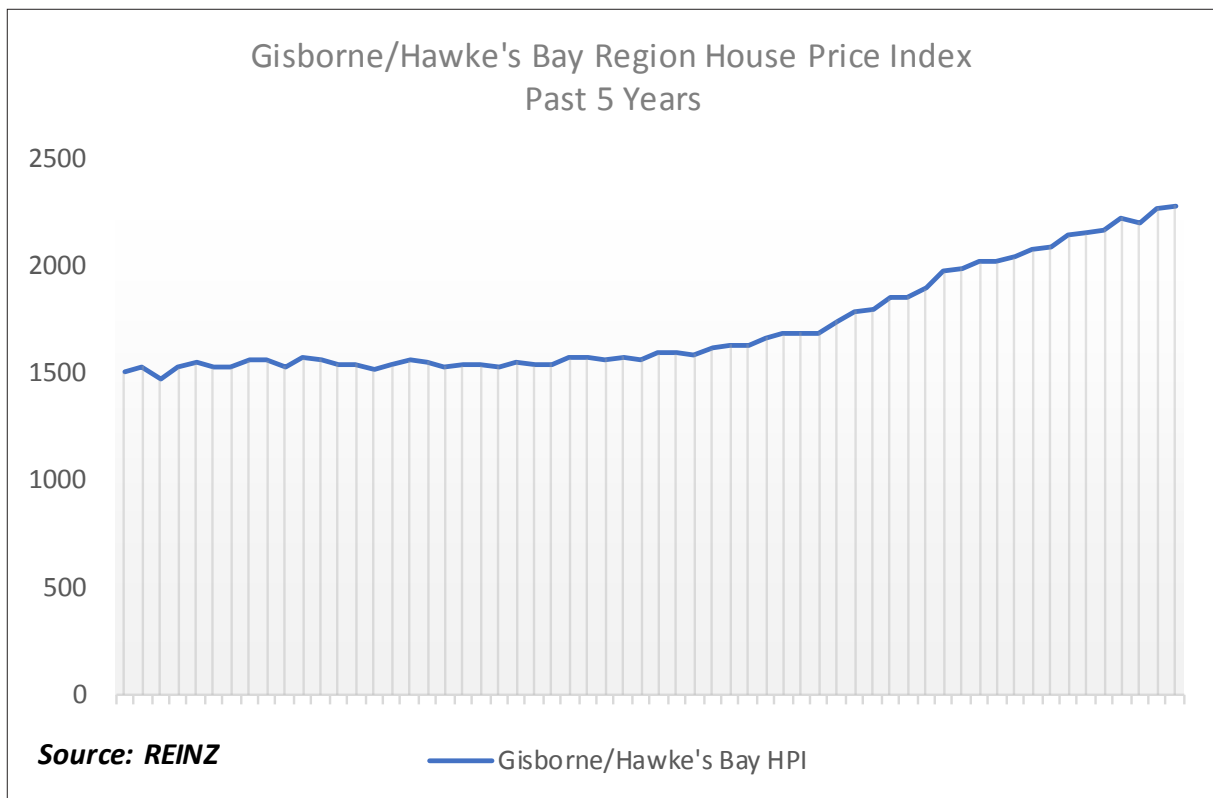
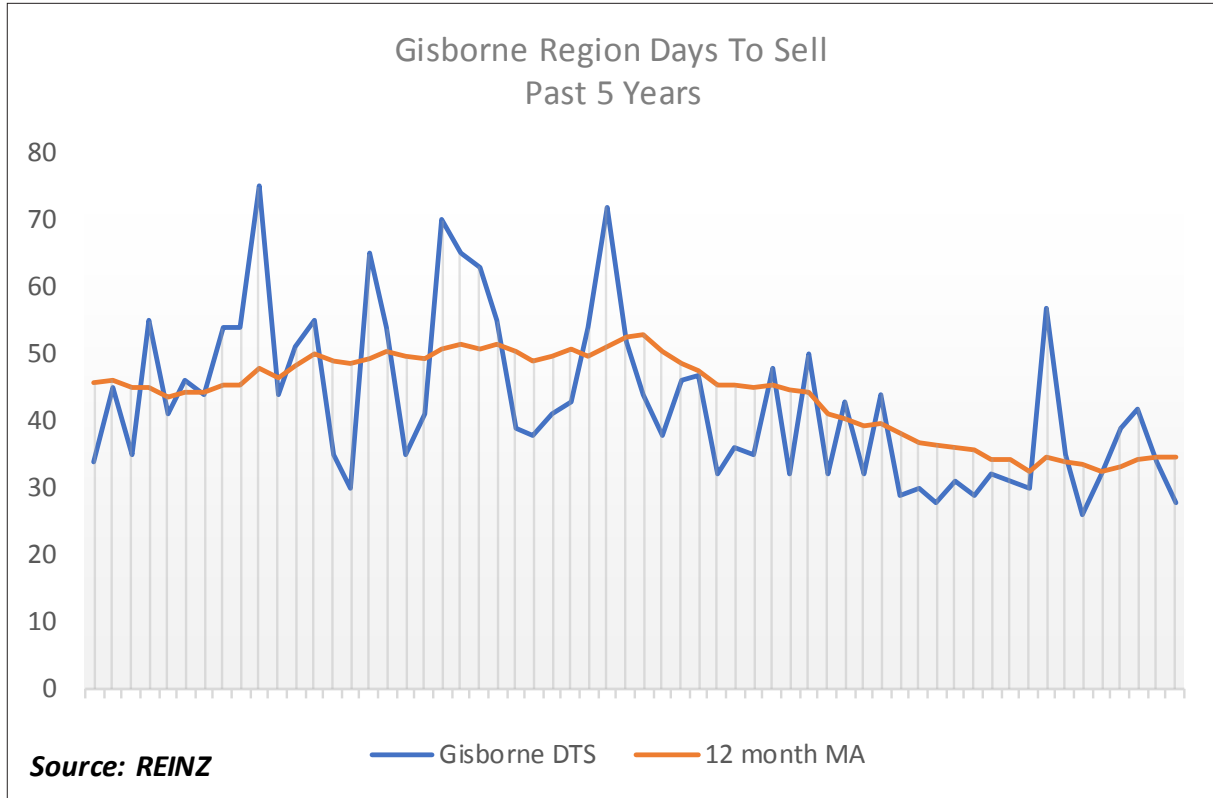
The median price trend has flattened with the volume trend now easing. The days to sell trend now increasing slightly. The House Price Index for the Gisborne/Hawkes Bay has had moderate upwards movement over the past three months.





GISBORNE

REINZ REGIONAL COMMENTARY





HAWKE'S BAY

REINZ REGIONAL COMMENTARY

"Overall, the Hawke's Bay market has been relatively slow in September with many buyers and sellers waiting for certainty after elections, however, we believe things will improve in the coming months. Last month the region experienced record median prices, so it's no surprise that vendor price expectations have risen around 10% compared to August 2017. There are around 30% fewer first time buyers in the market than the previous month, suggesting that price expectations are starting to impact this group."

Bindi Norwell
REINZ Chief Executive Officer

The median price rose \$60,500 (+18%) compared to September 2016. Prices rose 28% in Napier, and 11% in Hastings. The median price decreased \$13,000 (-3%) compared to August, with prices rising 20% in Central Hawke's Bay but falling 6% in Hastings. On a seasonally adjusted basis the median increased 1% compared to August, indicating that the decrease in median price was not as large a decrease in median price as expected at this time of year.

Sales volumes in Hawke's Bay fell 22% compared to September, with sales rising 70% in Central Hawke's Bay but falling 29% in Napier and 23% in Hastings. Compared to August sales, volumes decreased 15%, with sales falling 26% in Napier and 6% in Central Hawke's Bay. There were no sales in Wairoa District this month. On a seasonally adjusted basis, sales for September fell 8% compared to August indicating that the decrease in sales count was larger than expected for September.

The median number of days to sell improved by two days compared to August, from 30 days in August to 28 days in September. The number of days to sell improved by two days compared to September 2016. Over the past 10 years the median number of days to sell for the Hawke's Bay region in September has been 43 days. The region has the second lowest level of inventory across New Zealand with just eight weeks of supply, two weeks less than in September 2016.

HAWKE'S BAY REGION TRENDS

PRICE ↑ VOLUMES ↓ DAYS TO SELL ↗ OVERALL ↗

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Central Hawke's Bay District	300,000	250,000	280,000	17	18	10
Hastings District	375,000	399,999	337,500	89	88	115
Napier City	430,000	436,000	335,000	81	109	114
Wairoa District	0	190,000	126,325	0	10	7
Hawke's Bay Region	392,000	405,000	331,500	191	225	246
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Central Hawke's Bay District		20.0%	7.1%		-5.6%	70.0%
Hastings District		-6.2%	11.1%		1.1%	-22.6%
Napier City		-1.4%	28.4%		-25.7%	-28.9%
Wairoa District		-	-		-	-
Hawke's Bay Region		-3.2%	18.3%		-15.1%	-22.4%

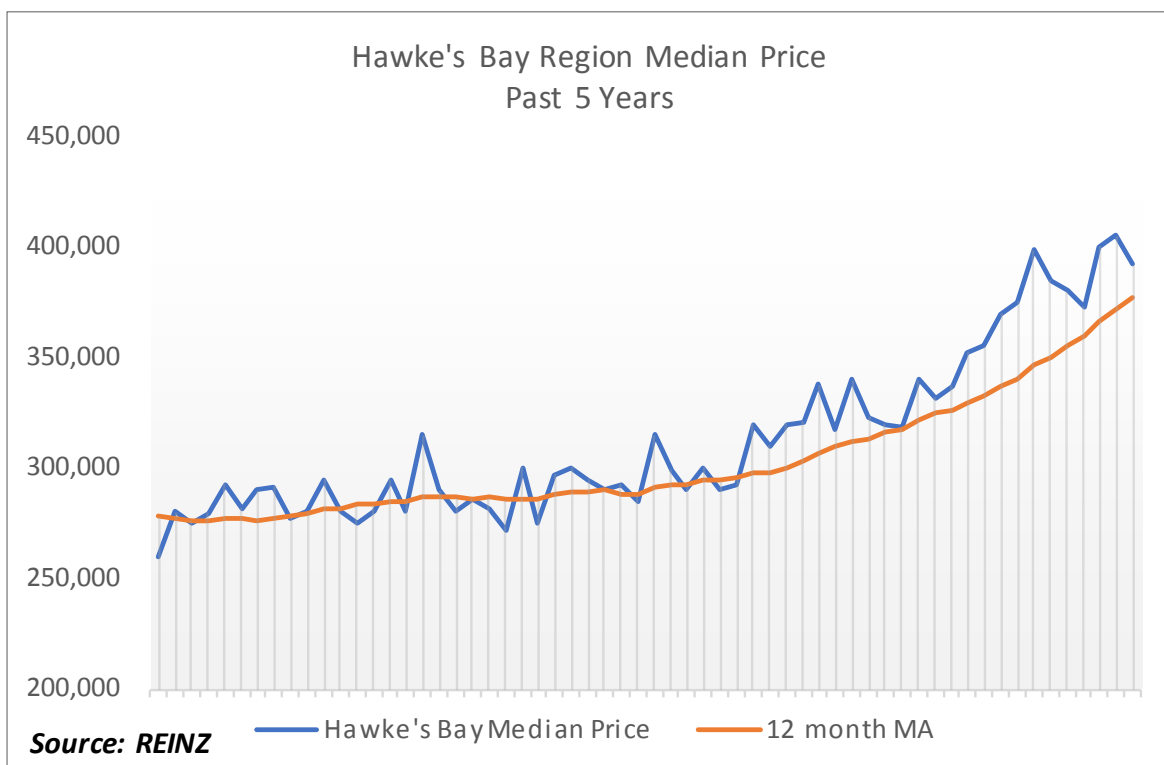
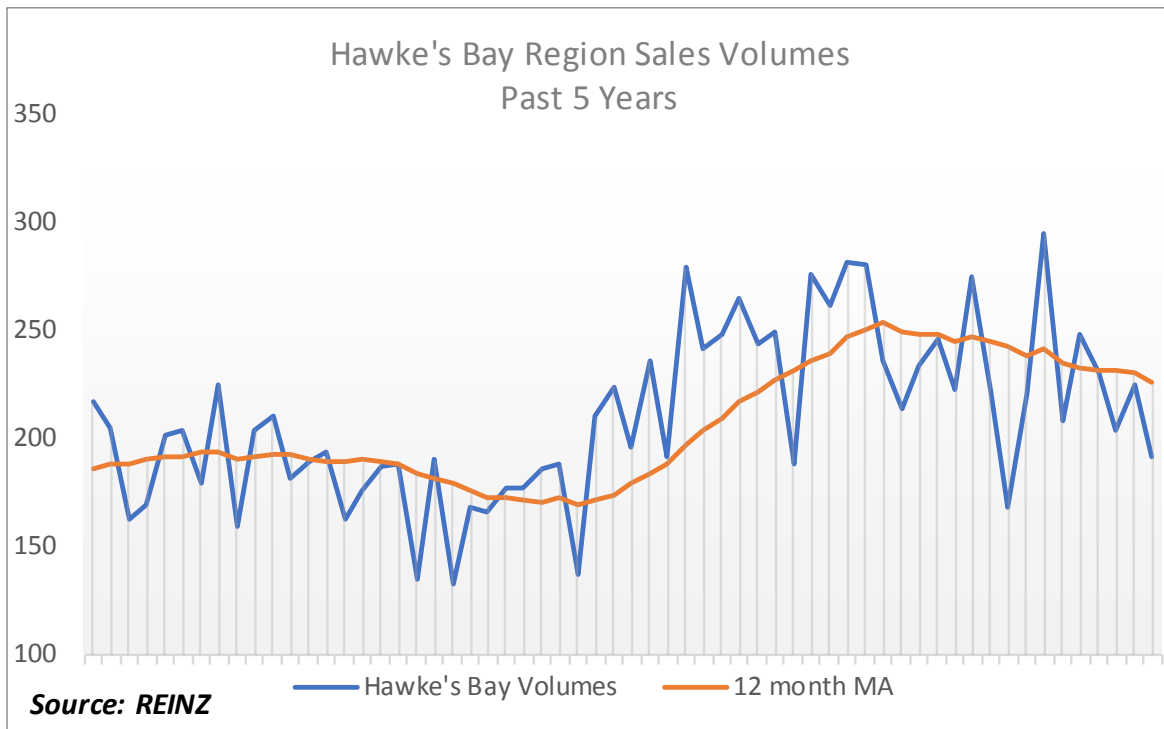


