

MONTHLY PROPERTY REPORT.

13 MARCH 2019



BINDI NORWELL, REINZ CEO

NUMBER OF HOUSES SOLD ACROSS NZ FALLS BY 9.5% IN FEBRUARY

The number of residential properties sold in February fell by 9.5% from the same time last year to 5,954 (down from 6,576) according to the latest data from the Real Estate Institute of New Zealand (REINZ), source of the most complete and accurate real estate data in New Zealand. The last time sales volumes fell this much on an annual basis was 16 months ago.

For New Zealand excluding Auckland, the number of properties sold fell by 6.6% when compared to the same time last year (from 4,922 to 4,596).

In Auckland, the number of properties sold in February fell by 17.9% year-on-year (from 1,654 to 1,358) – the lowest for a non-January month since October 2010.

Regions with the lowest percentage change in annual sales volumes during February were:

- Northland: -27.2% (from 232 to 169 – 63 fewer houses)
- Nelson: -20.0% (from 120 to 96 – 24 fewer houses)
- Otago: -14.9% (from 422 to 359 – 63 fewer houses) – the lowest for 11 months.

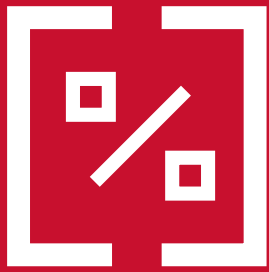
Regions that saw an annual increase in sales volumes during February were:

- Marlborough: +5.5% (from 91 to 96 – an additional 5 houses)
- Southland: +2.9% (from 174 to 149 – an additional 5 houses)
- Hawke's Bay: +0.4% (from 231 to 232 – an additional house).

Bindi Norwell, Chief Executive at REINZ says: "At a time when sales volumes are normally strong, when we look across the country, 13 out of 16 regions actually saw an annual fall in the number of properties sold. Traditionally children go back to school and people return from their holidays and housing activity picks up, however, February 2019 has been an exception to this rule.

"The lower level of sales volumes compared to the same time last year can be attributed to a number of things – the raft of legislative changes impacting the housing market at the moment, the increasing difficulty in accessing finance (despite a record low OCR and very low mortgage rates from the banks) and vendors' pricing expectations.

"What we're hearing from salespeople around the country is that vendors and investors are taking a 'wait and see' approach to the housing market – much like you would normally see around election time. This is particularly true in relation to the recently announced Capital Gains Tax proposals from the Tax Working Group. Families want to know what aspects of the proposals the Government will look at accept ahead of next year's election and what impact that will have on them and their family," continues Norwell.



KEY DATA SUMMARY

MEDIAN HOUSE PRICE YEAR-ON-YEAR

National		\$560,000 - up from \$530,000 + 5.7% year-on-year
New Zealand Ex Auckland		\$490,000 - up from \$450,000 + 8.9% year-on-year
Auckland		\$850,000 - down from \$855,000 - 0.6% year-on-year

MEDIAN HOUSE PRICE MONTH-ON-MONTH

National		\$560,000 - up from \$550,000 +1.8% since last month
New Zealand Ex Auckland		\$490,000 - up from \$470,000 +4.3% since last month
Auckland		\$850,000 - up from \$805,000 +5.6% since last month

VOLUME SOLD YEAR-ON-YEAR

National		5,954 - down from 6,576 - 9.5% year-on-year
New Zealand Ex Auckland		4,596 - down from 4,922 - 6.6% year-on-year
Auckland		1,358 - down from 1,654 - 17.9% year-on-year

VOLUME SOLD MONTH-ON-MONTH

National		5,954 - up from 4,442 + 34.0% since last month
New Zealand Ex Auckland		4,596 - up from 3,269 + 40.6% since last month
Auckland		1,358 - up from 1,173 + 15.8% since last month

REINZ HOUSE PRICE INDEX

National		2,778 - up from 2,691 + 3.2% year-on-year
New Zealand Ex Auckland		2,728 - up from 2,524 + 8.1% year-on-year
Auckland		2,838 - down from 2,896 - 2.0% year-on-year

SEASONALLY ADJUSTED MEDIAN HOUSE PRICE

National		Up 0.8%, up 5.5% on February 2018
New Zealand Ex Auckland		Up 1.3%, up 8.8% on February 2018
Auckland		Up 2.9%, down 0.7% on February 2018

MEDIAN DAYS TO SELL

National		47 - 3 days longer than the same month last year
New Zealand Ex Auckland		43 - 1 day longer than the same month last year
Auckland		57 - 8 days longer than the same month last year



Despite volume falls, median house prices keep rising & 5 regions see record median house prices

Median house prices across New Zealand increased by 5.7% in February to \$560,000, up from \$530,000 in February 2018. Median prices for New Zealand excluding Auckland were even stronger increasing to a record \$490,000 up 8.9% from \$450,000 in February last year.

