

MONTHLY PROPERTY REPORT

13 JULY 2017

REINZ statistics: Auckland price growth slowing, regional strong growth continues



Bindi Norwell,
REINZ CEO

New Zealand's property market is showing all the signs of being a two-tier market with Auckland median house price increasing 2.5% year-on-year, but the rest of the country (excluding Auckland) showing growth of 11.4% year-on-year 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.

Auckland's median price increased to \$850,500 (up from \$830,000 in June 2016) and the national median excluding Auckland increased to \$431,000 (up from \$387,000).

The REINZ House Price Index (HPI) for June 2017 further supported this trend indicating that Auckland house prices have decreased slightly by -0.6% year-on-year but the rest of the country (excluding Auckland) showed growth of 9.2% year-on-year. Nationally, the HPI showed an increase of 2.8%.

Bindi Norwell, CEO, REINZ says: "While median prices in Auckland have increased slightly year-on-year, the City of Sails had the second lowest rate of growth in the country in comparison to the 8% seen in June 2016 and 27.1% increase seen in June 2015. This is evidence that the 'Supercity' has showed signs of price growth slowing down – if you look at the month-on-month figure it shows a drop of -0.8%.

KEY DATA SUMMARY:

National median house price year-on-year	National	\$529,000 - up from \$500,000 +5.8% year-on-year
	National ex Auckland	\$431,000 - up from \$387,000 +11.4% year-on-year
	Auckland	\$850,500 - up from \$830,000 2.5% year-on-year
Seasonally adjusted median house price	National	Down 0.2% on May, up 6.3% on June 2016
	National ex Auckland	Up 0.6% on May, up 11.5% on June 2016
	Auckland	Up 1.0% on May, up 2.1% on June 2016
Month-on-month median house price	National	\$529,000 – down 1.1% on May: \$535,000
	National ex-Auckland	\$431,000 – up 0.2% on May: \$430,000
	Auckland	\$850,500 – down 0.8% on May: \$857,000
Median days to sell	National	36 – five days longer compared to June 2016
	National ex-Auckland	36 – four days longer compared to June 2016
	Auckland	38– seven days longer compared to June 2016
House Price Index	National	2,673 – up 2.8% on June 2016
	National ex-Auckland	2,392 – up 9.2% on June 2016
	Auckland	2,867 – down -0.6% on June 2016



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

“Most regions across the rest of the country experienced double-digit (or close to it) growth and record median prices have been seen in three regions this month – Bay of Plenty (\$555,000), again in Manawatu/Wanganui (\$280,000) and Tasman (\$581,000) highlighting the buoyancy across the rest of the country and the normal property cycle where regions are typically behind Auckland in terms of the growth curve.”

VOLUMES DOWN

Sales volumes across the country have continued to decline – in Auckland they are down 33.2% for the year to June and nationally they're down 24.7% for the same period. The regions that experienced increased volume this month were Tasman (which saw an increase of 25%) and the West Coast (a 3% increase year-on-year).

“We know that its winter and the election is just two months away now which typically impacts the number of properties sold in the market. The number of properties sold across the country is the lowest we've seen in the month of June for three years now – particularly in the \$500,000 and under property price bracket,” says Norwell.

“This slow-down in transactional activity, but stabilising price trend highlights the underlying dynamics between housing demand and housing supply, with population growth continuing to rise faster than building consents and dwelling supply,” she continues.



DAYS TO SELL UP

The median number of days to sell a property nationally increased by 5 days – from 31 to 36 days in comparison to June 2016. Regionally, Hawkes Bay again had the shortest number of days to sell (28), followed by Wellington and Southland (both on 31 days) and property on the West Coast took the longest number of days to sell (128), followed by Northland (47 days) and Bay of Plenty (41 days). In Auckland, the number of days to sell increased by 7 days year-on-year (from 31 to 38 days).

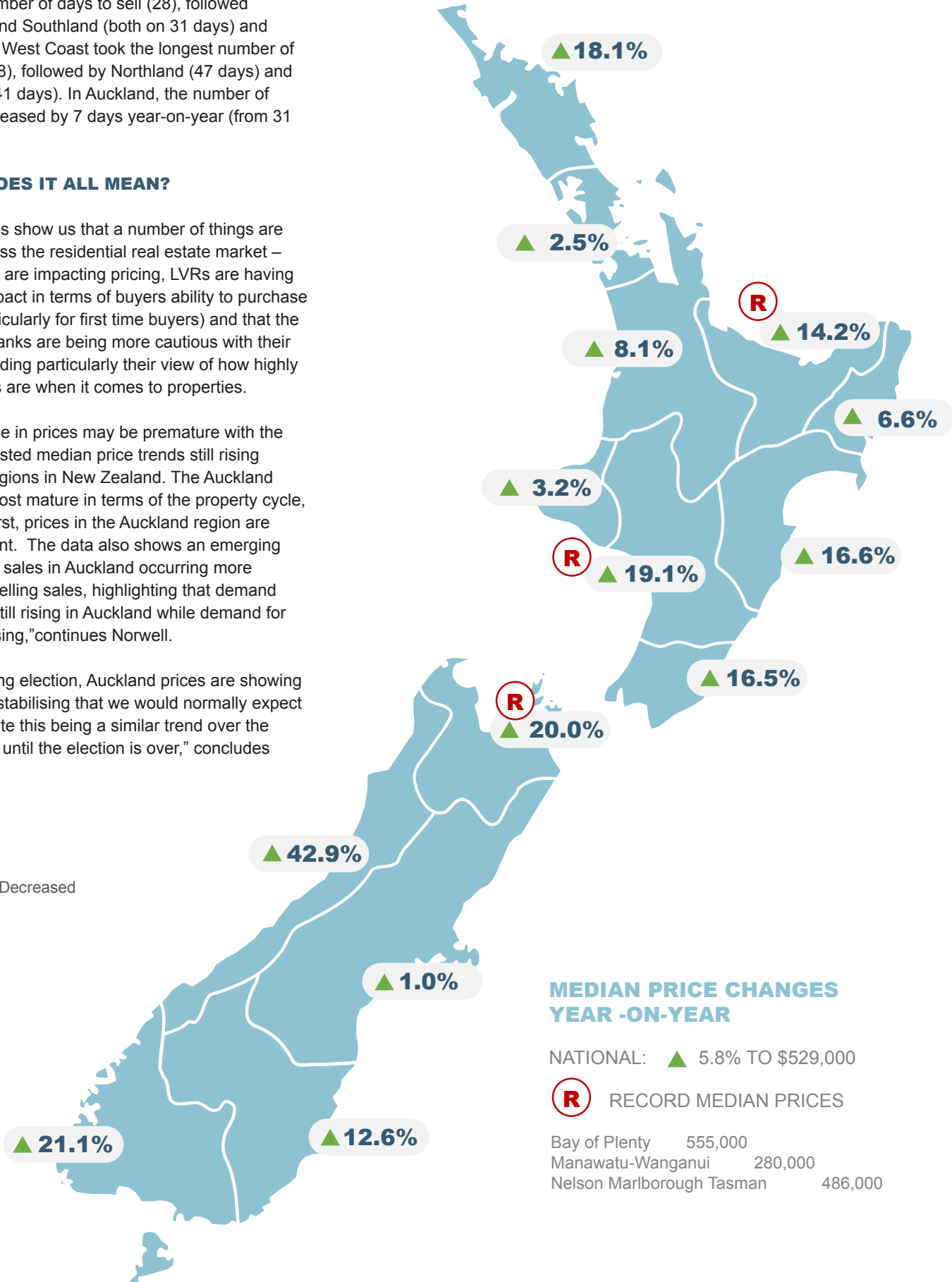
SO, WHAT DOES IT ALL MEAN?

The June figures show us that a number of things are happening across the residential real estate market – inventory levels are impacting pricing, LVRs are having a significant impact in terms of buyers ability to purchase properties (particularly for first time buyers) and that the major trading banks are being more cautious with their approach to lending particularly their view of how highly leveraged Kiwis are when it comes to properties.

“Talk of a decline in prices may be premature with the seasonally adjusted median price trends still rising across many regions in New Zealand. The Auckland market is the most mature in terms of the property cycle, however, at worst, prices in the Auckland region are steady at present. The data also shows an emerging trend of section sales in Auckland occurring more quickly than dwelling sales, highlighting that demand for sections is still rising in Auckland while demand for dwellings is easing,” continues Norwell.

“With the looming election, Auckland prices are showing all the signs of stabilising that we would normally expect and we anticipate this being a similar trend over the coming months until the election is over,” concludes Norwell.

▲ ▼ Increased/Decreased



INVENTORY

The number of properties available for sale rose by 1,895 in June compared to 12 months ago, although the number of properties for sale in the Auckland region has increased by 3,097 (57%) providing more choice to buyers. Excluding Auckland, the number of properties for sale fell by 1,203 (-7.4%). Compared to June 2016 the number of listings rose 4.4% in Canterbury, 5.0% in Wellington and 4.5% in Waikato. The largest declines occurred in Northland (-367), Manawatu/Wanganui (-353) and Southland (-269).

AUCTION NUMBERS CONTINUE TO FALL

The number of properties sold by auction continues to decline across New Zealand with 828 auction sales in June representing 14% of all sales. This compares to 24% of all sales in June 2016 and 13% in May. For the year to June, the number of auctions has declined by 27%, or 5,706 sales.

PRICE BANDS

Between June 2016 and June 2017, the number of homes sold for more than \$1 million fell by 29% to 779 homes to equal 13.2% of all dwellings sold. The number of dwellings sold under \$500,000 has declined by 1,153 between June 2016 and June 2017 compared to a fall of 1,938 for all dwellings or a decline of 24.7%.

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

	JUN-17		JUN-16	
Under \$250,000	666	11.3%	1,155	14.7%
\$250,000 - \$499,999	2,082	35.2%	2,746	35.0%
\$500,000 - \$749,999	1,567	26.5%	1,850	23.6%
\$750,000 - \$999,999	820	13.9%	1,002	12.8%
\$1,000,000 - \$1,999,999	666	11.3%	934	11.9%
\$2,000,000 - \$2,999,999	79	1.3%	121	1.5%
\$3 million and over	34	0.6%	44	0.6%
Total	5,914		7,852	
Under \$500,000	2,748	46.5%	3,901	49.7%
Over \$1 million	779	13.2%	1,099	14.0%



SEASONALLY ADJUSTED SALES VOLUMES

	COMPARED TO MAY		COMPARED TO JUNE 2016	
	Volume Change	Seasonally Adjusted Change	Volume Change	Seasonally Adjusted Change
New Zealand	-20.4%	-6.3%	-24.7%	-26.3%
NZ ex Akl	-20.6%	-6.2%	-20.3%	-22.7%
Northland	-24.5%	-22.5%	-43.2%	-44.7%
Auckland	-20.0%	-5.9%	-33.2%	-34.6%
Waikato	-15.7%	-3.8%	-20.8%	-24.5%
Bay of Plenty	-19.2%	-9.5%	-33.2%	-36.7%
Gisborne	0.0%	-3.8%	-3.8%	-16.7%
Hawkes Bay	-8.1%	9.9%	-3.8%	-6.4%
Manawatu/Wanganui	-22.9%	-12.4%	-16.1%	-17.9%
Taranaki	-12.8%	1.3%	-17.6%	-19.6%
Wellington	-14.0%	-2.0%	-12.5%	-14.7%
Nelson/Marlborough	-30.9%	-19.5%	-12.4%	-11.6%
Canterbury	-27.5%	-13.0%	-22.0%	-23.0%
Westland	-26.8%	-11.1%	3.4%	-5.9%
Otago	-29.3%	-7.8%	-17.8%	-19.3%
Southland	-18.7%	-3.8%	-18.7%	-19.5%



SEASONALLY ADJUSTED MEDIAN PRICE

	COMPARED TO MAY		COMPARED TO JUNE 2016	
	Median Change	Seasonally Adjusted Change	Median Change	Seasonally Adjusted Change
New Zealand	-1.1%	-0.2%	5.8%	6.3%
NZ ex Akl	0.2%	0.6%	11.4%	11.5%
Northland	-5.6%	-3.5%	18.1%	19.0%
Auckland	-0.8%	1.0%	2.5%	2.1%
Waikato	-3.7%	-2.0%	8.1%	8.7%
Bay of Plenty	3.2%	5.0%	14.2%	14.5%
Gisborne	-12.2%	-4.7%	6.6%	11.0%
Hawkes Bay	-1.8%	-1.0%	16.6%	15.0%
Manawatu/Wanganui	3.7%	1.7%	19.1%	17.9%
Taranaki	-7.1%	-6.3%	3.2%	1.8%
Wellington	1.0%	2.6%	16.5%	16.4%
Nelson/Marlborough	0.0%	1.1%	19.3%	20.7%
Canterbury	0.1%	0.3%	1.0%	1.0%
Westland	41.2%	43.7%	39.1%	39.1%
Otago	1.0%	1.1%	12.6%	13.3%
Southland	-6.1%	-3.1%	21.1%	19.5%



AUCKLAND

REINZ REGIONAL COMMENTARY

“The Auckland region continues the trend of falling sales volumes, increasing number of days to sell and strong growth in inventory. Anecdotal evidence suggests this is due to both first home and investor buyers exiting the market due to more stringent bank lending requirements and general market uncertainty. On a more positive note, prices are steady and are not expected to decline much, if at all.”

REINZ Chief Executive Officer
Bindi Norwell

Compared to June 2016 the median price rose \$20,500 (+2.5%), with prices rising 18% in Auckland City, 12% in Manukau and 4% in Franklin. Compared to May, the median price fell 1%, with prices rising 3% in Rodney, Auckland City and Waitakere, but falling across the rest of the region. On a seasonally adjusted basis Auckland’s median price rose 1% compared to May, indicating that the median price usually falls by more in June.

Sales volume in the Auckland region fell 20% compared to May, with sales falling 11% in Waitakere, 15% in Manukau and 17% in Papakura. Compared to June 2016 sales fell 33% with volume up 12% in Papakura but falling 20% in North Shore and 26% in Franklin. On a seasonally adjusted basis sales volumes fell 6% compared to May indicating that the drop in sales from May was greater than expected.

The number of days to sell improved by two days in June, from 40 days in May to 38 days in June. The number of days to sell eased by seven days compared to June 2016. Over the past 10 years the average number of days to sell during June for Auckland has been 35 days. There are now 21 weeks of inventory in the Auckland region, an increase of 12 weeks compared to June 2016 (+124%).

AUCKLAND REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

	Jun-17	May-17	Jun-16		Jun-17	May-17	Jun-16
Auckland City	1,002,500	975,000	850,000		546	696	934
Franklin District	640,000	645,000	615,000		81	111	109
Manukau City	840,000	855,000	750,000		333	392	524
North Shore City	952,000	1,017,500	1,070,000		341	453	428
Papakura District	648,000	649,000	650,000		95	114	85
Rodney District	900,000	875,000	867,000		131	173	228
Waitakere City	775,000	754,000	787,000		242	273	341
Auckland Region	850,500	857,000	830,000		1,769	2,212	2,649
	Vs...	May-17	Jun-16		Vs...	May-17	Jun-16
Auckland City		2.8%	17.9%			-21.6%	-41.5%
Franklin District		-0.8%	4.1%			-27.0%	-25.7%
Manukau City		-1.8%	12.0%			-15.1%	-36.5%
North Shore City		-6.4%	-11.0%			-24.7%	-20.3%
Papakura District		-0.2%	-0.3%			-16.7%	11.8%
Rodney District		2.9%	3.8%			-24.3%	-42.5%
Waitakere City		2.8%	-1.5%			-11.4%	-29.0%
Auckland Region		-0.8%	2.5%			-20.0%	-33.2%

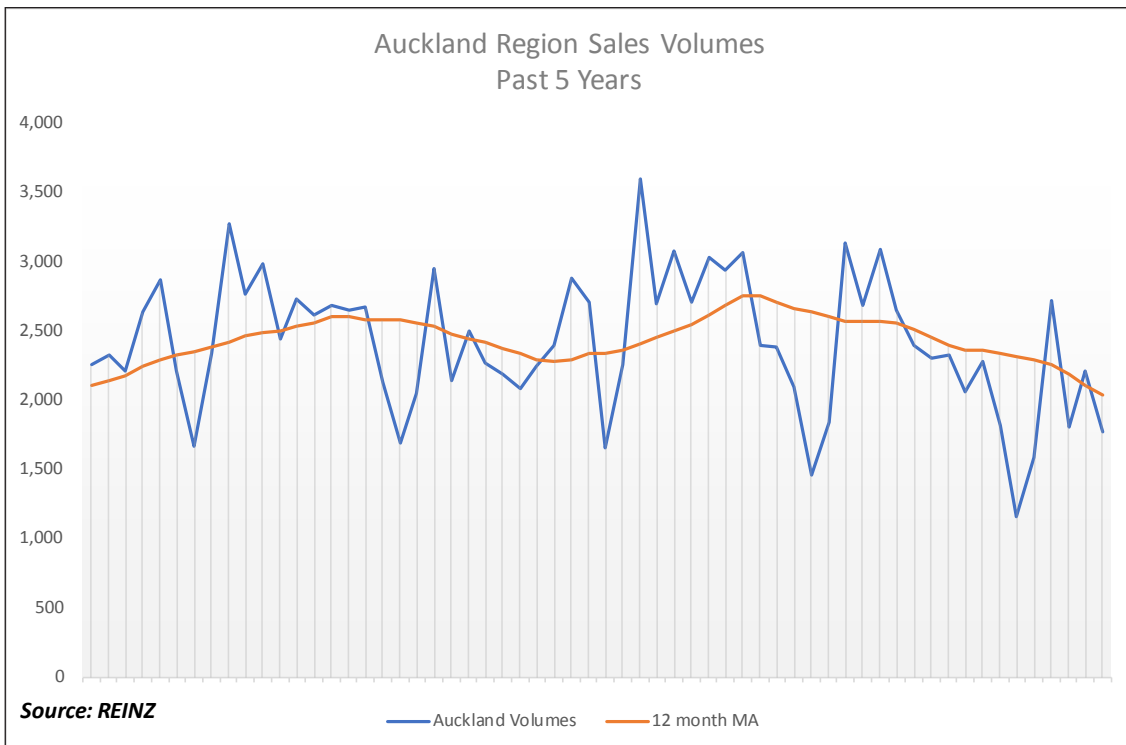
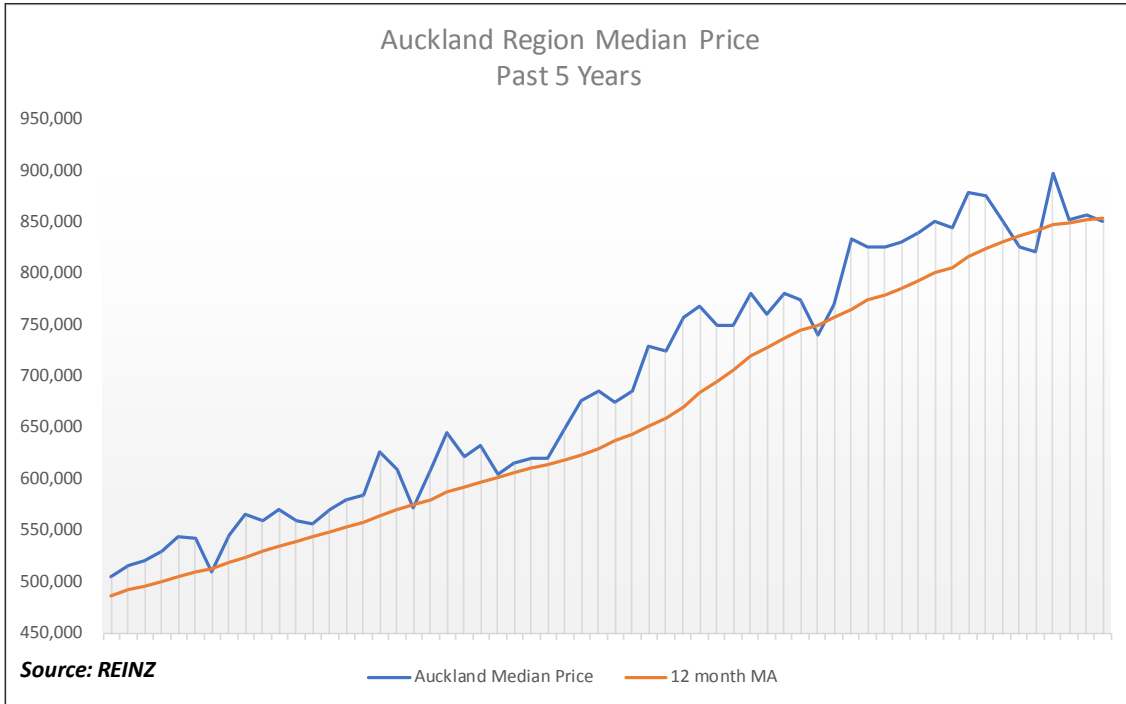


AUCKLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

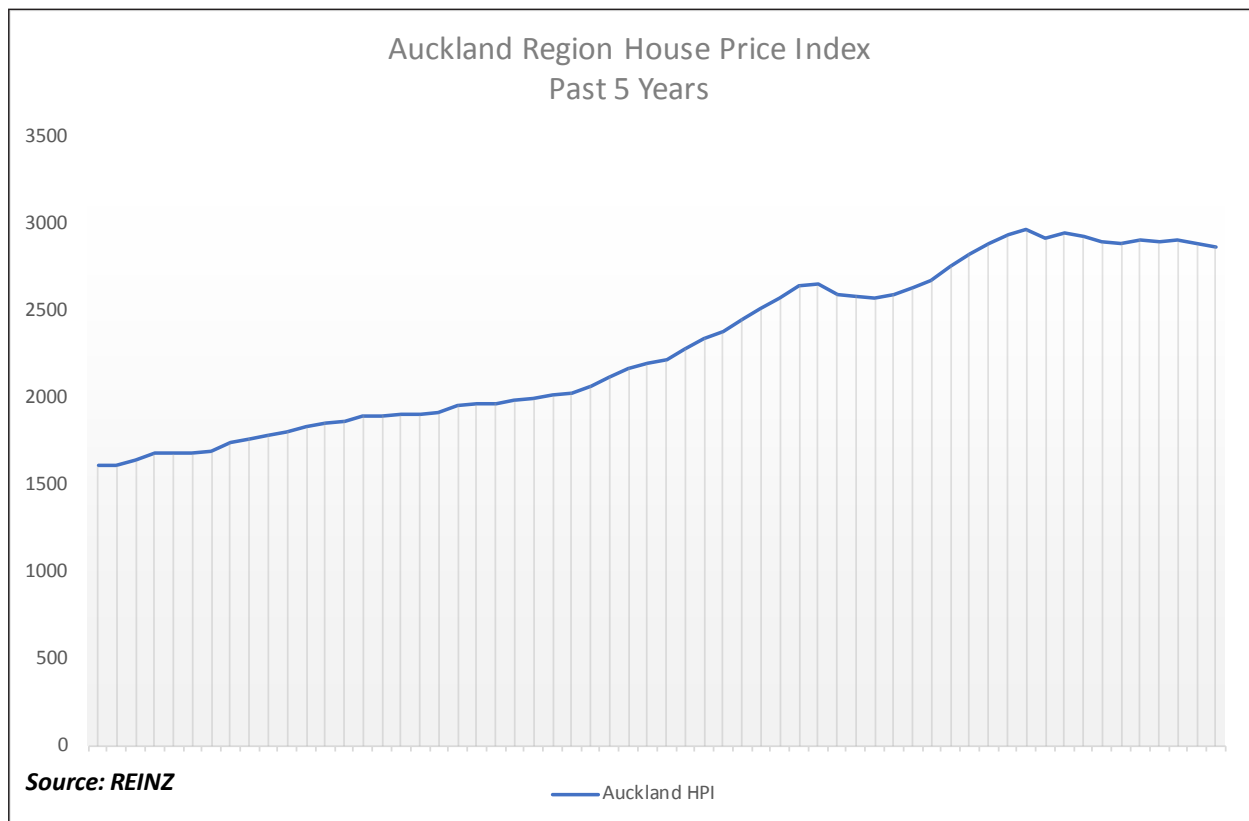
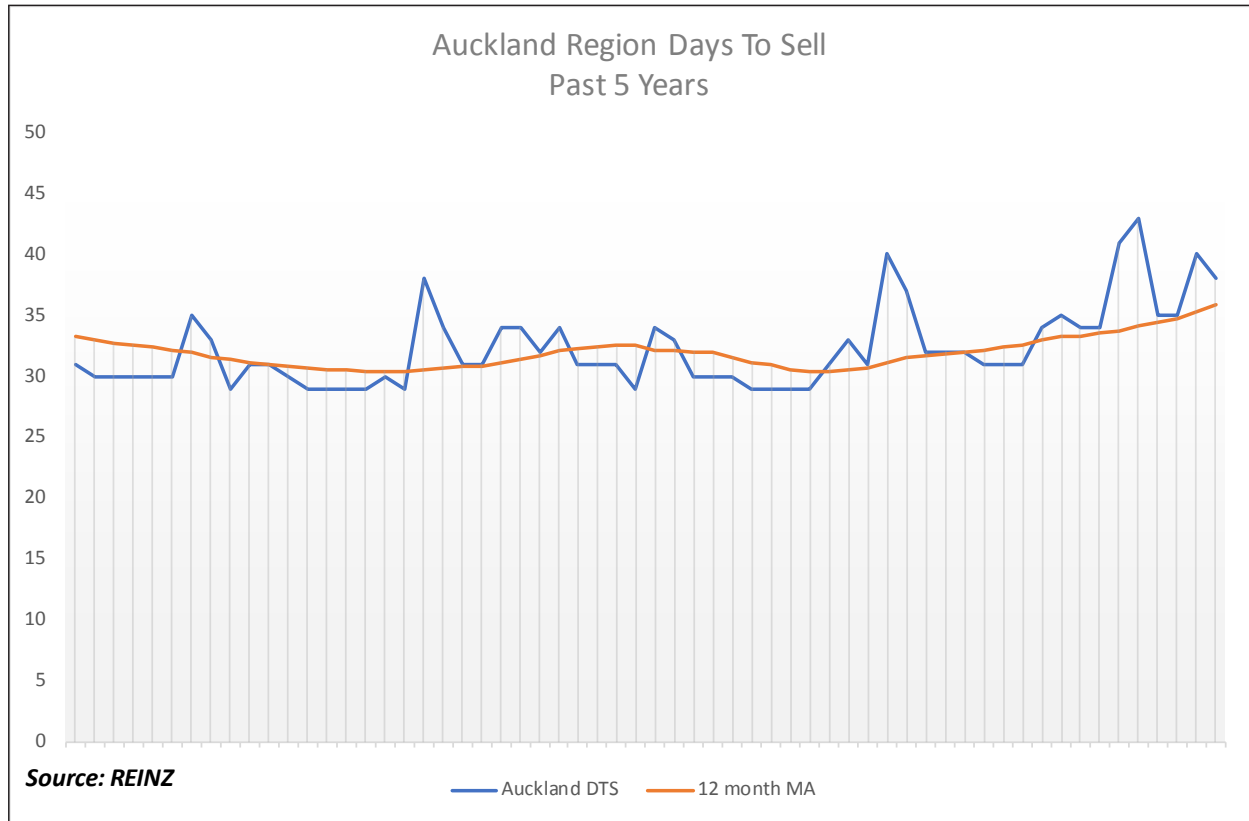
The trend in the median price is now steady with the volume trend continuing to fall. The days to sell trend continues to ease. The overall trend for the region is now also easing.