HAWKE'S BAY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

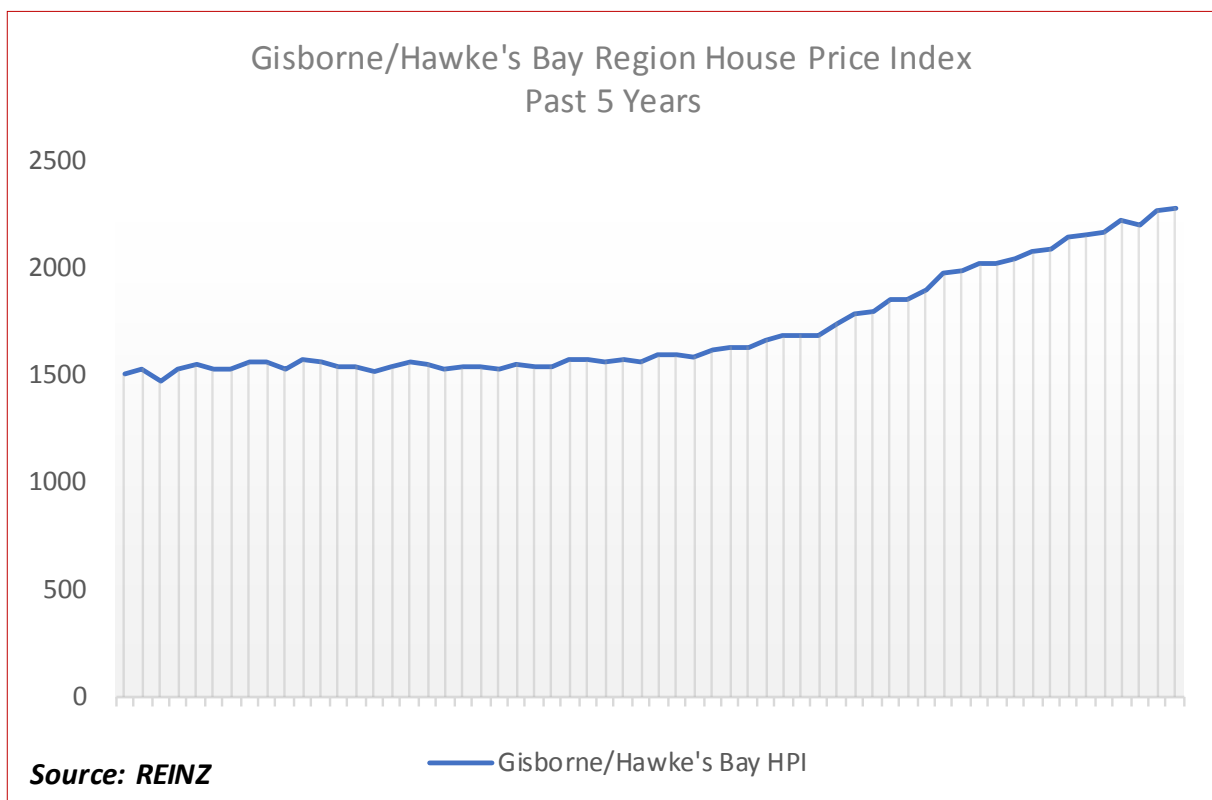
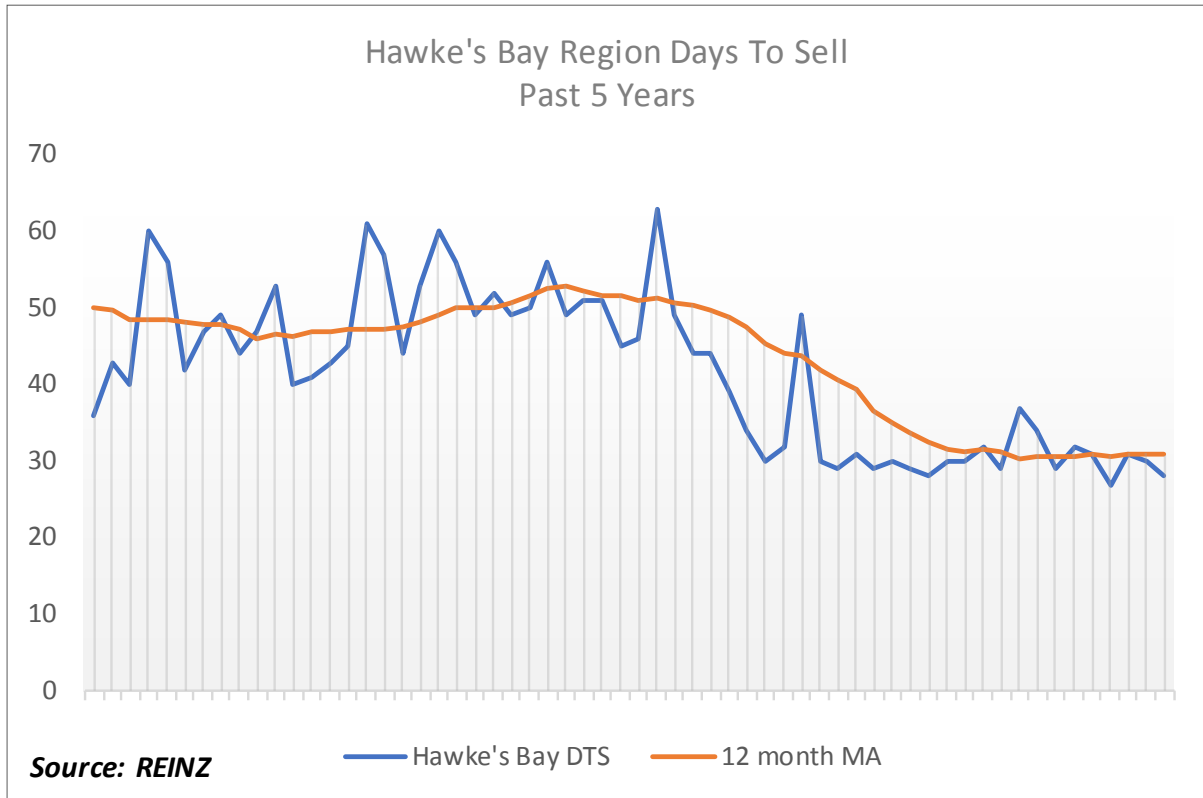
The median price trend is rising, although the sales volume trend continues to ease. The days to sell trend is fairly steady. The House Price Index for the Gisborne/Hawkes Bay has had moderate upwards movement over the past three months.





HAWKE'S BAY

REINZ REGIONAL COMMENTARY





TARANAKI

REINZ REGIONAL COMMENTARY

"The LVRs, a lack of listing stock and a very wet start to spring have all impacted on the Taranaki market this month. There are approximately 30% fewer first home buyers looking for properties and 50% less buyers are 'cash' buyers when compared to the same time last year. As the weather improves and both buyer and potential vendor motivation lifts we should see a slight improvement in the market going forward."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose \$14,000 (+4%) compared to September 2016 with prices rising 8% in New Plymouth but falling 9% in Stratford. Compared to August the median price rose \$31,000 (+9%), with prices rising 19% in South Taranaki but decreasing 9% in Stratford. On a seasonally adjusted basis the median price increased 2% compared to August indicating that the increase in median price was slightly higher than expected moving from August to September.

Sales volume for the Taranaki region increased 11% compared to August with sales rising 20% in New Plymouth but falling 4% in South Taranaki. Compared to September 2016 sales volumes fell 4% with sales falling 13% in New Plymouth but rising 26% in South Taranaki. On a seasonally adjusted basis, sales rose 20% compared to August, indicating that we typically experience a decrease in sales moving from August to September rather than the large increase that occurred this month.

The number of days to sell improved by a week compared to August, moving from 46 days to 39 days in September. Compared to September 2016 the number of days to sell eased 8 days. Over the past 10 years the median number of days to sell across the region in September has averaged 46 days. There are currently 16 weeks of supply across the Taranaki region compared to 18 weeks in September 2016.

TARANAKI REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
New Plymouth District	395,000	416,000	365,000	110	92	126
South Taranaki District	199,000	168,000	210,000	44	46	35
Stratford District	225,000	248,000	246,500	12	11	12
Taranaki Region	360,000	329,000	346,000	166	149	173
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
New Plymouth District		-5.0%	8.2%		19.6%	-12.7%
South Taranaki District		18.5%	-5.2%		-4.3%	25.7%
Stratford District		-9.3%	-8.7%		9.1%	0.0%
Taranaki Region		9.4%	4.0%		11.4%	-4.0%

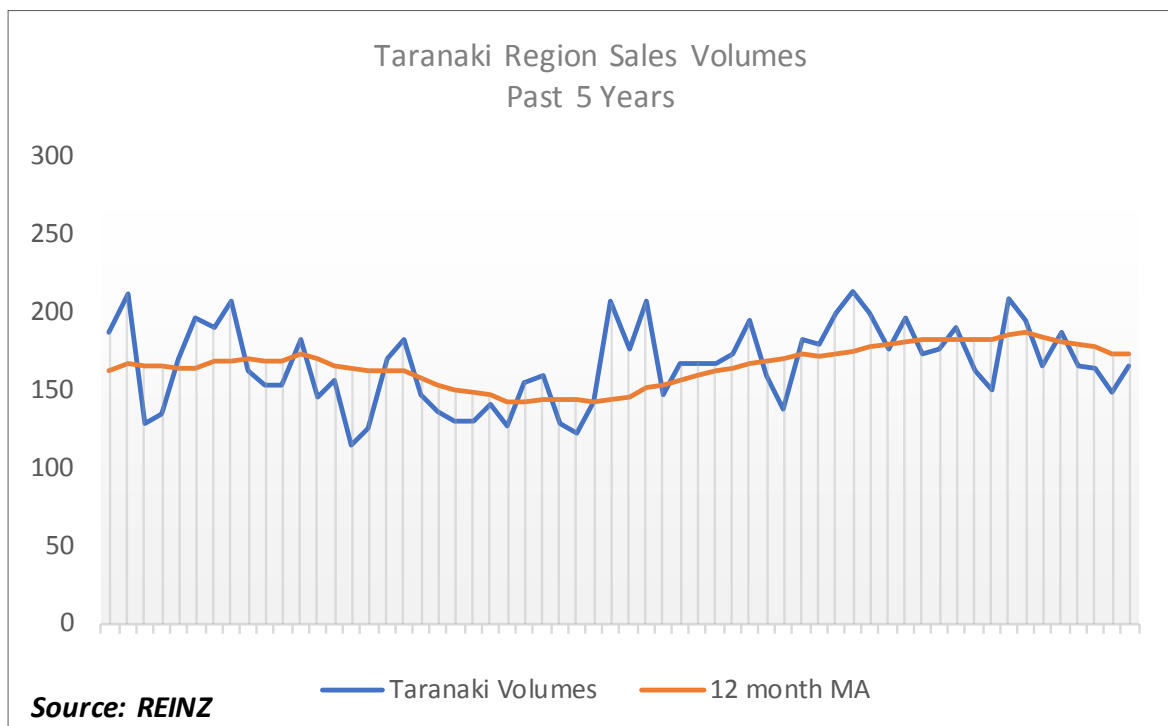
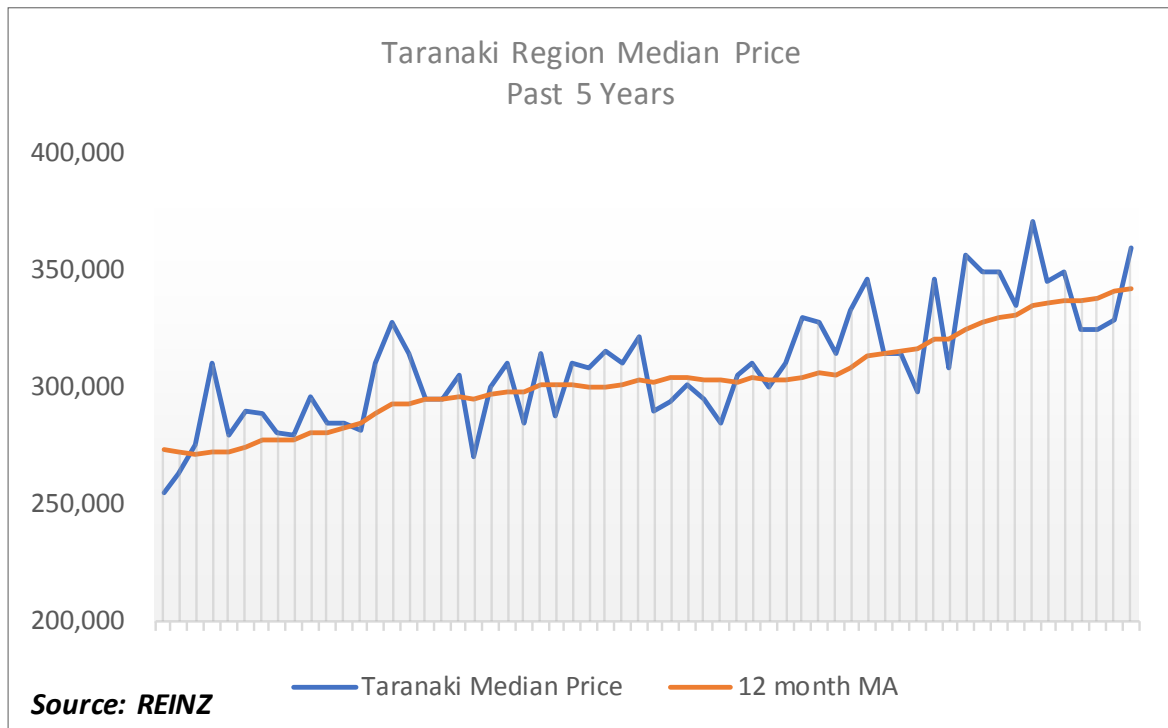


TARANAKI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

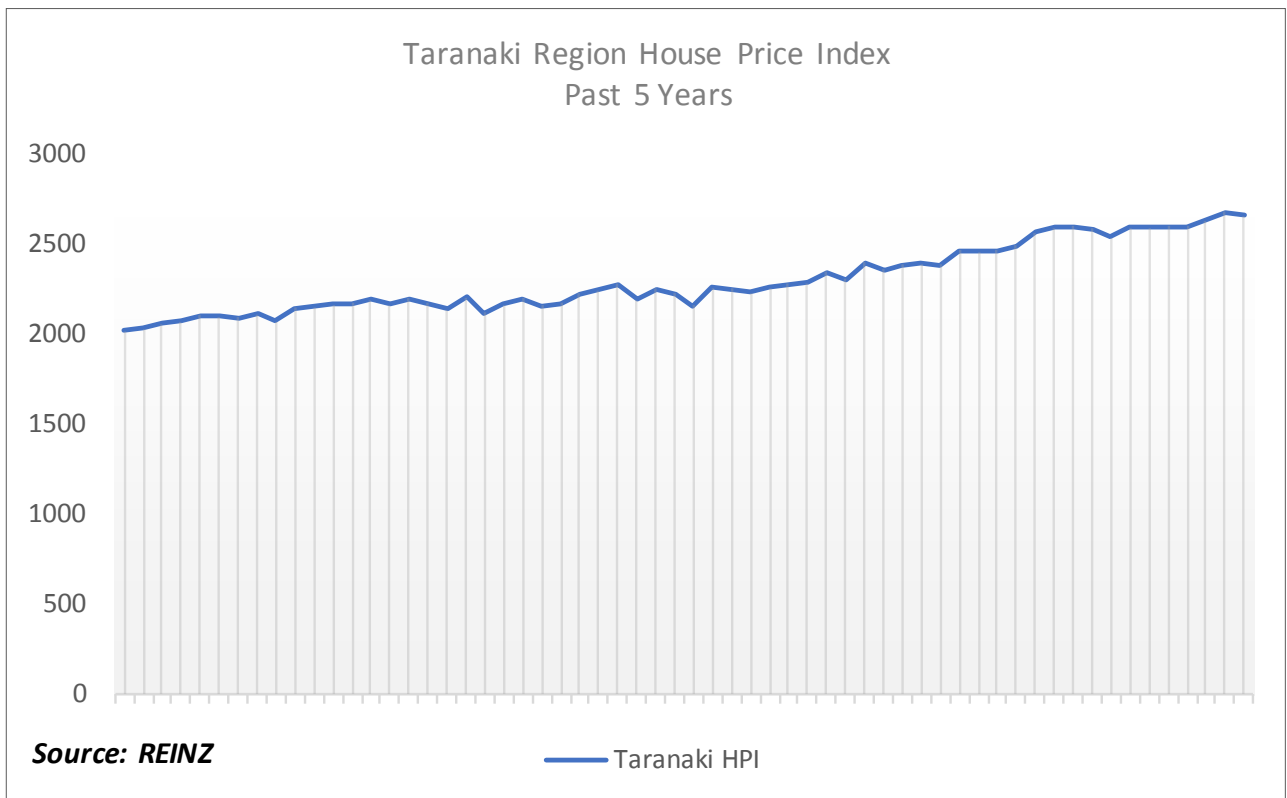
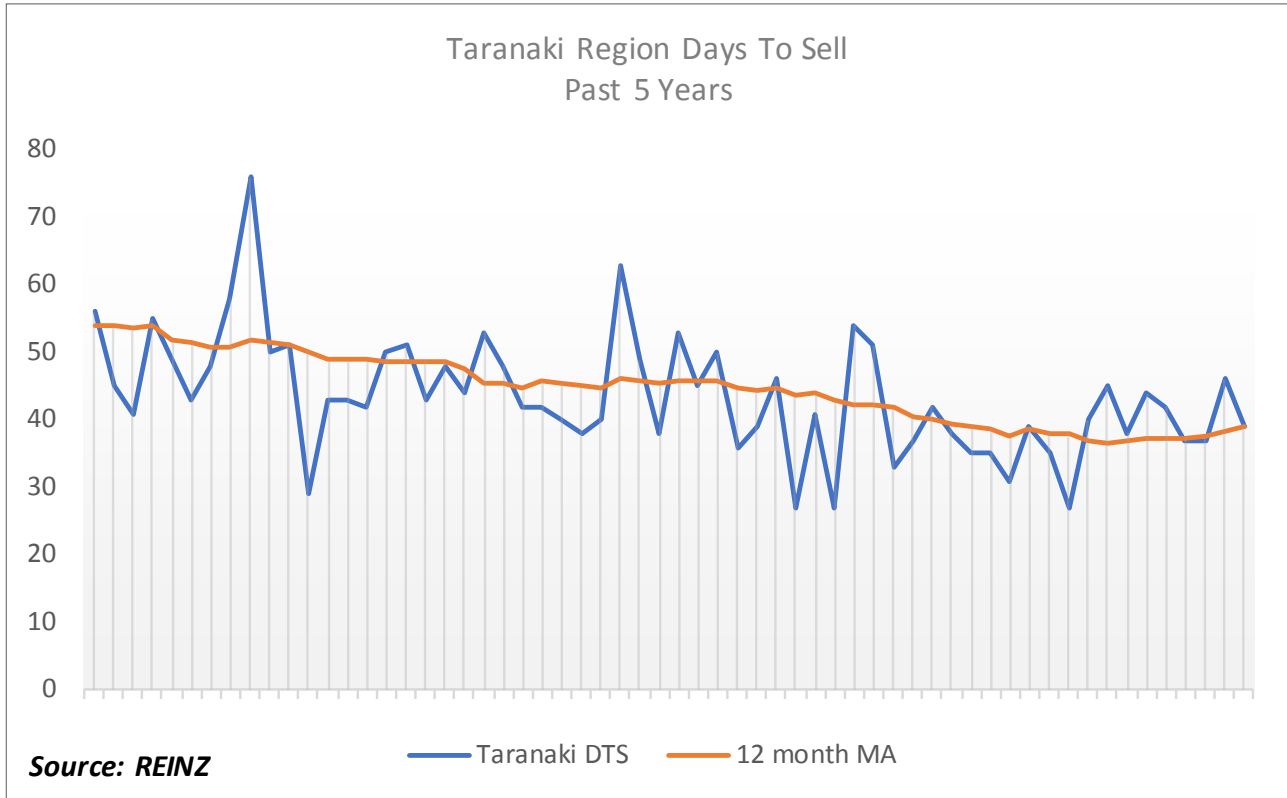
The median price trend is still increasing, with the sales volume trend slightly easing. The days to sell trend is now steady. The House Price Index has shown increasing growth over the past few months.





