

REINZ Auckland Region Analysis for January 2017

Commentary

On a seasonally adjusted basis the number of sales in the Auckland region fell 6% compared to December, in line with expectations for this time of year. Sales volume in the Auckland region fell 18% compared to January 2016 with volumes up 3% in Auckland City, but down 14% in Rodney and 16% in Outer Auckland.

Compared to January 2016 the median price rose \$85,000 (+12%), with prices rising 16% in Manukau, 14% in Outer Auckland and 13% in Rodney. Compared to December the median price fell by \$35,000 (-4%), with pricing rising 7% in Rodney, 5% in Outer Auckland and up very slightly in Waitakere City, but falling across the rest of the region. On a seasonally adjusted basis Auckland's median price rose 2% compared to December.

The number of days to sell eased by eight days compared to December, from 33 days in December to 41 days in January. The number of days to sell eased by two days compared to January 2016. Over the past 10 years the average number of days to sell during January for Auckland has been 40 days. There are now 16.6 weeks of inventory in the Auckland region, an increase of 5.5 weeks compared to January 2016.

REINZ Chief Executive Officer, Bindi Norwell noted that: "The number of properties for sale in Auckland is certainly rising, with more than four months of supply now available and a rise of more than a month of supply over the past year. This lead indicator means greater choice for Auckland home buyers, and prompts us to ask whether the Auckland market is showing some early new signs of activity. Market fundamentals remain the same, with a rising population, housing shortage and historically low, although potentially rising, interest rates. We await the March data with interest, as a clearer picture will emerge of where the market is likely to head through 2017."

Graph Commentary

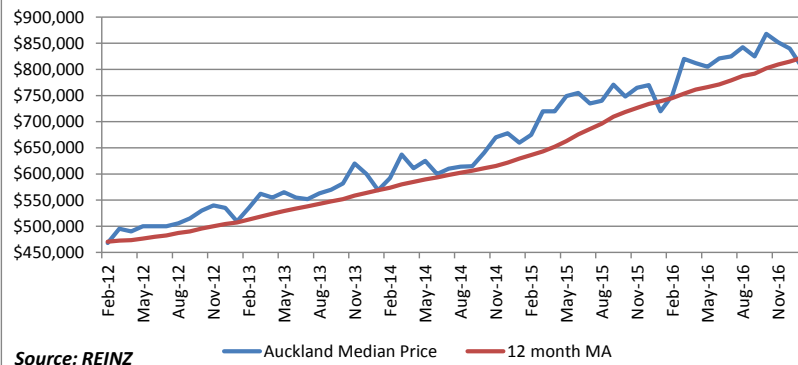
The trend in the median price continues to improve with the volume trend continuing to fall. The days to sell trend continues to ease.

Auckland Region Trends

	Price		Volumes	Days to Sell	Overall	
	Median Price		Volume Sold			
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
North Shore City	\$965,000	\$1,038,500	\$870,000	182	354	280
Waitakere City	\$761,500	\$760,000	\$685,000	170	268	217
Auckland City	\$845,500	\$978,000	\$790,000	416	558	406
Manukau City	\$815,000	\$820,000	\$700,000	193	325	273
Metro Auckland	\$830,000	\$865,250	\$750,000	1,007	1,572	1,241
Rodney District	\$897,500	\$841,750	\$793,750	112	160	130
Outer Auckland	\$715,000	\$679,000	\$630,000	240	301	285
Auckland Region	\$805,000	\$840,000	\$720,000	1,247	1,873	1,526
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
North Shore City		-7.1%	10.9%		-48.6%	-35.0%
Waitakere City		0.2%	11.2%		-36.6%	-21.7%
Auckland City		-13.5%	7.0%		-25.4%	2.5%
Manukau City		-0.6%	16.4%		-40.6%	-29.3%
Metro Auckland		-4.1%	10.7%		-35.9%	-18.9%
Rodney District		6.6%	13.1%		-30.0%	-13.8%
Outer Auckland		5.3%	13.5%		-20.3%	-15.8%
Auckland Region		-4.2%	11.8%		-33.4%	-18.3%

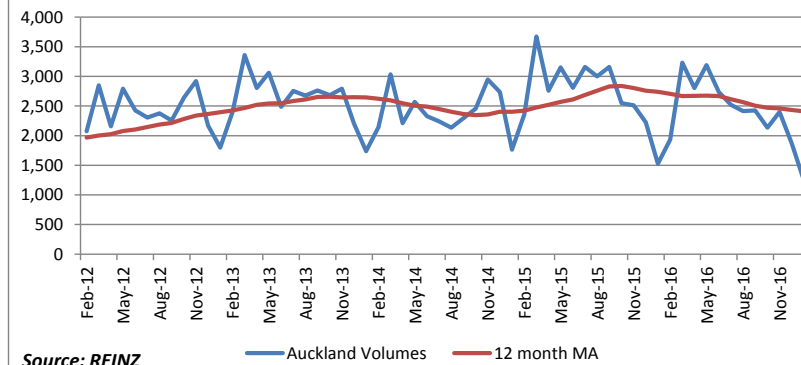
Auckland Region Median Price

Past 5 Years



Auckland Region Sales Volumes

Past 5 Years



REINZ Northland Region Analysis for January 2017

Commentary

Sales volume in Northland fell 24% compared to January 2016 with sales increasing 19% in Whangarei County, but falling 31% in Whangarei City and 38% in Kerikeri. Compared to December, sales volumes fell 37% across the region, with an increase of 3% in Whangarei County, but falling 43% in Whangarei City and 44% in Kerikeri. On a seasonally adjusted basis sales fell 22% compared to December, indicating the fall in sales was much larger than normal.

The median price across the region rose by \$59,500 (+18%) compared to January 2016, with prices rising 52% in Dargaville, 47% in Otamatea County and 41% in Kerikeri. Compared to December, the median price fell by \$10,500 (-3%) with prices rising 22% in Dargaville, 10% in Otamatea County and 6% in Whangarei County. On a seasonally adjusted basis the median price fell by 1% compared to December.

The number of days to sell eased by 12 days compared to December, from 36 days in December to 48 days in January. The number of days to sell eased one day compared to January 2016. Over the past 10 years the average number of days to sell during January for Northland has been 65 days. The level of inventory has fallen by 30% compared to January 2015 to stand at 26 weeks.

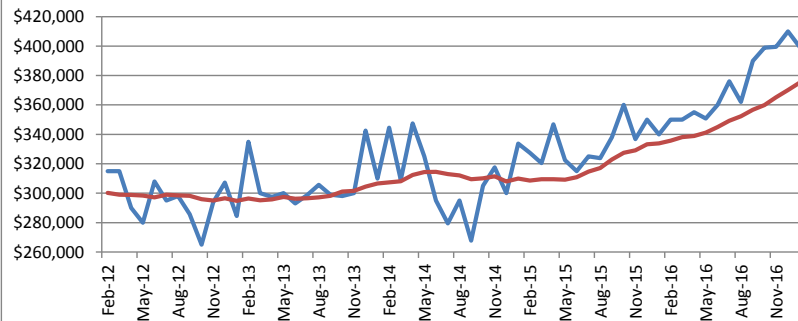
REINZ Chief Executive Officer, Bindi Norwell noted that, "Demand for property in Northland was weaker than expected during January, although the continuing sharp declines in the level of inventory may be a factor with fewer properties available for buyers to choose from."