Median house prices in Auckland returned to the \$850,000 mark – down 0.6% on last year's figure of \$855,000, but up 5.6% on January's median price of \$805,000.

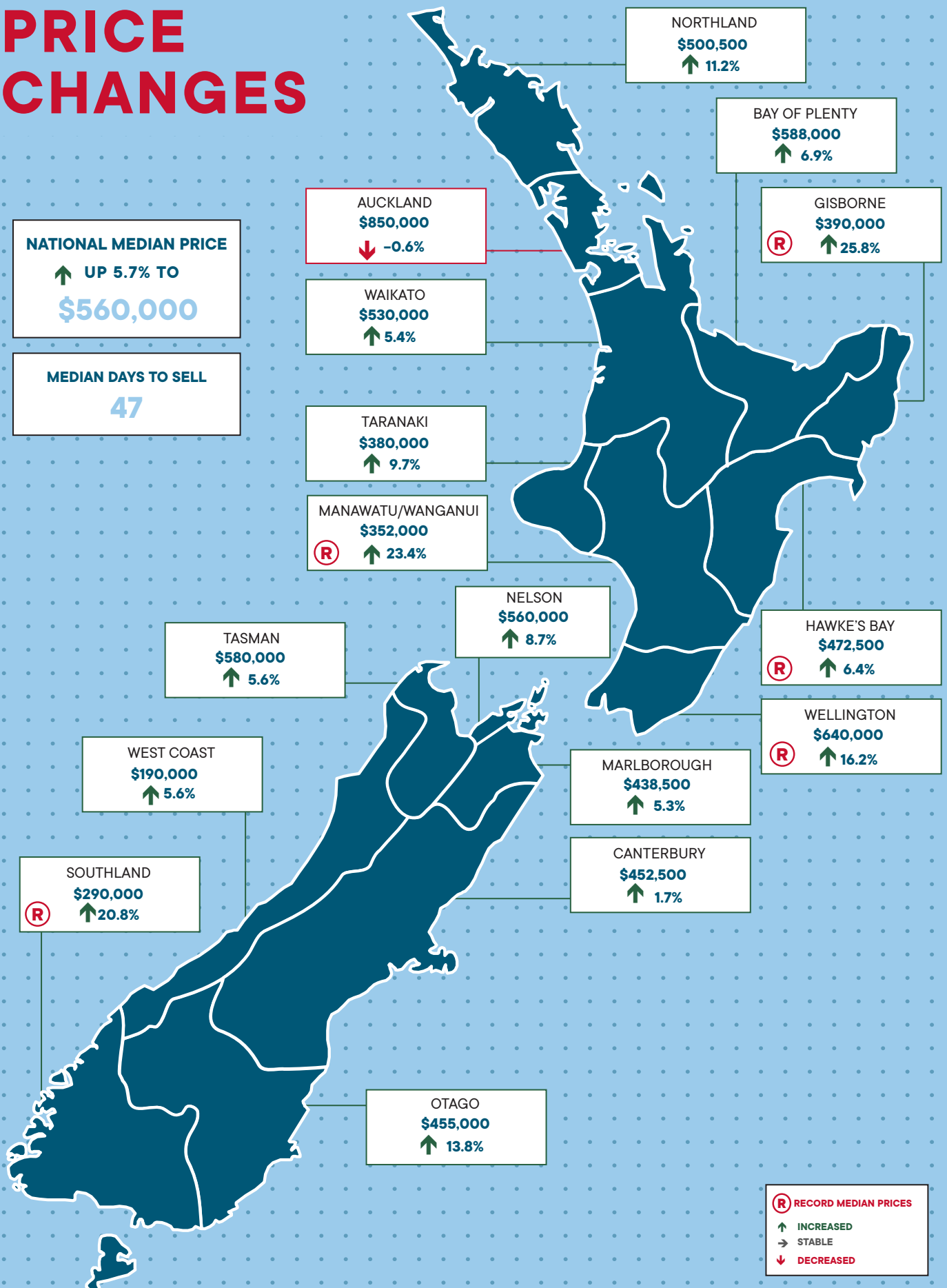
There were five regions that saw record median prices achieved in February:

- Gisborne: +25.8% to \$390,000 (up from \$310,000 at the same time last year)
- Manawatu/Wanganui: +23.4 to \$352,000 (up from \$285,250 at the same time last year)
- Southland: +20.8% to \$290,000 (up from \$240,000 at the same time last year)
- Wellington: +16.2% to \$640,000 (up from \$551,000 at the same time last year)
- Hawke's Bay: +6.4% to \$472,500 (up from \$444,000 at the same time last year).