TARANAKI

REINZ REGIONAL COMMENTARY





MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY

"Following the record high in the Manawatu/Wanganui region last month, the median price of homes has eased slightly in the region this month which will be welcome news to first time buyers who are struggling to get into the market. Reflecting this change, we've seen approximately 10% more first time buyers active in the market than this time last year. Despite the ease in median price, there has been no change in vendors' expectations of asking prices. LVRs are continuing to impact investors with around 30% fewer investors compared to this time last year."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region rose \$21,000 (+8%) compared to September 2016. Median prices rose 51% in Ruapehu District, 33% in Rangitikei and 18% in Manawatu District. Compared to August the median price decreased \$14,000 (-5%), with prices rising 8% in Manawatu but falling 21% in Tararua and 17% in Horowhenua. On a seasonally adjusted basis the median price decreased 6% compared to August, indicating we typically expect a small increase in median price when moving from August to September, as opposed to the moderate decrease we did observe.

Sales count fell 16% compared to September 2016, with sales count decreasing by over 25% in Whanganui, Manawatu and Horowhenua. Conversely, the Ruapehu District saw a 41% increase in sales count. Compared to August, sales count decreased 2%, with sales in Manawatu and Horowhenua dropping 38% and 28% respectively, and Rangitikei and Ruapehu increasing their sales count by 64% and 41% respectively. On a seasonally adjusted basis, sales across the region increased 1% compared to August, indicating that we typically observe a slightly stronger decrease moving from August to September than the decrease which occurred.

The number of days to sell improved by 3 days compared to August, moving from 31 days to 28 days in September. The number of days to sell improved by one day compared to September 2016. Over the past 10 years the average number of days to sell during September for the region has been 47 days. The level of inventory available for sale has stayed level compared to September 2016 to stand at 13 weeks.

MANAWATU/WANGANUI REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS
TO SELL ➔

OVERALL ➔

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Horowhenua District	240,000	290,000	239,000	44	61	69
Manawatu District	323,000	300,000	275,000	30	48	44
Palmerston North City	336,000	385,000	330,000	131	115	136
Rangitikei District	225,000	250,000	169,000	23	14	24
Ruapehu District	192,000	185,000	127,500	24	17	17
Tararua District	153,000	194,000	157,000	26	25	30
Whanganui District	199,500	205,000	177,700	71	75	95
Manawatu/Wanganui Region	271,000	285,000	250,000	349	355	415
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Horowhenua District		-17.2%	0.4%		-27.9%	-36.2%
Manawatu District		7.7%	17.5%		-37.5%	-31.8%
Palmerston North City		-12.7%	1.8%		13.9%	-3.7%
Rangitikei District		-10.0%	33.1%		64.3%	-4.2%
Ruapehu District		3.8%	50.6%		41.2%	41.2%
Tararua District		-21.1%	-2.5%		4.0%	-13.3%
Whanganui District		-2.7%	12.3%		-5.3%	-25.3%
Manawatu/Wanganui Region		-4.9%	8.4%		-1.7%	-15.9%

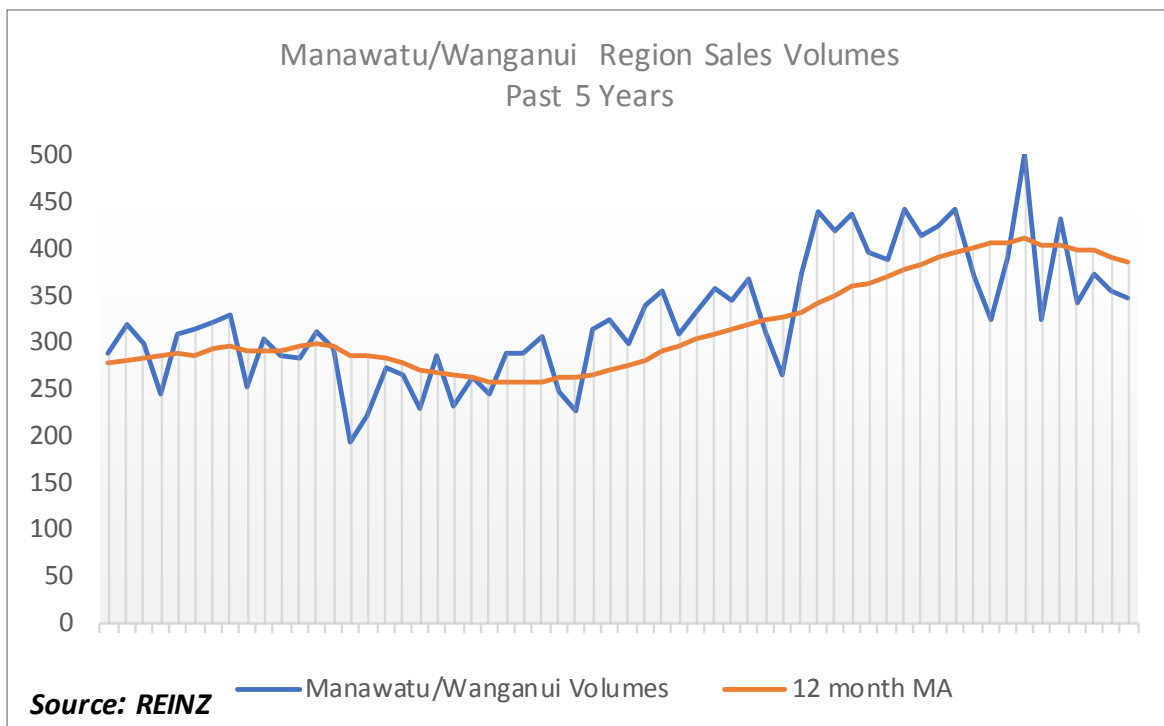
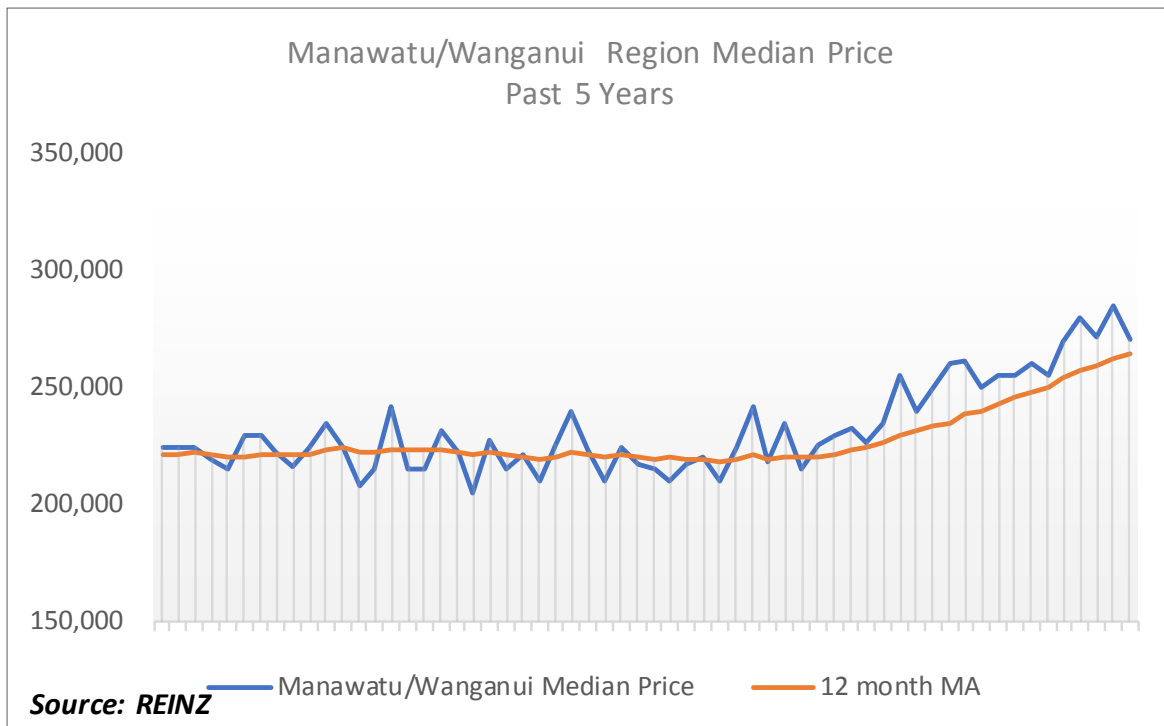


MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

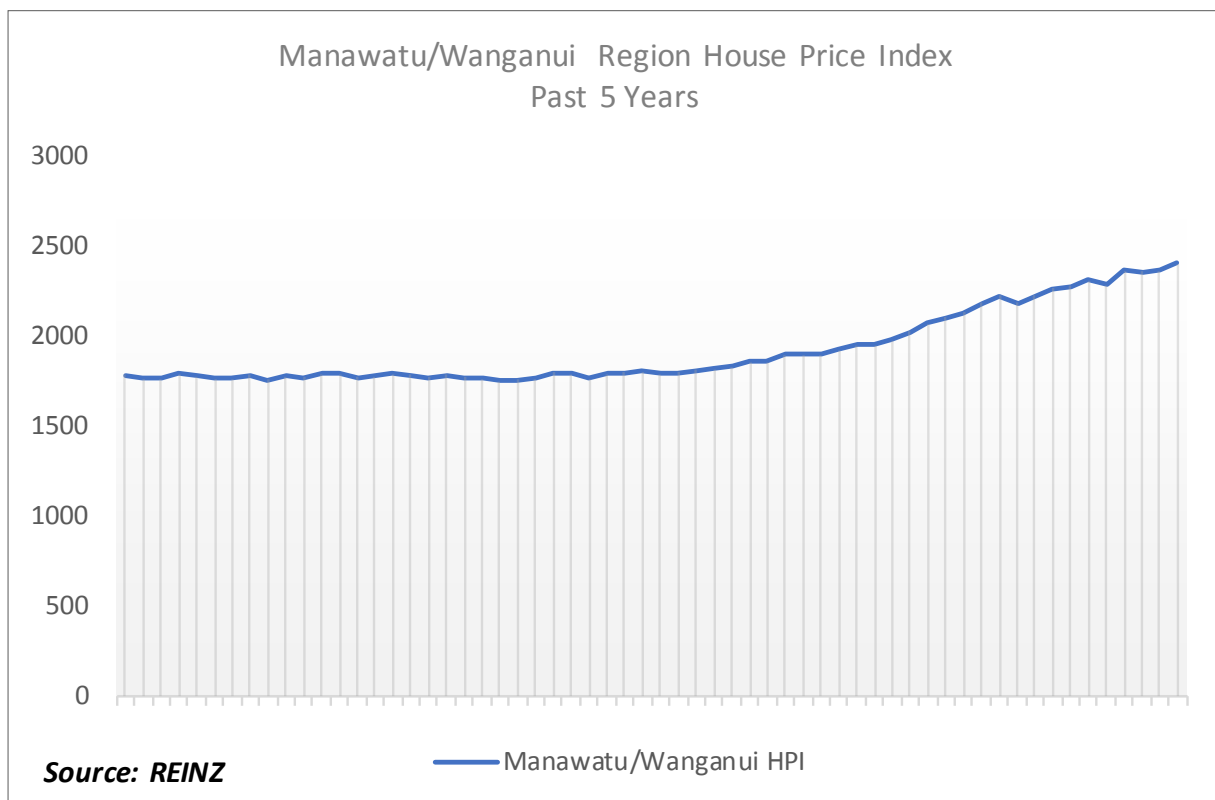
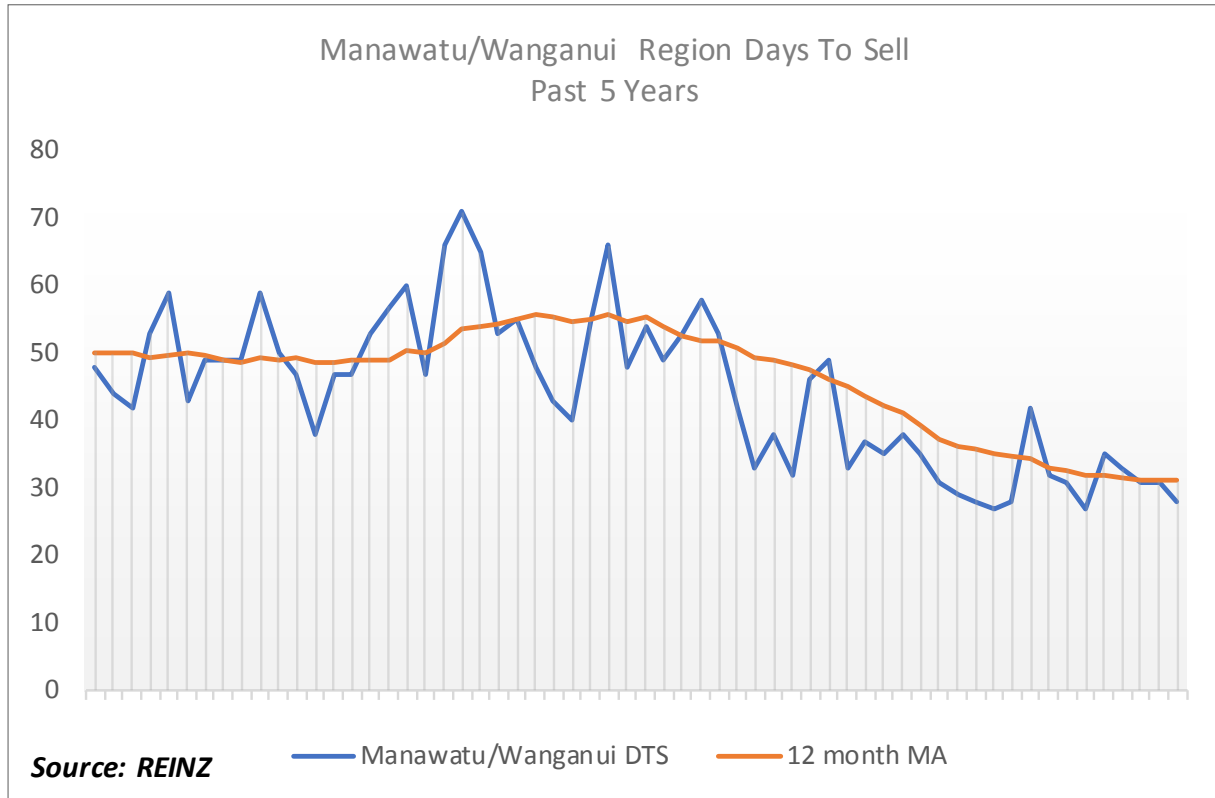
The median price trend is now improving, with the volume trend slightly easing. The days to sell trend continues to improve. The House Price Index has only moved slightly in the short term, but is still strong compared to a year ago.