Graph Commentary

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

Northland Region Trends		Price	Volumes	Days to Sell	Overall	
		Median Price		Volume Sold		
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
Whangarei City	\$390,000	\$387,000	\$315,000	52	91	75
Whangarei County	\$600,000	\$564,000	\$448,500	31	30	26
Dargaville	\$296,000	\$242,500	\$195,000	5	11	11
Otamatea County	\$660,000	\$600,000	\$449,000	5	15	15
Kerikeri	\$570,000	\$580,000	\$405,500	15	27	24
Northland	\$399,500	\$410,000	\$340,000	146	230	191
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Whangarei City		0.8%	23.8%		-42.9%	-30.7%
Whangarei County		6.4%	33.8%		3.3%	19.2%
Dargaville		22.1%	51.8%		-54.5%	-54.5%
Otamatea County		10.0%	47.0%		-66.7%	-66.7%
Kerikeri		-1.7%	40.6%		-44.4%	-37.5%
Northland		-2.6%	17.5%		-36.5%	-23.6%

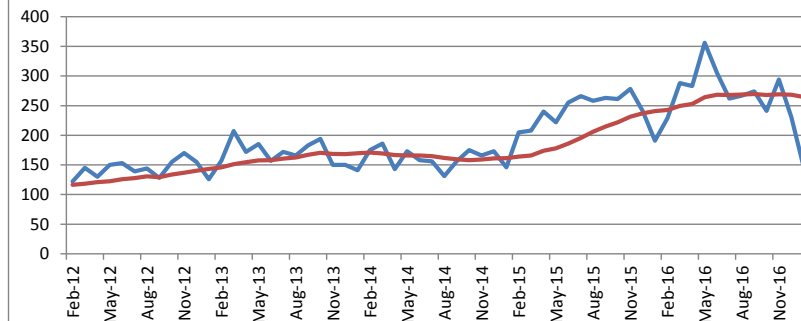
Northland Region Median Price Past 5 Years



Source: REINZ

— Northland Median Price — 12 month MA

Northland Region Sales Volumes Past 5 Years



Source: REINZ

— Northland Volumes — 12 month MA

REINZ Waikato/Bay of Plenty Region Analysis for January 2017

Commentary

Sales volumes compared to December fell 25%, with sales rising 18% in Gisborne and 6% in Taupo, but falling across the rest of the region. Compared to January 2016 sales across the region fell 34% with sales falling 6% in Mt Maunganui/Papamoa, 20% in Eastern BOP Country and 26% in Taupo. On a seasonally adjusted basis sales for January were down 4%.

The median price across the region rose \$82,000 (+22%) compared to January 2016. Prices rose 31% in Taupo, 28% in Hamilton and 26% in Waikato Country. Compared to December the median price rose \$2,000 (+1%), with prices rising 15% in Taupo, 11% in Rotorua and 1% in Waikato Country. On a seasonally adjusted basis prices rose 3% compared to December, indicating that a fall in the median price would normally be expected in January.

The number of days to sell eased by 12 days compared to December, from 32 days in December to 44 days in January. The number of days to sell eased by four days compared to January 2016. Over the past 10 years the average number of days to sell during January for Waikato/Bay of Plenty has been 58 days. The level of inventory across the region has increased for the first time in over 12 months, with over 14 weeks of supply now available compared to 13 weeks in January 2016.

REINZ Regional Director, Philip Searle noted that, "The tone across the market is mixed with more confidence from buyers in the Waikato, while in the Bay Of Plenty there is less activity, especially from investors. The Gisborne market is showing a steady growth with interest from both investors and homeowners. Inventory levels have started to increase after a long period of decline giving buyers more choice across the market."

Graph Commentary

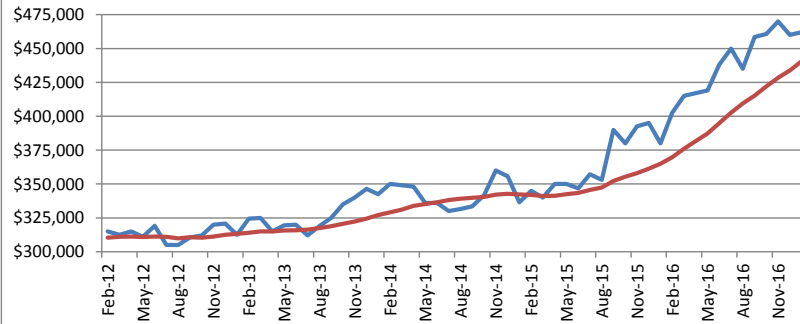
The trend in median price is continuing to rise, with the trend in sales volume now moving back to easing. The days to sell trend is now steady, with the overall trend for the region falling from improving to steady.

Waikato/Bay of Plenty Region Trends

	Price		↑	Volumes		→	Overall →
	Median Price	Dec-16		Jan-17	Dec-16		
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16	
Hamilton City	\$495,000	\$525,000	\$388,000	143	273	202	
Waikato Country	\$390,000	\$385,000	\$309,000	141	194	157	
Tauranga	\$540,000	\$600,000	\$440,000	78	121	138	
Maunganui/Papamoa	\$632,500	\$615,000	\$580,000	80	85	89	
Rotorua	\$326,500	\$295,000	\$265,000	62	110	109	
Taupo	\$485,000	\$422,500	\$370,000	52	70	49	
Eastern BOP Country	\$342,500	\$363,000	\$300,000	40	50	53	
Gisborne	\$272,000	\$284,000	\$270,000	33	60	28	
Waikato/Bay of Plenty	\$462,000	\$460,000	\$380,000	725	1,103	964	
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16	
Hamilton City		-5.7%	27.6%		-47.6%	-29.2%	
Waikato Country		1.3%	26.2%		-27.3%	-10.2%	
Tauranga		-10.0%	22.7%		-35.5%	-43.5%	
Maunganui/Papamoa		2.8%	9.1%		-5.9%	-10.1%	
Rotorua		10.7%	23.2%		-43.6%	-43.1%	
Taupo		14.8%	31.1%		-25.7%	6.1%	
Eastern BOP Country		-5.6%	14.2%		-20.0%	-24.5%	
Gisborne		-4.2%	0.7%		-45.0%	17.9%	
Waikato/Bay of Plenty		0.4%	21.6%		-34.3%	-24.8%	