AUCKLAND

REINZ REGIONAL COMMENTARY





NORTHLAND

REINZ REGIONAL COMMENTARY

“The Northland market continues to experience a strong upward price trend with anecdotal evidence suggesting continuing demand from cashed up Auckland buyers. Demand from first home buyers and investors is steady across the region. Price expectations from vendors continues rise, although well priced properties are selling quickly.”

REINZ Chief Executive Officer
Bindi Norwell

The median price across the region rose by \$65,000 (+18%) compared to June 2016. Prices rose 45% in Far North, 9% in Whangarei and 8% in Kaipara. Compared to May the median price fell \$25,000 (-6%) with prices rising 3% in Far North, but falling 10% in Whangarei and 37% in Kaipara. On a seasonally adjusted basis the median price fell 4% compared to May, indicating that the drop in prices was greater than expected.

Sales volume in Northland fell 25% compared to May with sales rising 4% in Far North, but falling 36% in Whangarei and 39% in Kaipara. Compared to June 2016, sales volumes fell 43% across the region, with a 20% fall in Far North, 42% fall in Whangarei and 77% fall in Kaipara. Northland recorded the largest annual decline in sales volumes compared to June 2016. On a seasonally adjusted basis sales fell 23% compared to May, indicating that the fall in sales from May was far greater than expected.

The number of days to sell eased by six days compared to May, from 41 days in May to 47 days in June. The number of days to sell eased by five days compared to June 2016. Over the past 10 years the average number of days to sell during June for Northland has been 63 days. There are now 28 weeks of inventory across the Northland region, an increase of four weeks (+16%) over the past 12 months.

NORTHLAND REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

	Jun-17	May-17	Jun-16
Far North District	449,000	435,000	310,000
Kaipara District	340,000	541,000	315,000
Whangarei District	407,000	450,000	375,000
Northland Region	425,000	450,000	360,000
	Vs...	May-17	Jun-16
Far North District		3.2%	44.8%
Kaipara District		-37.2%	7.9%
Whangarei District		-9.6%	8.5%
Northland Region		-5.6%	18.1%

VOLUME SOLD

	Jun-17	May-17	Jun-16
	74	71	93
	16	26	68
	89	140	154
Northland Region	179	237	315
	Vs...	May-17	Jun-16
		4.2%	-20.4%
		-38.5%	-76.5%
		-36.4%	-42.2%
Northland Region		-24.5%	-43.2%

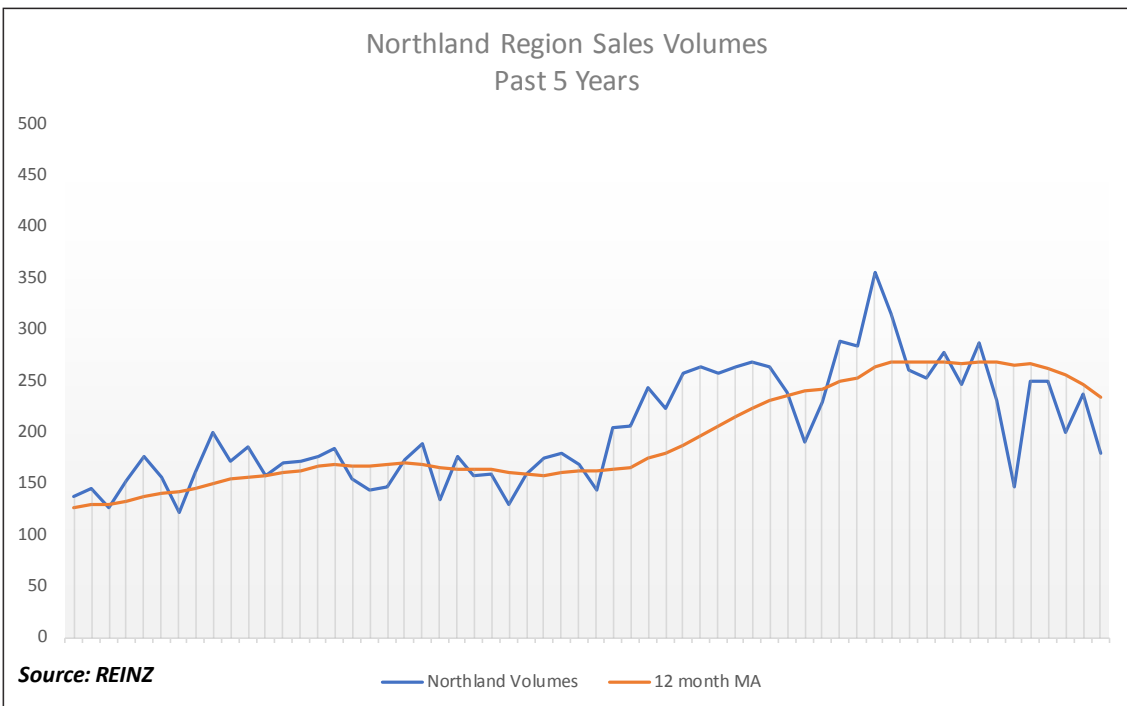
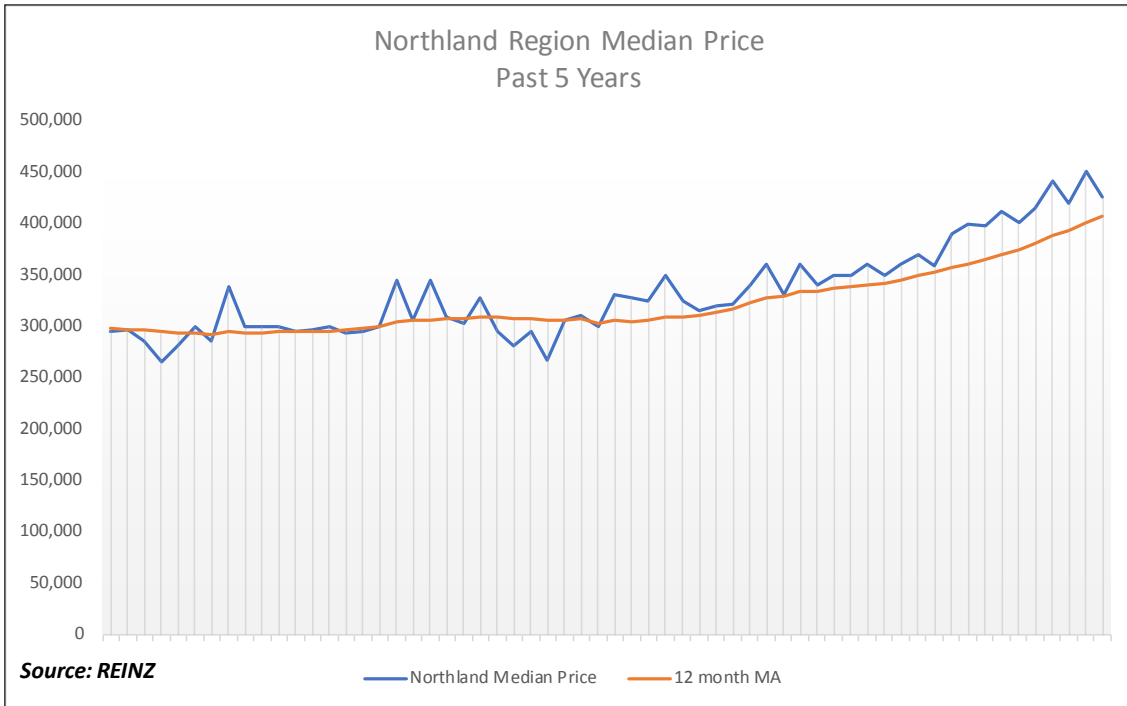


NORTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

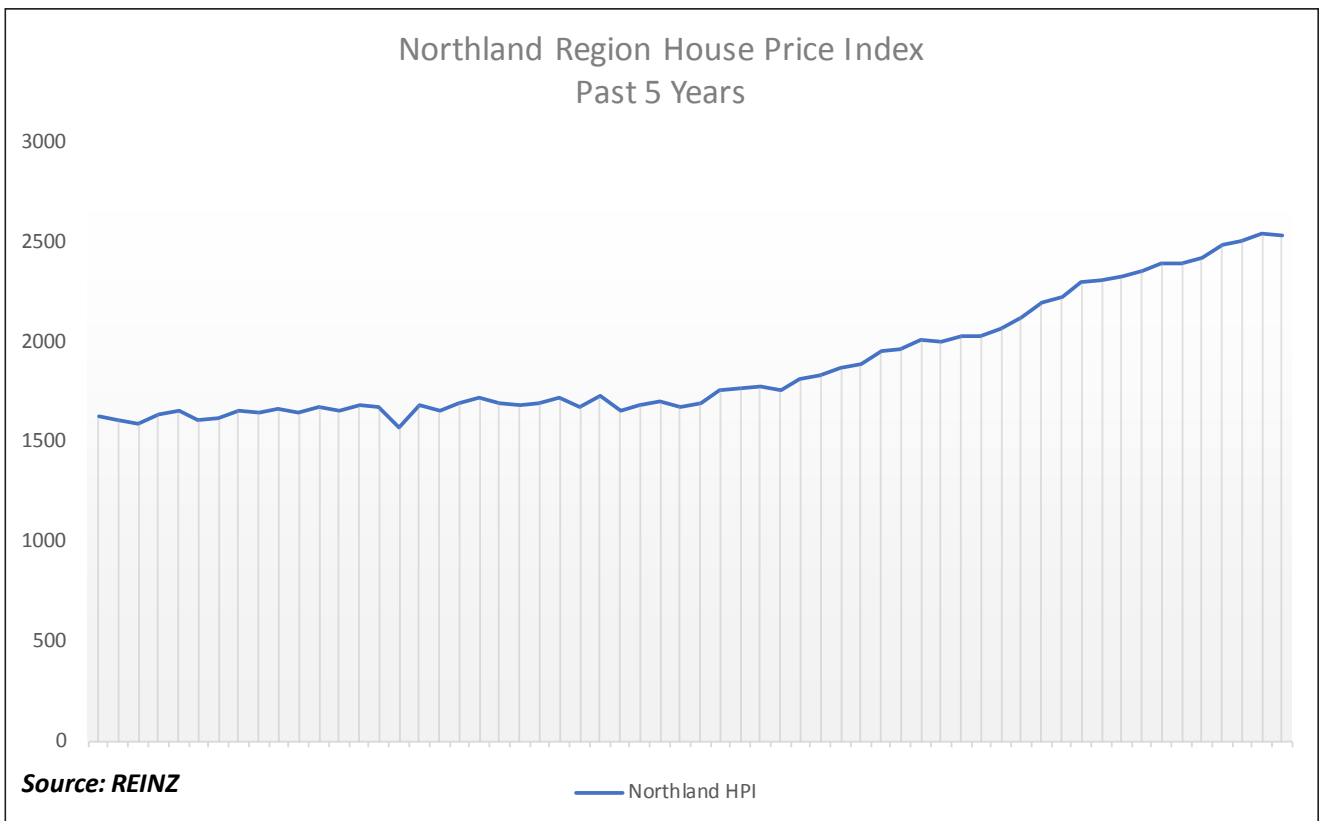
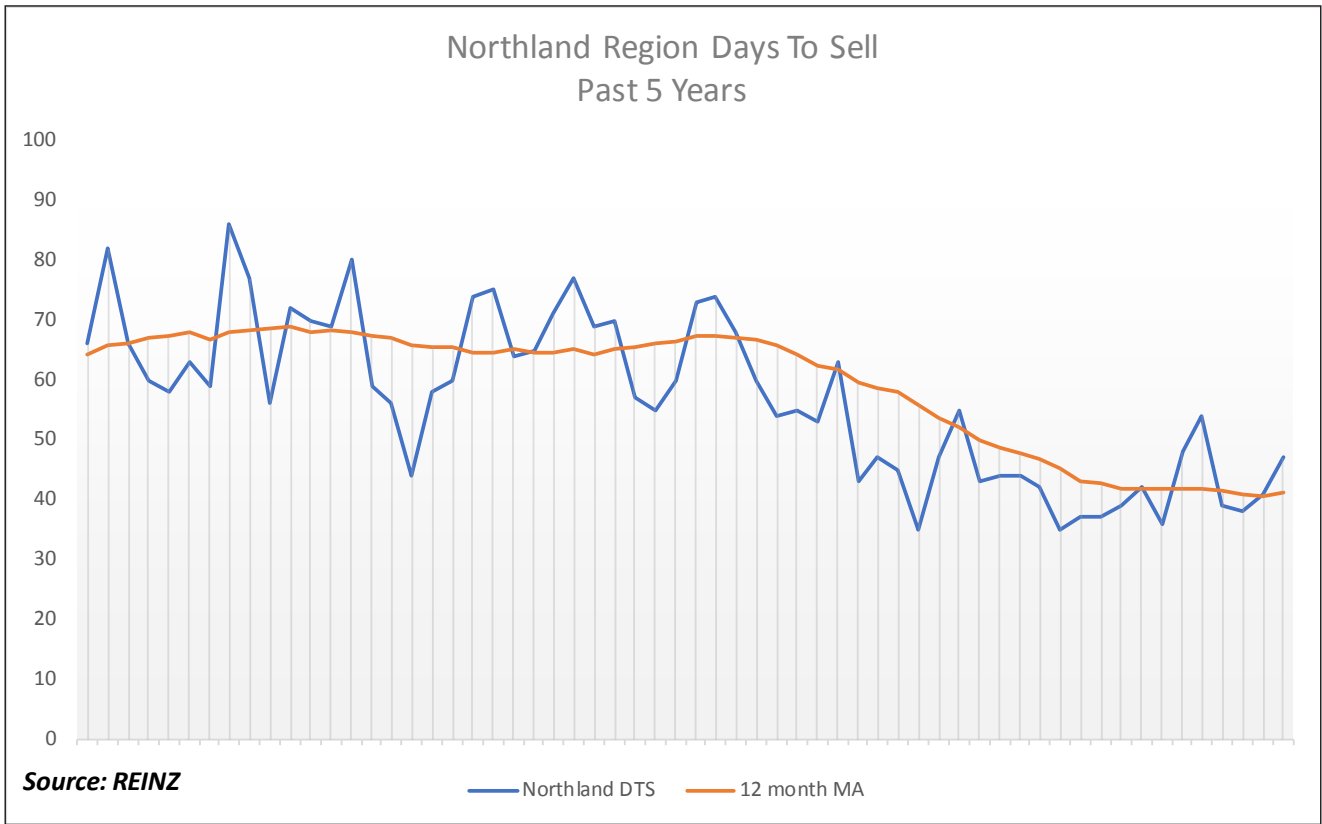
The trend in median price is rising, with the trend in sales volume now easing. The days to sell trend has moved from rising to improving, with the overall trend for the region improving.





NORTHLAND

REINZ REGIONAL COMMENTARY





WAIKATO

REINZ REGIONAL COMMENTARY

“First home buyers are more active in the Hamilton market, despite more restrictive lending requirements, although the number of investors has declined due to yield concerns. More broadly there are fewer first home buyers active with ex-Auckland buyers more active, particularly around holiday centres, although these buyers appear to be looking for permanent residences rather than holiday homes.”

**REINZ Regional Director
Philip Searle**

The median price across the region rose \$35,000 (+8%) compared to June 2016. Prices rose 33% in Thames-Coromandel, 23% in Waikato District and 20% in Matamata-Piako. Compared to May the median price fell \$18,000 (-4%), with prices rising 15% in South Waikato, 8% in Thames-Coromandel and 7% in Matamata-Piako. On a seasonally adjusted basis prices fell 2% compared to May indicating that the decline in prices was a little larger than expected for June.

Sales volumes compared to May fell 16%, with sales rising 43% in Matamata-Piako and 27% in South Waikato, but falling across the rest of the region. Compared to June 2016 sales across the region fell 21% with sales rising 60% in South Waikato, but falling 11% in Hauraki and 15% in Matamata-Piako. On a seasonally adjusted basis sales for June fell 4% compared to May, indicating that the fall in sales volume was greater than expected for June.

The number of days to sell improved by five days compared to May, from 41 days in May to 36 days in June. The number of days to sell eased by five days compared to June 2016. Over the past 10 years the average number of days to sell during June for Waikato has been 51 days. The level of inventory across the region has increased by six weeks to 15 weeks compared to June 2016 (+72%).

WAIKATO REGION TRENDS	PRICE	↑	VOLUMES	↓	DAYS TO SELL	↓	OVERALL	→
	MEDIAN PRICE			VOLUME SOLD				
	Jun-17	May-17	Jun-16		Jun-17	May-17	Jun-16	
Hamilton City	519,650	520,000	485,000		256	309	338	
Hauraki District	320,000	340,000	305,000		24	30	27	
Matamata-Piako District	450,000	422,000	375,000		50	35	59	
Otorohanga District	320,000	270,000	270,000		9	11	7	
South Waikato District	190,000	165,000	187,000		43	34	27	
Taupo District	381,000	432,000	345,000		74	118	99	
Thames-Coromandel District	630,000	585,000	475,000		76	97	96	
Waikato District	430,000	465,000	349,000		36	45	60	
Waipa District	490,000	555,000	527,000		72	81	93	
Waitomo District	206,000	175,000	125,000		13	15	19	
Waikato Region	465,000	483,000	430,000		653	775	825	
	Vs...	May-17	Jun-16		Vs...	May-17	Jun-16	
Hamilton City		-0.1%	7.1%			-17.2%	-24.3%	
Hauraki District		-5.9%	4.9%			-20.0%	-11.1%	
Matamata-Piako District		6.6%	20.0%			42.9%	-15.3%	
Otorohanga District		18.5%	18.5%			-18.2%	28.6%	
South Waikato District		15.2%	1.6%			26.5%	59.3%	
Taupo District		-11.8%	10.4%			-37.3%	-25.3%	
Thames-Coromandel District		7.7%	32.6%			-21.6%	-20.8%	
Waikato District		-7.5%	23.2%			-20.0%	-40.0%	
Waipa District		-11.7%	-7.0%			-11.1%	-22.6%	
Waitomo District		17.7%	64.8%			-13.3%	-31.6%	
Waikato Region		-3.7%	8.1%			-15.7%	-20.8%	

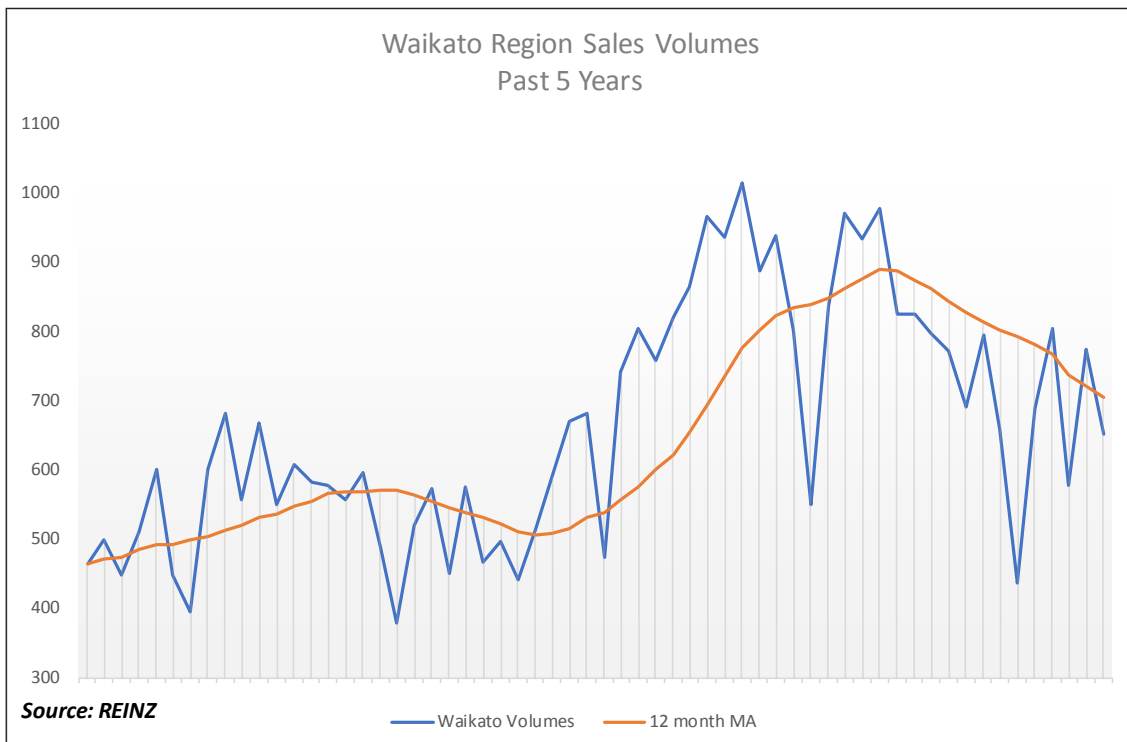
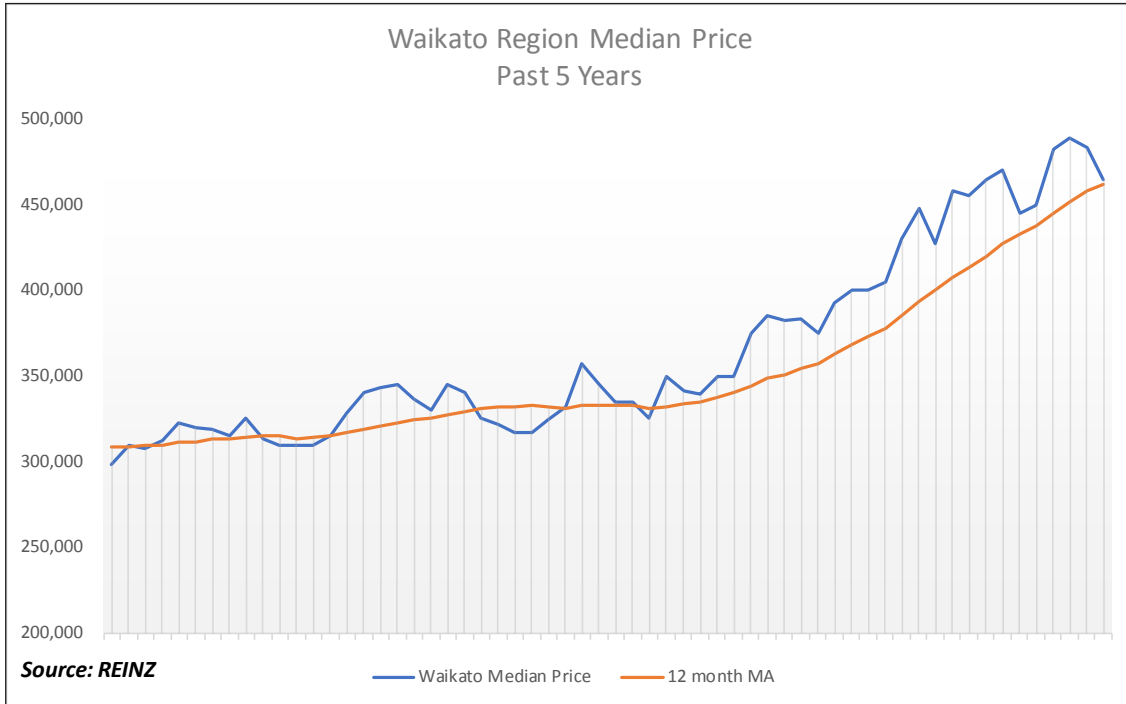