MANAWATU/WANGANUI

REINZ REGIONAL COMMENTARY





WELLINGTON

REINZ REGIONAL COMMENTARY

"The Wellington market still has less than seven weeks' inventory, although some pockets of the region are starting to report a slow increase in the number of listings over the last month. There are still a number of first home buyers who are actively looking for properties although lending is still very tight. We're seeing increasing numbers of investors coming back to the market, however, there is still a lack of rental properties and apartments to choose from. Over the next few months we expect to see more listings come onto the market and prices to remain stable, but there's no spring rush just yet."

Mark Coffey
REINZ Regional Director

The median price for the Wellington region rose \$51,000 (+11%) compared to September 2016. The median price rose 30% in Masterton, 28% in Kapiti Coast, and 18% in South Wairarapa. Compared to August, the median price increased \$26,000 (+5%), with median prices rising 13% in South Wairarapa but decreasing 11% in Carterton. On a seasonally adjusted basis the median price increased 2% indicating that the increase in the median price was a little more than expected when moving from August to September.

Compared to September 2016, sales volumes fell 31% across the region with sales falling by over a third in Wellington City, Masterton District, Porirua City and Upper Hutt City. Compared to August, sales volumes decreased 10%, with sales falling furthest in Masterton (-45%) and Upper Hutt (-32%), but increasing the most in Kapiti Coast (+11%). On a seasonally adjusted basis, sales fell 6% from August, indicating that the decrease in the sales count was larger than expected when moving from August to September.

The number of days to sell improved two days compared to August, from 29 to 27 days. The number of days to sell stayed the same compared to September 2016. Over the past 10 years the average number of days to sell during September for the region has been 35 days. The level of inventory in Wellington was the same as in September 2016, and at 6 weeks it remains the lowest level of inventory across the country.

WELLINGTON REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS TO SELL →

OVERALL →

	MEDIAN PRICE			VOLUME SOLD		
	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Carterton District	330,000	370,000	283,000	17	16	24
Kapiti Coast District	552,000	507,000	432,500	89	80	84
Lower Hutt City	485,000	465,000	417,000	142	139	169
Masterton District	325,000	300,000	250,000	28	51	45
Porirua City	555,000	540,000	500,000	43	53	66
South Wairarapa District	360,000	320,000	305,000	15	15	17
Upper Hutt City	433,000	450,000	431,000	50	73	76
Wellington City	692,500	638,000	620,888	170	188	318
Wellington Region	531,000	505,000	480,000	554	615	799
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Carterton District		-10.8%	16.6%		6.3%	-29.2%
Kapiti Coast District		8.9%	27.6%		11.3%	6.0%
Lower Hutt City		4.3%	16.3%		2.2%	-16.0%
Masterton District		8.3%	30.0%		-45.1%	-37.8%
Porirua City		2.8%	11.0%		-18.9%	-34.8%
South Wairarapa District		12.5%	18.0%		0.0%	-11.8%
Upper Hutt City		-3.8%	0.5%		-31.5%	-34.2%
Wellington City		8.5%	11.5%		-9.6%	-46.5%
Wellington Region		5.1%	10.6%		-9.9%	-30.7%

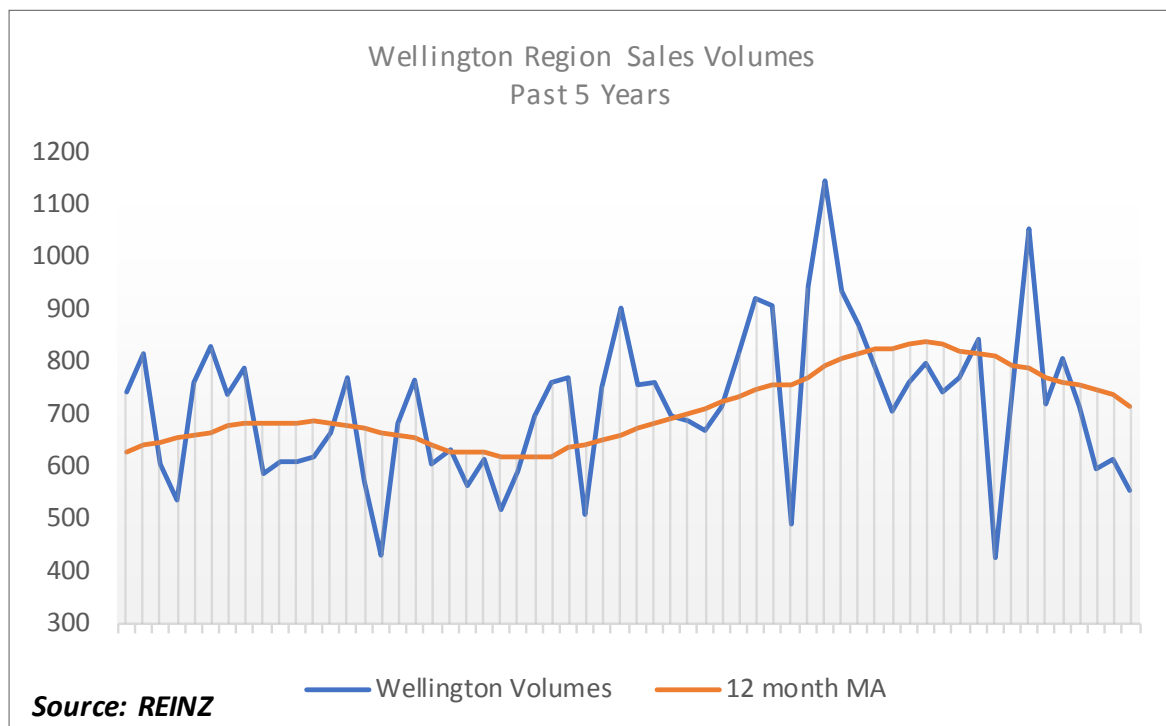
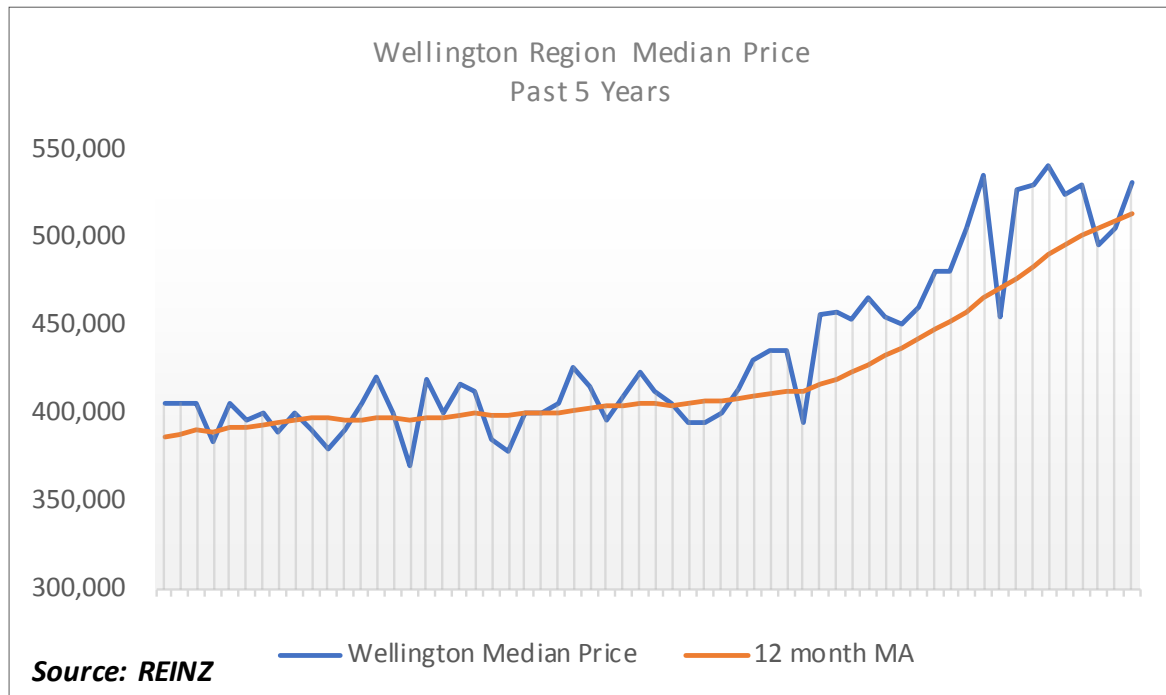


WELLINGTON

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

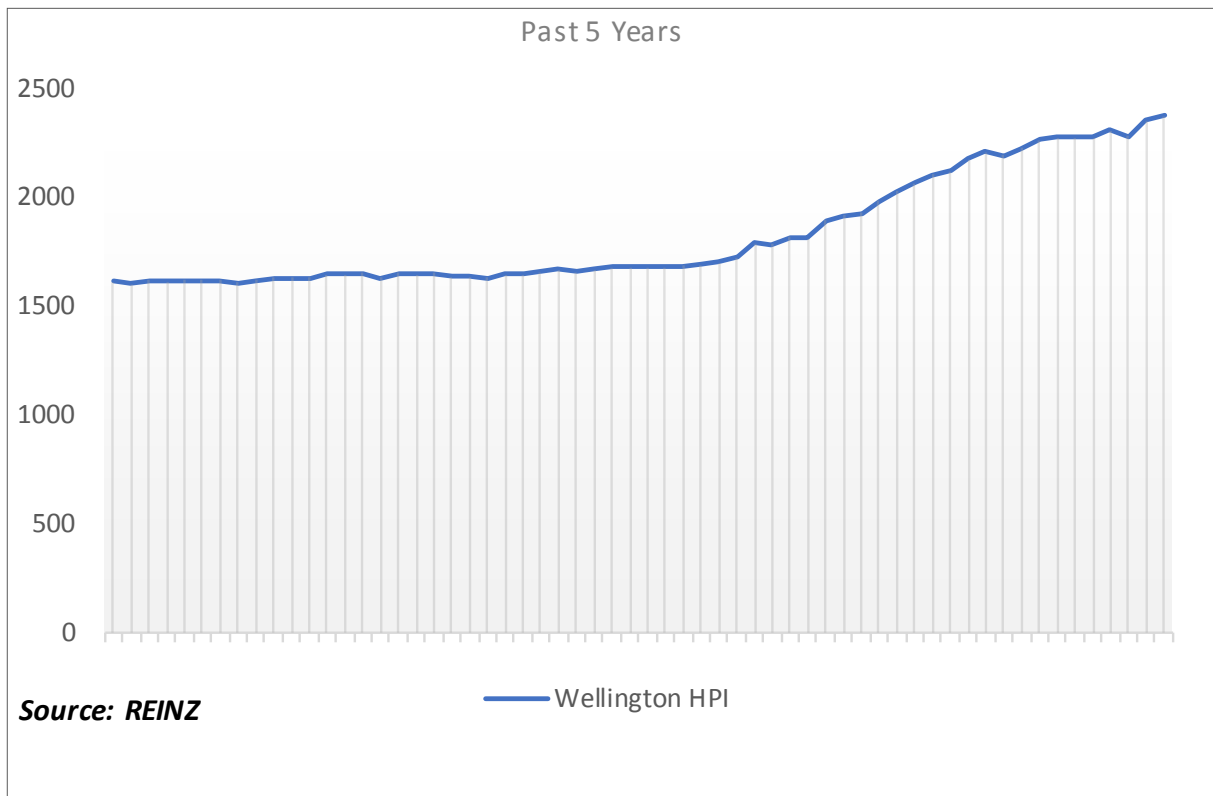
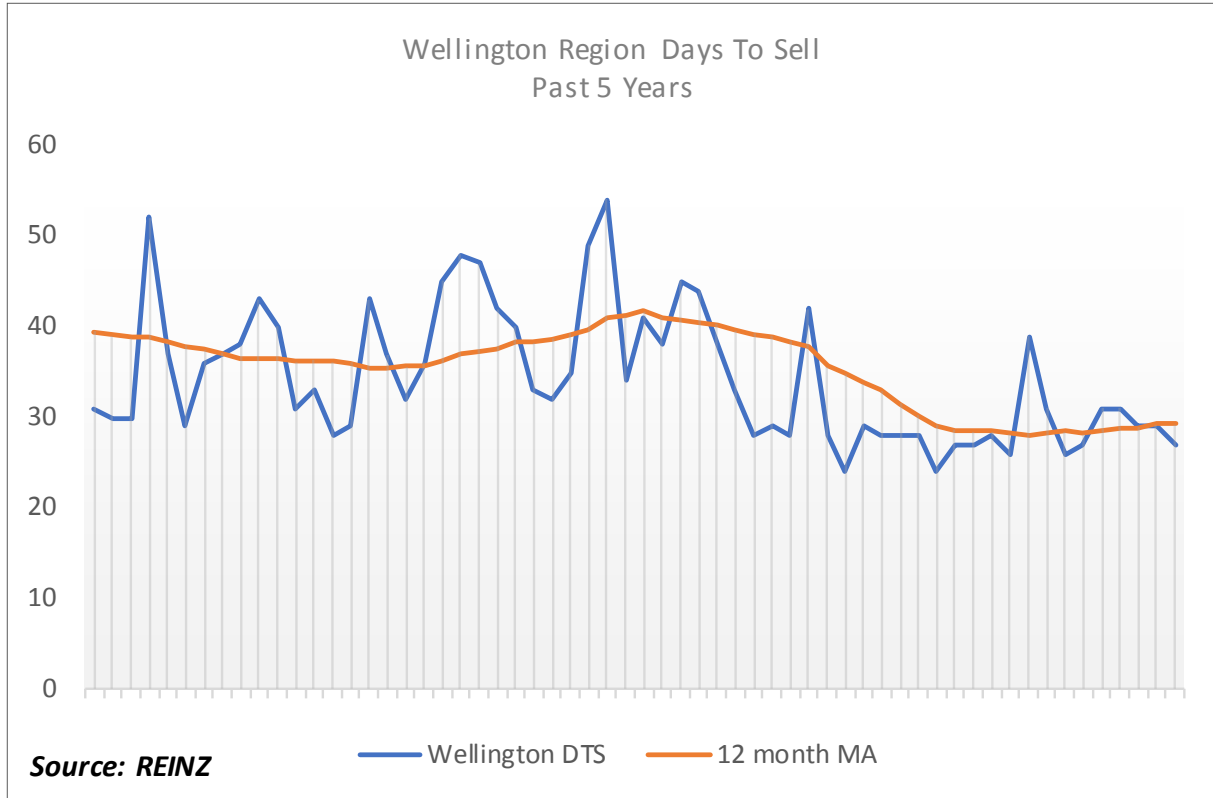
The trend in the median price is rising, although the volume trend is now easing. The days to sell trend remains flat. The House Price Index has shown decent growth over the past three months.





WELLINGTON

REINZ REGIONAL COMMENTARY





NELSON/MARLBOROUGH/TASMAN

REINZ REGIONAL COMMENTARY

"Despite the decrease in sales for the Nelson/Marlborough/Tasman region, vendor expectations continue to remain positive and prices continue to hold firm. Approximately 70% of buyers during September were locals compared to 50% in August. Spring and summer is always a busy time in the region as we are a popular national and international recreation destination for many who also choose in growing numbers to invest here."

Bindi Norwell
REINZ Chief Executive Officer

The median price for the Nelson/Marlborough/Tasman region rose \$22,000 (+5%) compared to September 2016. Prices rose 19% in Tasman and 7% in Nelson and Marlborough. Compared to August the median price for the region fell \$3,000 (-1%), with prices rising in Tasman (+16%) but falling in Marlborough (-6%) and Nelson (-8%). On a seasonally adjusted basis the median price had 0% movement indicating that the increase in the median price was exactly what was expected at this time of year.

Compared to September 2016, sales volume fell 28%, with sales decreasing 37% in Tasman, 27% in Marlborough and 20% in Nelson. Compared to August, sales volumes decreased 17% across the region with sales decreasing 34% in Marlborough, 9% in Tasman and 2% in Nelson. On a seasonally adjusted basis, sales decreased 7% compared to August indicating that the decrease in sales was greater than expected moving from August to September.

The number of days to sell in September improved two days compared to August, moving from 29 days to 27 days. Compared to September 2016 the number of days improved by one day. Over the past 10 years the number of days to sell in September across the region has averaged 40 days. There was 14 weeks of supply across the region in September, three weeks more than in September 2016.