Waikato/BOP Region Median Price

Past 5 Years

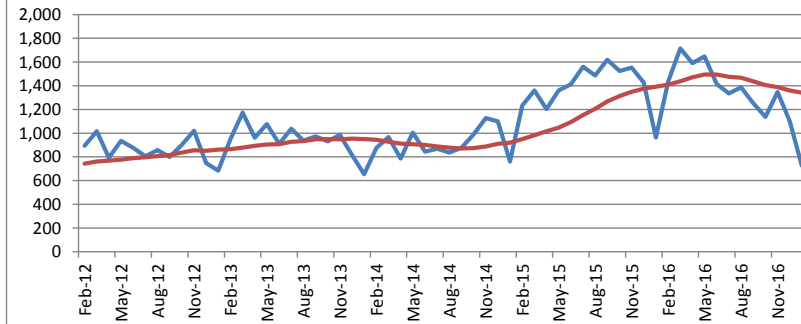


Source: REINZ

— Waikato/BOP Median Price — 12 month MA

Waikato/BOP Region Sales Volumes

Past 5 Years



Source: REINZ

— Waikato/BOP Volumes — 12 month MA

REINZ Hawke's Bay Region Analysis for January 2017

Commentary

Sales volumes in Hawke's Bay fell 5% compared to January 2016, with sales rising 225% in Dannevirke and 2% in Napier. Compared to December sales volumes fell 26%, with sales rising 6% in Napier but falling 40% in Hastings and 41% in Dannevirke. On a seasonally adjusted basis sales for January fell 4% compared to December indicating that sales fell more than expected, although not excessively.

The median price rose \$49,000 (+16%) compared to January 2016 to sit at a **new record high**. Prices rose 91% in Dannevirke, 29% in Hawke's Bay Country and 21% in Napier. Compared to December the median price rose \$21,000 (+6%), with prices rising 29% in Dannevirke and 4% in Hawke's Bay Country. On a seasonally adjusted basis the median price rose 4% compared to December.

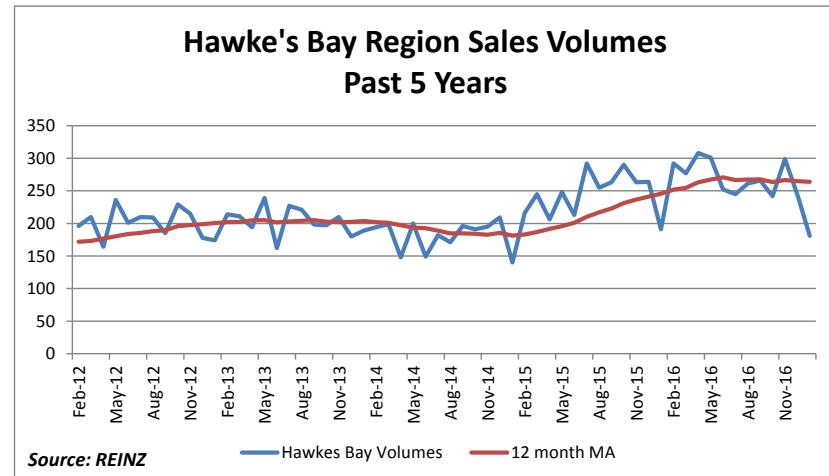
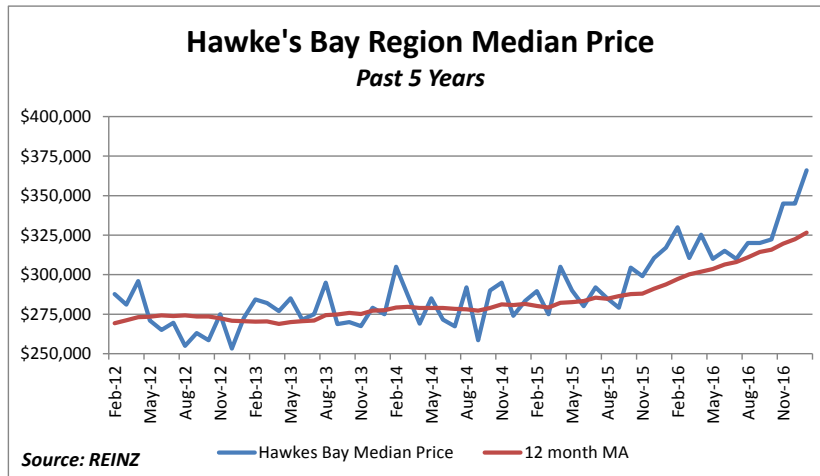
The median number of days to sell eased by seven days compared to December, from 30 days in December to 37 days in January. The number of days to sell improved by 13 days compared to January 2016. Over the past 10 years the median number of days to sell for the Hawke's Bay region in January has been 55 days. The region has the second lowest level of inventory across New Zealand with just under 10 weeks of supply, a drop of 21% over the past year.

REINZ Chief Executive Officer, Bindi Norwell noted that, "Inventory remains a problem across the Hawke's Bay region with a continuing fall in the number of properties for sale and an ongoing lift in prices right across the region. The market is reasonably firm despite the holiday induced slowdown at this time of the year."

Graph Commentary

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

Hawke's Bay Region Trends			Price	Volumes	Days to Sell	Overall
			Median Price	Volume Sold		
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
Napier City	\$400,000	\$412,500	\$330,000	87	82	85
Hastings City	\$345,000	\$345,000	\$311,000	63	105	89
Hawkes Bay Country	\$421,250	\$403,500	\$326,500	8	24	8
Dannevirke	\$190,000	\$147,500	\$99,250	13	22	4
Hawkes Bay	\$366,000	\$345,000	\$317,000	181	244	191
Vs...			Dec-16	Jan-16	Dec-16	Jan-16
Napier City		-3.0%	21.2%		6.1%	2.4%
Hastings City		0.0%	10.9%		-40.0%	-29.2%
Hawkes Bay Country		4.4%	29.0%		-66.7%	0.0%
Dannevirke		28.8%	91.4%		-40.9%	225.0%
Hawkes Bay		6.1%	15.5%		-25.8%	-5.2%



REINZ Manawatu/Wanganui Region Analysis for January 2017

Commentary

Sales volumes rose 21% compared to January 2016, with sales rising 53% in Feilding, 29% in Manawatu Country and 14% in Levin. Compared to December sales volumes fell 9%, with sales rising 28% in Manawatu Country, steady in Levin, but falling 14% in Palmerston North. On a seasonally adjusted basis sales across the region rose 5%, indicating that the fall in sales was noticeably lower than what would normally be expected in January.

The median price across the region rose \$45,000 (+21%) compared to January 2016. Prices rose 52% in Levin, 44% in Manawatu Country and 18% in Wanganui. Compared to December the median price rose \$5,000 (+2%), with prices rising 4% in Levin, 3% in Wanganui and steady in Feilding. On a seasonally adjusted basis the median price rose 5% compared to December indicating that prices are normally expected to fall in January.