"February saw 15 out of 16 regions experience an annual increase in the median price, with 5 regions seeing record median house prices highlighting the strength of the housing market around much of the country. With house prices continuing to rise at such a pace, this puts even more of a dampener on any notions of New Zealand following in Australia's footsteps in the short to medium term. Even Auckland saw an increase from January, showing it has returned to the same, stable or flat market we've been seeing since April 2017," points out Norwell.

"Auckland's median price fall was the result of a slight fall in the number of million dollar plus properties sold which fell from 36.9% in February 2018 to 36.1% this February. Despite the annual fall in median price, there were some areas of the Super City that saw some growth including Auckland City where prices increased 3.9% to \$1,000,000 – the highest price for Auckland City for 20 months. Additionally, Papakura District saw an annual increase of 3.8% to \$649,000 and Franklin District saw an annual increase of 2.3% to \$670,000. However, Rodney District and North Shore City saw annual median house price falls of 0.8% and 0.2% respectively," continues Norwell.

ANNUAL MEDIAN PRICE CHANGES



REINZ House Price Index (HPI) increases 3.2% annually

The REINZ House Price Index for New Zealand, which measures the changing value of property in the market, increased 3.2% year-on-year to a new record high of 2,778.

The HPI for New Zealand excluding Auckland increased 8.1% from February 2018 to a new record high of 2,728. The Auckland HPI decreased -2.0% year-on-year to 2,838.

The REINZ HPI saw 8 out of 12 regions experience a record high level over the past 12 months, highlighting the overall continued strength of the property market. The exceptions were Northland, Auckland, Otago and Southland.

In February the Manawatu/Wanganui region again had the highest annual growth rate, a 19.4% increase to a new record high of 2,984, followed by Gisborne/Hawke's Bay in second place with an annual growth rate of 13.8% to a new record high of 2,762 and in third place was Southland with a 12.6% annual increase to 2,797 – down -1.8% from its peak in January 2019.

Days to Sell continues to hover close to 50

In February the median number of days to sell a property increased by 3 days from 44 to 47 when compared to February last year.

For New Zealand excluding Auckland, the median days to sell increased by 1 day to 43.

However, Auckland saw the median number of days to sell a property increase by 8 days from 49 to 57 – the highest number of days to sell since February 2009. Manawatu/Wanganui had the lowest days to sell of all regions at 30 days, down 10 days from 40 at the same time last year. The West Coast always has the highest days to sell of any region (at 91 days in February 2019), but the median number of days to sell in Northland has reached a high of 61 days – the highest in since August 2015.

"With vendors holding out to achieve their price expectations, it's little surprise that the median number of days to sell has slowly been increasing over the last few months. What was interesting though is that this is the first non-January month since February 2017 that no region had median number of days to sell in the 20s," says Norwell.

Inventory

The number of properties available for sale nationally decreased by -0.3% from 26,943 to 26,850 – a decrease of 93 properties compared to 12 months ago.

February saw 7 regions with an annual increase in inventory levels. Regions with the largest increases were:

- Taranaki: +8.3% from 641 to 694 – an additional 53 properties
- Auckland: +6.7% from 9,588 to 10,234 – an additional 646 properties
- Hawke's Bay: +6.7% from 493 to 526 – and additional 33 properties
- Marlborough: +5.7% from 349 to 369 – an additional 20 properties.

Regions with the biggest falls in inventory were:

- Gisborne: -32.2% from 143 to 97 – 46 fewer properties
- West Coast: -26.1% from 595 to 440 – 155 fewer properties
- Manawatu/Wanganui: -21.9% from 1,093 to 854 – 239 fewer properties
- Southland: -20.2% from 623 to 497 – 126 fewer properties
- Otago: -20.0% from 689 to 551 – 138 fewer properties
-

Wellington once again saw the lowest levels of inventory with only 8 weeks of inventory available to prospective purchasers. This was closely followed by Otago and Hawke's Bay on only 9 weeks' inventory, followed by Gisborne on 10 weeks' inventory available.

"This is the fourth consecutive month that we have seen an annual decrease in inventory levels. This will continue to be a concern for the industry, and we expect that the ongoing pressure on inventory will result in price increases in these regions, potentially pushing people to more affordable areas in other regions," concludes Norwell.