NEL/MARL/TAS REGION TRENDS

PRICE ↗

VOLUMES ↘

DAYS
TO SELL ➔

OVERALL ➔

	MEDIAN PRICE			VOLUME SOLD		
	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Nelson City	481,000	520,000	450,000	66	67	82
Marlborough District	396,000	420,000	369,200	53	80	73
Tasman District	572,500	495,000	480,000	51	56	81
Nel/Marl/Tas Region	472,000	475,000	450,000	170	203	236
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Nelson City		-7.5%	6.9%		-1.5%	-19.5%
Marlborough District		-5.7%	7.3%		-33.8%	-27.4%
Tasman District		15.7%	19.3%		-8.9%	-37.0%
Nel/Marl/Tas Region		-0.6%	4.9%		-16.3%	-28.0%

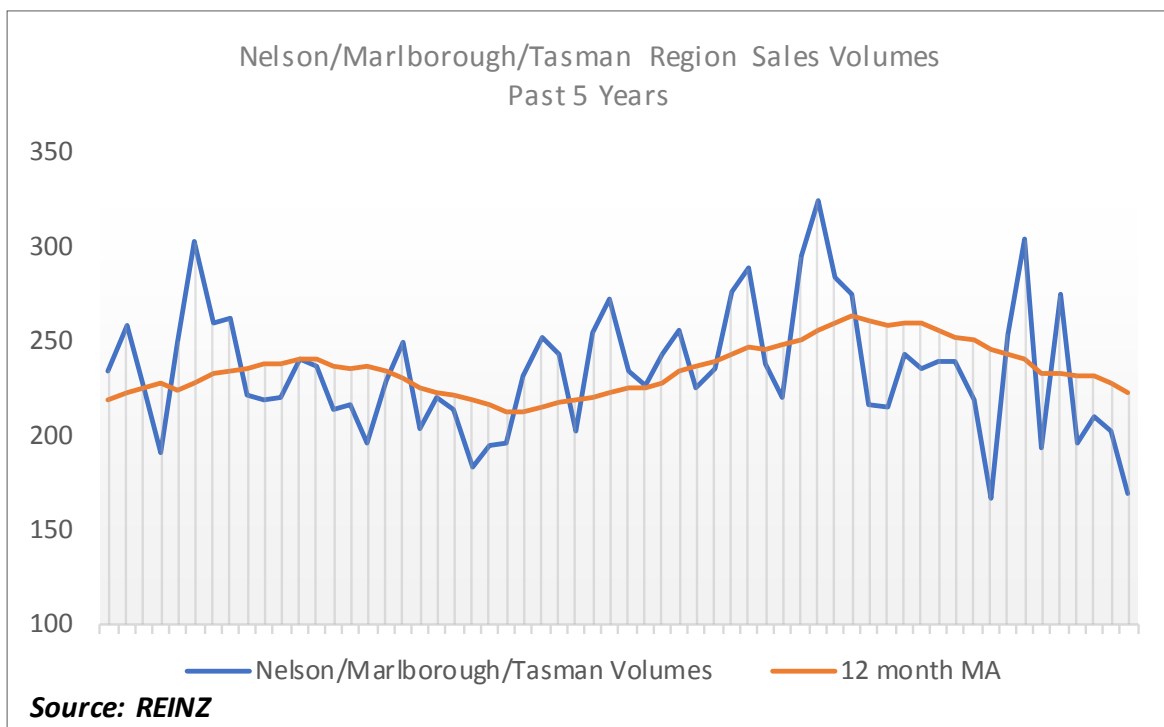
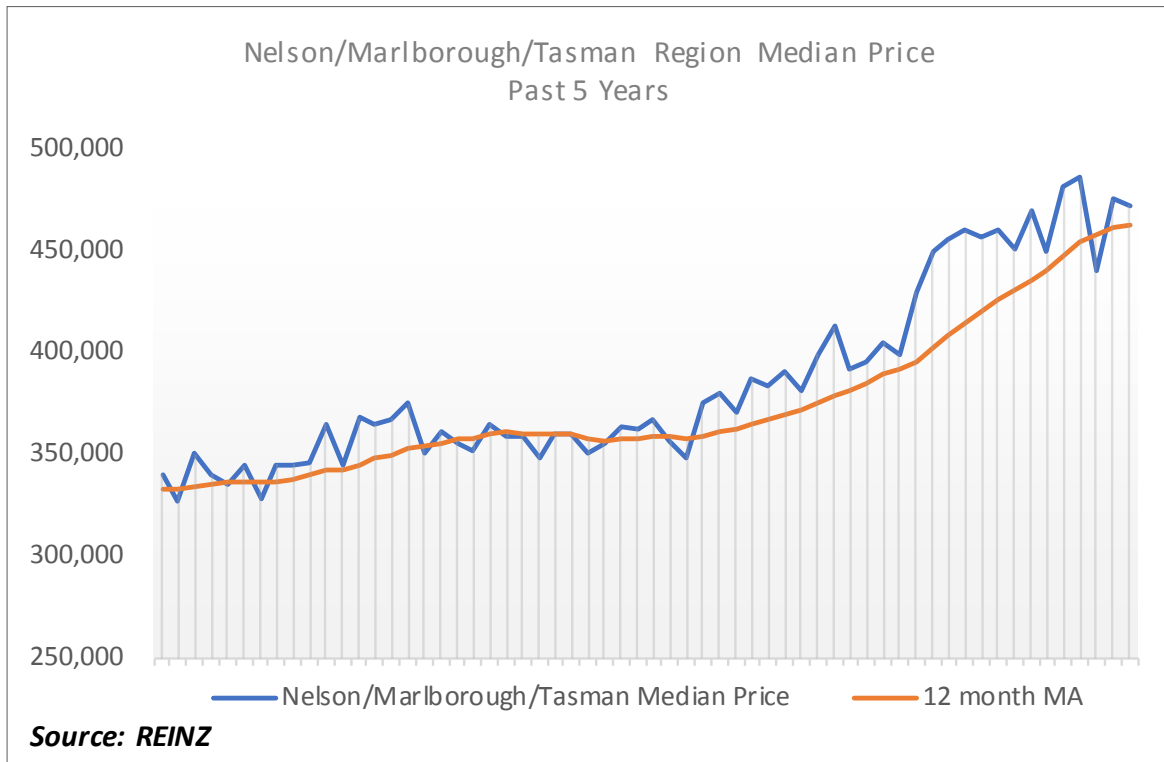


NELSON/MARLBOROUGH/TASMAN

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

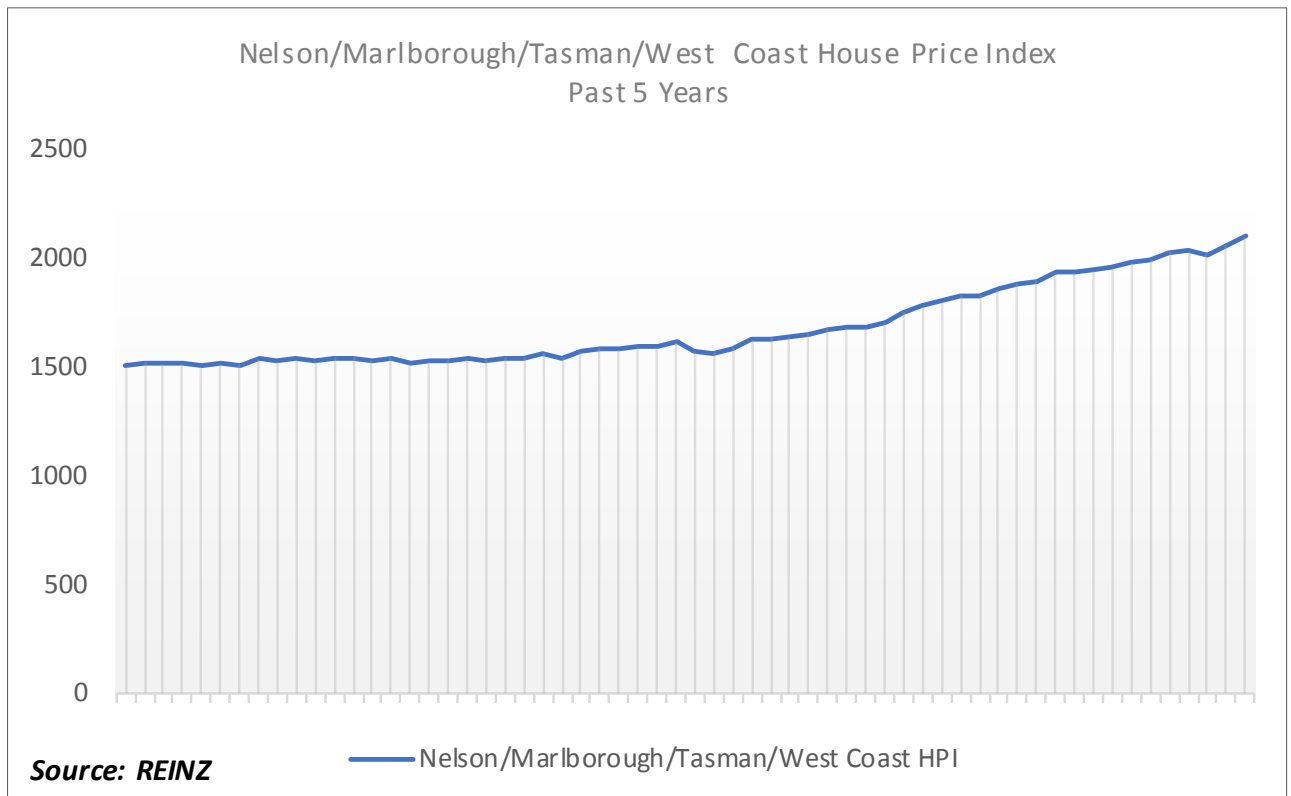
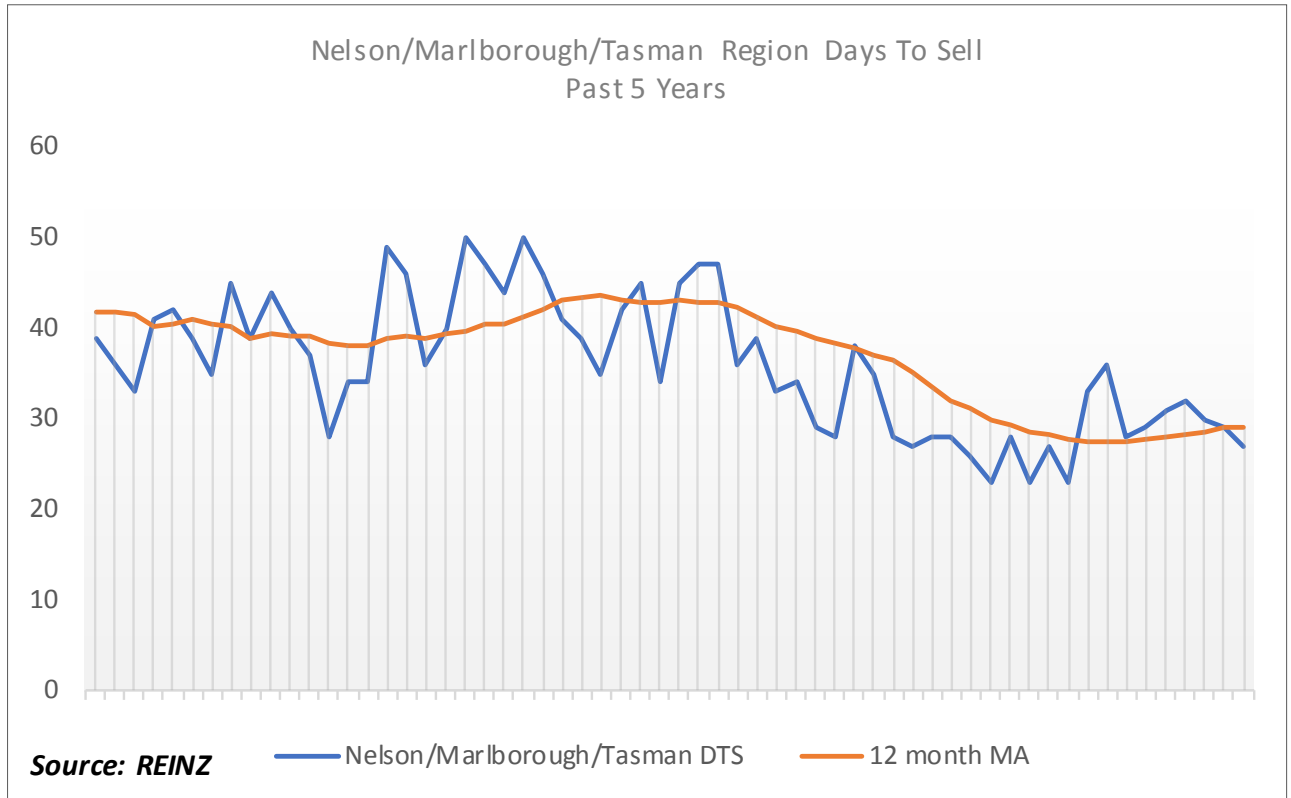
The price trend for the region is rising, although the sales volume trend continues to ease. The days to sell trend has steadied and may be about to ease slightly. The House Price Index for Tasman/Nelson/Marlborough/West Coast increased this month resulting in a moderately strong increase over the past three months.





NELSON/MARLBOROUGH/TASMAN

REINZ REGIONAL COMMENTARY





WEST COAST

REINZ REGIONAL COMMENTARY

"The West Coast market has had a tough month with volumes of sales down, the median price down and listings down when compared to the same time last year. One small positive however, was the fact that the number of days to sell a property has decreased by 13 days when compared to the same time last year, but when compared to September 2015 the number of days was down by 108 days."

Bindi Norwell
REINZ Chief Executive Officer

The median price across the region fell \$38,500 (-16%) compared to September 2016, with prices falling 23% in Grey, 10% in Buller and 3% in Westland. Compared to August, the median price increased \$28,500 (+10%) with Grey and Buller increasing 27% and 7% respectively. On a seasonally adjusted basis, the median price increased 1% which indicates that the median price increased only slightly more than would be expected when moving from August through to September.

Sales volume for the West Coast Region fell 10% compared to September 2016, with sales decreasing 36% in Grey, staying the same in Buller and increasing 10% in Westland. Compared to August, sales volume decreased 15%, with sales count decreasing 59% in Grey, increasing by 15% in Buller and increasing by 83% in Westland. On a seasonally adjusted basis, sales decreased 13% compared to August, indicating that sales decreased much more than expected for this time of year.

The number of days to sell eased by 26 days in September, from 79 days in August to 105 days in September. Compared to September 2016, the number of days to sell improved by 13 days. Over the past 10 years the number of days to sell in September across the region has averaged 98 days. There were 69 weeks of supply across the region in September, a decrease of 13 weeks compared to September 2016.