The number of days to sell eased by 11 days compared to December, from 26 days in December to 37 days in January. The number of days to sell improved by seven days compared to January 2016. Over the past 10 years the average number of days to sell during January for the region has been 52 days. The level of inventory available for sale has fallen by 11 weeks compared to January 2016 to stand at 13 weeks.

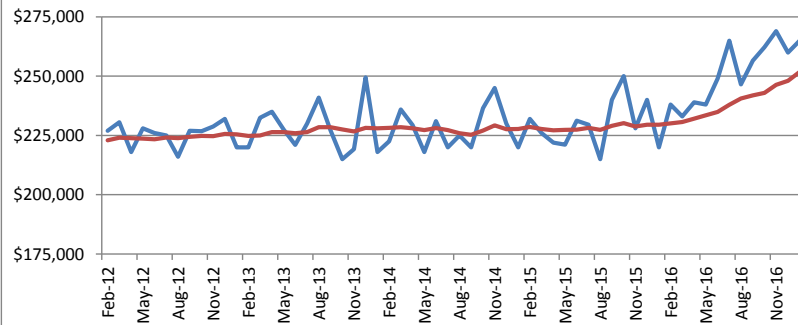
REINZ Chief Executive Officer, Bindi Norwell noted that, "Compared to other regions, the Manawatu/Wanganui region is performing strongly, with prices and volumes both trending upwards and the days to sell trending down."

Graph Commentary

The median price trend is now rising, with the volume trend continuing to rise. The days to sell trend is now also rising. The overall trend for the region is now rising, with Manawatu/Wanganui the best performing region across New Zealand.

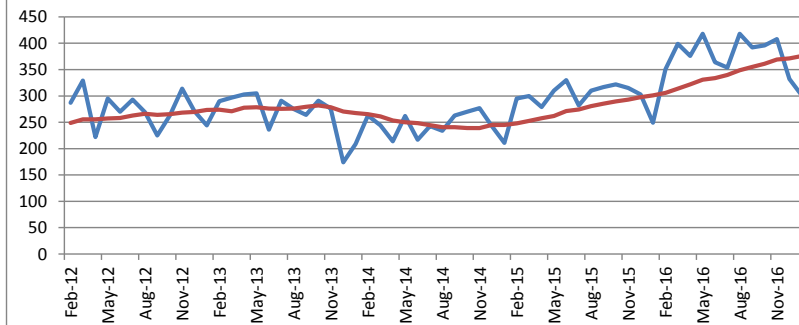
Manawatu/Wanganui Region Trends		Price ↑	Volumes ↑	Days to Sell ↑	Overall ↑	
		Median Price		Volume Sold		
		Jan-17	Dec-16	Jan-17	Dec-16	Jan-16
Palmerston North	\$336,500	\$338,500	\$292,000	102	118	93
Feilding	\$280,000	\$280,000	\$263,000	29	37	19
Levin	\$243,000	\$234,000	\$159,500	41	41	36
Manawatu Country	\$269,500	\$287,000	\$187,500	36	28	28
Wanganui	\$201,000	\$195,000	\$170,000	62	79	55
Manawatu/Wanganui	\$265,000	\$260,000	\$220,000	301	332	249
Vs...		Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Palmerston North		-0.6%	15.2%		-13.6%	9.7%
Feilding		0.0%	6.5%		-21.6%	52.6%
Levin		3.8%	52.4%		0.0%	13.9%
Manawatu Country		-6.1%	43.7%		28.6%	28.6%
Wanganui		3.1%	18.2%		-21.5%	12.7%
Manawatu/Wanganui		1.9%	20.5%		-9.3%	20.9%

Manawatu/Wanganui Region Median Price Past 5 Years



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

Manawatu/Wanganui Region Sales Volumes Past 5 Years



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

REINZ Taranaki Region Analysis for January 2017

Commentary

Sales volume for the Taranaki region rose 10% compared to January 2016, with sales up 74% in Hawera, 37% in New Plymouth, and 8% in Taranaki Country. Compared to December sales volumes fell 5% with sales rising 120% in Hawera and 43% in Bell Block, but falling across the rest of the region. On a seasonally adjusted basis sales rose 1% compared to December.

The median price across the region rose \$16,000 (+5%) compared to January 2016. Prices rose 41% in Bell Block and 25% in Taranaki Country but fell across the rest of the region. Compared to December the median was steady at \$351,000, with prices rising 91% in Bell Block and 5% in Taranaki Country, but falling across the rest of the region. On a seasonally adjusted basis the median price fell 1% compared to December.

The number of days to sell eased by 15 days compared to December, from 26 days in December to 41 days in January. Compared to January 2016 the number of days to sell improved by 13 days. Over the past 10 years the median number of days to sell across the region in January has averaged 52 days. There are currently 17 weeks of supply across the Taranaki region compared to 20 weeks in January 2016.

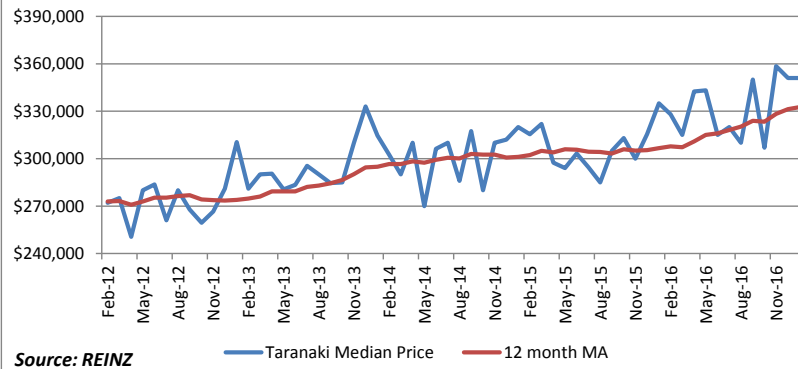
REINZ Chief Executive Officer, Bindi Norwell noted that, "The market has been steady through January and a little busier than January last year with prices generally trending up and sales volumes at least steady. However, the number of new listings is lower than expected leading to further declines in the level of inventory across the region."

Graph Commentary

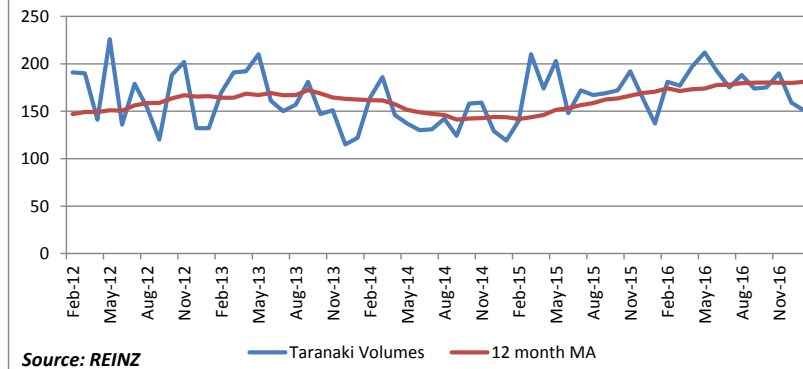
The median price trend is now steady, with the sales volume trend now easing. The days to sell trend is now improving, although the overall trend remains steady.