PRICE BANDS

The number of homes sold for less than \$500,000 across New Zealand fell from 45.8% of the market (3,012 properties) in February 2018 to 41.5% of the market (2,473 properties) in February 2019.

The number of properties sold in the \$500,000 to \$750,000 bracket increased from 27.7% in February 2018 (1,821 properties) to 30.7% in February 2019 (1,825 properties).

At the top end of the market, properties sold for \$1 million or more decreased from 13.1% in February 2018 (859 houses) to 12.5% in February 2019 (746 houses).

NEW LISTINGS

During February, new listings fell 6.5% when compared to the same time last year – from 11,269 to 10,535. The only regions to experience an uplift in new listings were Central Otago/Lakes (+11.8%). West Coast (+7.6%) and Wellington (+6.9%).

Vanessa Taylor, realestate.co.nz spokesperson says: “February 2019 was very quiet in terms of new listings. Since we began keeping records back in 2007, February has always seen in excess of 12,000 new listings coming to the market, so this has certainly been a stand out month.”

Price distribution breakdown

	February 2018		February 2019	
\$1 million plus	859	13.1%	746	12.5%
\$750,000 to \$999,999	884	13.4%	910	15.3%
\$500,000 to \$749,999	1,821	27.7%	1,825	30.7%
Under \$500,000	3,012	45.8%	2,473	41.5%
All Properties Sold	6,576	100.0%	5,954	100.0%

For further information, please contact Dee Crooks, Head of Communications 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.

SEASONALLY ADJUSTED SALES VOLUMES

	COMPARED TO JANUARY		COMPARED TO FEBRUARY 2018	
	VOLUME CHANGE	SEASONALLY ADJUSTED CHANGE	VOLUME CHANGE	SEASONALLY ADJUSTED CHANGE
New Zealand	34.0%	-5.5%	-9.5%	-9.6%
NZ ex Akl	40.6%	-2.9%	-6.6%	-6.6%
Northland	20.7%	-12.9%	-27.2%	-27.0%
Auckland	15.8%	-10.9%	-17.9%	-18.2%
Waikato	38.5%	-7.3%	-5.2%	-5.2%
Bay of Plenty	31.1%	-5.6%	-3.2%	-3.0%
Gisborne	89.7%	7.3%	-12.7%	-13.4%
Hawke's Bay	26.8%	-0.2%	0.4%	0.8%
Manawatu/Wanganui	40.6%	4.3%	-8.0%	-8.9%
Taranaki	25.5%	0.2%	-1.6%	-2.2%
Wellington	92.5%	5.5%	-6.7%	-7.4%
Nelson/Marlborough/Tasman	46.0%	3.6%	-8.6%	-10.0%
Canterbury	32.0%	-5.4%	-3.3%	-3.3%
West Coast	25.7%	4.4%	-4.3%	-4.5%
Otago	33.5%	-2.6%	-14.9%	-14.5%
Southland	17.8%	-8.2%	2.9%	3.1%

SEASONALLY ADJUSTED MEDIAN PRICE

	COMPARED TO JANUARY		COMPARED TO FEBRUARY 2018	
	MEDIAN CHANGE	SEASONALLY ADJUSTED CHANGE	MEDIAN CHANGE	SEASONALLY ADJUSTED CHANGE
New Zealand	1.8%	0.8%	5.7%	5.5%
NZ ex Akl	4.3%	1.3%	8.9%	8.8%
Northland	3.2%	1.1%	11.2%	12.1%
Auckland	5.6%	2.9%	-0.6%	-0.7%
Waikato	-3.6%	-3.8%	5.4%	5.2%
Bay of Plenty	1.4%	2.0%	6.9%	6.7%
Gisborne	17.1%	9.1%	25.8%	24.7%
Hawke's Bay	5.0%	3.4%	6.4%	6.4%
Manawatu/Wanganui	6.7%	6.8%	23.4%	23.3%
Taranaki	-1.3%	2.6%	9.7%	9.7%
Wellington	13.8%	3.2%	16.2%	16.2%
Nelson/Marlborough/Tasman	-2.3%	0.0%	10.1%	10.2%
Canterbury	5.2%	2.8%	1.7%	1.3%
West Coast	8.6%	6.6%	5.6%	5.5%
Otago	-4.3%	-1.8%	13.8%	13.8%
Southland	4.5%	3.4%	20.8%	20.8%