WEST COAST REGION TRENDS

PRICE ↓

VOLUMES ↓

DAYS TO SELL ↑

OVERALL ↓

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Buller District	148,500	139,000	165,000	15	13	15
Grey District	215,000	170,000	280,000	9	22	14
Westland District	248,500	255,000	255,000	11	6	10
West Coast Region	208,500	190,000	247,000	35	41	39
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Buller District		6.8%	-10.0%		15.4%	0.0%
Grey District		26.5%	-23.2%		-59.1%	-35.7%
Westland District		-2.5%	-2.5%		83.3%	10.0%
West Coast Region		9.7%	-15.6%		-14.6%	-10.3%

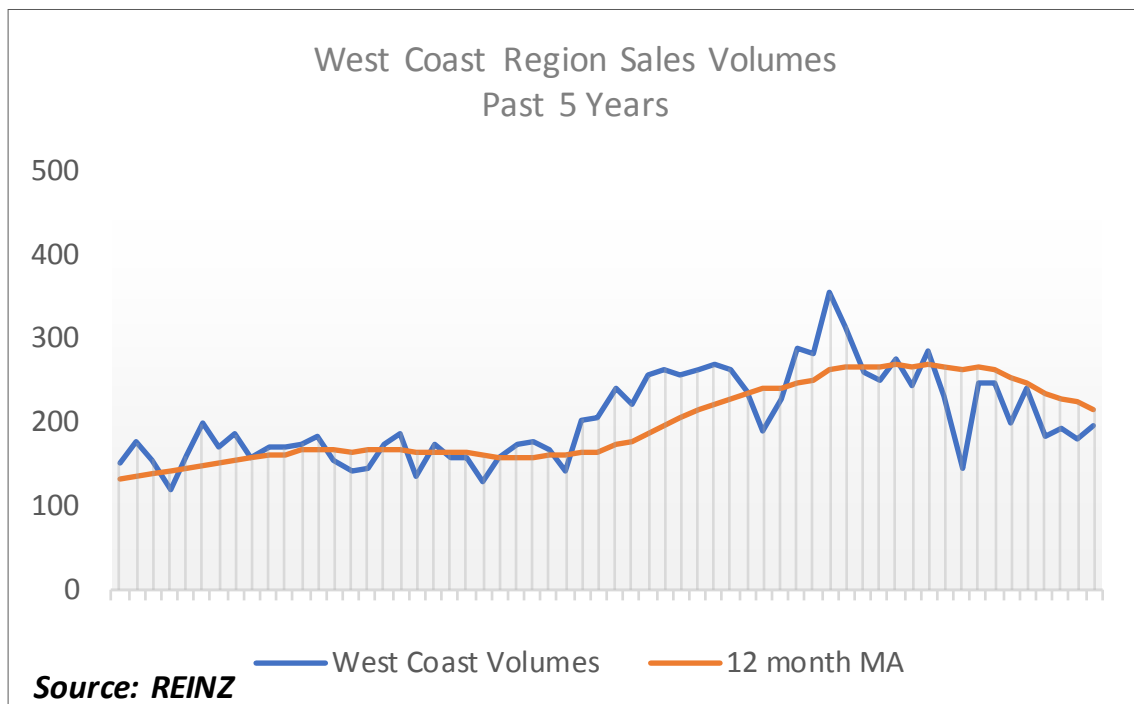
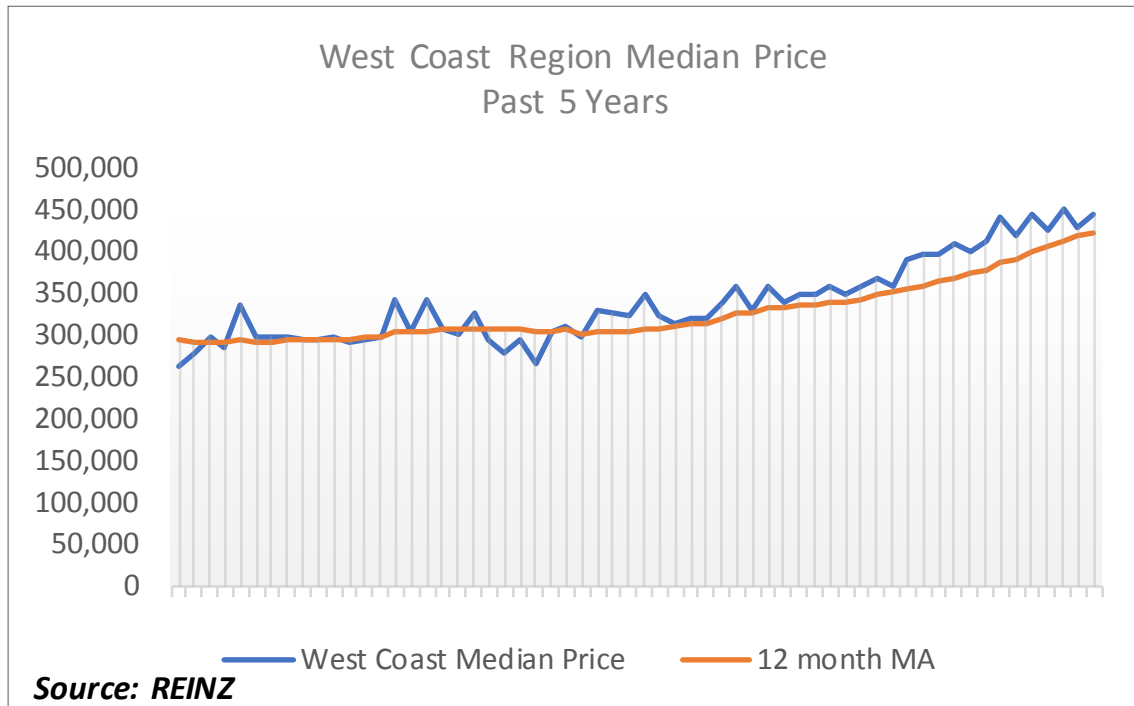


WEST COAST

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

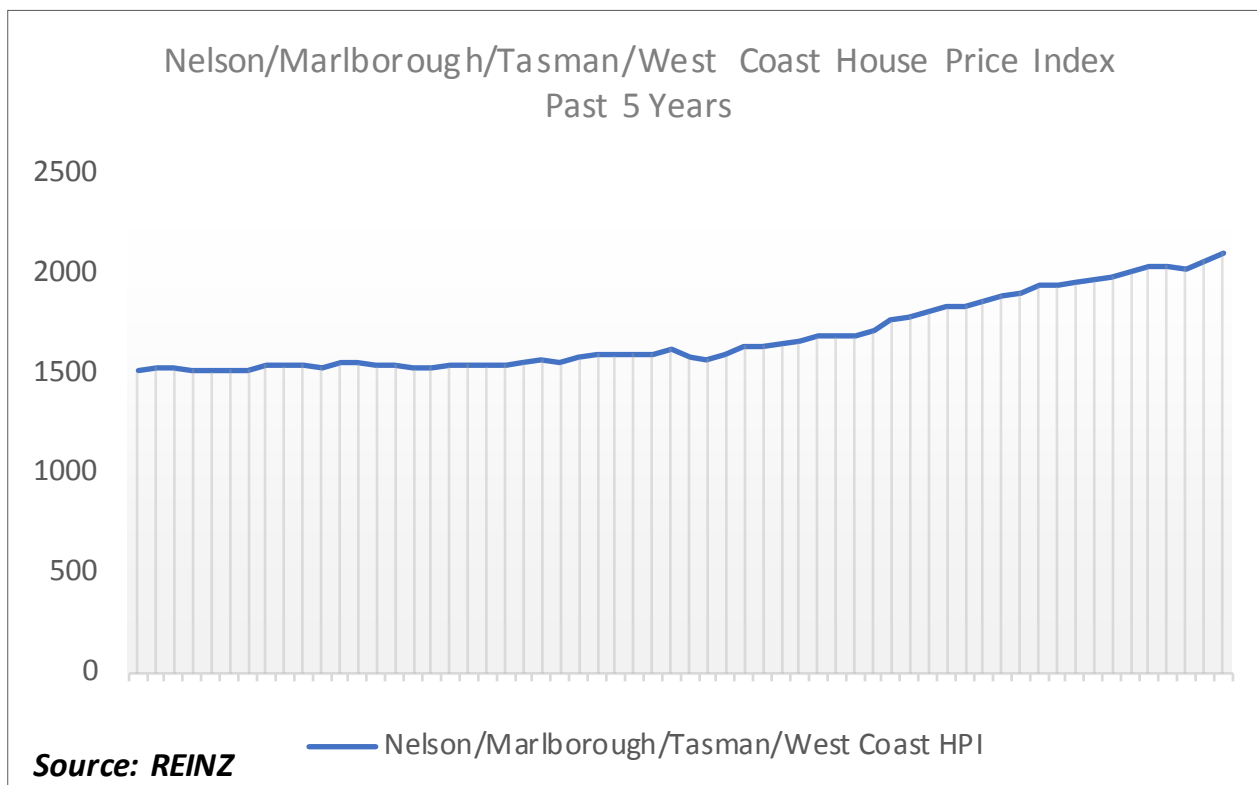
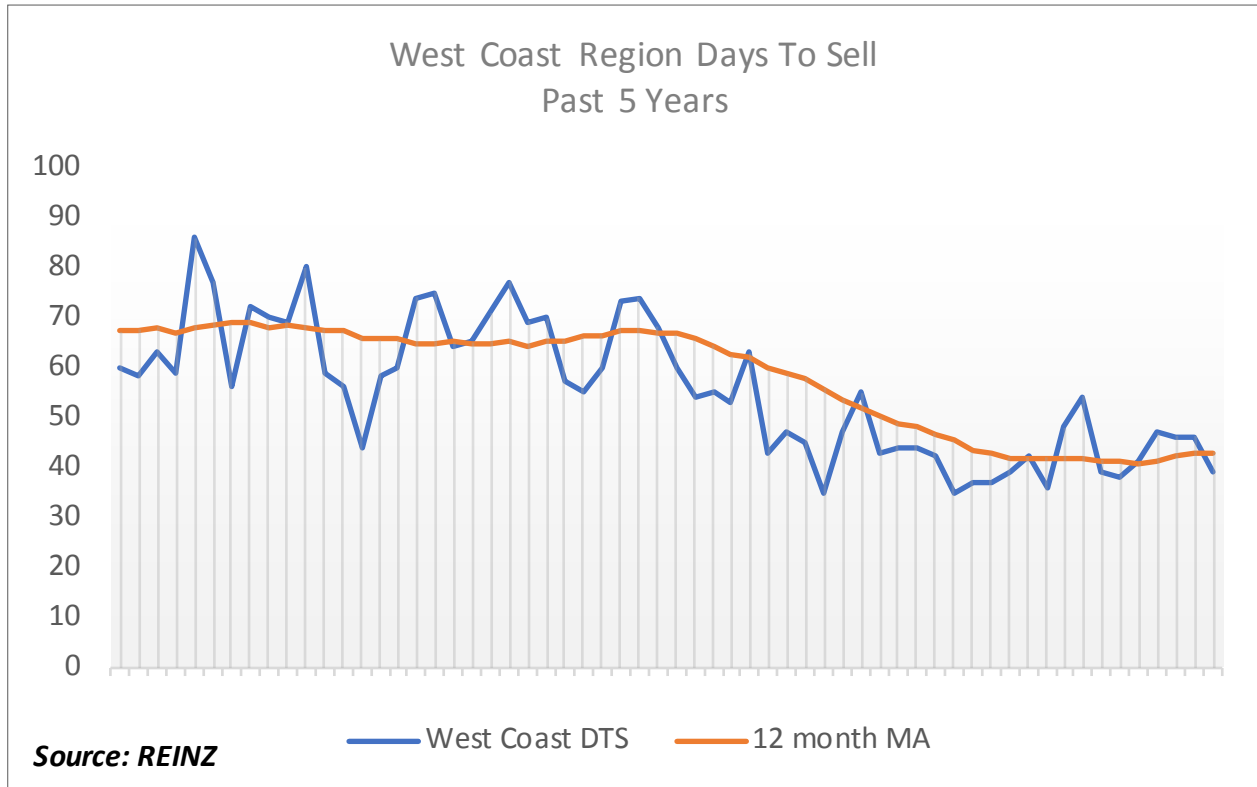
The median price trend is gently increasing, although the volume trend has begun decreasing. The days to sell trend is steady. The House Price Index for Tasman/Nelson/Marlborough/West Coast increased this month resulting in a moderately strong increase over the past three months.





WEST COAST

REINZ REGIONAL COMMENTARY





CANTERBURY

REINZ REGIONAL COMMENTARY

"The Canterbury market felt like a steady, normal market over the last month but the sales figures haven't necessarily reflected that, whether it was a preoccupation with the election drama or a real turn in the market, it's too early to say. Certainly, banks are a lot more selective on loans and that is impacting marginal property and some buyers, overall the market has felt tight but steady. Open home attendance levels have returned to what we were seeing in the market this time last year, suggesting that activity is starting to increase. Over the next few months I think we will have a small lift in sales to reflect the typical spring lift - there is obviously activity out there, consultants just have to hunt and hustle a bit more to find it."

Jim Davis
REINZ Regional Director

The median price decreased \$14,000 (-3%) compared to September 2016. The TA's were a mixed bag with Waimate the biggest drop in median (-22%) and Mackenzie was the largest gain at 42%. Compared to August the median price decreased \$250 (-0%), with the Waimate median price decreasing 20% and Mackenzie increasing 9%. On a seasonally adjusted basis the median price decreased 1% compared to August, indicating that a small increase in the median price was expected at this time of year.

Sales volume across the region fell 25% compared to September 2016, with sales volume falling furthest in Mackenzie (-56%), Ashburton (-32%), and Hurunui (-29%). Compared to August sales count decreased 13%, with sales increasing most in Mackenzie (40%), Kaikoura (29%) and Waimakariri (+16%), but falling in Selwyn (-25%), Christchurch City and Waimate (-15%). On a seasonally adjusted basis, volumes decreased 9% compared to August indicating that the decrease in sales was greater than would be expected moving from August to September.

The number of days to sell improved by three days in September from 37 days in August to 34 days in September. Compared to September 2016 the number of days to sell eased by three days. Over the past 10 years the number of days to sell in September across the region has averaged 34 days. There was 17 weeks of inventory available in September, an increase of one week compared to September 2016.

CANTERBURY REGION TRENDS

PRICE

VOLUMES

DAYS TO SELL

OVERALL

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Ashburton District	310,000	304,000	355,999	34	38	50
Christchurch City	435,000	440,000	452,500	426	502	583
Hurunui District	380,000	395,000	338,000	15	13	21
Kaikoura District	360,000	333,500	395,000	9	7	9
Mackenzie District	455,000	418,000	321,000	7	5	16
Selwyn District	530,000	568,000	575,000	58	77	76
Timaru District	335,000	332,750	327,000	63	75	76
Waimakariri District	435,000	419,000	440,000	65	56	75
Waimate District	187,000	232,500	240,000	11	13	5
Canterbury Region	426,000	426,250	440,000	688	786	911
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Ashburton District		2.0%	-12.9%		-10.5%	-32.0%
Christchurch City		-1.1%	-3.9%		-15.1%	-26.9%
Hurunui District		-3.8%	12.4%		15.4%	-28.6%
Kaikoura District		7.9%	-8.9%		28.6%	0.0%
Mackenzie District		8.9%	41.7%		40.0%	-56.3%
Selwyn District		-6.7%	-7.8%		-24.7%	-23.7%
Timaru District		0.7%	2.4%		-16.0%	-17.1%
Waimakariri District		3.8%	-1.1%		16.1%	-13.3%
Waimate District		-19.6%	-22.1%		-15.4%	120.0%
Canterbury Region		-0.1%	-3.2%		-12.5%	-24.5%