Taranaki Region Trends	Price			Volumes		Days to Sell	Overall
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16	
	Median Price			Volume Sold			
New Plymouth	\$391,500	\$418,000	\$400,000	70	86	51	
Taranaki Country	\$275,000	\$263,000	\$220,000	27	31	25	
Bell Block	\$647,000	\$338,000	\$459,500	10	7	20	
Hawera	\$195,000	\$240,000	\$225,000	33	15	19	
Taranaki	\$351,000	\$351,000	\$335,000	151	159	137	
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16	
New Plymouth		-6.3%	-2.1%		-18.6%	37.3%	
Taranaki Country		4.6%	25.0%		-12.9%	8.0%	
Bell Block		91.4%	40.8%		42.9%	-50.0%	
Hawera		-18.8%	-13.3%		120.0%	73.7%	
Taranaki		0.0%	4.8%		-5.0%	10.2%	

Taranaki Region Median Price Past 5 Years



Taranaki Region Sales Volumes Past 5 Years



REINZ Wellington Region Analysis for January 2017

Commentary

The median price for the Wellington region rose \$66,000 (+17%) compared to January 2016, with prices rising 43% in Western Wellington, 25% in Upper Hutt and 20% in Southern Wellington. Compared to December the median price fell \$70,175 (-13%), with prices rising 7% in Eastern Wellington, 6% in Upper Hutt and 4% in Northern Wellington. On a seasonally adjusted basis the median price fell 5%.

Compared to January 2016 sales volumes fell 10% across the region, with sales rising 5% in Pukerua Bay/Tawa and steady in Eastern Wellington, but falling across the rest of the region. Compared to December sales volumes fell 48%, with sales falling 38% in Upper Hutt, 46% in Central Wellington and 47% in Hutt Valley. On a seasonally adjusted basis sales fell 15% compared to December, although this comes after a very strong seasonally adjusted lift in sales in December.

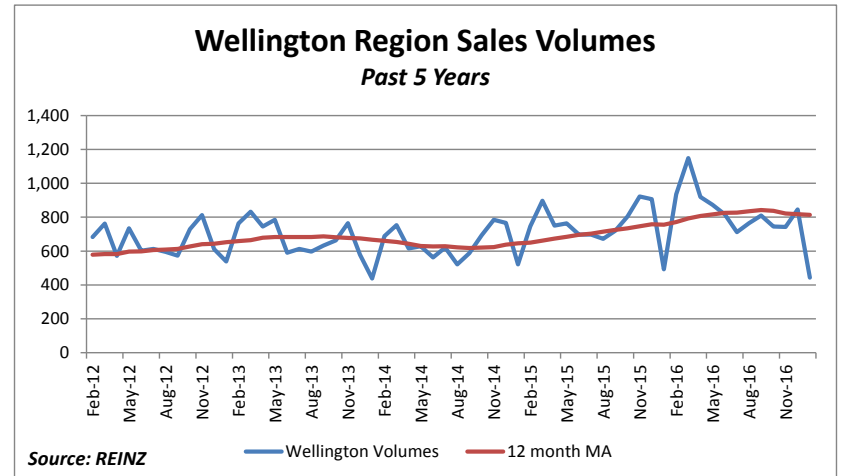
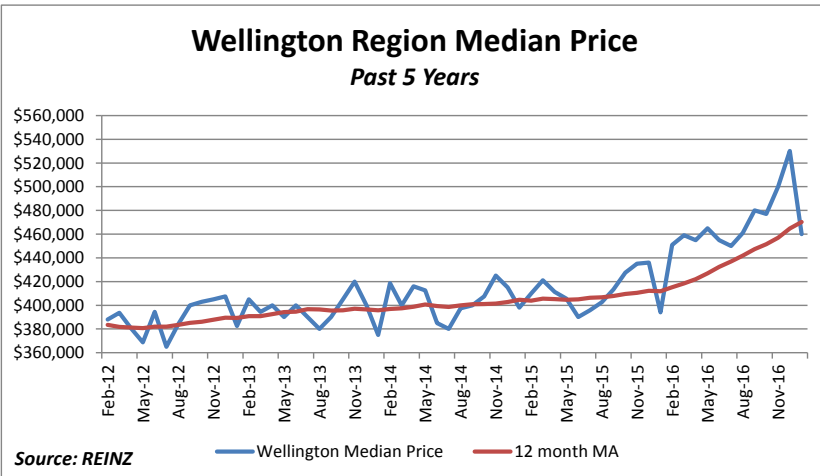
The number of days to sell eased 12 days in January, from 26 days in December to 38 days in January. The number of days to sell improved by three days compared to January 2016. Over the past 10 years the average number of days to sell during January for the region has been 49 days. Wellington continues to have the lowest level of inventory across New Zealand with just seven weeks of supply, compared to nine weeks in January 2016.

REINZ Regional Director Mark Coffey noted that, "The Wellington region took a longer than normal pause over the holiday period with a somewhat slow start to the year. This may be a result of a combination of factors such as the continuing constraints of the LVR (loan to value ratios) restrictions, Wellington's worst summer in 30 years. Insurance constrains from the earthquake and very tight lending criteria from most major trading banks. The lending squeeze is hitting investors and higher value sales harder leaving first home buyers an opportunity to get into the market with less competition from investors. As a result we are seeing more turnover in the more affordable end of the market. The supply of properties is still low by historic levels and prices are holding up as a result. "

Graph Commentary

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

Wellington Region Trends			Price	Volumes	Days to Sell	Overall
			↑	→	↑	↗
			Median Price		Volume Sold	
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
Upper Hutt	\$456,500	\$429,500	\$366,500	48	77	64
Hutt Valley	\$430,000	\$497,500	\$362,500	95	178	98
Northern Wellington	\$640,000	\$616,000	\$540,000	43	87	37
Central Wellington	\$440,000	\$616,000	\$445,000	36	67	43
Eastern Wellington	\$716,000	\$670,000	\$650,000	21	59	21
Western Wellington	\$880,000	\$678,000	\$615,000	17	44	24
Southern Wellington	\$671,550	\$700,000	\$559,750	15	49	24
Pukerua Bay / Tawa	\$460,000	\$504,500	\$385,000	39	100	37
Wellington	\$460,000	\$530,175	\$394,000	444	846	493
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Upper Hutt		6.3%	24.6%		-37.7%	-25.0%
Hutt Valley		-13.6%	18.6%		-46.6%	-3.1%
Northern Wellington		3.9%	18.5%		-50.6%	16.2%
Central Wellington		-28.6%	-1.1%		-46.3%	-16.3%
Eastern Wellington		6.9%	10.2%		-64.4%	0.0%
Western Wellington		29.8%	43.1%		-61.4%	-29.2%
Southern Wellington		-4.1%	20.0%		-69.4%	-37.5%
Pukerua Bay / Tawa		-8.8%	19.5%		-61.0%	5.4%
Wellington		-13.2%	16.8%		-47.5%	-9.9%



REINZ Nelson/Marlborough Region Analysis for January 2017

Commentary

The median price across the region rose \$95,000 (+25%) compared to January 2016 to reach a **new record high**. Prices rose 31% in Richmond, 24% in Nelson and 17% in Marlborough/Kaikoura. Compared to December the median price rose \$14,250 (+3%) with prices rising 17% in Richmond, 5% in Marlborough/Kaikoura and 1% in Nelson. On a seasonally adjusted basis the median price rose 5% compared to December indicating that the median price normally falls in January.