WAIKATO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

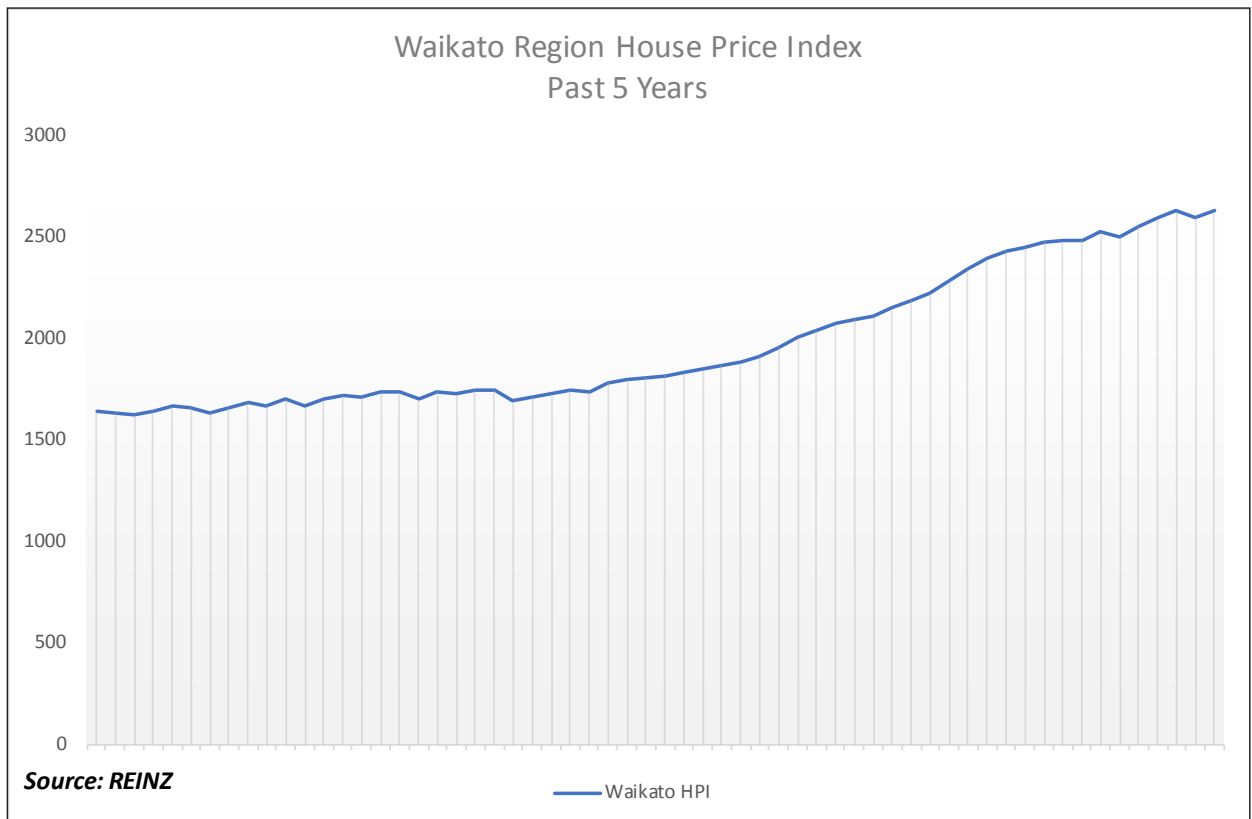
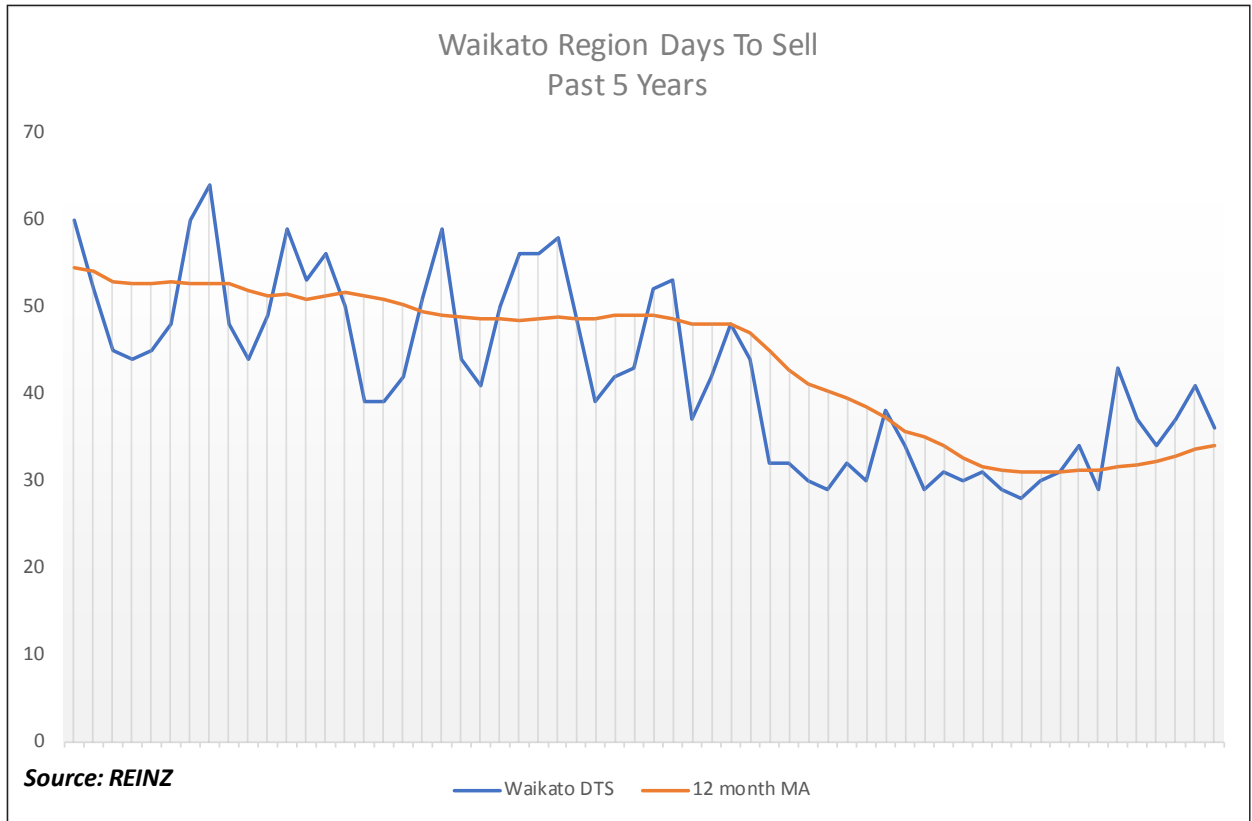
The trend in median price is continuing to rise, with the trend in sales volume now moving back to easing. The days to sell trend is now easing, with the overall trend for the region falling from improving to steady.





WAIKATO

REINZ REGIONAL COMMENTARY





BAY OF PLENTY

REINZ REGIONAL COMMENTARY

“The Bay of Plenty market continued to show strong price growth, although the investment market is slow compared to the same time last year. Quality family homes are sought after with a higher number of listings coming to market.”

REINZ Regional Director
Philip Searle

The median price across the region rose \$69,000 (+14%) compared to June 2016 to reach a new record high. Prices rose 59% in Opotiki, 35% in Kawerau and 30% in Whakatane. Compared to May the median price rose \$17,000 (+3%), with prices rising 39% in Kawerau, 20% in Opotiki, and 12% in Western Bay of Plenty. On a seasonally adjusted basis prices rose 5% compared to May indicating that the lift in prices was in line with what would be expected at this time of year.

Sales volumes compared to May fell 19%, with sales rising 67% in Opotiki, 4% in Western Bay of Plenty and steady in Kawerau. Compared to June 2016 sales across the region fell 33% with sales rising 22% in Kawerau and steady in Opotiki and Western Bay of Plenty but falling across the rest of the region. On a seasonally adjusted basis sales for June fell 10% compared to May, indicating that the drop in sales was larger than expected for this time of year.

The number of days to sell eased by three days in June, from 38 days in May to 41 days in June. The number of days to sell eased by six days compared to June 2016. Over the past 10 years the average number of days to sell during June for Bay of Plenty has been 59 days. The level of inventory across the region has increased by five weeks to 13 weeks (+57%) compared to June 2016.

BAY OF PLENTY REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

	Jun-17	May-17	Jun-16		Jun-17	May-17	Jun-16
Kawerau District	195,000	140,500	145,000		11	11	9
Opotiki District	294,000	245,000	185,000		10	6	10
Rotorua District	355,000	350,000	285,000		81	126	179
Tauranga City	660,000	635,000	639,000		221	272	317
Western Bay of Plenty District	627,500	562,000	517,500		55	53	55
Whakatane District	421,000	415,000	324,000		31	38	42
Bay of Plenty Region	555,000	538,000	486,000		409	506	612
	Vs...	May-17	Jun-16		Vs...	May-17	Jun-16
Kawerau District		38.8%	34.5%			0.0%	22.2%
Opotiki District		20.0%	58.9%			66.7%	0.0%
Rotorua District		1.4%	24.6%			-35.7%	-54.7%
Tauranga City		3.9%	3.3%			-18.8%	-30.3%
Western Bay of Plenty District		11.7%	21.3%			3.8%	0.0%
Whakatane District		1.4%	29.9%			-18.4%	-26.2%
Bay of Plenty Region		3.2%	14.2%			-19.2%	-33.2%

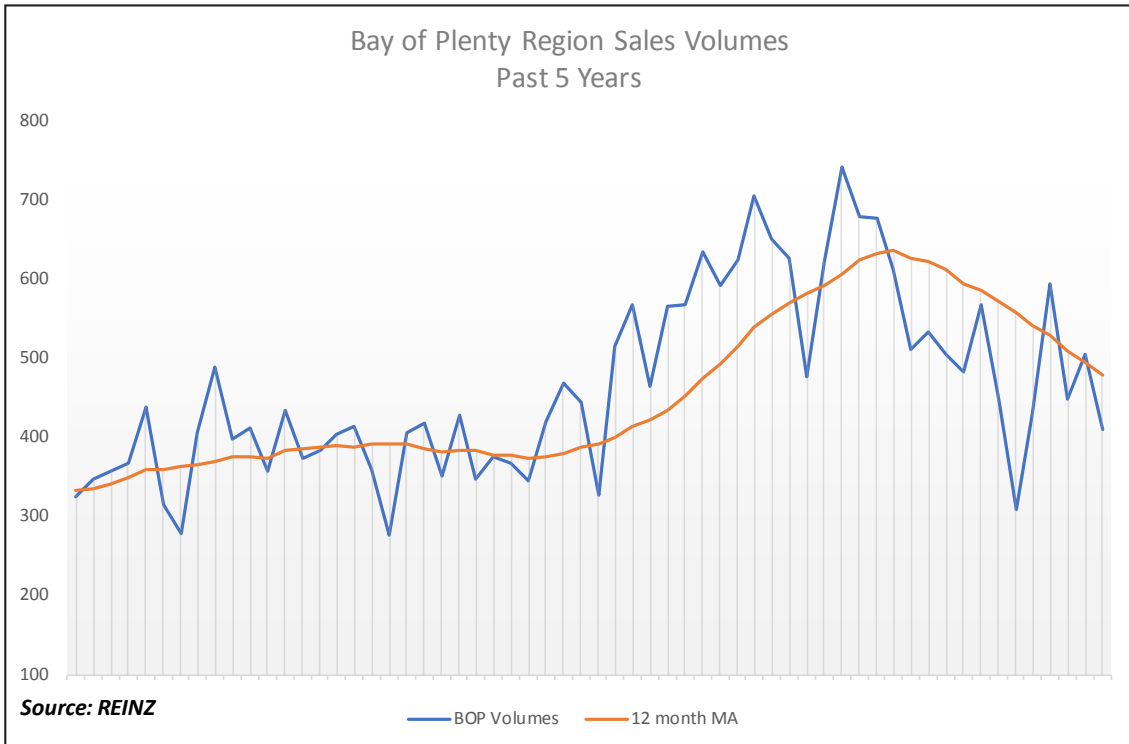
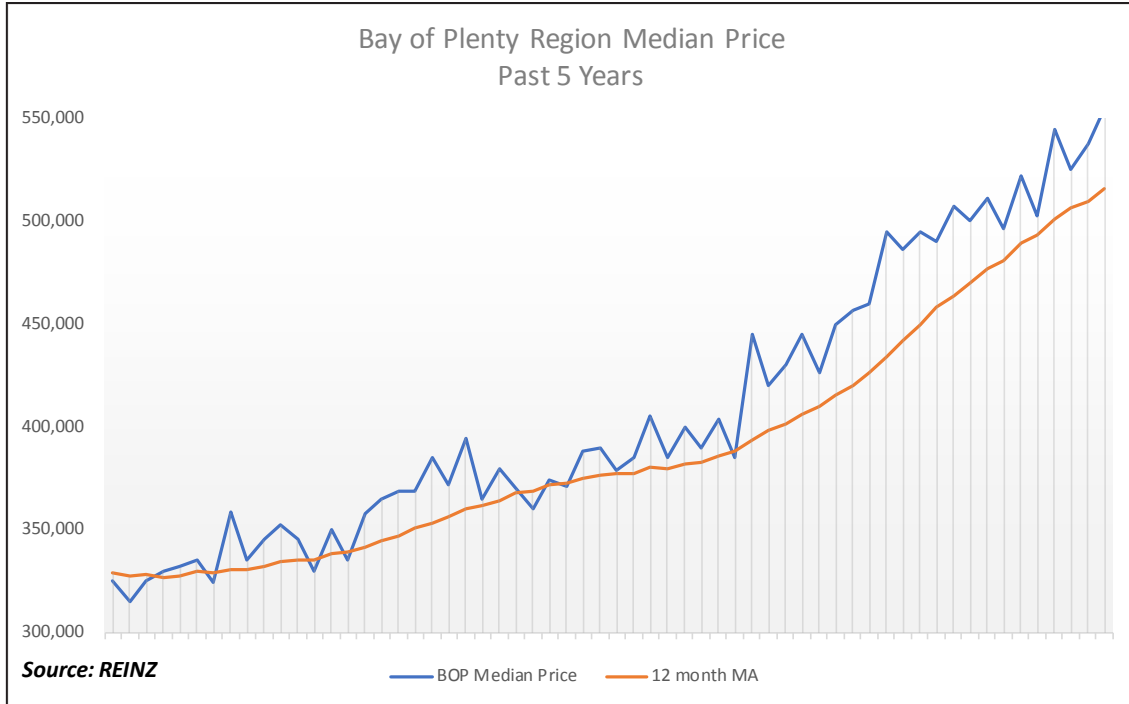


BAY OF PLENTY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

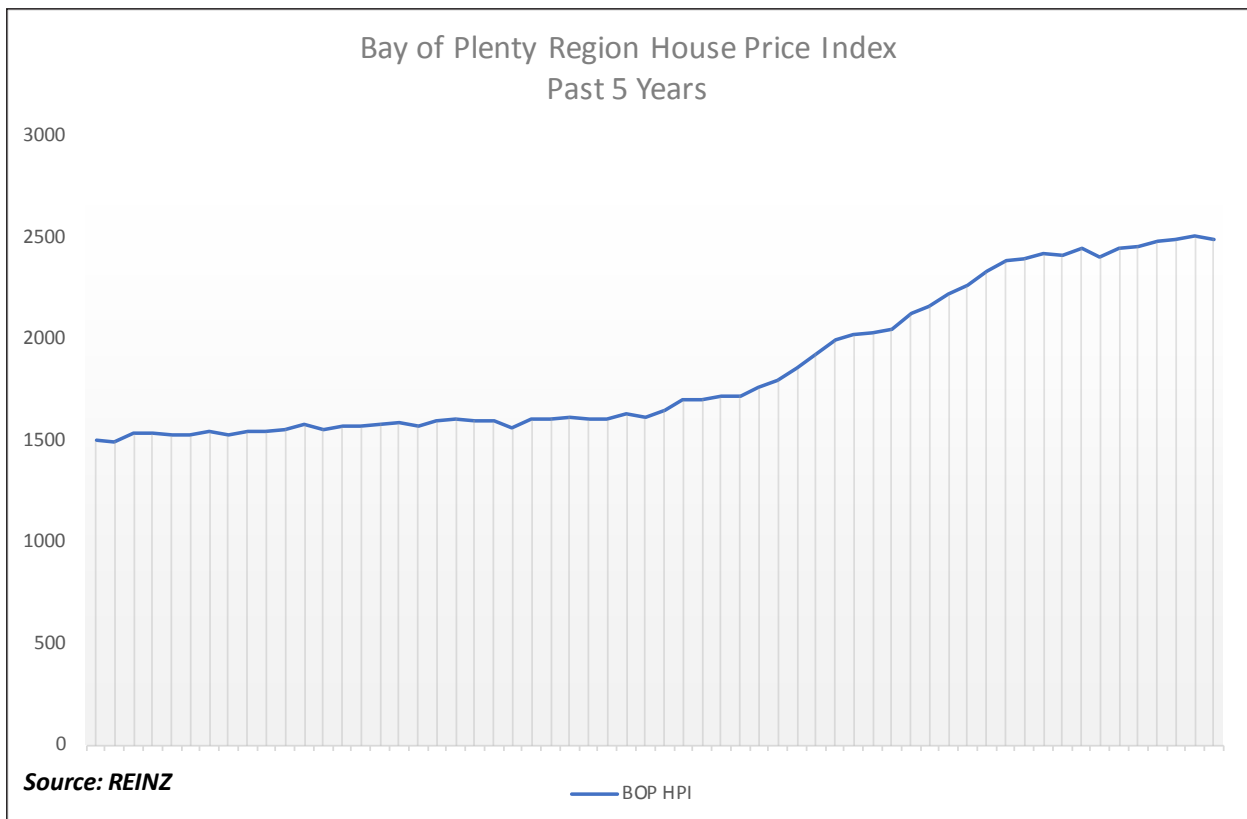
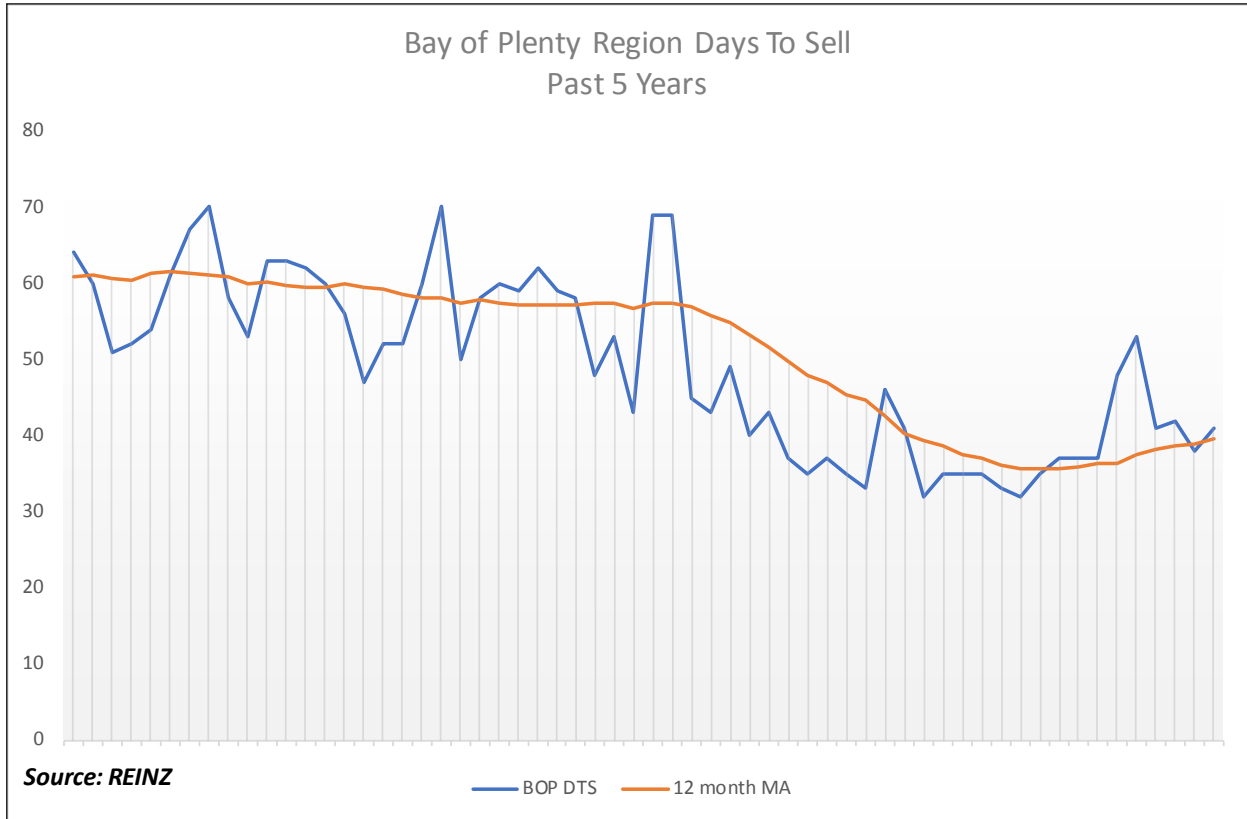
The trend in median price is continuing to rise, with the trend in sales volume now moving back to easing. The days to sell trend is now easing, with the overall trend for the region falling from improving to steady.





BAY OF PLENTY

REINZ REGIONAL COMMENTARY





GISBORNE

REINZ REGIONAL COMMENTARY

“Activity in the Gisborne region remains solid, with inventory levels low compared to recent history and an upward trend in the median price.”

REINZ Regional Director
Philip Searle

The median price across the region rose \$16,000 (+7%) compared to June 2016. Compared to May, the median price fell \$36,000 (-12%). On a seasonally adjusted basis the median price fell 5% compared to May indicating that the decline in the median price was larger than what would be expected for June.

Sales volume for the Gisborne Region was steady at 57 sales compared to May, and dropped by 2 sales compared to June 2016. On a seasonally adjusted basis sales fell by 4% compared to May, indicating that the decline in sales was in line with expectations for this time of year.

The number of days to sell eased by seven days in June, from 32 days in May to 39 days in June. Compared to June 2016 the number of days to sell eased by 10 days. Over the past 10 years the number of days to sell in June across the region has averaged 47 days. There were 14 weeks of supply across the region in June, a rise of one day over the past 12 months.