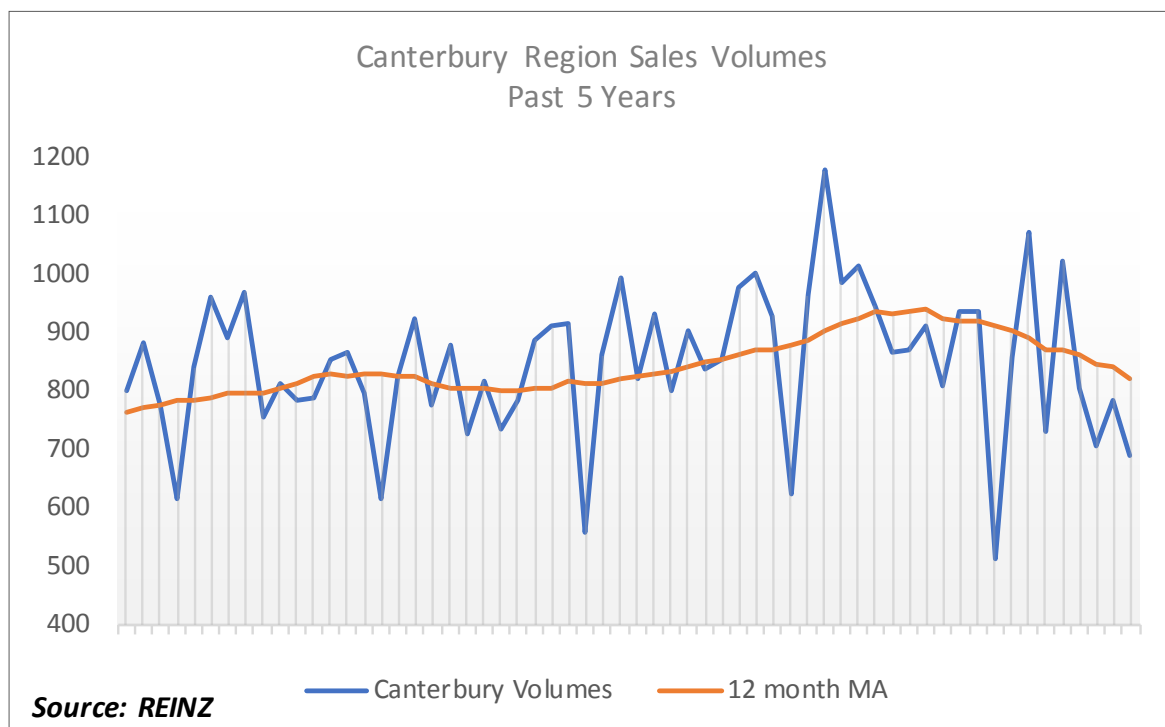
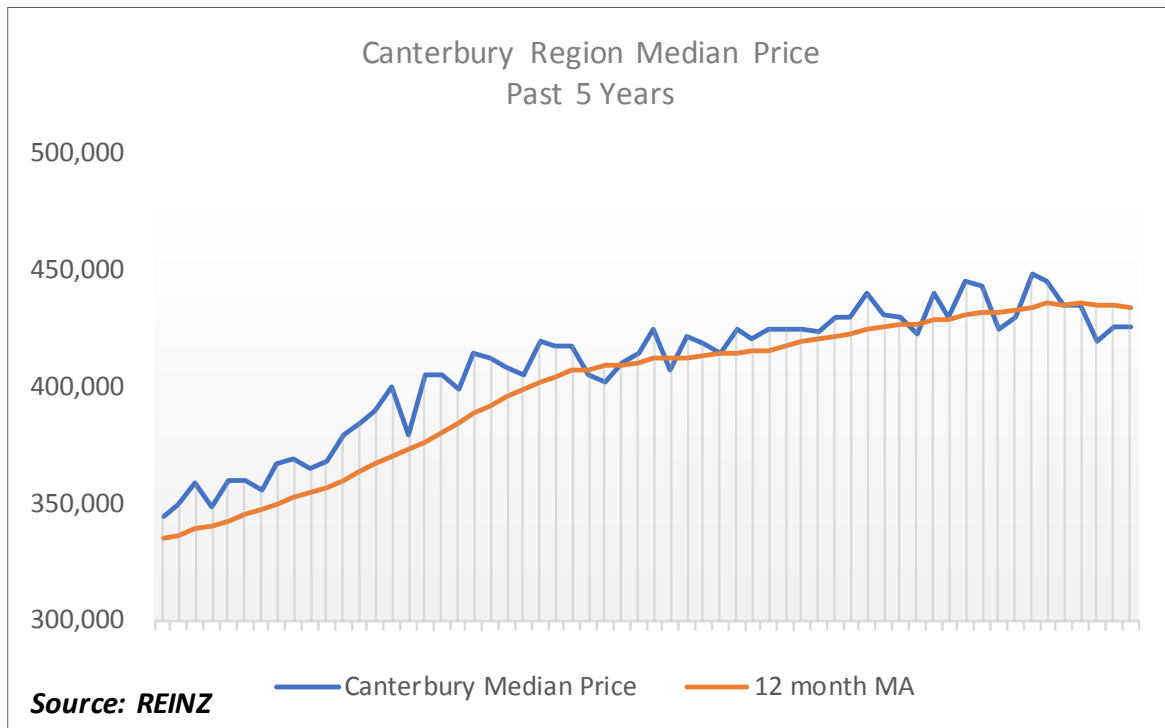


CANTERBURY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

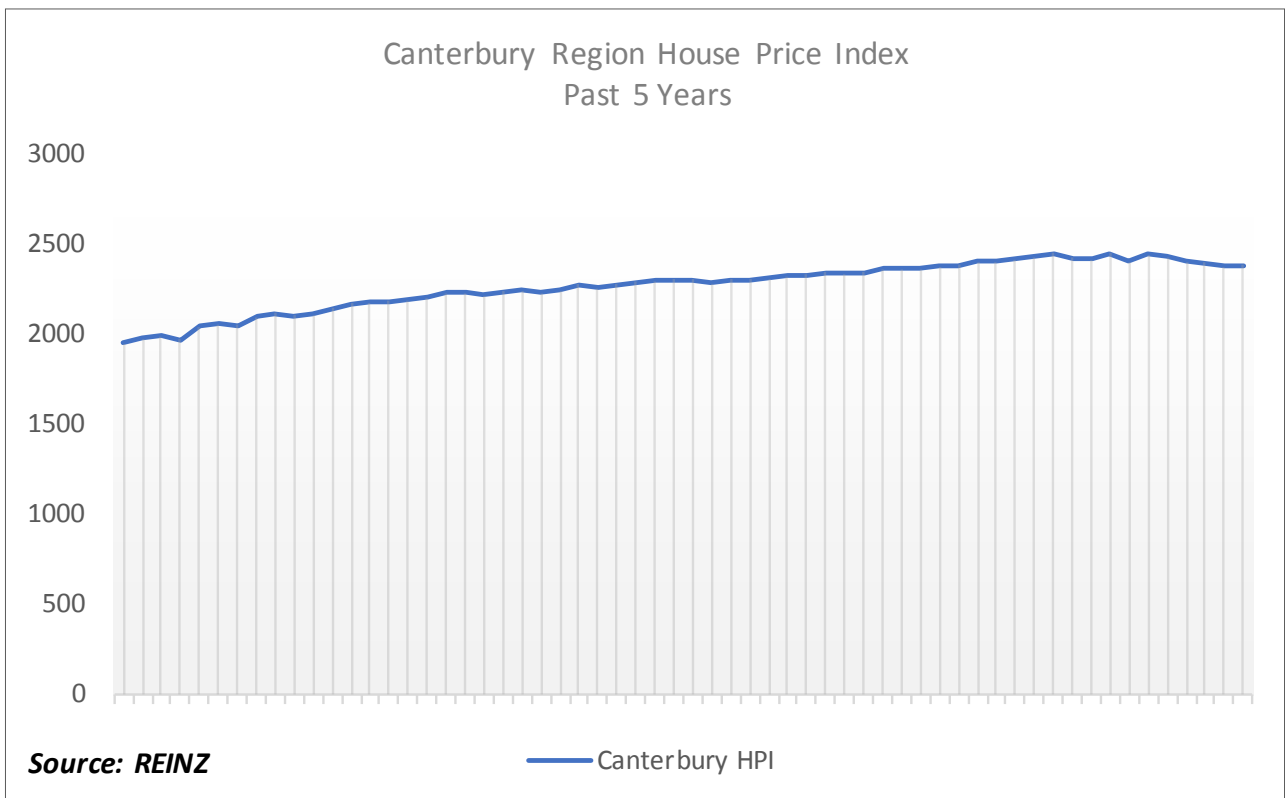
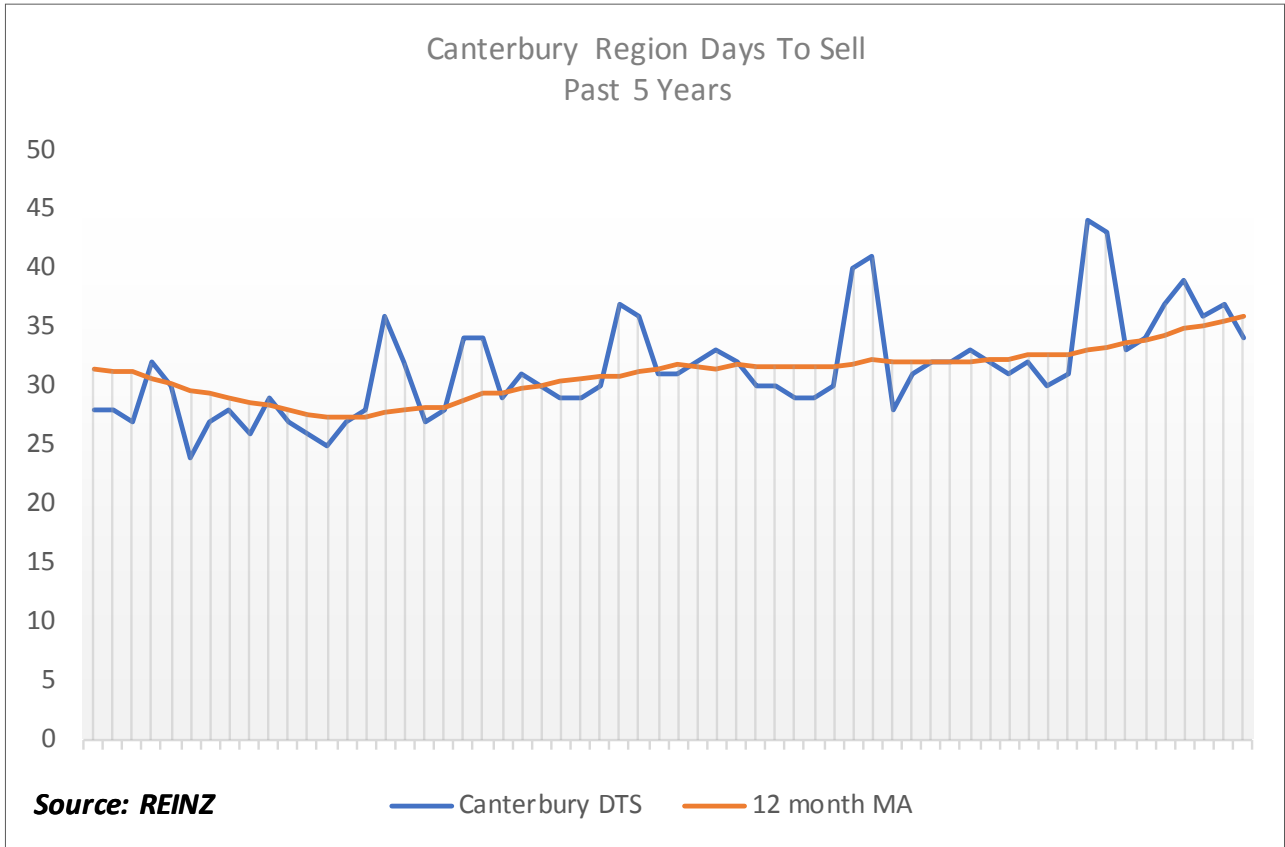
The median price trend continues to flatten, with the sales volume trend decreasing notably. The days to sell trend has moved up to easing slightly. The House Price Index remains quite flat, with slight negative 3 month and 12 month movements.





CANTERBURY

REINZ REGIONAL COMMENTARY





OTAGO

REINZ REGIONAL COMMENTARY

Dunedin City

"In Dunedin the anticipated spring rush has not happened. Investors are scarce as the 40% deposit is proving to be too much for them, first home buyers are abundant and second and third home buyers have very little selection, but they are keen to trade up down and sideways, but stock shortages do limit their activity hugely. The election is likely to have had some effect on volumes causing them to drop and this looks set to continue due to the coalition negotiations. However, this does result in a positive effect on price. Once the Government is decided, there is only a short time before Christmas to see a massive increase in volumes, so this may have to wait until after Christmas. There is a huge desire to trade houses among the public however, so at some stage this desire will be expressed."

Liz Nidd

REINZ Regional Commentator

Queenstown

"Banks in the Queenstown area are now showing an eagerness to loan, however, the perception in the market place is that it is still difficult to obtain finance as this has been the reality for all of 2017 to date. Queenstown is unique in that it is in the midst of tourism which overall in New Zealand is performing well and being in the hub of it, the town is very buoyant. As a result, the median price in the area continues to rise which is generally proving too high for first time buyers, however, investors now appear to be taking advantage of fewer buyers in the market."

Gail Hudson

REINZ Regional Director

The median price across Otago rose \$22,500 (+6%) compared to September 2016 with prices rising 18% in Queenstown-Lakes and 16% in Dunedin City. Compared to August the median price increased by \$12,500 (3%) with prices increasing 23% in Clutha and 8% in Queenstown-Lakes. On a seasonally adjusted basis the median price increased 4% indicating that a small decrease was expected moving from August to September, rather than the observed increase in median price.

Sales across the region fell 17% compared to September 2016, with Queenstown-Lakes falling 38% and Waitaki falling 33%. Compared to August sales decreased 2%, with sales count increasing 63% in Clutha but falling 16% in Waitaki. On a seasonally adjusted basis, sales count stayed the same compared to August, indicating that the observed decrease in sales was exactly what is expected moving from August into September.

The number of days to sell in Otago improved by four days in September from 34 days in August to 30 days in September. Compared to September 2016 the number of days to sell eased by five days. Over the past 10 years the average number of days to sell in Otago in September was 39 days. There are currently 10 weeks of inventory across the region, the same as in September 2016.

OTAGO REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS TO SELL ↓

OVERALL →

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Central Otago District	435,000	475,000	443,700	35	31	35
Clutha District	184,000	150,000	169,000	26	16	23
Dunedin City	370,000	350,000	319,000	173	182	189
Queenstown-Lakes District	920,000	850,000	780,000	65	70	104
Waitaki District	262,000	261,500	263,000	31	37	46
Otago Region	397,500	385,000	375,000	330	336	397
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Central Otago District		-8.4%	-2.0%		12.9%	0.0%
Clutha District		22.7%	8.9%		62.5%	13.0%
Dunedin City		5.7%	16.0%		-4.9%	-8.5%
Queenstown-Lakes District		8.2%	17.9%		-7.1%	-37.5%
Waitaki District		0.2%	-0.4%		-16.2%	-32.6%
Otago Region		3.2%	6.0%		-1.8%	-16.9%

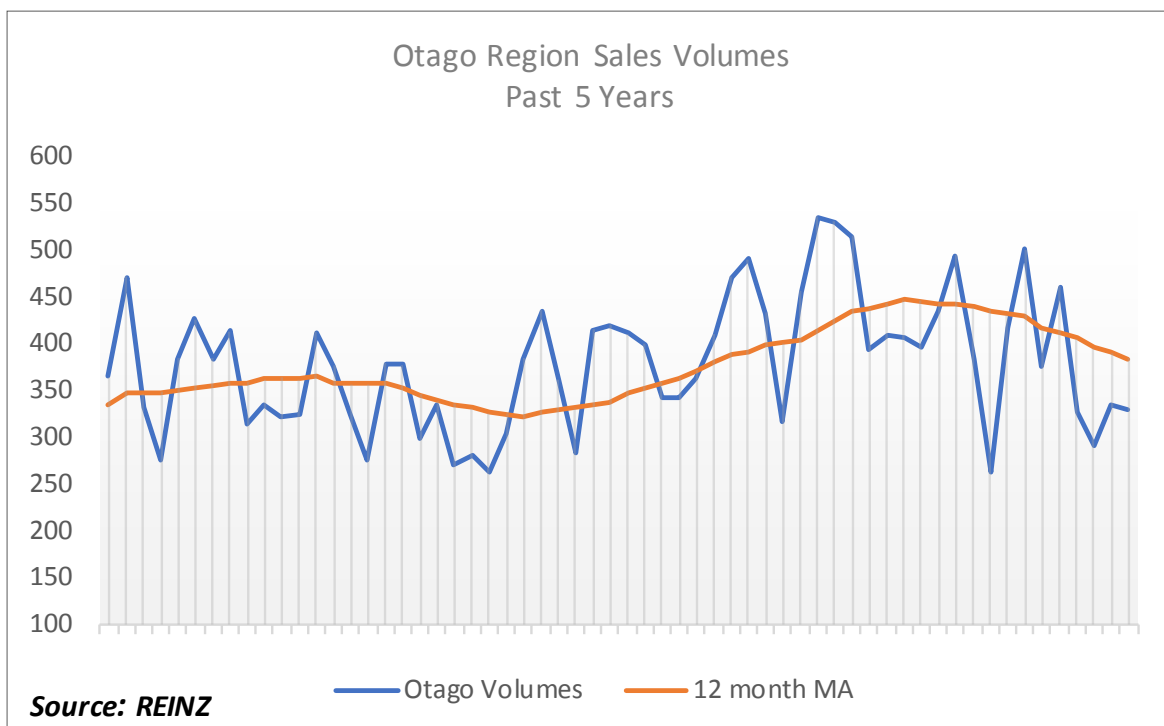
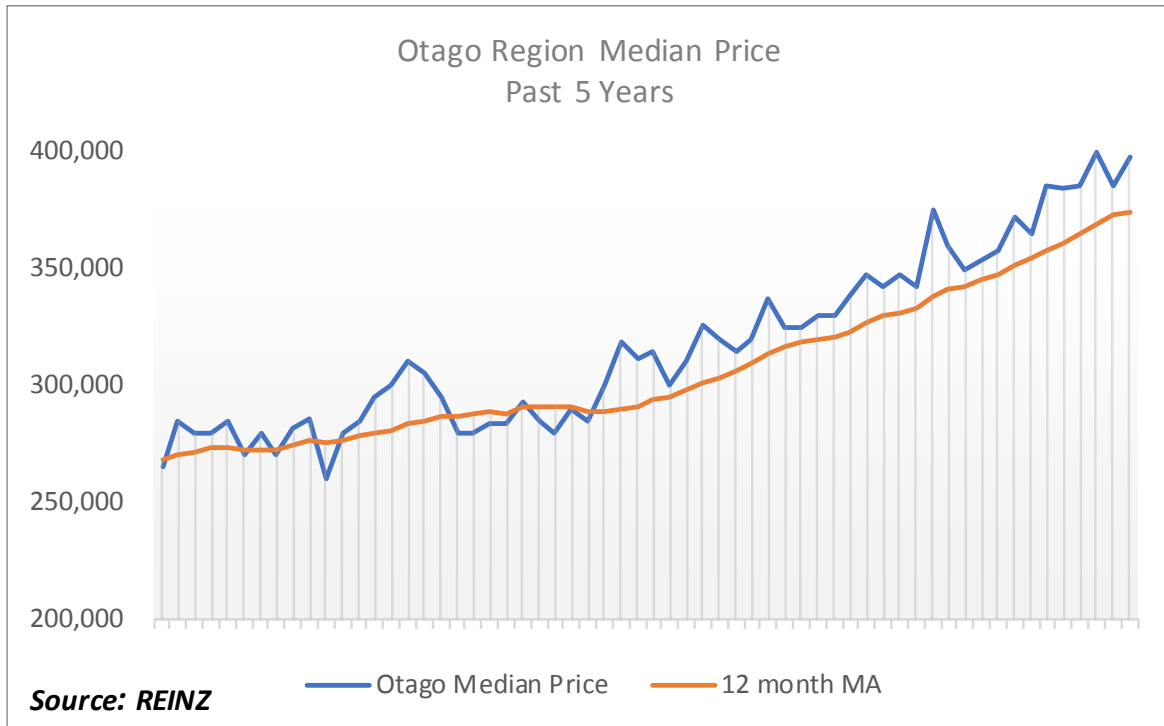