Sales volume compared to December fell 22%, with sales falling 13% in Motueka, 17% in Nelson and 19% in Marlborough/Kaikoura. Compared to January 2016 sales volumes fell 23%, with sales falling 16% in Marlborough/Kaikoura, 18% in Nelson and 38% in Richmond. On a seasonally adjusted basis sales in December fell 6% compared to December.

The number of days to sell in January eased by 10 days compared to December, from 23 days in December to 33 days in January. Compared to January 2016 the number of days to sell improved by five days. Over the past 10 years the number of days to sell in January across the region has averaged 47 days. There was 15 weeks of supply across the region in January compared to 18 weeks in January 2016.

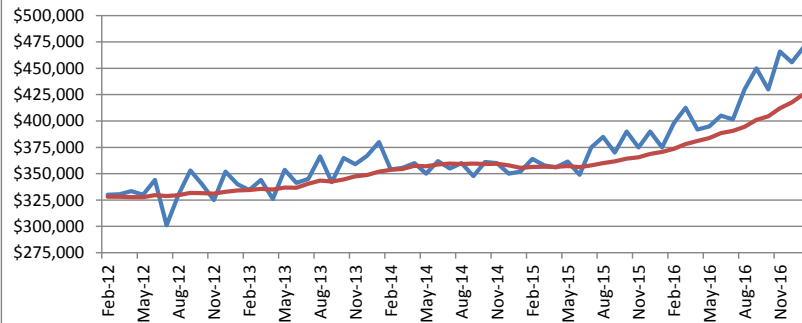
REINZ Chief Executive Officer, Bindi Norwell noted that, "First home buyers are now finding more competition from other buyers making overall competition for properties more intense in some price brackets. Investor interest from outside the region remains strong as well. There has been an uplift in listings during January which has helped ease the situation a little."

Graph Commentary

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

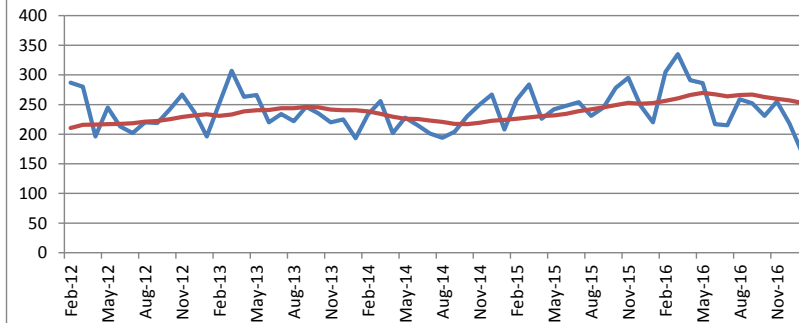
Nelson/Marlborough Region Trends	Price ↑			Volumes ↓		Days to Sell ↑		Overall ↗
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-17	Jan-16	
	Median Price			Volume Sold				
Nelson City	\$470,000	\$464,000	\$380,250	59	71	72		
Richmond	\$623,200	\$535,000	\$476,000	13	23	21		
Motueka	\$406,250	\$445,000	\$372,000	14	16	30		
Marlborough/Kaikoura	\$398,500	\$380,000	\$340,000	74	91	88		
Nelson/Marlborough	\$470,000	\$455,750	\$375,000	170	218	220		
Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16			
Nelson City	1.3%	23.6%		-16.9%	-18.1%			
Richmond	16.5%	30.9%		-43.5%	-38.1%			
Motueka	-8.7%	9.2%		-12.5%	-53.3%			
Marlborough/Kaikoura	4.9%	17.2%		-18.7%	-15.9%			
Nelson/Marlborough	3.1%	25.3%		-22.0%	-22.7%			

Nelson/Marlborough Region Median Price Past 5 Years



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

Nelson/Marlborough Region Sales Volumes Past 5 Years



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

REINZ Canterbury/Westland Region Analysis for January 2017

Commentary

Sales volume across the region fell 14% compared to January 2016, with sales rising 216% in West Coast, but falling 9% in North Canterbury and 16% in Christchurch. Compared to December sales volumes fell 43%, with sales volumes rising 27% in West Coast, but falling 33% in Rangiora and 36% in North Canterbury. On a seasonally adjusted basis volume fell 8% compared to December.

The median price fell \$7,000 (-2%) compared to January 2016. Prices rose 14% in Timaru, 9% in Rangiora and 7% in North Canterbury. Compared to December the median price fell \$20,000 (-5%), with prices falling 3% in Christchurch and Mid-Canterbury, and by 4% in North Canterbury. On a seasonally adjusted basis the median price fell 4% compared to December.

REINZ Regional Director, Jim Davis commented that, "Although volumes and prices are a bit up and down in January, this is typical summer pattern at this time of year with the market in holiday mode and all buying groups less active. During the latter part of the month the level of listings has started to increase which will present buyers with more choice going forward and activity levels are expected to increase."

The number of days to sell eased by 13 days in January from 31 days in December to 44 days in January. Compared to January 2016 the number of days to sell eased by four days. Over the past 10 years the number of days to sell in January across the region has averaged 44 days. Inventory levels were 18 weeks of supply in January compared to 20 weeks in January 2016.