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

	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Gisborne District	260,000	296,000	244,000	57	57	59
Gisborne Region	260,000	296,000	244,000	57	57	59
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Gisborne District		-12.2%	6.6%		0.0%	-3.4%
Gisborne Region		-12.2%	6.6%		0.0%	-3.4%

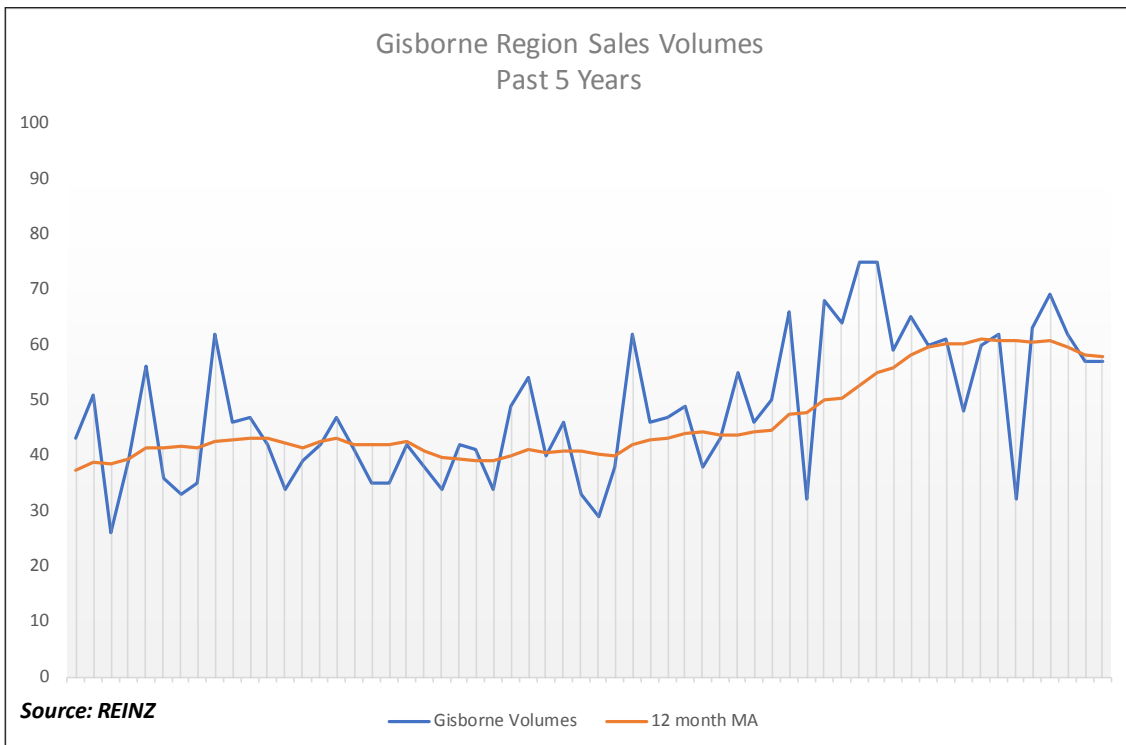
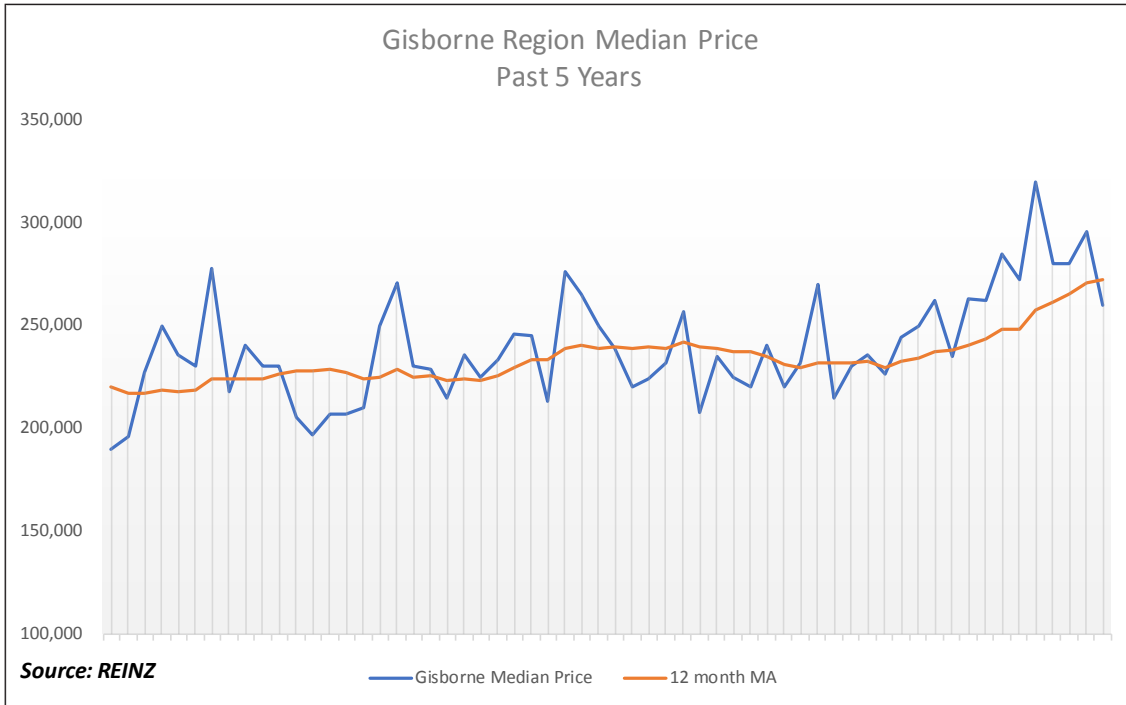


GISBORNE

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

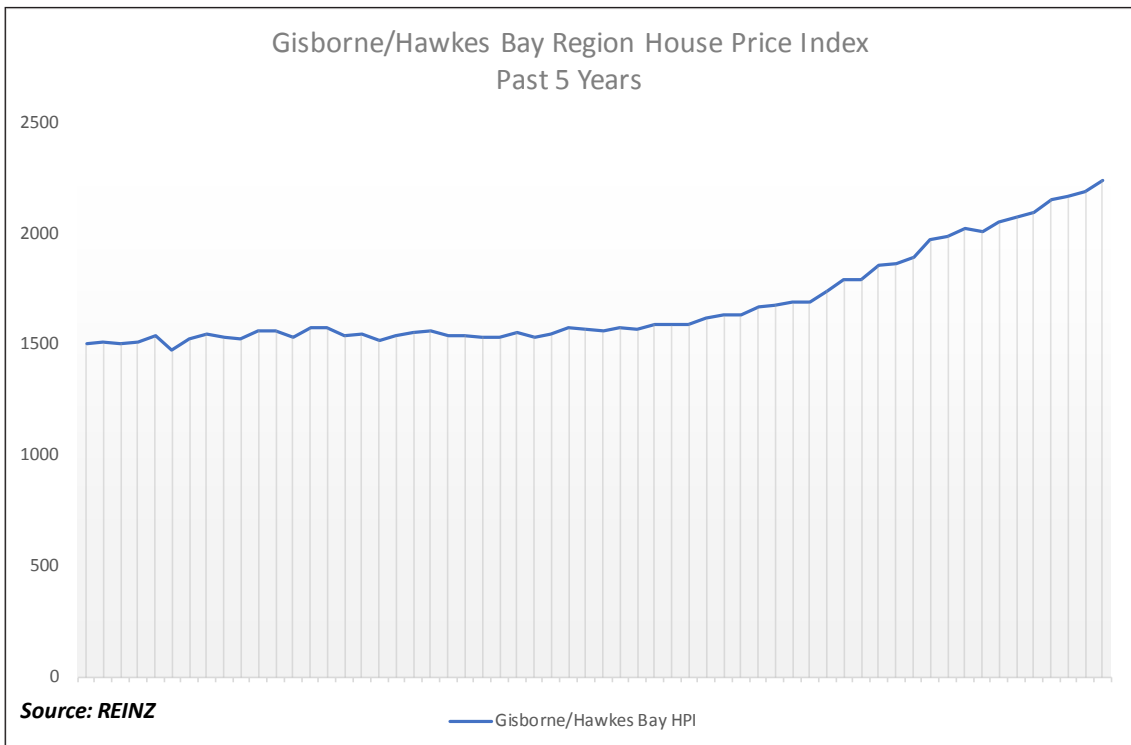
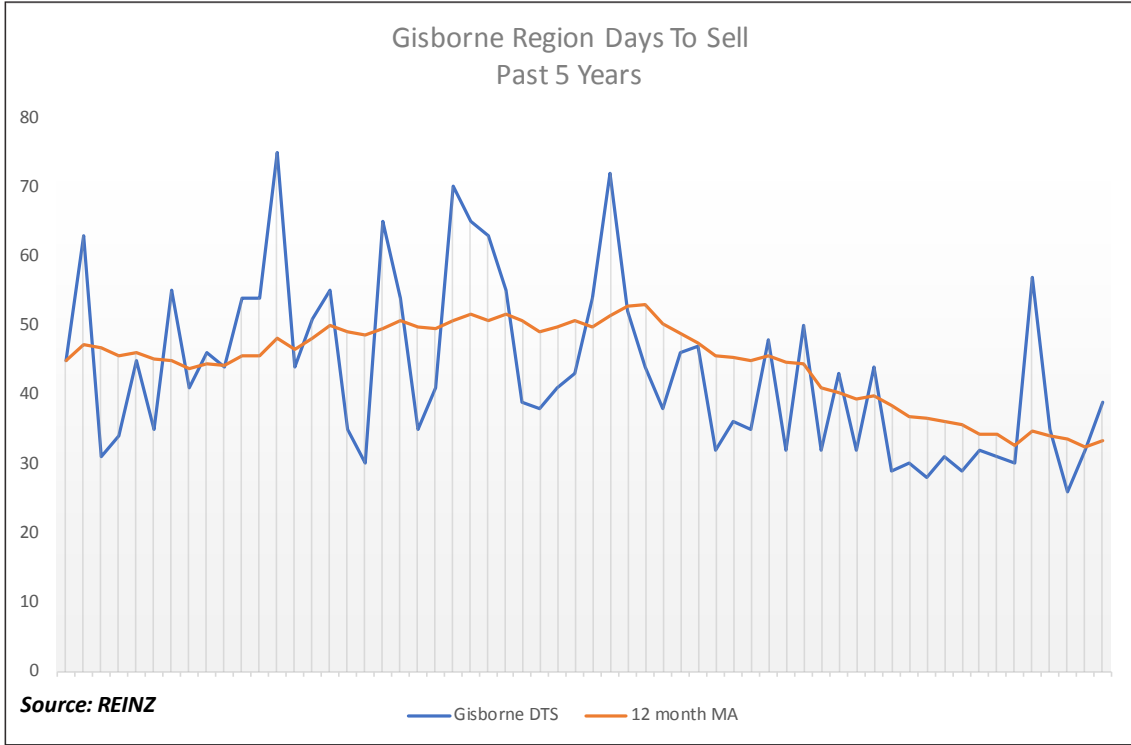
The median price trend is now rising with the volume trend now easing. The days to sell trend now steady and the overall trend for the region continues to improve.





GISBORNE

REINZ REGIONAL COMMENTARY





HAWKE'S BAY

REINZ REGIONAL COMMENTARY

“The number of buyers in the market remains steady compared to last month and the same time last year, although the continuing shortage of new listings and inventory remains a constant issue. An increasing number of buyers have sold and are renting short term to find the ‘right’ property, with this situation being exacerbated by continuing strong demand from outside the region.”

REINZ Chief Executive Officer
Bindi Norwell

The median price rose \$53,000 (+17%) compared to June 2016. Prices rose 29% in Wairoa, 27% in Central Hawke's Bay and 21% in Napier. The median price fell \$7,000 (-2%) compared to May, with prices rising 5% in Central Hawke's Bay and 3% in Napier, but falling across the rest of the region. On a seasonally adjusted basis the median fell 1% compared to May, indicating that the fall in prices in line with expectations for this time of year.

Sales volumes in Hawke's Bay fell 4% compared to June 2016, with sales rising 44% in Central Hawke's Bay and 6% in Napier and steady in Wairoa. Compared to May sales volumes fell 8%, with sales rising 21% in Central Hawke's Bay and 20% in Wairoa, but falling across the rest of the region. On a seasonally adjusted basis sales for June rose 10% compared to May indicating that fall in sales was far less than expected for June.

The median number of days to sell improved by two days compared to May, from 30 days in May to 28 days in June. The number of days to sell improved by two days compared to June 2016. Over the past 10 years the median number of days to sell for the Hawke's Bay region in June has been 50 days. The region has the second lowest level of inventory across New Zealand with just nine weeks of supply, about the same level as June 2016.

HAWKE'S BAY REGION TRENDS

PRICE ↑ VOLUMES ↓ DAYS TO SELL ↗ OVERALL ↗

	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Central Hawke's Bay District	215,000	205,000	170,000	23	19	16
Hastings District	360,000	380,000	320,000	88	99	110
Napier City	412,000	400,000	340,000	110	124	104
Wairoa District	110,000	125,000	85,000	6	5	6
Hawke's Bay Region	373,000	380,000	320,000	227	247	236
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Central Hawke's Bay District		4.9%	26.5%		21.1%	43.8%
Hastings District		-5.3%	12.5%		-11.1%	-20.0%
Napier City		3.0%	21.2%		-11.3%	5.8%
Wairoa District		-12.0%	29.4%		16.7%	0.0%
Hawke's Bay Region		-1.8%	16.6%		-8.1%	-3.8%

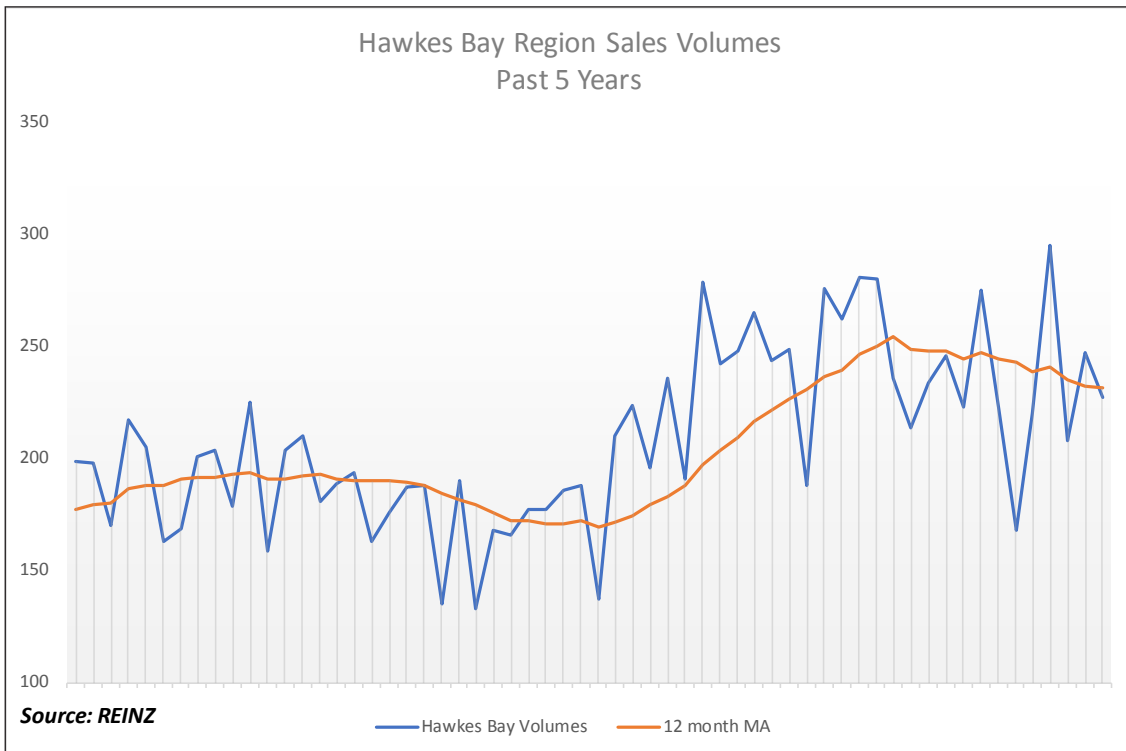
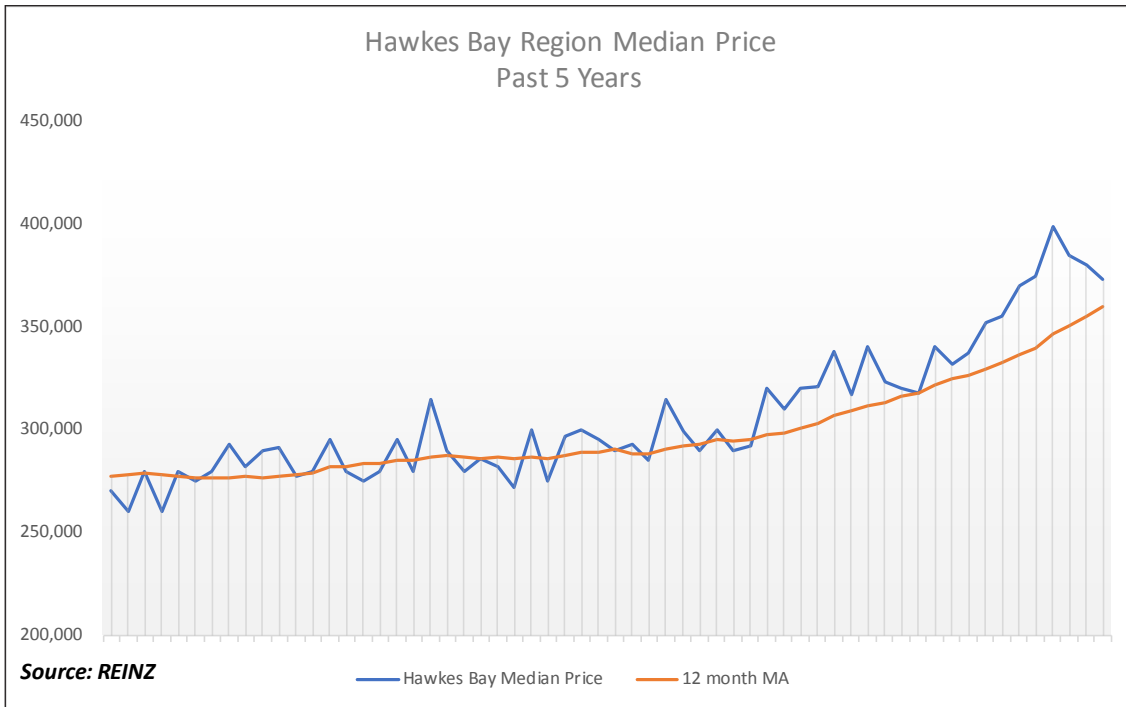


HAWKE'S BAY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

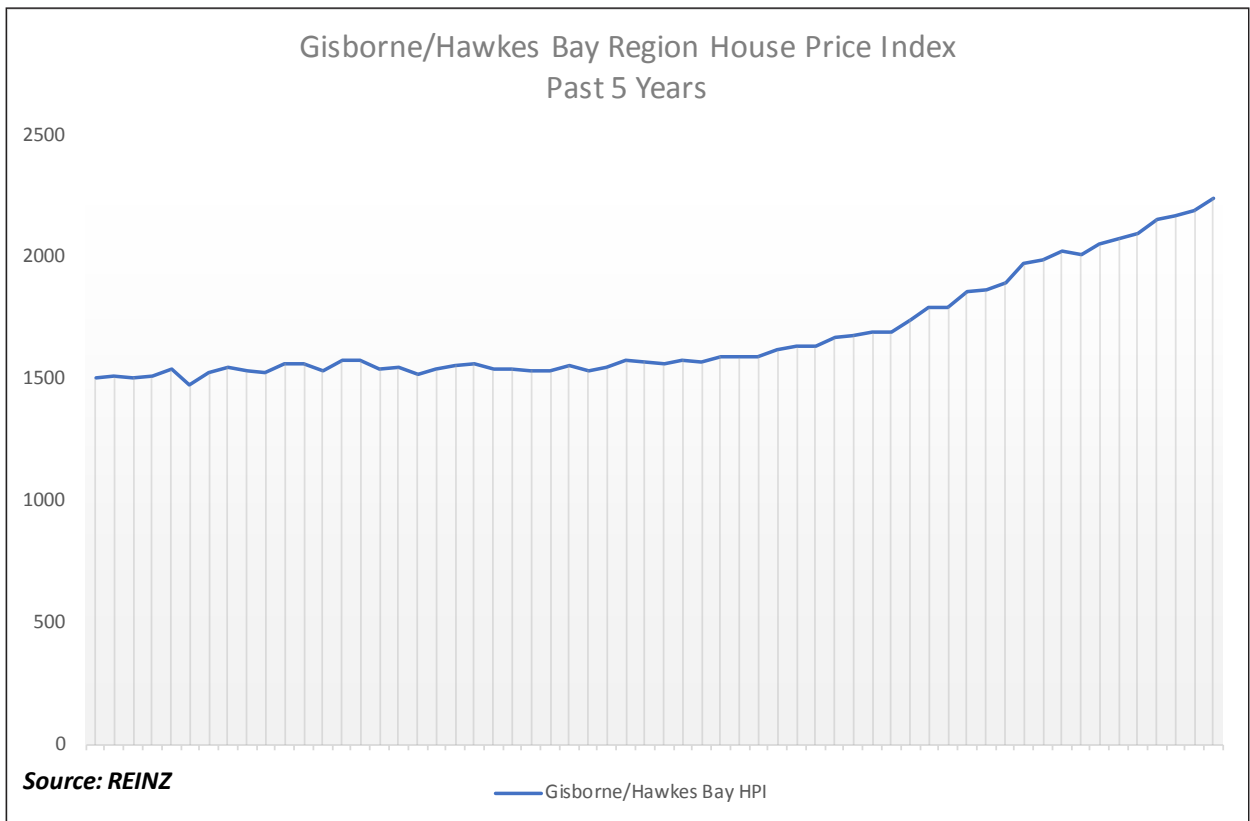
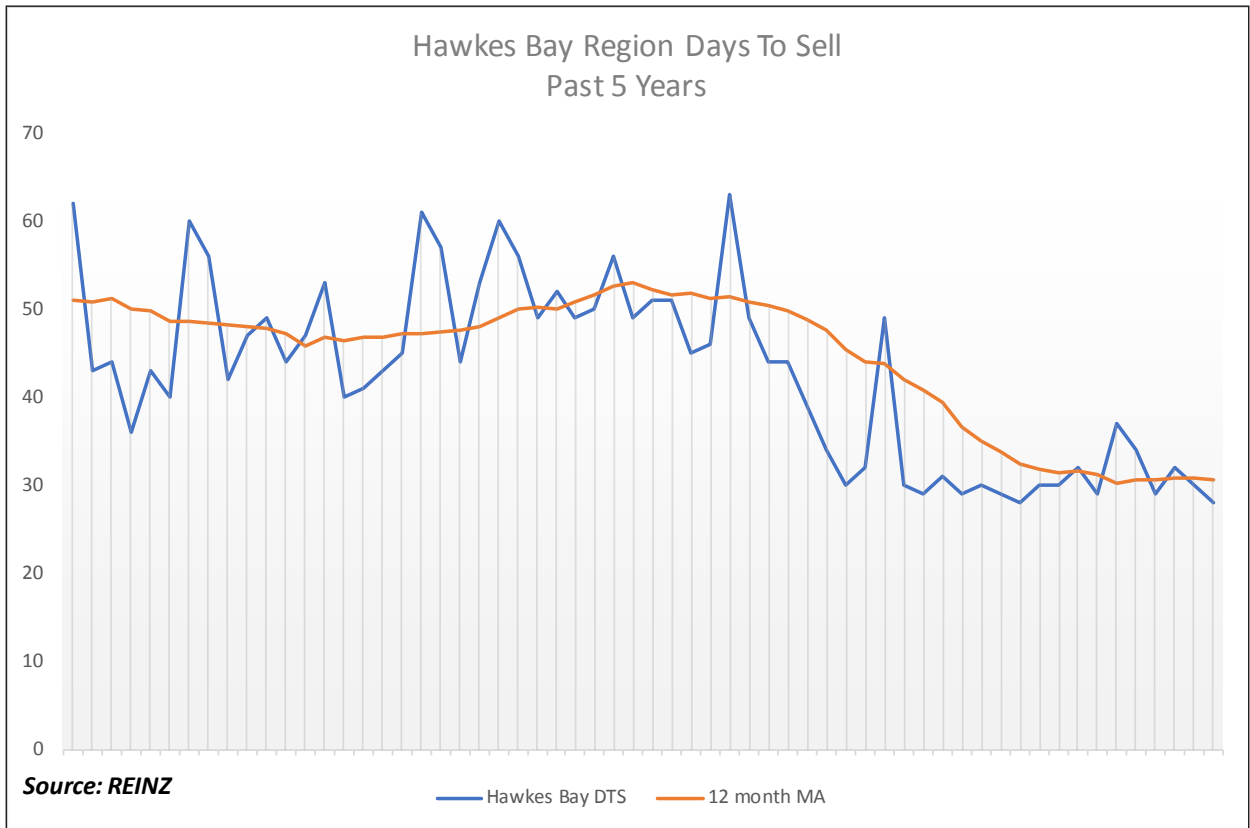
The median price trend has moved from improving to rising, although the sales volume trend continues to ease. The days to sell trend is now improving, with the overall trend for the region continuing to improve.





HAWKE'S BAY

REINZ REGIONAL COMMENTARY





TARANAKI

REINZ REGIONAL COMMENTARY

“The Taranaki market is steady, although there has been a decline in the number of buyers active due to banks tightening their lending criteria. This has been coupled with a decline in the level of inventory available for sale which has acted as an offset to the lower level of demand. The net result is a steady market.”

REINZ Chief Executive Officer
Bindi Norwell

The median price rose \$53,000 (+17%) compared to June 2016. Prices rose 29% in Wairoa, 27% in Central Hawke’s Bay and 21% in Napier. The median price fell \$7,000 (-2%) compared to May, with prices rising 5% in Central Hawke’s Bay and 3% in Napier, but falling across the rest of the region. On a seasonally adjusted basis the median fell 1% compared to May, indicating that the fall in prices in line with expectations for this time of year.

Sales volumes in Hawke’s Bay fell 4% compared to June 2016, with sales rising 44% in Central Hawke’s Bay and 6% in Napier and steady in Wairoa. Compared to May sales volumes fell 8%, with sales rising 21% in Central Hawke’s Bay and 20% in Wairoa, but falling across the rest of the region. On a seasonally adjusted basis sales for June rose 10% compared to May indicating that fall in sales was far less than expected for June.

The median number of days to sell improved by two days compared to May, from 30 days in May to 28 days in June. The number of days to sell improved by two days compared to June 2016. Over the past 10 years the median number of days to sell for the Hawke’s Bay region in June has been 50 days. The region has the second lowest level of inventory across New Zealand with just nine weeks of supply, about the same level as June 2016.