OTAGO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

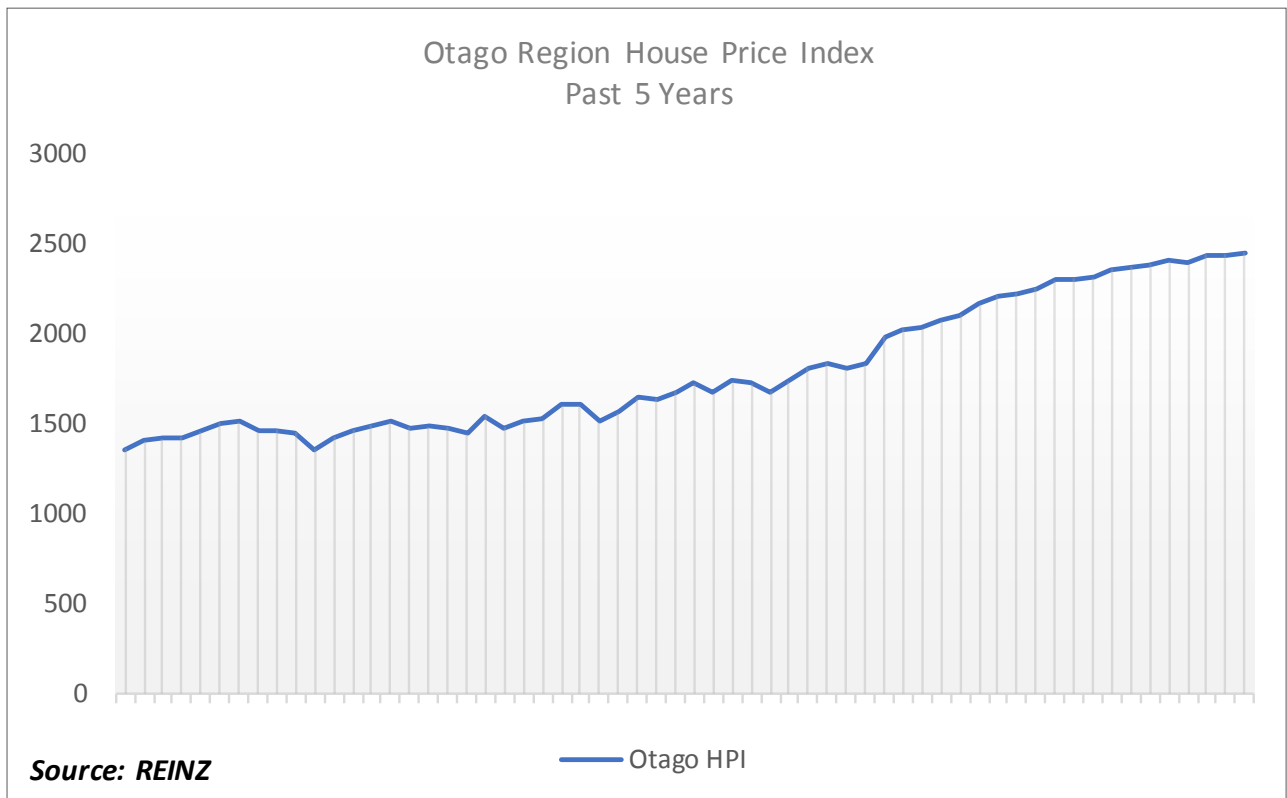
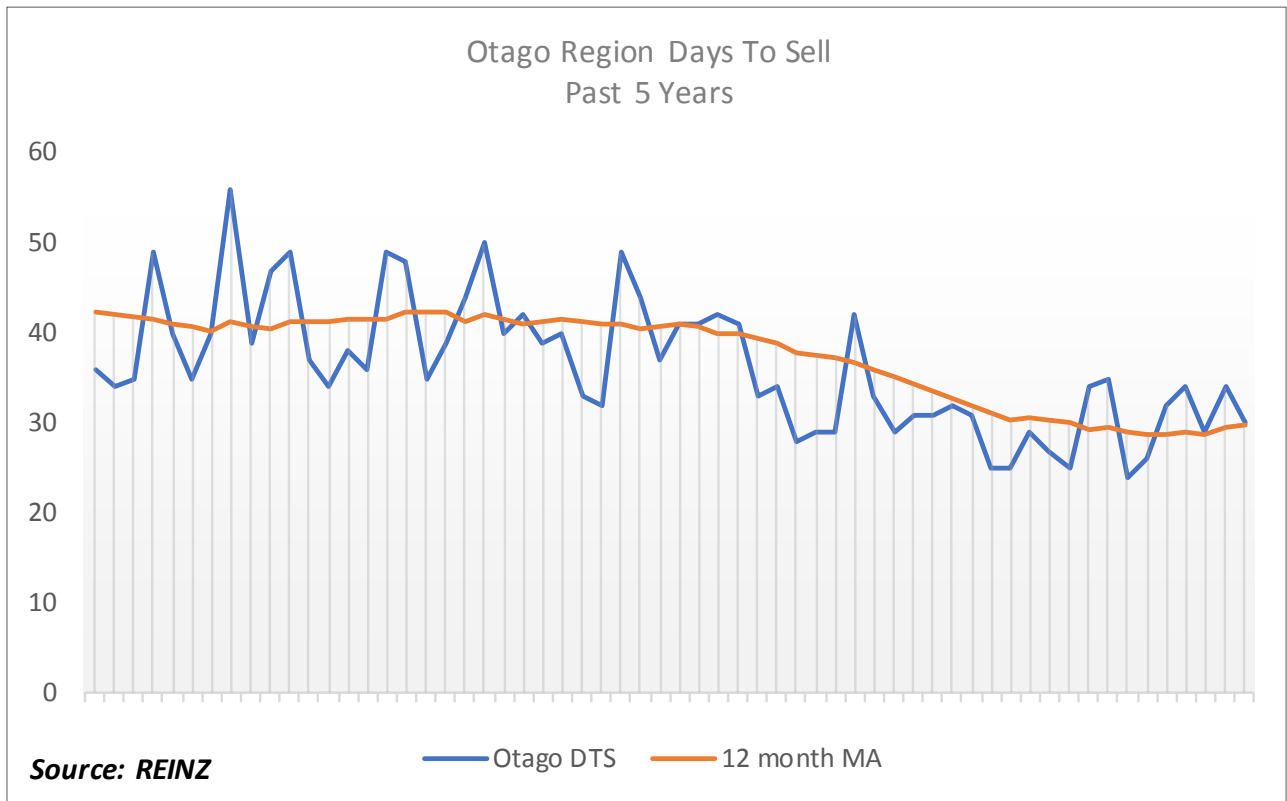
The median price trend continues to flatten, with the sales volume trend decreasing notably. The days to sell trend has moved up to easing slightly. The House Price Index remains quite flat, with slight negative 3 month and 12 month movements.





OTAGO

REINZ REGIONAL COMMENTARY





SOUTHLAND

REINZ REGIONAL COMMENTARY

"The Southland market has experienced a decrease in listings and volumes, but prices have continued to increase bolstering the market. However, if looking at the REINZ HPI you can see that overall, the region has held up significantly with a new high for the Index. There are fewer investors in the market at the moment, but interestingly we're seeing an increased number of local buyers in the market."

Bindi Norwell
REINZ Chief Executive Officer

The median price across Southland rose \$20,000 (+10%) compared to September 2016. The median price in Southland increased 19%, Gore increased 12% and Invercargill by 7%. Compared to August, the median price decreased \$30,000 (-12%) with prices rising 15% in Gore but falling 15% in Invercargill and 2% in Southland. On a seasonally adjusted basis the median price decreased 14% compared to August, indicating that an increase in median price was expected moving from August to September, rather than the large decrease that was observed.

Sales volumes fell 34% compared to September 2016. All TA's saw drops in sales count, ranging from a 21% drop in Southland to a 39% drop in Invercargill. Compared to August, sales volumes decreased 10% with sales falling 20% in Invercargill but increasing 42% in Southland. On a seasonally adjusted basis, sales fell 2% compared to August indicating that the decrease in sales count was slightly more than expected moving from August to September.

The number of days to sell in Southland improved by nine days in September, from 37 days in August to 28 days in September. Compared to September 2016 the number of days to sell stayed the same. Over the past 10 years the number of days to sell in September for the Southland region has been 38 days. There is currently 16 weeks of inventory in Southland, a increase of 3 weeks compared to September 2016.

SOUTHLAND REGION TRENDS

PRICE ↑

VOLUMES ↓

DAYS TO SELL ➔

OVERALL ➔

MEDIAN PRICE

VOLUME SOLD

	Sep-17	Aug-17	Sep-16	Sep-17	Aug-17	Sep-16
Gore District	219,000	190,000	195,000	18	19	23
Invercargill City	220,000	260,000	205,000	87	109	143
Southland District	228,500	232,000	192,000	27	19	34
Southland Region	220,000	250,000	200,000	132	147	200
	Vs...	Aug-17	Sep-16	Vs...	Aug-17	Sep-16
Gore District		15.3%	12.3%		-5.3%	-21.7%
Invercargill City		-15.4%	7.3%		-20.2%	-39.2%
Southland District		-1.5%	19.0%		42.1%	-20.6%
Southland Region		-12.0%	10.0%		-10.2%	-34.0%

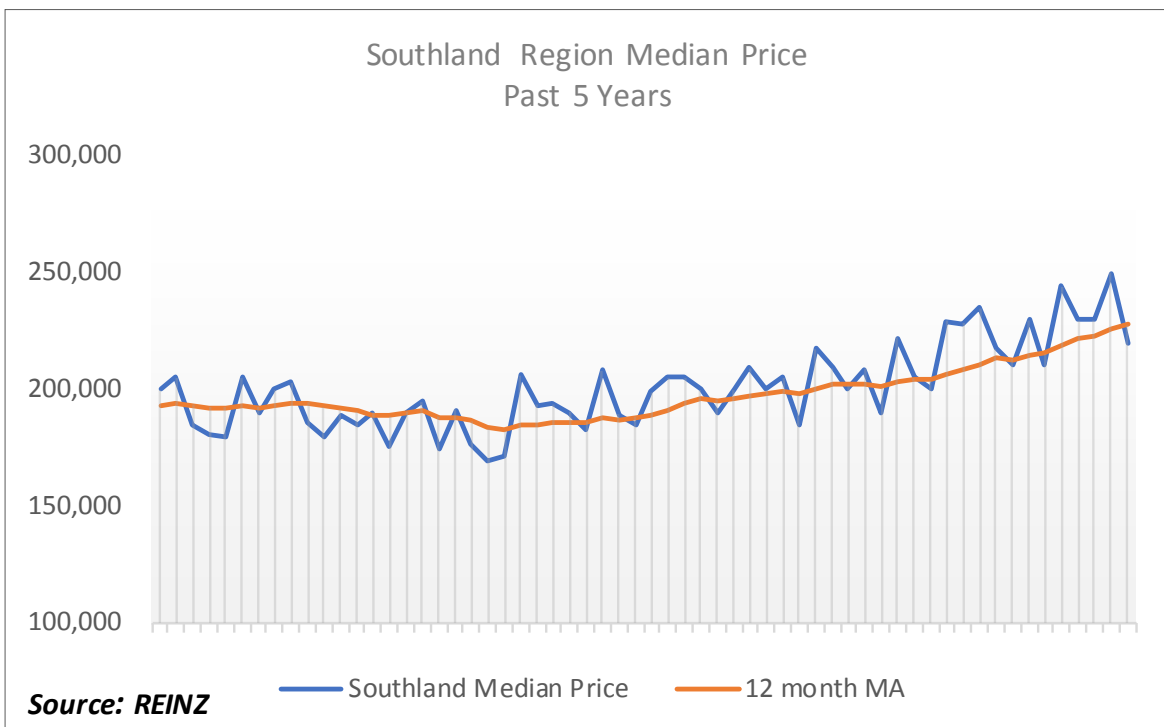
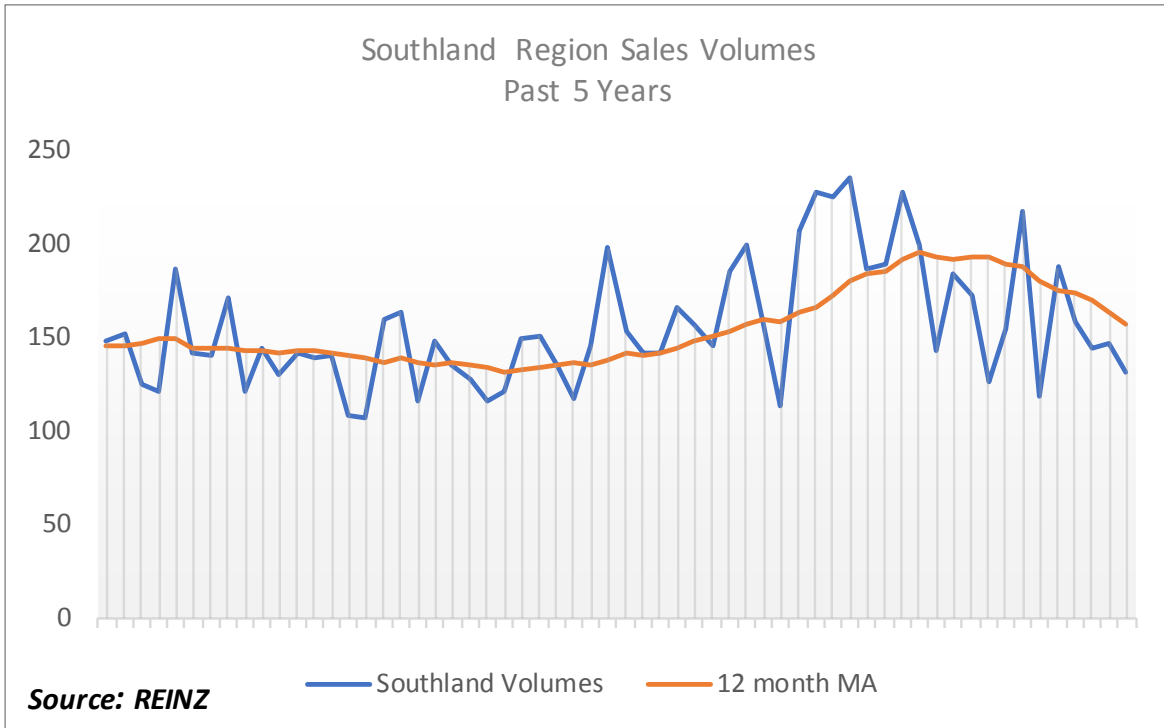


SOUTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

The median price trend is now improving, with the sales count trend now easing. The days to sell trend continues to improve. The House Price Index for Southland had the strongest month on month increase this month leading to a strong increase over the past three months.





SOUTHLAND

REINZ REGIONAL COMMENTARY