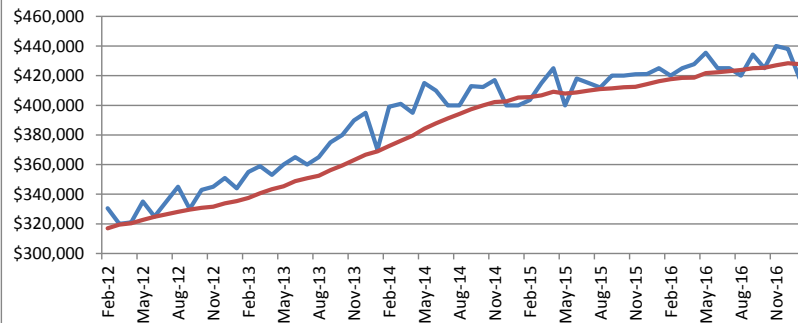
Graph Commentary

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

Canterbury/Westland Region Trends

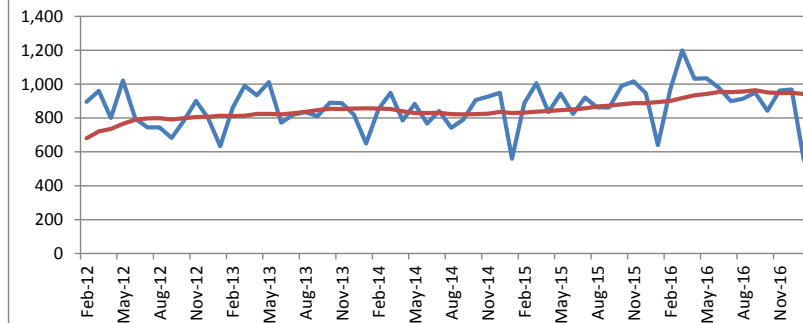
	Price			Volumes		Days to Sell		Overall
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16		
	Median Price			Volume Sold				
Christchurch	\$442,500	\$455,710	\$440,000	318	624	378		
Rangiora	\$439,250	\$498,250	\$405,000	20	30	29		
North Canterbury	\$443,000	\$460,000	\$413,750	20	31	22		
Mid-Canterbury	\$320,000	\$330,000	\$314,500	28	49	34		
Timaru	\$348,000	\$310,500	\$305,000	29	61	53		
South Canterbury	\$311,500	\$275,000	\$311,250	24	39	34		
West Coast	\$165,000	\$230,000	\$235,000	38	30	12		
Canterbury/Westland	\$418,000	\$438,000	\$425,000	551	968	640		
	Vs...			Dec-16				
Christchurch		-2.9%	0.6%		-49.0%	-15.9%		
Rangiora		-11.8%	8.5%		-33.3%	-31.0%		
North Canterbury		-3.7%	7.1%		-35.5%	-9.1%		
Mid-Canterbury		-3.0%	1.7%		-42.9%	-17.6%		
Timaru		12.1%	14.1%		-52.5%	-45.3%		
South Canterbury		13.3%	0.1%		-38.5%	-29.4%		
West Coast		-28.3%	-29.8%		26.7%	216.7%		
Canterbury/Westland		-4.6%	-1.6%		-43.1%	-13.9%		

Canterbury/Westland Region Median Price Past 5 Years



Source: REINZ — Canterbury/Westland Median Price — 12 month MA

Canterbury/Westland Region Sales Volumes Past 5 Years



Source: REINZ — Canterbury/Westland Volumes — 12 month MA

REINZ Central Otago Lakes Region Analysis for January 2017

Commentary

Sales volume for the Central Otago Lakes Region fell 15% compared to January 2016, with sales down 13% in Queenstown and down 17% in Central. Compared to December sales volume fell 20%, with sales down 17% in Central and 24% in Queenstown. On a seasonally adjusted basis sales fell by 9% compared to December.

The median price across the region rose \$105,000 (+20%) compared to January 2016, with prices rising 1% in Central but falling 2% in Queenstown. Compared to December, the median price fell \$19,275 (-3%) with prices falling 6% in Queenstown and 18% in Central. On a seasonally adjusted basis the median price fell 2% compared to December.

The number of days to sell eased two days in January, from 33 days in December to 35 days in January. Compared to January 2016 the number of days to sell improved by 21 days. Over the past 10 years the number of days to sell in January across the region has averaged 57 days. There are 21 weeks of supply across the region compared to 23 weeks in January 2016.

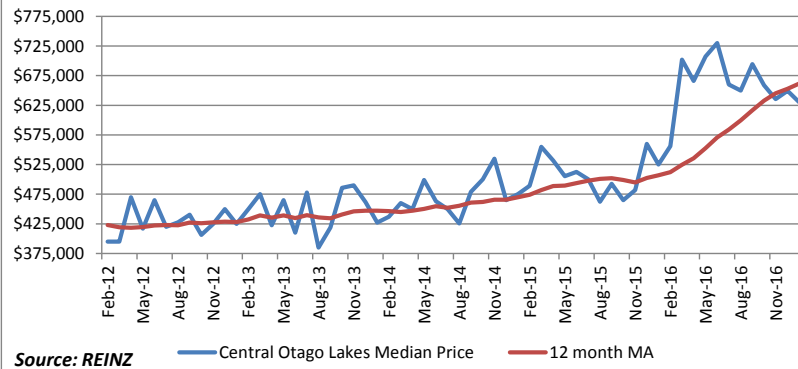
REINZ Regional Director, Gail Hudson commented that, "The LVR rules that came into effect in October are still having an effect on the market with fewer first home buyers active, although investors seeking higher end properties are more active. Inventory levels also appear to be rising as vendors consider their positions in light of the strong price increases over the past 12 months."

Graph Commentary

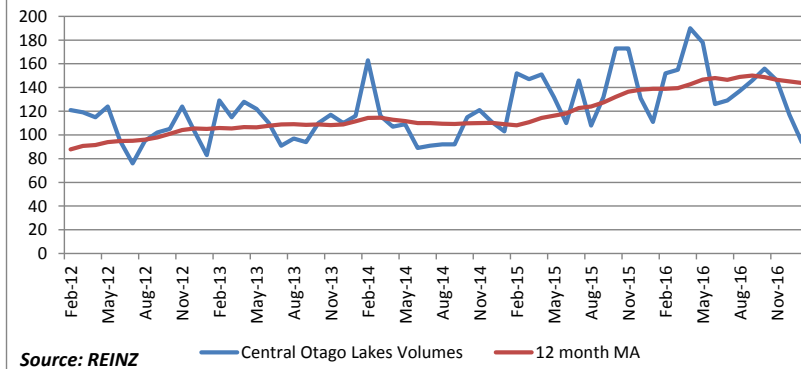
The median price trend is now rising with the volume trend now easing. The days to sell trend also rising and the overall trend for the region is now improving.

	Central Otago Lakes Region Trends		Price	Volumes	Days to Sell	Overall
	Median Price		↑	↓	↑	↔
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
Central	\$450,000	\$547,500	\$445,000	59	71	71
Queenstown	\$780,000	\$830,500	\$798,500	35	46	40
Central Otago Lakes	\$630,000	\$649,275	\$525,000	94	117	111
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Central		-17.8%	1.1%		-16.9%	-16.9%
Queenstown		-6.1%	-2.3%		-23.9%	-12.5%
Central Otago Lakes		-3.0%	20.0%		-19.7%	-15.3%

Central Otago Lakes Region Median Price Past 5 Years



Central Otago Lakes Region Sales Volumes Past 5 Years



REINZ Otago Region Analysis for January 2017

Commentary

The median price across Otago rose \$24,000 (+9%) compared with January 2016, with prices rising 43% in South Otago and 8% in Dunedin, but falling 2% in North Otago. Compared to December the median price fell by \$6,000 (-2%) with prices rising 22% in South Otago, but falling 1% in Dunedin and 10% in North Otago. On a seasonally adjusted basis the median price rose 1% compared to December indicating that the fall in the median price was lower than expected for January.