TARANAKI REGION TRENDS	PRICE	↗	VOLUMES	↘	DAYS TO SELL	→	OVERALL	→
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	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
New Plymouth District	392,000	386,000	361,000	108	130	132
South Taranaki District	189,500	215,000	193,000	41	44	48
Stratford District	259,000	270,000	235,000	15	14	19
Taranaki Region	325,000	350,000	315,000	164	188	199
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
New Plymouth District		1.6%	8.6%		-16.9%	-18.2%
South Taranaki District		-11.9%	-1.8%		-6.8%	-14.6%
Stratford District		-4.1%	10.2%		7.1%	-21.1%
Taranaki Region		-7.1%	3.2%		-12.8%	-17.6%

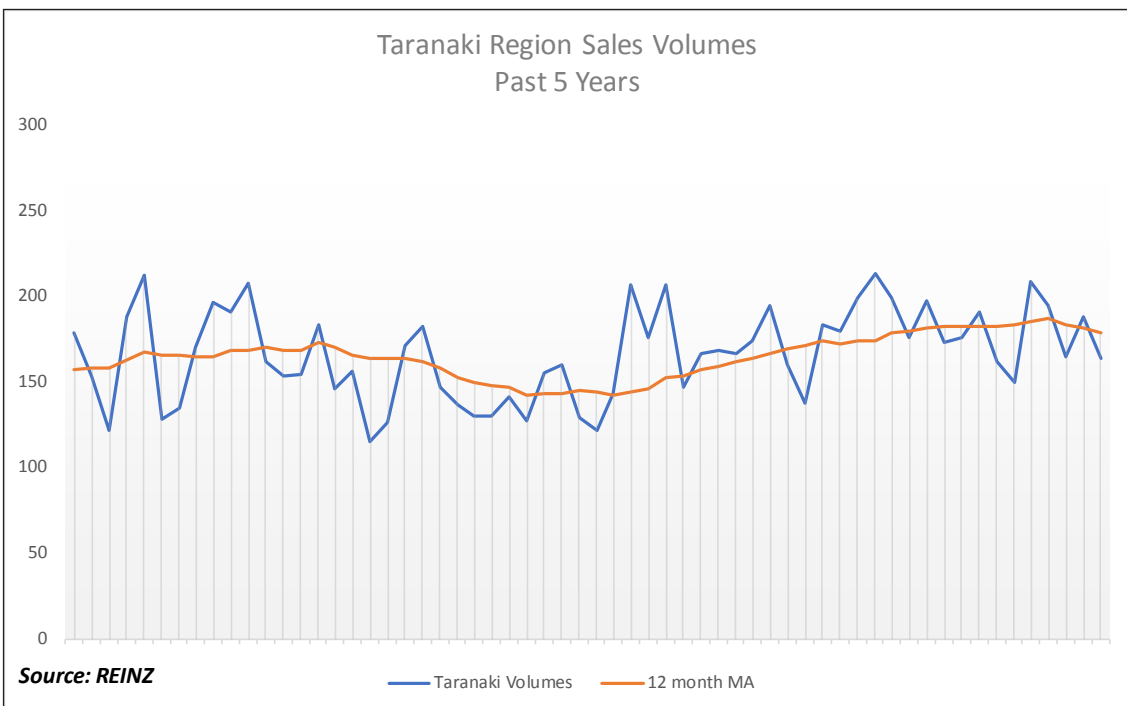
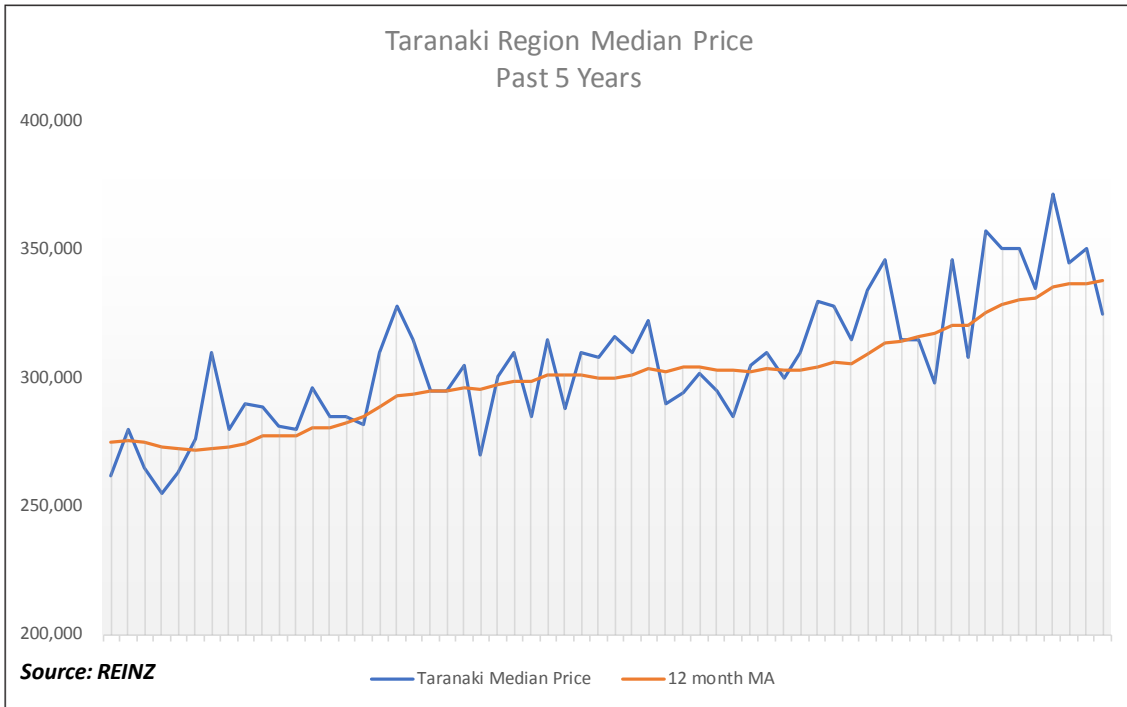


TARANAKI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

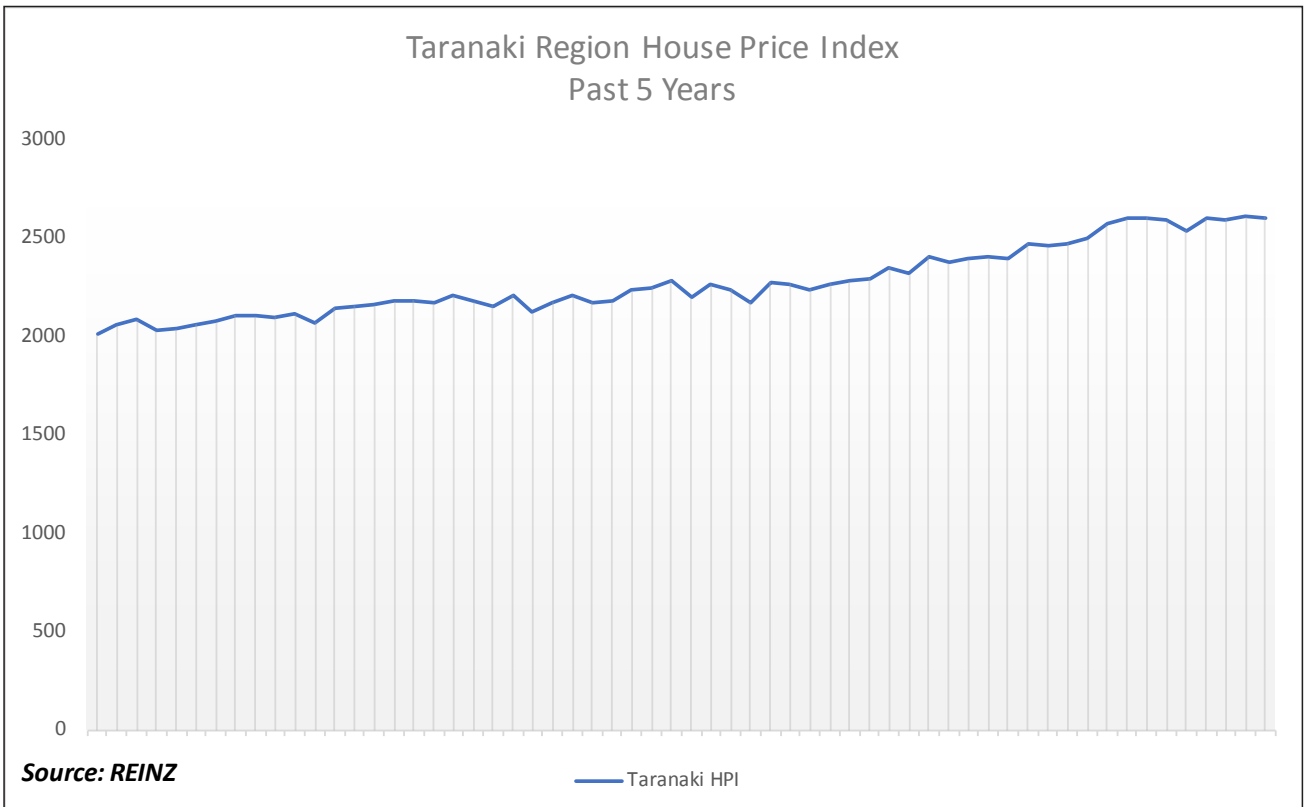
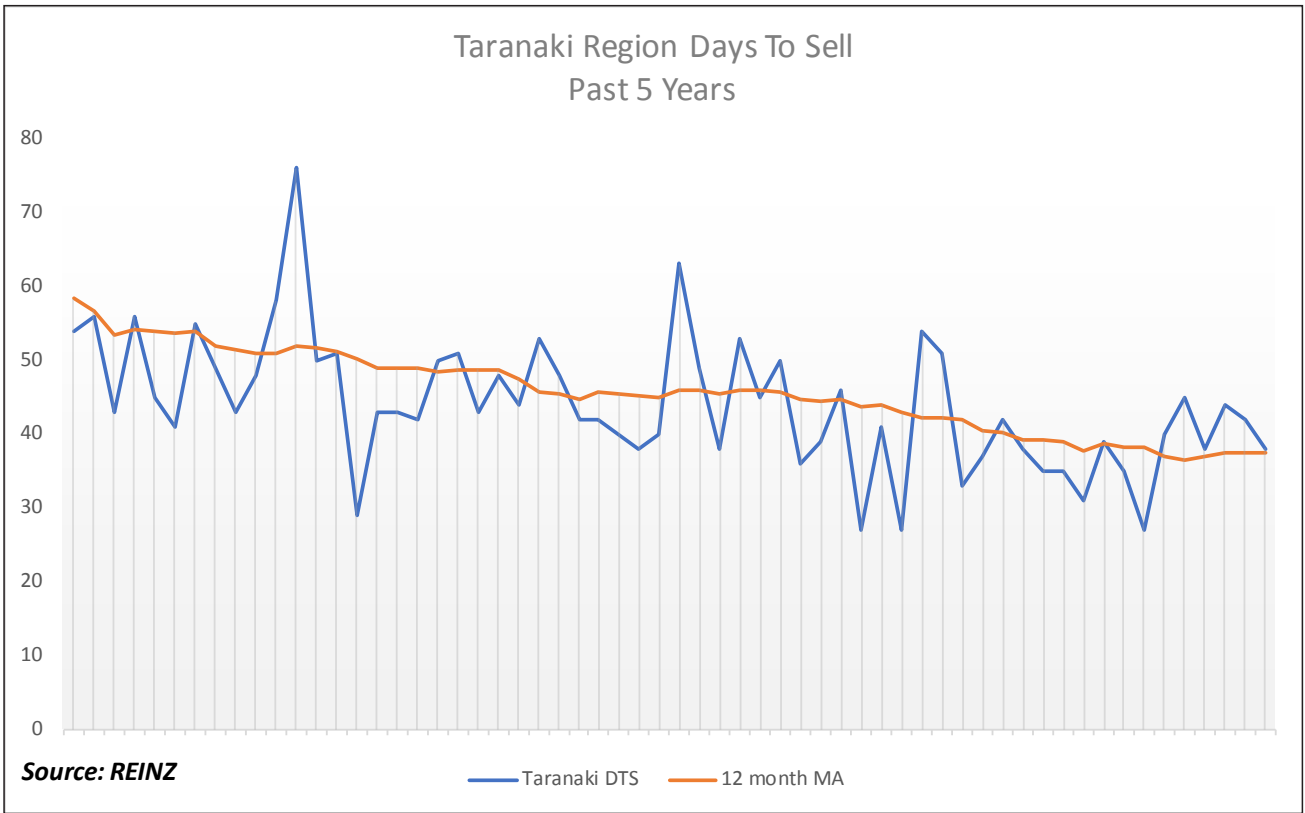
The median price trend has moved from improving back to steady, with the sales volume trend continuing to ease. The days to sell trend is now steady, although the overall trend remains steady.





TARANAKI

REINZ REGIONAL COMMENTARY





MANAWATU / WANGANUI

REINZ REGIONAL COMMENTARY

“In contrast to other regions, there are more first home buyers across the Manawatu/Wanganui region with anecdotal evidence suggesting that increasing numbers have reached the deposit threshold and unmet demand. The investor market is being increasingly dominated by Auckland buyers with local buyers on the sidelines. The market is robust.”

REINZ Chief Executive Officer
Bindi Norwell

The median price across the region rose \$45,000 (+19%) compared to June 2016 to reach another new record high. Prices rose 34% in Manawatu District, 29% in Horowhenua and 25% in Rangitikei. Compared to May the median price rose \$10,000 (+4%), with prices rising 14% in Horowhenua, 13% in Tararua and Manawatu and 5% in Wanganui. On a seasonally adjusted basis the median price rose 2% compared to May, indicating that the increase in prices was slightly higher than normal for June.

Sales volumes fell 16% compared to June 2016, with sales rising 23% in Wanganui, but falling 7% in Tararua and 12% in Ruapehu. Compared to May sales volumes fell 23%, with sales rising 10% in Whanganui, but falling 22% in Horowhenua and Palmerston North. On a seasonally adjusted basis sales across the region fell 12%, indicating that the drop in sales was greater in June than would normally be expected.

The number of days to sell improved by one day compared to May, from 35 days in May to 34 days in June. The number of days to sell also improved by four days compared to June 2016. Over the past 10 years the average number of days to sell during June for the region has been 55 days. The level of inventory available for sale has fallen by three weeks compared to June 2016 to stand at 13 weeks (-20%).

MANAWATU-WANGANUI REGION TRENDS

PRICE



VOLUMES



DAYS
TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Horowhenua District	292,000	256,800	227,000	58	74	92
Manawatu District	355,000	315,000	266,000	34	51	41
Palmerston North City	355,000	355,000	317,000	106	136	126
Rangitikei District	195,000	195,900	156,000	13	27	25
Ruapehu District	98,000	200,000	150,000	23	38	26
Tararua District	170,000	150,000	160,000	25	39	27
Whanganui District	200,000	190,000	175,000	74	67	60
Manawatu-Wanganui Region	280,000	270,000	235,000	333	432	397
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Horowhenua District		13.7%	28.6%		-21.6%	-37.0%
Manawatu District		12.7%	33.5%		-33.3%	-17.1%
Palmerston North City		0.0%	12.0%		-22.1%	-15.9%
Rangitikei District		-0.5%	25.0%		-51.9%	-48.0%
Ruapehu District		-51.0%	-34.7%		-39.5%	-11.5%
Tararua District		13.3%	6.3%		-35.9%	-7.4%
Whanganui District		5.3%	14.3%		10.4%	23.3%
Manawatu-Wanganui Region		3.7%	19.1%		-22.9%	-16.1%

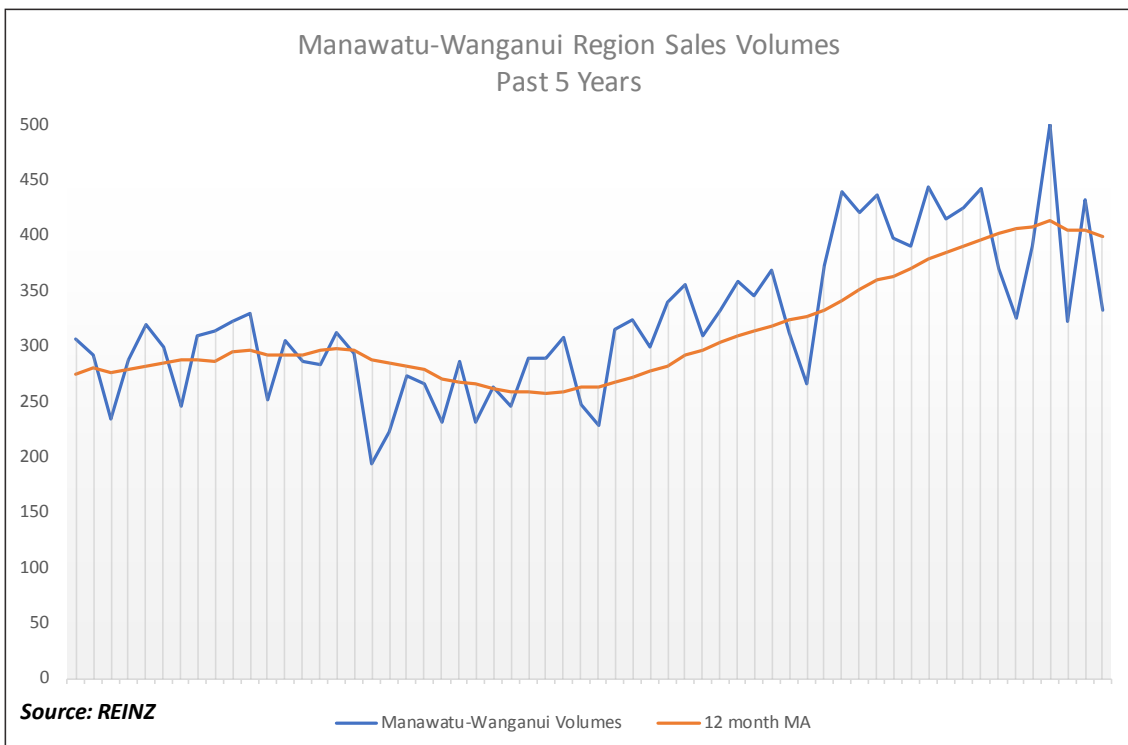
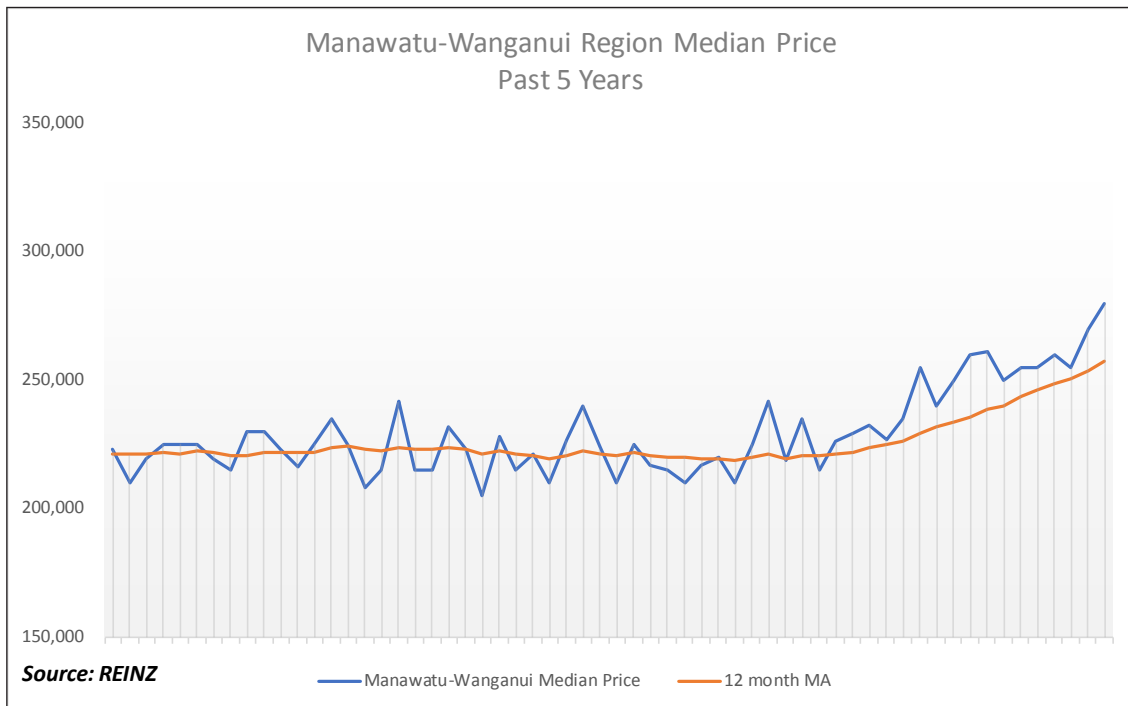


MANAWATU / WANGANUI

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

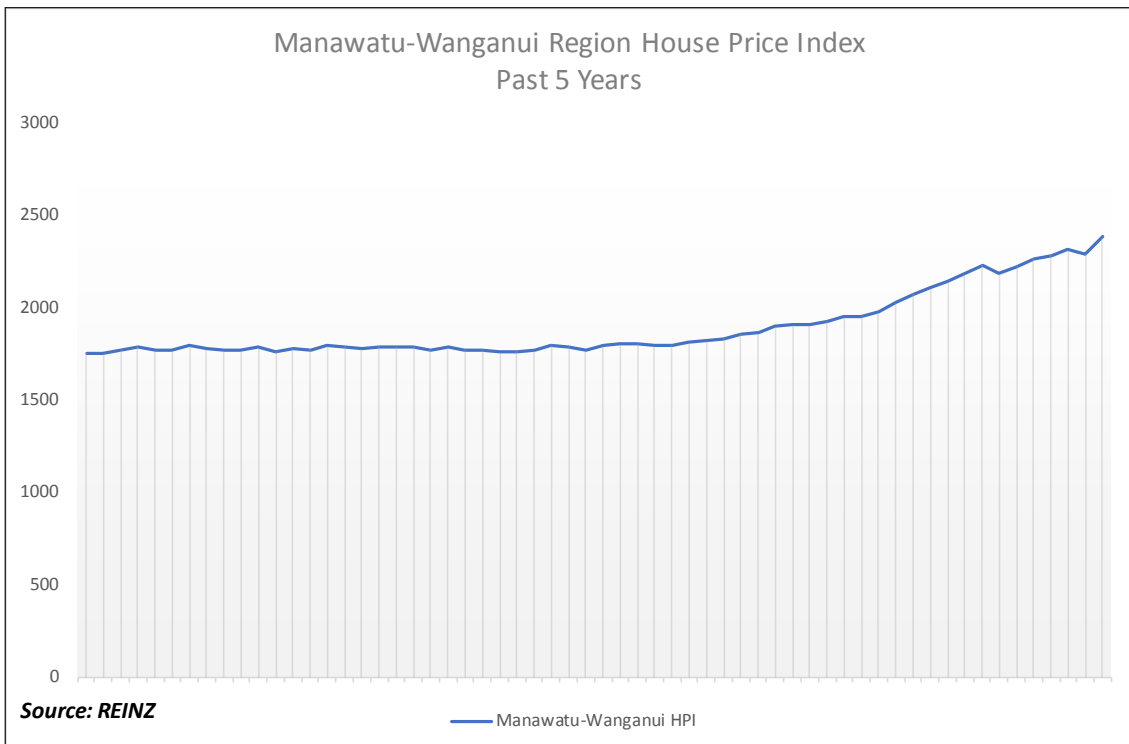
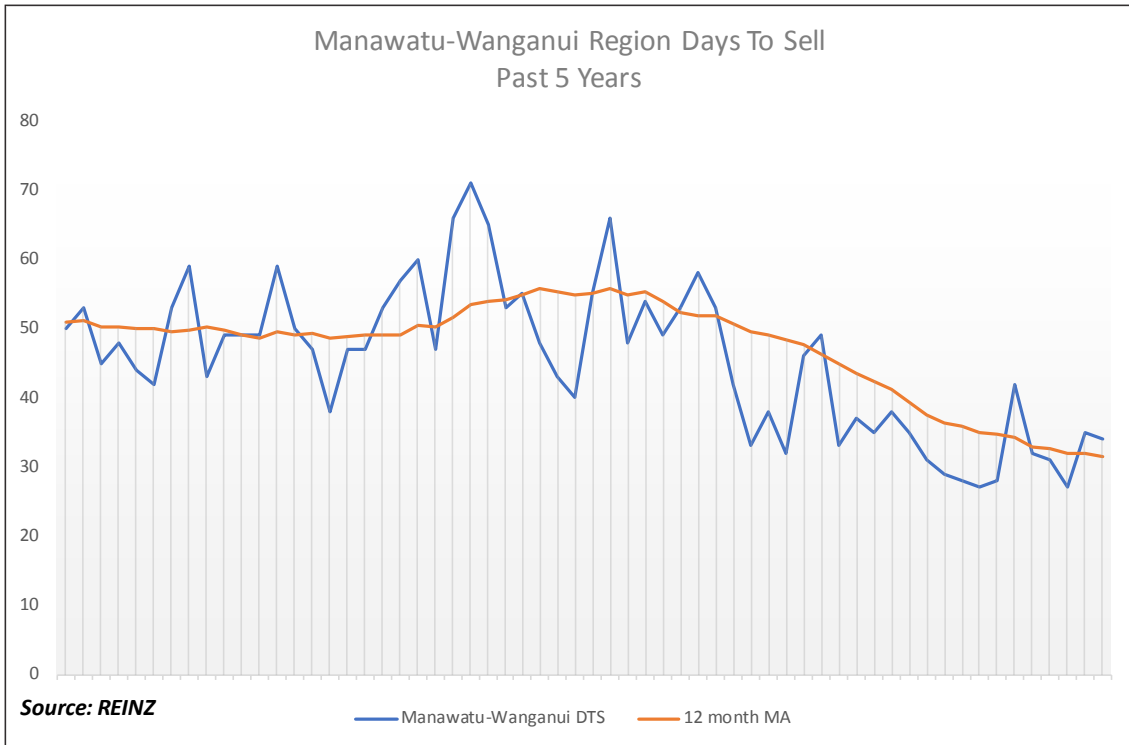
The median price trend is now improving, with the volume trend now easing. The days to sell trend continues to rise. The overall trend for the region is now improving.





MANAWATU / WANGANUI

REINZ REGIONAL COMMENTARY





WELLINGTON

REINZ REGIONAL COMMENTARY

“The Wellington market is changing rapidly, with increasing numbers of first home buyers heading to the northern and western suburbs to find properties to buy. This has been driven to some extent by more restrictive lending practices by banks and the continuing very low levels of inventory. Many first home buyers are facing multiple offers on properties due to the very tight market conditions.”

REINZ Regional Director
Mark Coffey

The median price for the Wellington region rose \$75,000 (+17%) compared to June 2016. Prices rose 18% in Kapiti Coast, 14% in Porirua and 13% in Lower Hutt. Compared to June the median price rose \$5,000 (+1%), with prices rising 12% in Porirua and 3% in Kapiti Coast and Lower Hutt. On a seasonally adjusted basis the median price rose 3%, indicating that the increase in the median price was larger than expected for this time of year.

Compared to June 2016 sales volumes fell 13% across the region, with sales rising 26% in Kapiti Coast and 1% in Lower Hutt, but falling across the rest of the region. Compared to May sales volumes fell 14%, with sales steady in South Wairarapa, but falling 4% in Lower Hutt and 5% in Porirua and Kapiti Coast. On a seasonally adjusted basis sales fell by 2% compared May, indicating that the drop in sales was about in line with expectations for this time of year.

The number of days to sell was steady at 31 days compared to May. The number of days to sell eased by three days compared to June 2016. Over the past 10 years the average number of days to sell during June for the region has been 43 days. The level of inventory in Wellington improved by one week compared to June 2016, from five to six weeks, but remains the lowest level of inventory across the country.

WELLINGTON REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

VOLUME SOLD

	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Carterton District	292,000	360,000	288,180	18	21	20
Kapiti Coast District	510,000	495,000	433,000	97	102	77
Lower Hutt City	475,000	460,000	421,000	162	169	160
Masterton District	290,000	329,000	274,000	36	42	48
Porirua City	580,000	520,000	510,000	64	67	75
South Wairarapa District	325,000	371,000	295,000	18	18	40
Upper Hutt City	435,000	425,000	405,000	56	94	83
Wellington City	650,000	665,000	600,000	238	288	284
Wellington Region	530,000	525,000	455,000	689	801	787
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Carterton District		-18.9%	1.3%		-14.3%	-10.0%
Kapiti Coast District		3.0%	17.8%		-4.9%	26.0%
Lower Hutt City		3.3%	12.8%		-4.1%	1.2%
Masterton District		-11.9%	5.8%		-14.3%	-25.0%
Porirua City		11.5%	13.7%		-4.5%	-14.7%
South Wairarapa District		-12.4%	10.2%		0.0%	-55.0%
Upper Hutt City		2.4%	7.4%		-40.4%	-32.5%
Wellington City		-2.3%	8.3%		-17.4%	-16.2%
Wellington Region		1.0%	16.5%		-14.0%	-12.5%

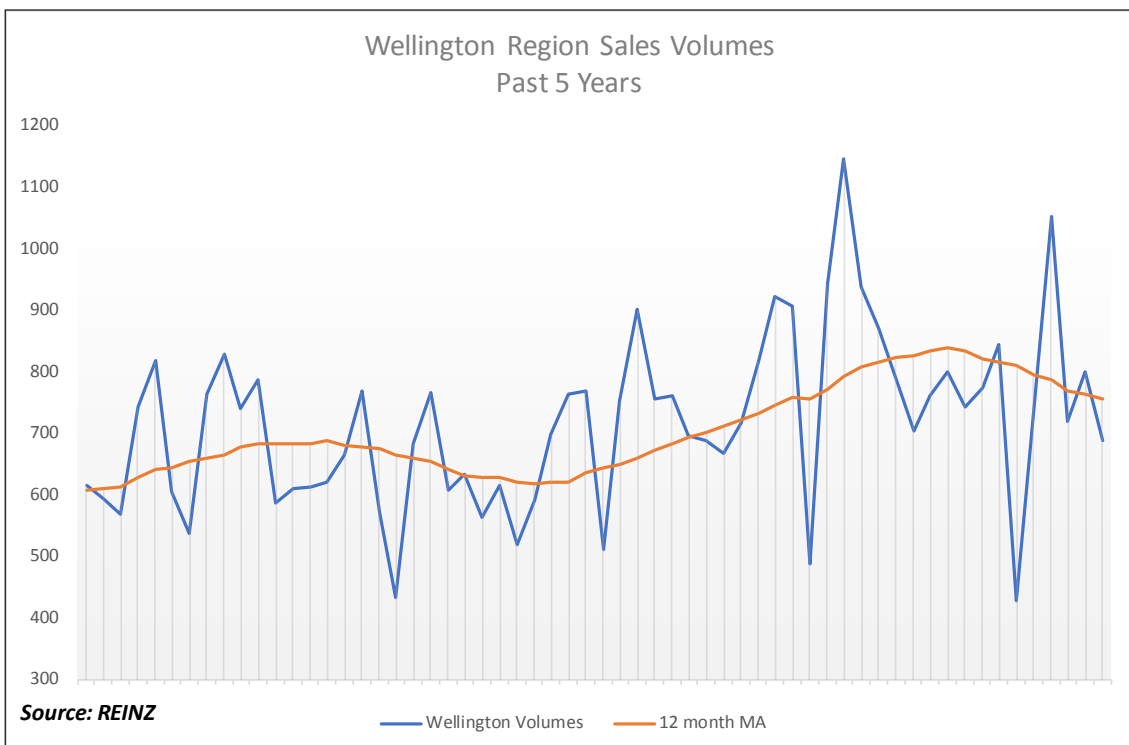
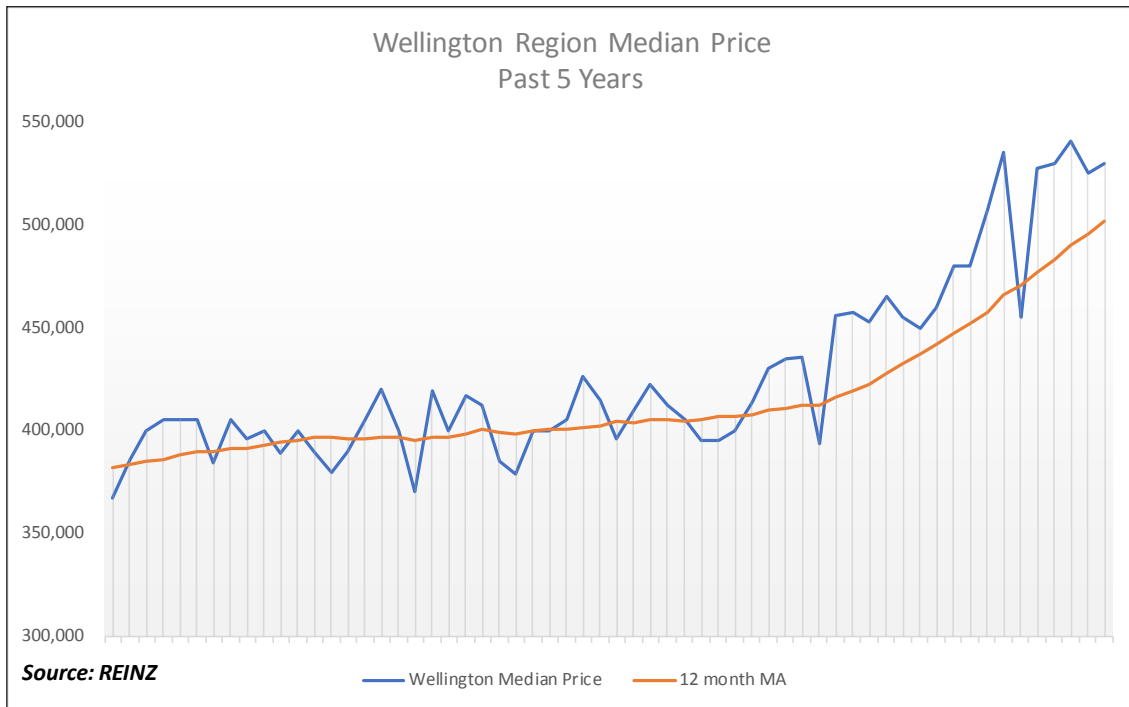


WELLINGTON

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

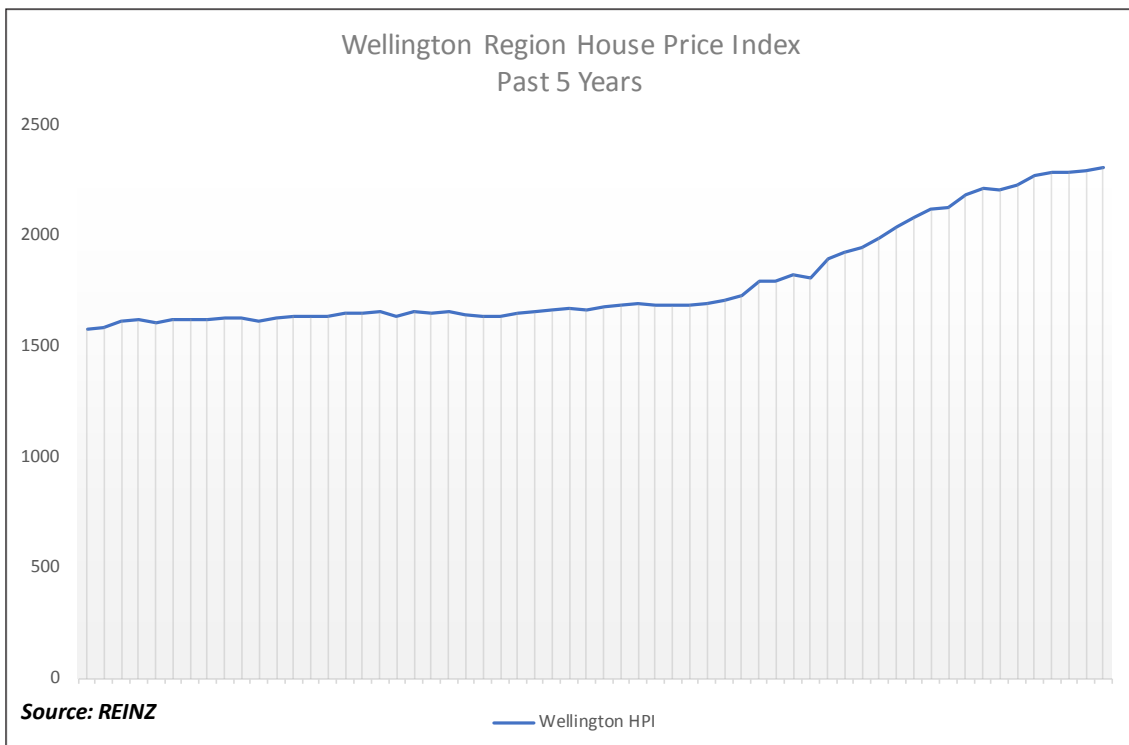
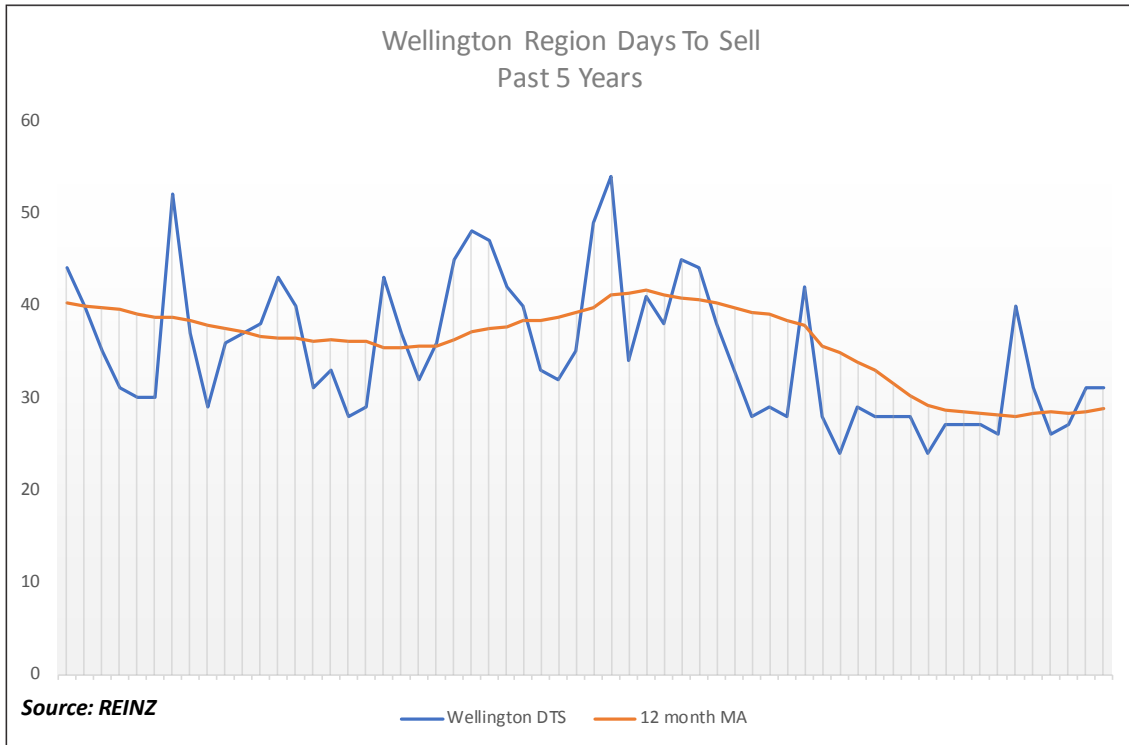
The trend in the median price is now rising, although the volume trend is now easing. The days to sell trend is steady, with the overall trend for the Wellington region still improving.





WELLINGTON

REINZ REGIONAL COMMENTARY





NELSON / MARLBOROUGH / TASMAN

REINZ REGIONAL COMMENTARY

“The real estate market across the top of the South Island is robust with another new record median price for June and a decreasing level of properties available to buy. Banks appear to be more aggressive on lending criteria, although this has not yet translated into the price trend, with the market very much positioned as a sellers market at present.”

REINZ Chief Executive Officer
Bindi Norwell

The median price for the Nelson/Marlborough/Tasman region rose \$81,000 (+20%) compared to June 2016 to reach a new record high. Prices rose 74% in Marlborough Sounds, 37% in Motueka and 31% in Richmond. Compared to May the median price for the region rose \$5,000 (+1%), with prices rising 47% in Marlborough Sounds, 21% in Motueka and 15% in Richmond. On a seasonally adjusted basis the median price rose 1% indicating that the lift in the median price was in line for this time of year.

Sales volume compared to June 2016 fell 12%, with sales increasing 157% in Moutere-Waimea, 109% in Richmond and 71% in Wairau-Awatere. Compared to May sales volumes fell 31% across the region with sales increasing 44% in Motueka and steady in Wairau-Awatere, but falling across the rest of the region. On a seasonally adjusted basis sales fell 20% compared to May indicating that the drop in sales was far greater than expected for this time of year.

The number of days to sell in June eased by one days compared to May, from 31 days in May to 32 days in June. Compared to June 2016 the number of days eased by four days. Over the past 10 years the number of days to sell in June across the region has averaged 44 days. There was 10 weeks of supply across the region in June, a drop fi five weeks compared to June 2016, and the third shortest level of inventory across New Zealand.

NELSON/MARLBOROUGH/TASMAN REGION TRENDS

PRICE ↑ VOLUMES ↓ DAYS TO SELL ↓ OVERALL →

	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Nelson City	490,000	490,000	450,000	68	85	78
Marlborough District	395,000	405,000	350,000	67	115	95
Tasman District	581,000	525,000	426,000	55	75	44
Nelson/Marlborough/Tasman Region	486,000	481,000	405,000	190	275	217
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Nelson City		0.0%	8.9%		-20.0%	-12.8%
Marlborough District		-2.5%	12.9%		-41.7%	-29.5%
Tasman District		10.7%	36.4%		-26.7%	25.0%
Nelson/Marlborough/Tasman Region		1.0%	20.0%		-30.9%	-12.4%

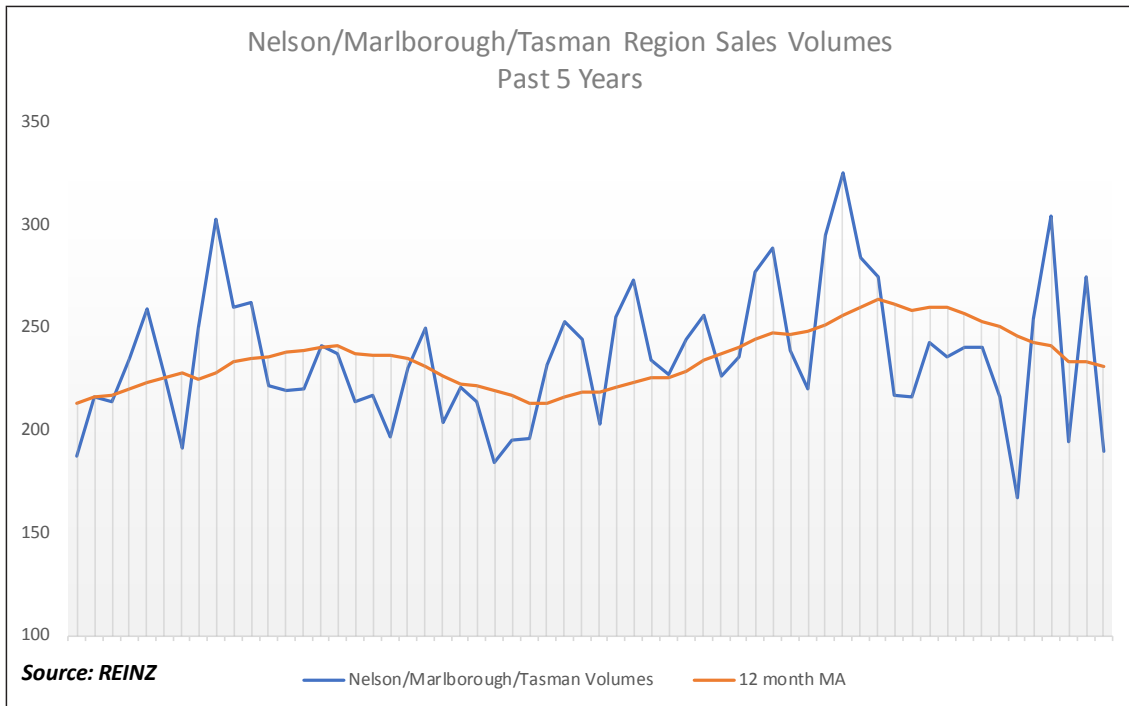
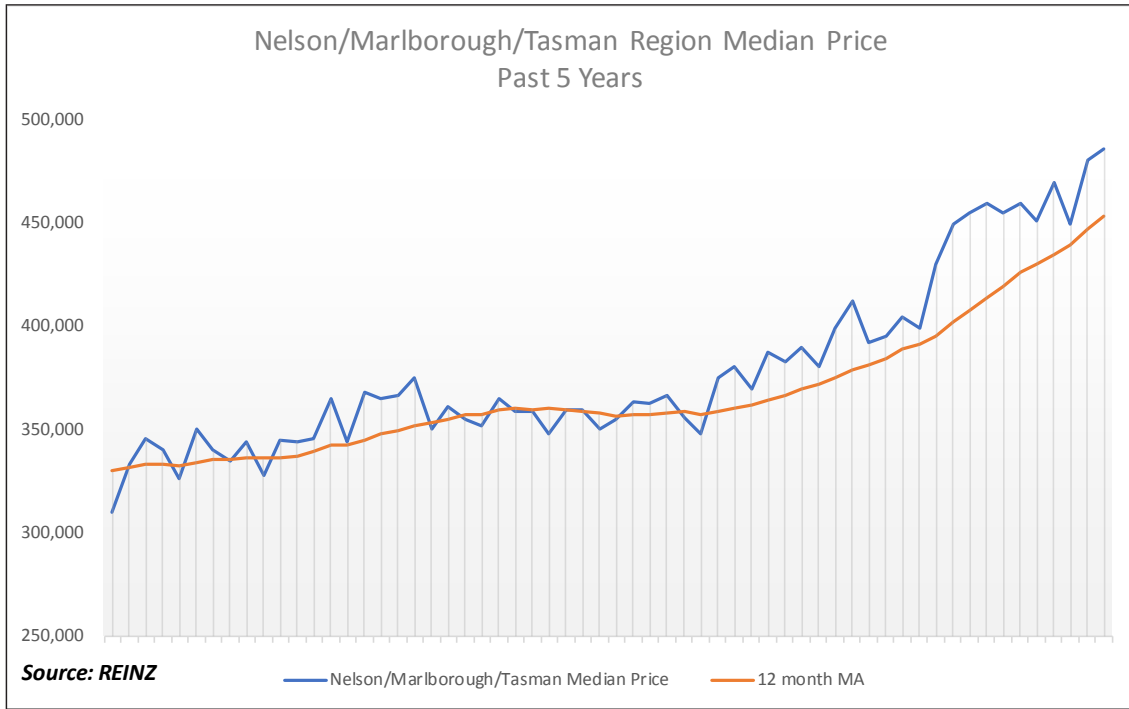


NELSON / MARLBOROUGH / TASMAN

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

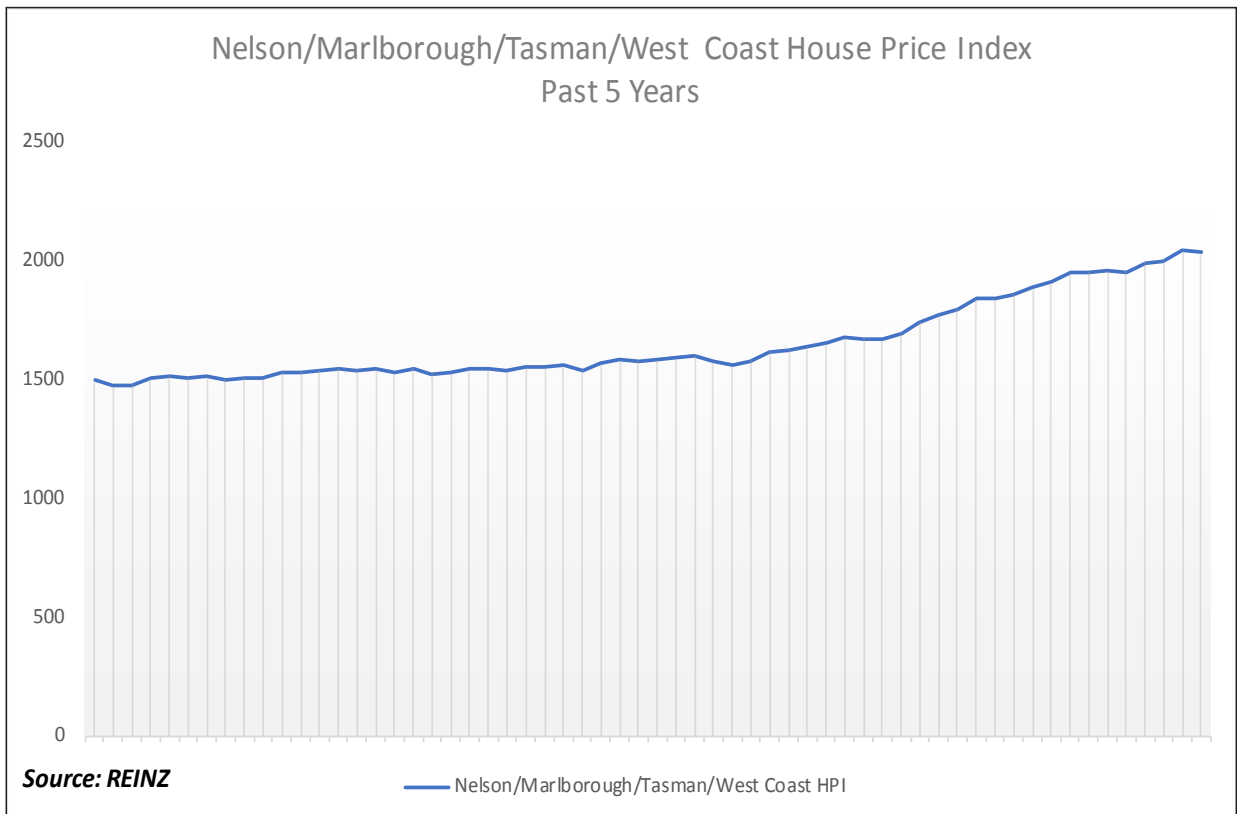
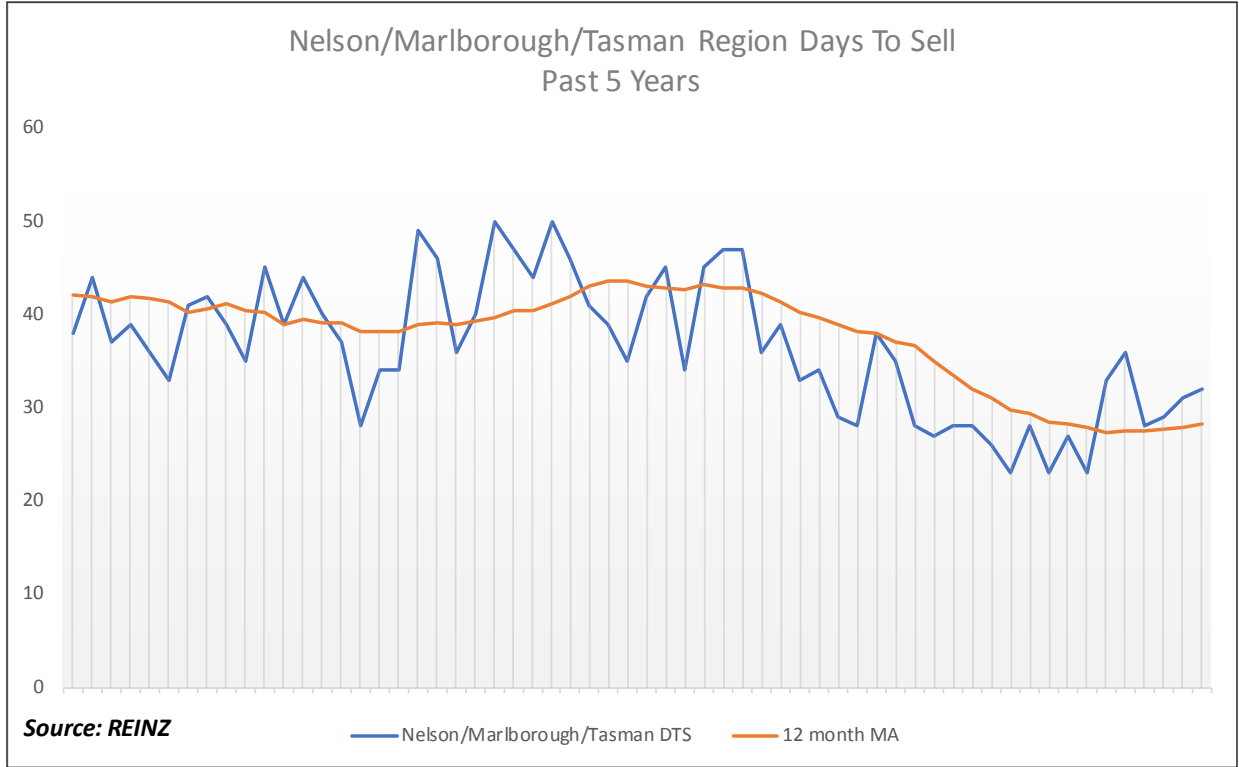
The price trend for the region is now rising, although the sales volume trend continues to ease. The days to sell trend has dropped to steady, with the overall trend for the region also now steady.