Sales across the region fell 16% compared to January 2016 with sales rising 42% in South Otago, but falling 9% in North Otago and 20% in Dunedin. Compared to December sales fell 35%, with sales falling 3% in North Otago, 6% in South Otago and 42% in Dunedin. On a seasonally adjusted basis sales fell 8% compared to December.

The number of days to sell in Otago eased 11 days in January from 21 days in December to 32 days in January. Compared to January 2016 the number of days to sell improved by four days. Over the past 10 years the average number of days to sell in Otago in January was 46 days. There are currently 10.5 weeks of inventory across the region, a drop of four weeks compared to January 2016.

REINZ Regional Commentator, Liz Nidd commented that, "Investors from Auckland continue to be active in the market, with more activity from that source than other investor groups. First home buyers continue to 'underpin' the market with continuing strong demand from these buyers. The number of listings is also on the rise helping to alleviate the tight inventory position across the region."

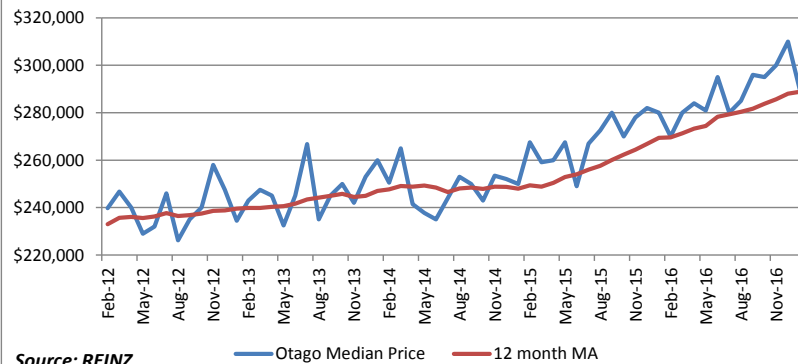
Graph Commentary

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

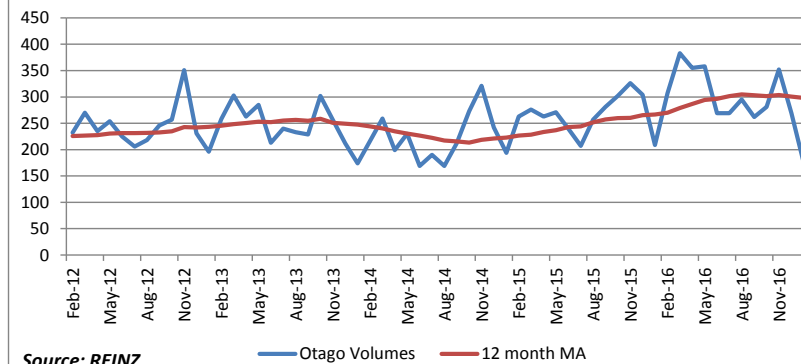
Otago Region Trends

	Price		Volumes	Days to Sell	Overall	
	→		↓	↑	→	
	Median Price		Volume Sold			
	Jan-17	Dec-16	Jan-17	Dec-16	Jan-16	
Dunedin	\$325,500	\$330,000	\$301,000	124	215	155
North Otago	\$244,250	\$272,000	\$250,000	32	33	35
South Otago	\$165,000	\$135,000	\$115,892	17	18	12
Otago	\$304,000	\$310,000	\$280,000	175	269	209
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Dunedin		-1.4%	8.1%		-42.3%	-20.0%
North Otago		-10.2%	-2.3%		-3.0%	-8.6%
South Otago		22.2%	42.4%		-5.6%	41.7%
Otago		-1.9%	8.6%		-34.9%	-16.3%

Otago Region Median Price Past 5 Years



Otago Region Sales Volumes Past 5 Years



REINZ Southland Region Analysis for January 2017

Commentary

The median price across Southland rose \$32,000 (+17%) compared to January 2016, with prices rising 19% in Invercargill and 5% in Gore. Compared to December the median price fell \$18,000 (-8%) with prices falling 6% in Gore and 6% in Invercargill. On a seasonally adjusted basis the median price was steady compared to December, indicating that the fall in the median price was in line with expectations for January.

Sales volumes rose 4% compared to January 2016, with a 23% increase in Gore but a 3% fall in Invercargill. Compared to December sales volumes fell 30% with sales falling 19% in Invercargill and 60% in Gore. On a seasonally adjusted basis sales fell 9% compared to December.

The number of days to sell in Southland eased by five days in January from 31 days in December to 36 days in January. Compared to January 2016 the number of days to sell improved by 16 days. Over the past 10 years the number of days to sell in January for the Southland region has been 47 days. There is currently 14 weeks of inventory in Southland, a drop of 10 weeks compared to January 2016.

REINZ Chief Executive Officer, Bindi Norwell commented that, "The LVR rules introduced in October have contributed to a decline in demand of between 10% to 30%, although prices are generally firming. Inventory numbers have fallen 40% over the past year, but the level of inventory is about in line with that of the whole country."

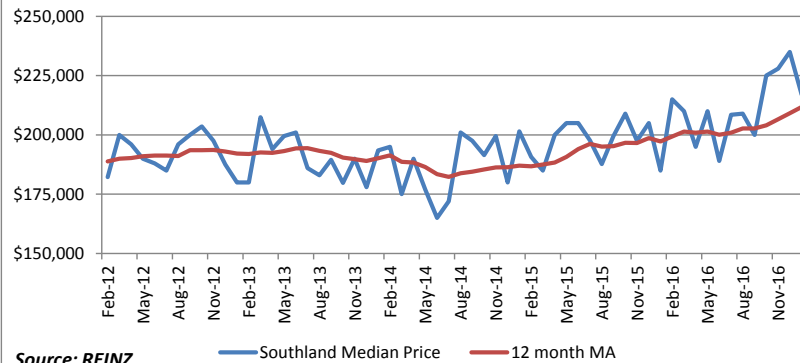
Graph Commentary

The median price trend has moved from steady to improving, with the sales trend easing from rising to steady. The days to sell trend has also moved from improving to rising, with the overall trend for the region now moving back to improving.

Southland Region Trends

	Price			Volumes	Days to Sell	Overall
	Median Price			Volume Sold		
	Jan-17	Dec-16	Jan-16	Jan-17	Dec-16	Jan-16
Invercargill	\$220,000	\$235,000	\$185,000	77	95	79
Gore	\$179,000	\$189,500	\$171,000	16	40	13
Southland	\$217,000	\$235,000	\$185,000	122	174	117
	Vs...	Dec-16	Jan-16	Vs...	Dec-16	Jan-16
Invercargill		-6.4%	18.9%		-18.9%	-2.5%
Gore		-5.5%	4.7%		-60.0%	23.1%
Southland		-7.7%	17.3%		-29.9%	4.3%

Southland Region Median Price Past 5 Years



Southland Region Sales Volumes Past 5 Years