NELSON / MARLBOROUGH / TASMAN

REINZ REGIONAL COMMENTARY





WEST COAST

REINZ REGIONAL COMMENTARY

“The West Coast market suffers from high levels of volatility month to month, although the annual trends are clearer. The market has seen a steady level of sales over the past six months although overall prices have eased a little.”

REINZ Chief Executive Officer
Bindi Norwell

The median price across the region rose \$75,000 (+43%) compared to June 2016, with prices rising 54% in Buller and 39% in Grey. There were not enough sales in West Coast District in June 2017 to calculate a median price. Compared to May, the median price rose \$73,000 (+41%) with prices rising 85% in Grey and 22% in Buller. Due to the small number of sales in Westland the median price can be quite volatile month to month; a seasonally adjusted median price cannot be calculated at this time.

Sales volume for the West Coast Region rose 3% compared to June 2016, with sales rising 38% in Buller, but falling 6% in Grey and 20% in Westland District. Compared to May, sales volume fell 27%, with sales rising 7% in Grey and steady in Westland District, but falling 52% in Buller. On a seasonally adjusted basis sales fell 11% compared to May, indicating that sales fell more than expected for this time of year.

The number of days to sell improved by 20 days in June, from 148 days in May to 128 days in June. Compared to June 2016 the number of days to sell rose by 78 days. Over the past 10 years the number of days to sell in June across the region has averaged 79 days. There were 70 weeks of supply across the region in June, a decline of 75 weeks compared to June 2016.

WEST COAST REGION TRENDS

PRICE



VOLUMES



DAYS TO SELL



OVERALL



MEDIAN PRICE

	Jun-17	May-17	Jun-16
Buller District	216,000	177,000	140,000
Grey District	250,000	135,000	180,000
Westland District			225,000
West Coast Region	250,000	177,000	175,000
	Vs...	May-17	Jun-16
Buller District		22.0%	54.3%
Grey District		85.2%	38.9%
Westland District			
West Coast Region		41.2%	42.9%

VOLUME SOLD

	Jun-17	May-17	Jun-16
Buller District	11	23	8
Grey District	15	14	16
Westland District			5
West Coast Region	30	41	29
	Vs...	May-17	Jun-16
Buller District		-52.2%	37.5%
Grey District		7.1%	-6.3%
Westland District			
West Coast Region		-26.8%	3.4%

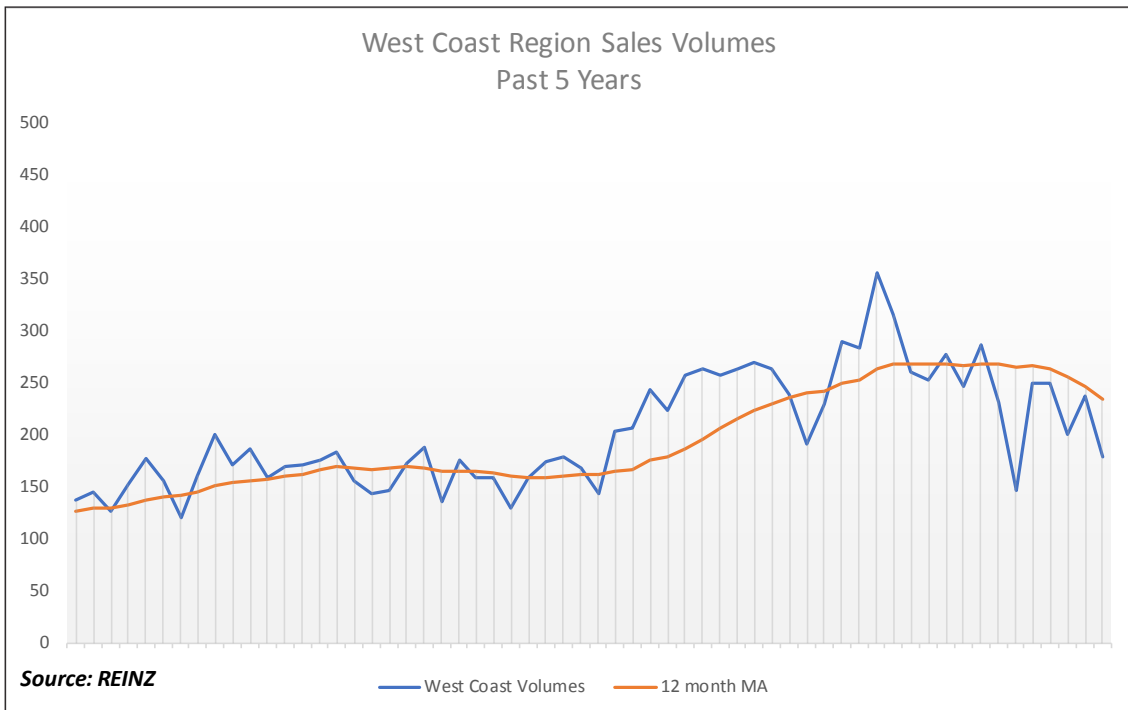
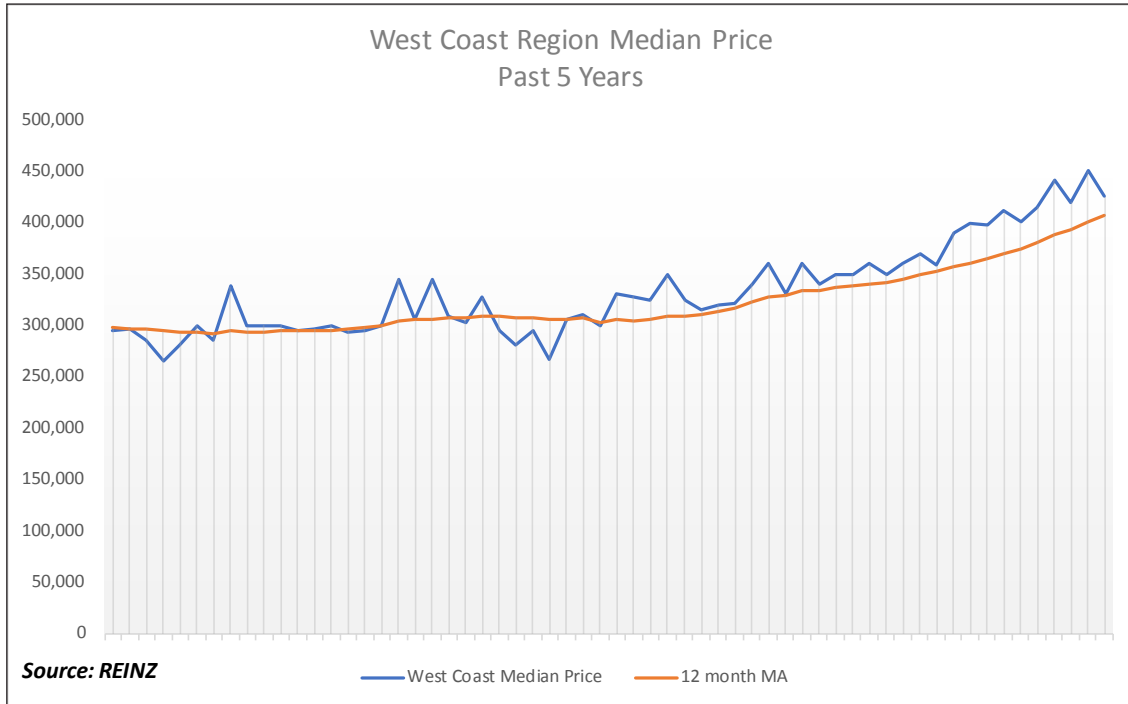


WEST COAST

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

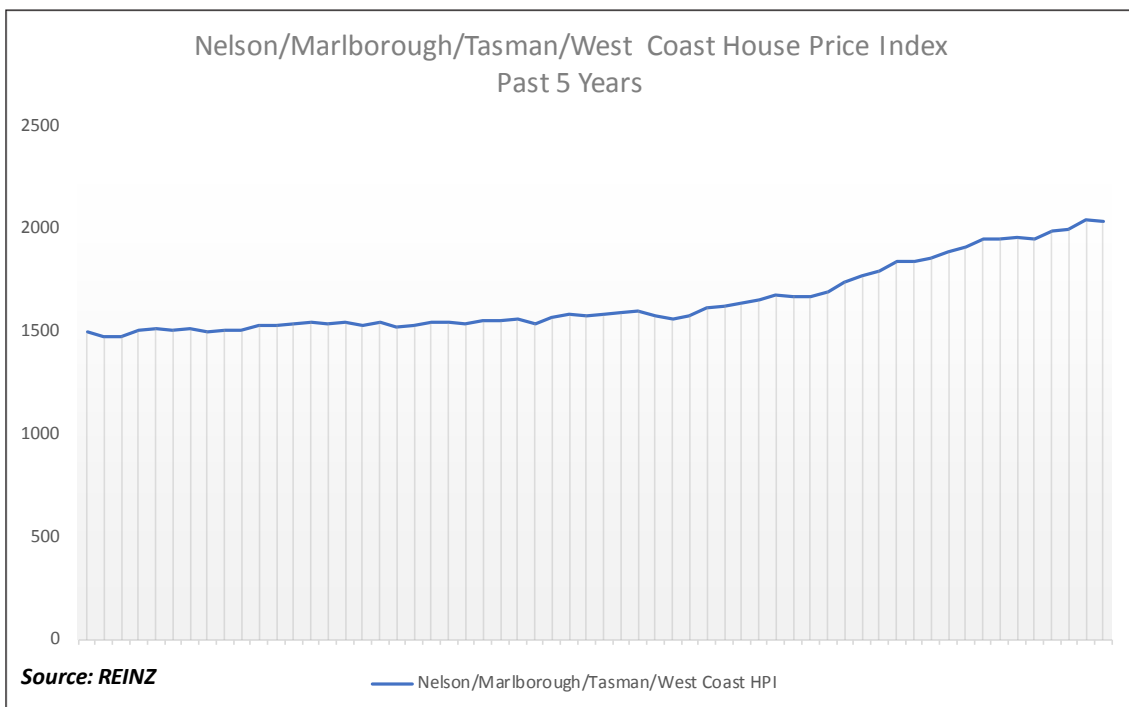
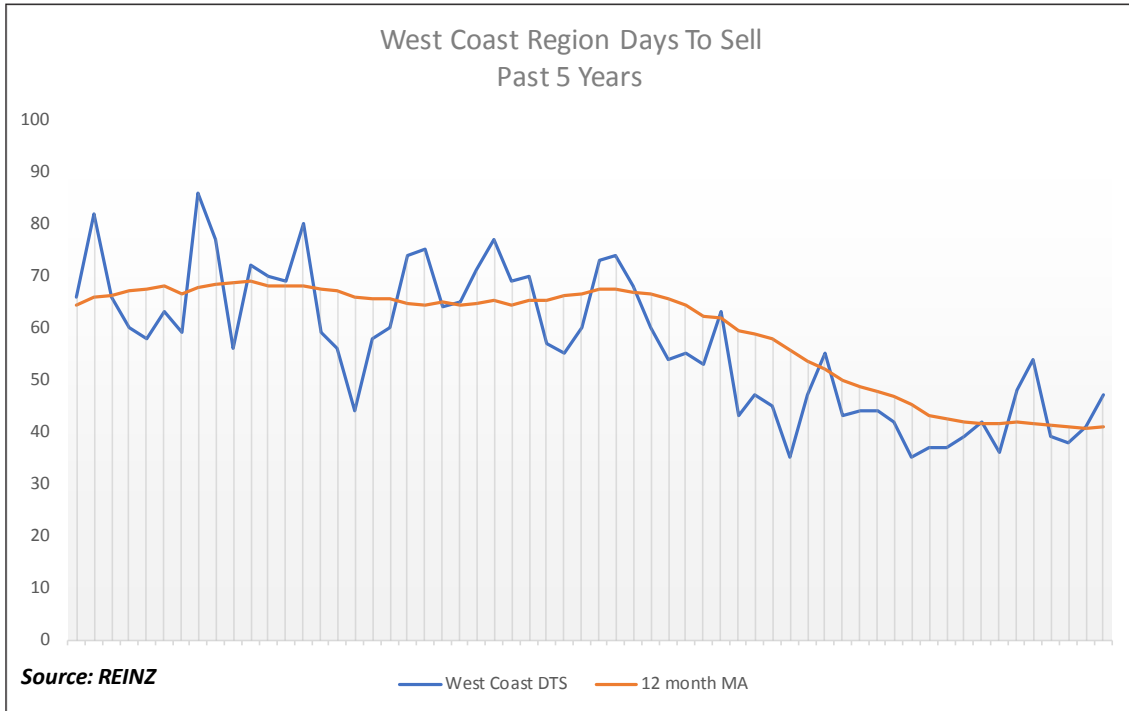
The median price trend continues to ease, although the volume trend has now moved back to improving from rising. The days to sell trend is steady, with the overall trend for the region steady.





WEST COAST

REINZ REGIONAL COMMENTARY





CANTERBURY

REINZ REGIONAL COMMENTARY

“There appears to have been an increase in the supply of houses in the first home buyer range, with a consequent increase in the number of first home buyers in the market. However, there are fewer investors and developers looking to buy given the LVR restrictions and approach taken by banks. Canterbury experienced the lowest rate of price growth in the country for the month of June”

REINZ Chief Executive Officer
Bindi Norwell

The median price rose \$4,500 (+1%) compared to June 2016. Prices rose 42% in Mackenzie Country, 13% in Selwyn and 4% in Hurunui. Compared to May the median price rose \$500 (+0.1%), with prices rising 10% in Hurunui, 8% in Selwyn and 1% in Christchurch. On a seasonally adjusted basis the median price was steady compared to April, indicating that the very slight change in the median price was about in line for this time of year.

Sales volume across the region fell 22% compared to June 2016, with sales falling 8% in Ashburton, 10% in Timaru and 19% in Waimakariri. Compared to May sales volumes fell 28%, with sales falling 11% in Hurunui, 14% in Mackenzie Country and 21% in Waimakariri. On a seasonally adjusted basis volumes fell 13% compared to May indicating that the fall in sales was far greater than what would be expected at this time of year.

The number of days to sell eased by two days in June from 37 days in May to 39 days in June. Compared to June 2016 the number of days to sell eased by seven days. Over the past 10 years the number of days to sell in June across the region has averaged 37 days. There was 18 weeks of inventory available in June, an increase of two weeks compared to June 2016 (+12%).

CANTERBURY REGION TRENDS	PRICE	→	VOLUMES	↓	DAYS TO SELL	↓	OVERALL	↓
	MEDIAN PRICE			VOLUME SOLD				
	Jun-17	May-17	Jun-16		Jun-17	May-17	Jun-16	
Ashburton District	350,000	375,000	366,000		45	60	49	
Christchurch City	450,000	446,000	440,000		479	644	600	
Hurunui District	415,000	375,000	400,000		16	18	23	
Kaikoura District								
Mackenzie District	391,000	405,000	275,000		6	7	11	
Selwyn District	591,000	550,000	525,000		39	85	89	
Timaru District	305,000	332,000	306,500		67	91	74	
Waimakariri District	423,900	448,000	440,000		72	91	88	
Waimate District	190,000	200,000	175,000		10	15	8	
Canterbury Region	435,500	435,000	431,000		738	1,018	946	
	Vs...	May-17	Jun-16		Vs...	May-17	Jun-16	
Ashburton District		-6.7%	-4.4%			-25.0%	-8.2%	
Christchurch City		0.9%	2.3%			-25.6%	-20.2%	
Hurunui District		10.7%	3.8%			-11.1%	-30.4%	
Kaikoura District								
Mackenzie District		-3.5%	42.2%			-14.3%	-45.5%	
Selwyn District		7.5%	12.6%			-54.1%	-56.2%	
Timaru District		-8.1%	-0.5%			-26.4%	-9.5%	
Waimakariri District		-5.4%	-3.7%			-20.9%	-18.2%	
Waimate District		-5.0%	8.6%			-33.3%	25.0%	
Canterbury Region		0.1%	1.0%			-27.5%	-22.0%	

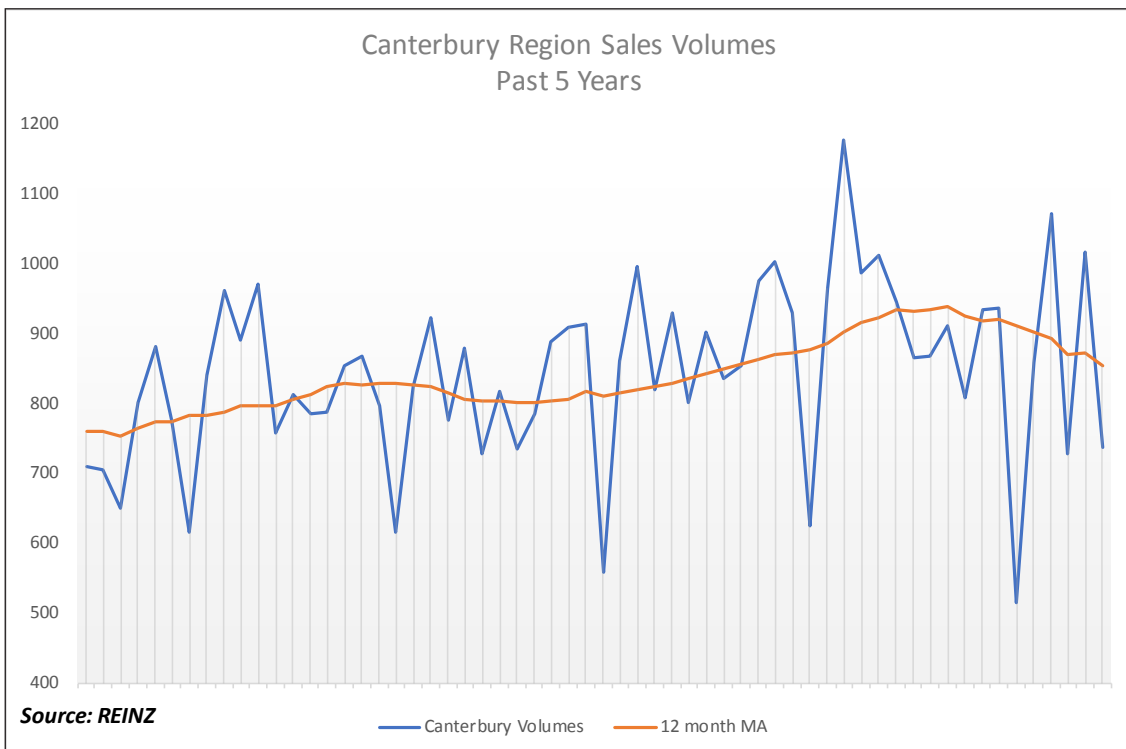
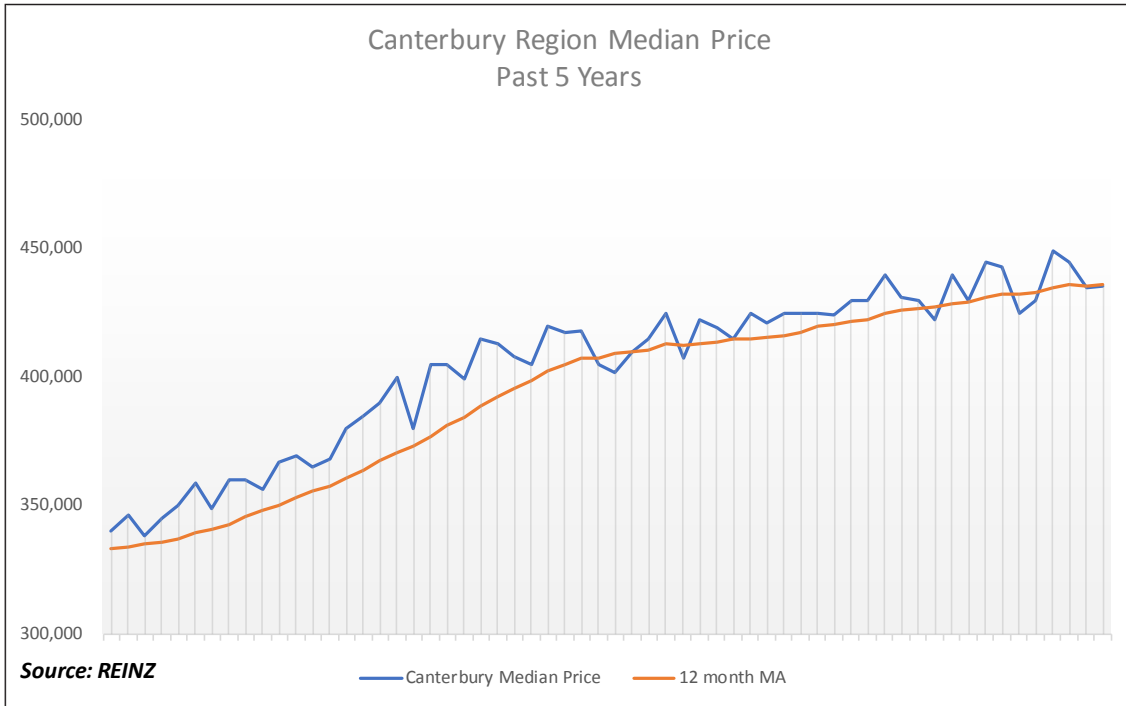


CANTERBURY

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

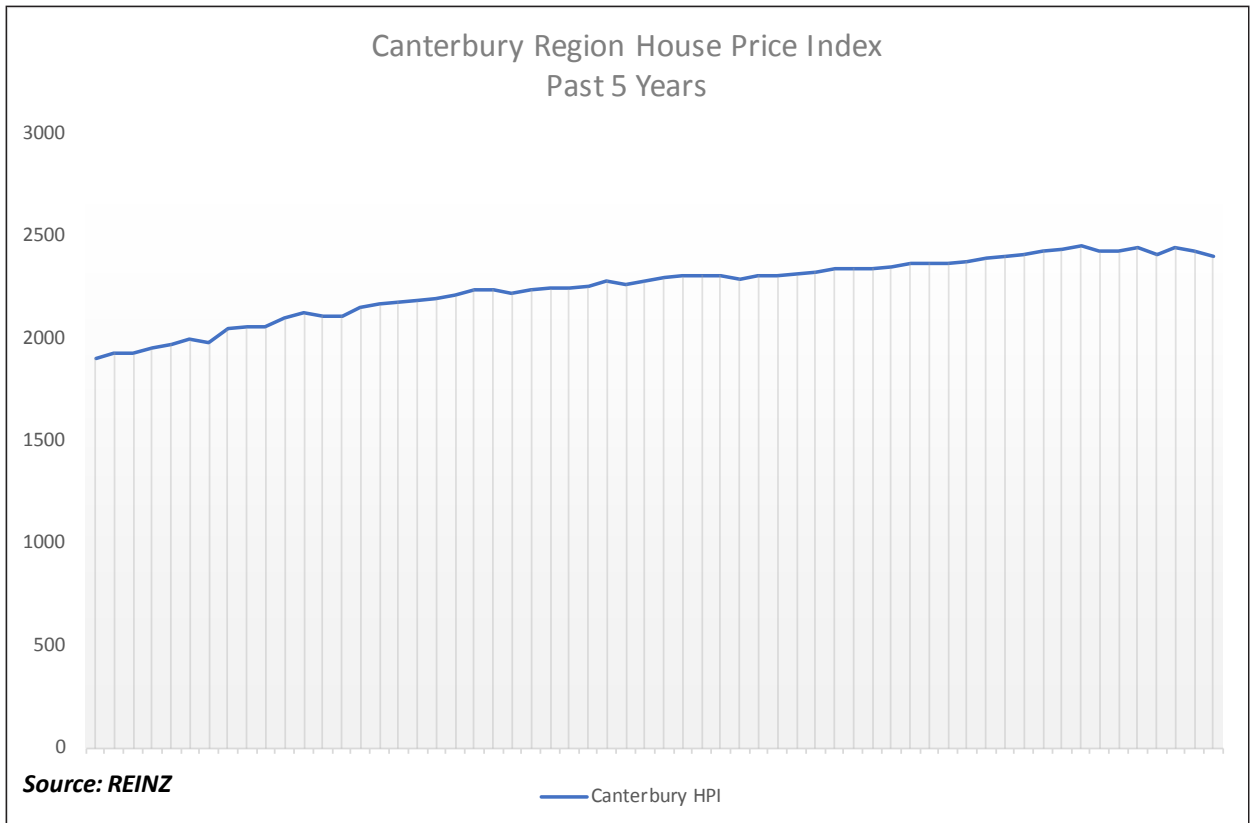
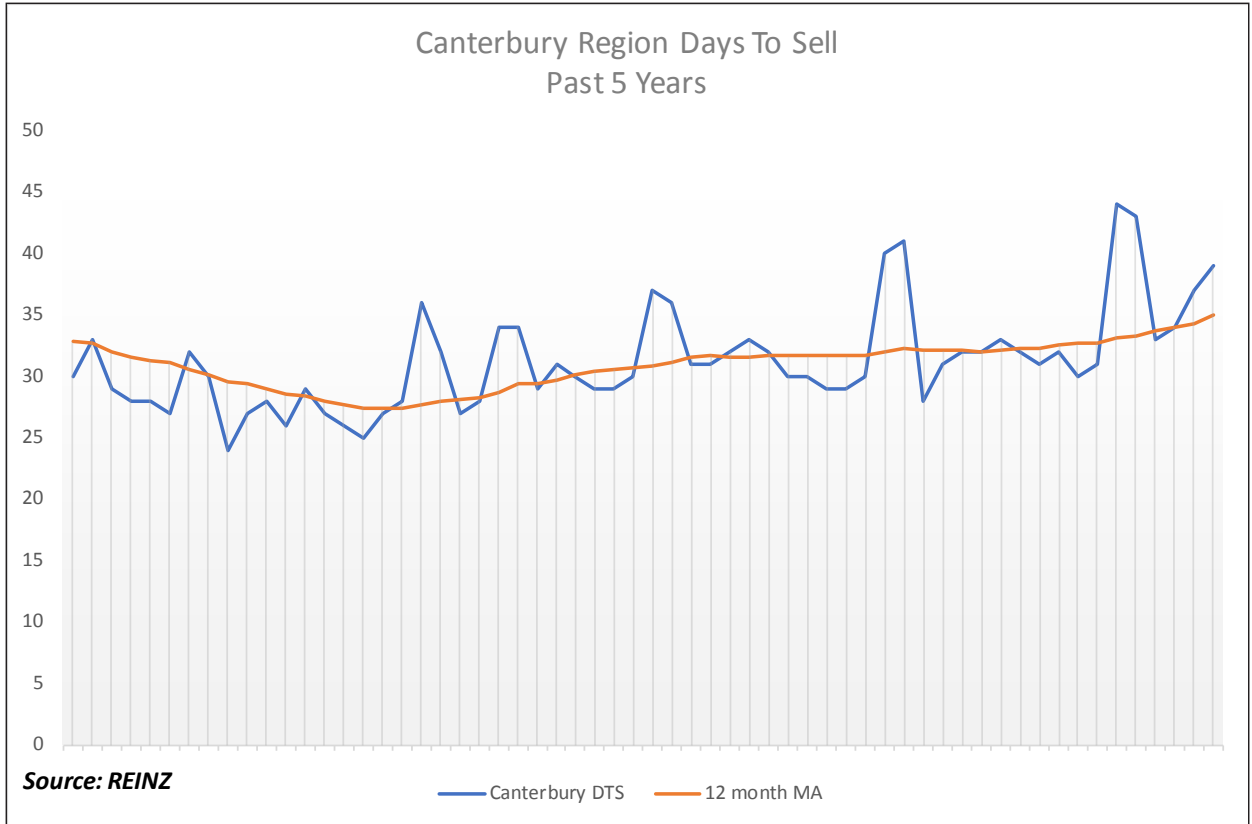
The median price trend continues to ease, although the volume trend has now moved back to improving from rising. The days to sell trend is steady, with the overall trend for the region steady.





CANTERBURY

REINZ REGIONAL COMMENTARY





OTAGO

REINZ REGIONAL COMMENTARY

Dunedin City

“The sales volume for June is as we would expect for a winter month in a market with a dire shortage of listings. We would not expect to see any major change for this month either with school holidays now underway. It is interesting though to see the slow creep upwards of the median price to \$360,000 this month most likely reflecting the lack of new stock and high demand.”

REINZ Regional Commentator

Liz Nidd

Queenstown-Lakes District

“The Central Otago Lakes and Queenstown markets appear to be more dominated by the attitude of banks to lending to buyers than any other factor at present, with the overall pricing trend stabilising compared to the strong run through 2015 and 2016. In other parts of the region the low levels of inventory are impacting on buyer demand.”

REINZ Regional Director

Gail Hudson

The median price across Otago rose \$43,000(+13%) compared with June 2016 to equal the record high set in April 2017. Prices rose 46% in Clutha, 31% in Central Otago and 13% in Dunedin. Compared to May the median price rose by \$4,000 (+1%) with prices rising 45% in Clutha, 18% in Central Otago and 1% in Dunedin. On a seasonally adjusted basis the median price rose 1% indicating that the rise in prices was about in line for this time of year.

Sales across the region fell 18% compared to June 2016, with sales falling 7% in Waitaki, 20% in Dunedin and 27% in Clutha. Compared to May sales fell 29%, with sales falling 4% in Central Otago, 26% in Dunedin and 32% in Waitaki. On a seasonally adjusted basis sales fell 8% compared to May, indicating that the drop in sales was larger than would be expected at this time of year.

The number of days to sell in Otago eased by two days in June from 32 days in May to 34 days in June. Compared to June 2016 the number of days to sell also eased by two days. Over the past 10 years the average number of days to sell in Otago in June was 46 days. There are currently 10 weeks of inventory across the region, a decrease of one week (-10%) compared to June 2016.

OTAGO REGION TRENDS	PRICE ↑	VOLUMES ↓	DAYS TO SELL ↓	OVERALL →
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	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Central Otago District	490,000	415,000	375,000	46	48	36
Clutha District	221,000	152,500	151,000	25	42	34
Dunedin City	360,000	355,000	320,000	154	207	192
Queenstown-Lakes District	860,000	881,500	875,000	58	101	88
Waitaki District	261,000	272,500	250,000	41	60	44
Otago Region	385,000	381,000	342,000	324	458	394
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Central Otago District		18.1%	30.7%		-4.2%	27.8%
Clutha District		44.9%	46.4%		-40.5%	-26.5%
Dunedin City		1.4%	12.5%		-25.6%	-19.8%
Queenstown-Lakes District		-2.4%	-1.7%		-42.6%	-34.1%
Waitaki District		-4.2%	4.4%		-31.7%	-6.8%
Otago Region		1.0%	12.6%		-29.3%	-17.8%

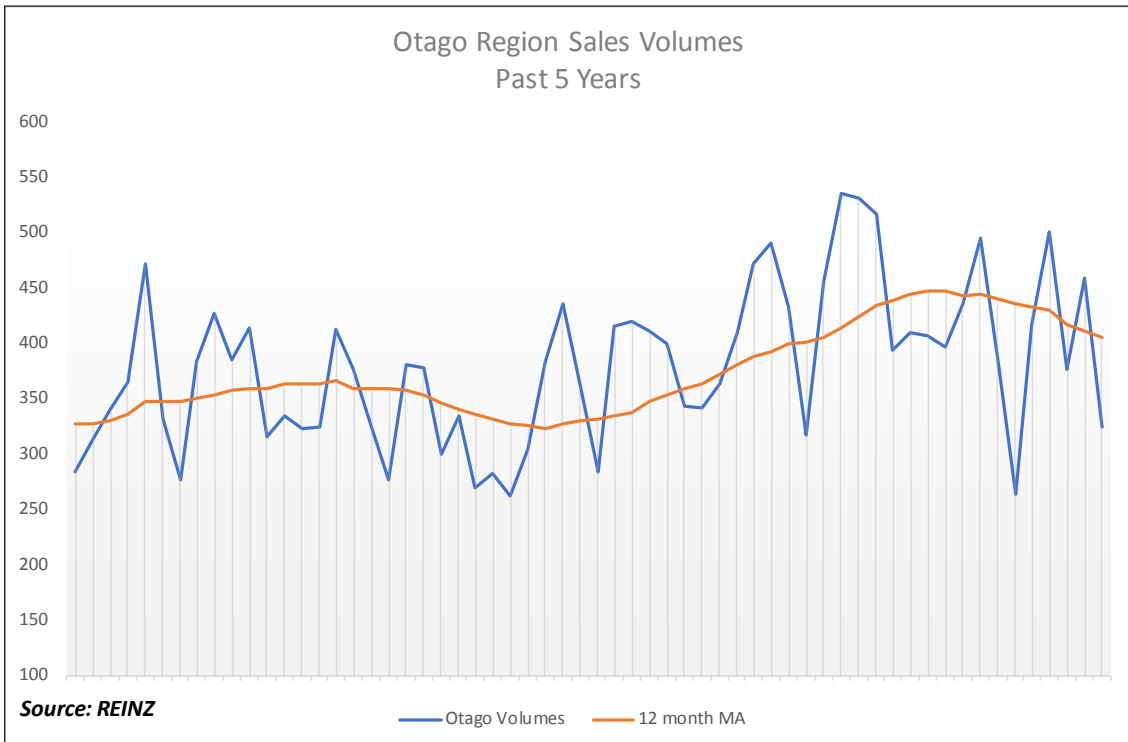
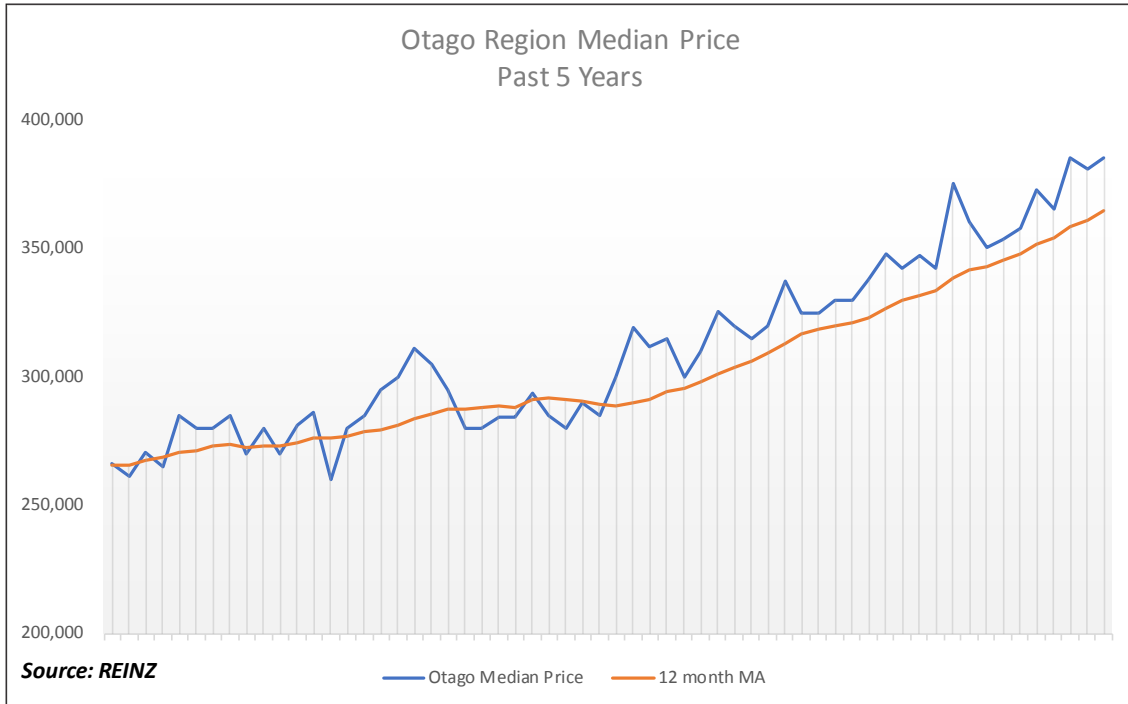


OTAGO

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

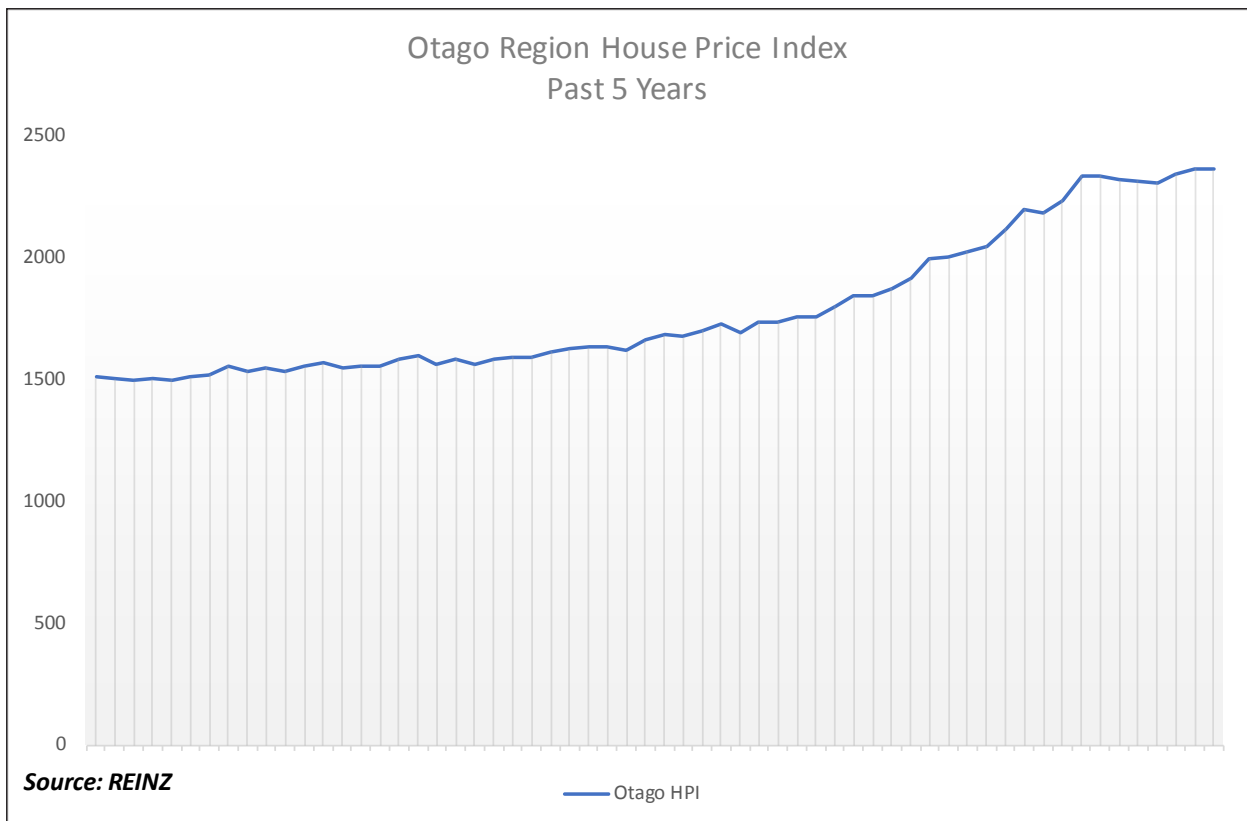
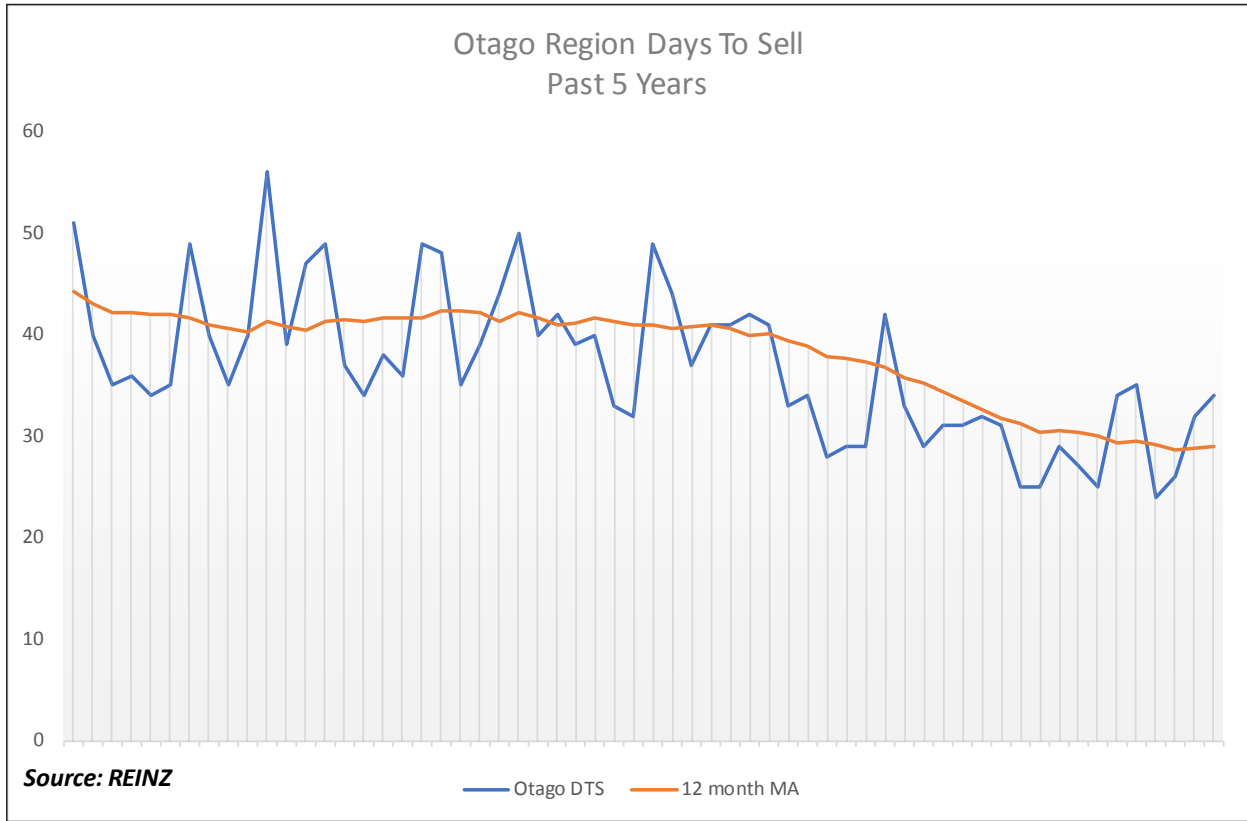
The trend in the median price is now improving, with the trend in sales volume now moving to easing. The trend in days to sell is now improving, with the overall trend for the region now moving to steady.





OTAGO

REINZ REGIONAL COMMENTARY





SOUTHLAND

REINZ REGIONAL COMMENTARY

“Southland remains a steady market, with a good supply of stock, a steady upward trend in the median price. Generally, there are more buyers active across the market.”

REINZ Chief Executive Officer
Bindi Norwell

The median price across Southland rose \$40,000 (+21%) compared to June 2016 with prices rising 65% in Gore, 22% in Southland District, and 14% in Invercargill. Compared to May, the median price fell \$15,000 (-6%) with prices rising 6% in Gore, but falling 4% in Southland District and 5% in Invercargill. On a seasonally adjusted basis the median price fell 3% compared to May, indicating that the fall in prices was larger than expected for this time of year.

Sales volumes fell 19% compared to June 2016, with an 11% fall in Southland District, a 18% fall in Invercargill and a 39% fall in Gore. Compared to May sales volumes also fell 19% with sales falling 12% in Invercargill, 16% in Southland District and 56% in Gore. On a seasonally adjusted basis sales fell 4% compared to May indicating that the drop in sales was more than expected for this time of year.

The number of days to sell in Southland improved by eight days in June, from 39 days in May to 31 days in June. Compared to June 2016 the number of days to sell improved by 11 days. Over the past 10 years the number of days to sell in June for the Southland region has been 43 days. There is currently 15 weeks of inventory in Southland, a decrease of 3 weeks compared to June 2016.

SOUTHLAND REGION TRENDS	PRICE	↑	VOLUMES	↓	DAYS TO SELL	↑	OVERALL	↗
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	MEDIAN PRICE			VOLUME SOLD		
	Jun-17	May-17	Jun-16	Jun-17	May-17	Jun-16
Gore District	214,000	202,500	130,000	11	25	18
Invercargill City	230,000	242,500	202,500	109	124	133
Southland District	250,000	261,000	205,000	32	38	36
Southland Region	230,000	245,000	190,000	152	187	187
	Vs...	May-17	Jun-16	Vs...	May-17	Jun-16
Gore District		5.7%	64.6%		-56.0%	-38.9%
Invercargill City		-5.2%	13.6%		-12.1%	-18.0%
Southland District		-4.2%	22.0%		-15.8%	-11.1%
Southland Region		-6.1%	21.1%		-18.7%	-18.7%

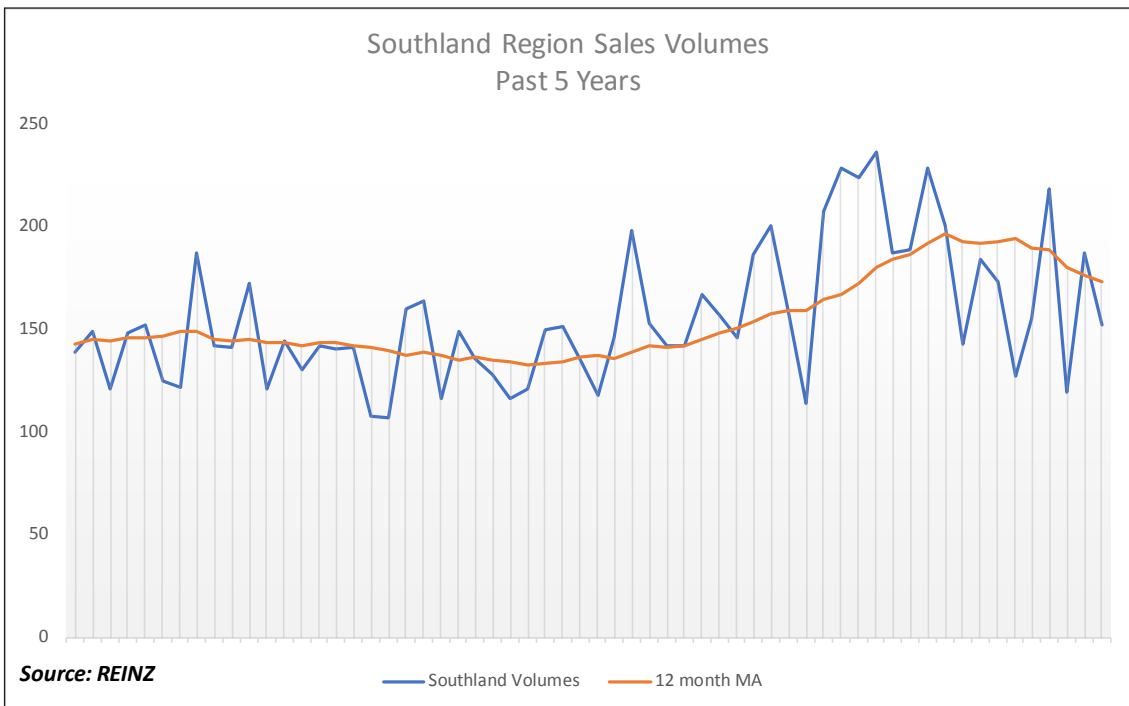
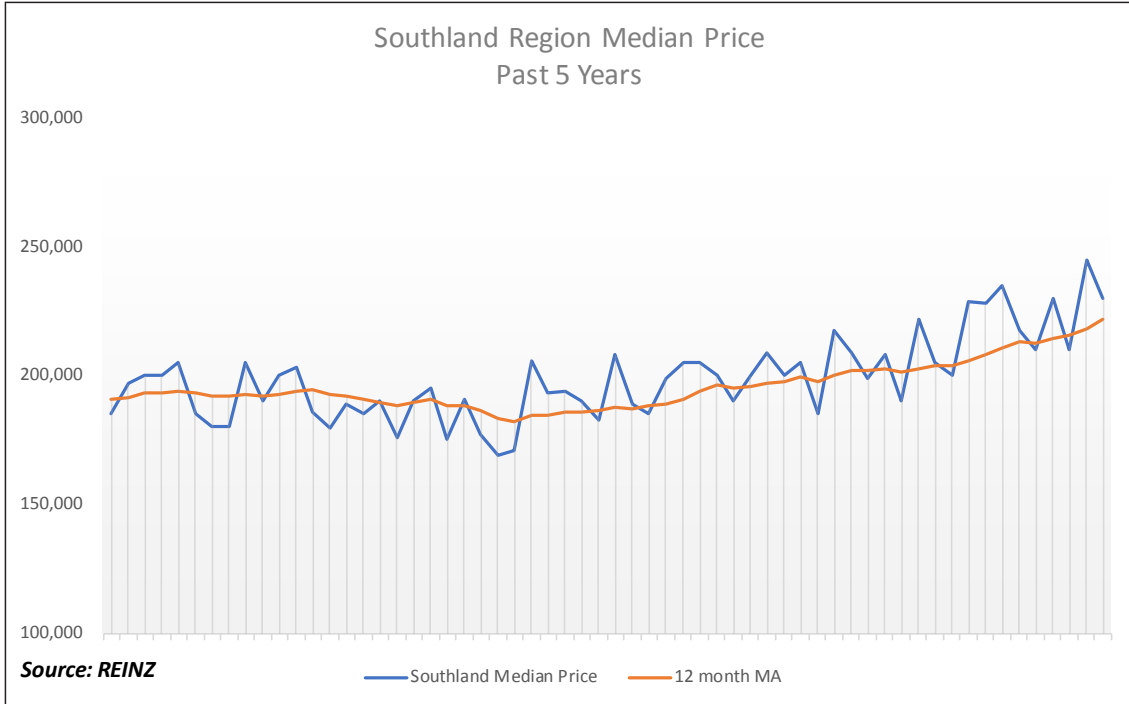


SOUTHLAND

REINZ REGIONAL COMMENTARY

GRAPH COMMENTARY

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





SOUTHLAND

REINZ REGIONAL COMMENTARY