“Sales were quieter in some areas across Auckland. Inventory levels in the Auckland region increased 6.7% year-on-year bringing the total inventory to 22 weeks, giving buyers more options and in turn, increased confidence levels. We also see an increase and a rising confidence with first home buyers and activity levels have increased. Investors are still remaining cautious, and there has been an increase of rental properties coming onto the market as the requirements for compliance increase and the uncertainty over CGT continues to be a significant talking point. Vendors are seeing the market dynamics and understand that the market is more complex now, but they are still holding out for the right price in many instances. Central Auckland is seeing some good results at auctions and South Auckland has seen an increase of activity in the lower end as people head south of the city to seek more affordable housing. The AML legislation has been around for a while now and it will be interesting to see how days on market will develop going forward. “

Bindi Norwell
REINZ CEO



AUCKLAND

REINZ REGIONAL COMMENTARY

Compared to February 2018

- Median Price down 0.6%
- Sales Count down 17.9%
- Days to Sell increased 8 days

Compared to January 2019

- Median Price up 5.6%
- Seasonally adjusted median price up 2.9%
- Sales Count up 15.8%
- Seasonally adjusted sales count down 10.9%
- Days to Sell increased 6 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was more than was expected and the observed large increase in sales count was quite a bit less than expected. The current Days to Sell of 57 days is well above the 10-year average for February which is 42 days. The level of inventory available for sale currently sits at 22 weeks, four weeks more than in February 2018.





AUCKLAND REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

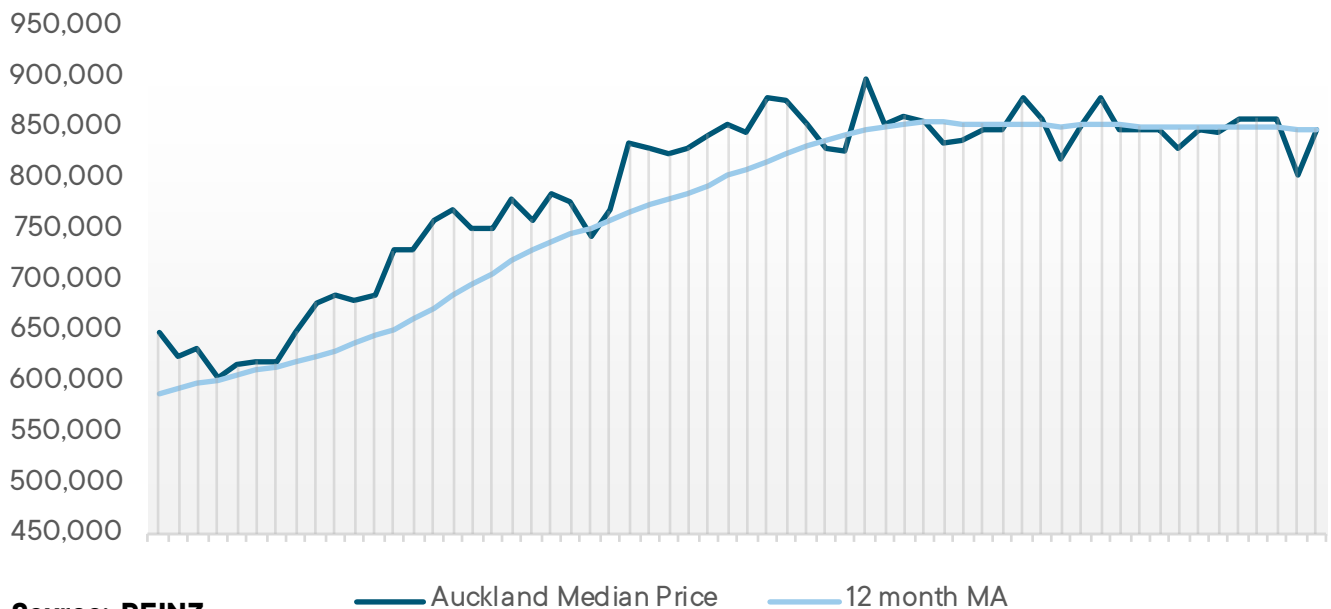
	MEDIAN PRICE			VOLUME SOLD		
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Auckland City	1,000,000	870,000	962,500	460	349	514
Franklin District	670,000	650,000	655,000	66	70	73
Manukau City	849,000	821,000	840,000	243	214	271
North Shore City	988,988	920,000	991,000	195	154	304
Papakura District	649,000	650,000	625,000	60	68	84
Rodney District	868,000	849,000	875,000	129	122	149
Waitakere City	775,000	750,000	770,000	205	196	259
Auckland Region	850,000	805,000	855,000	1,358	1,173	1,654
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Auckland City		14.9%	3.9%		31.8%	-10.5%
Franklin District		3.1%	2.3%		-5.7%	-9.6%
Manukau City		3.4%	1.1%		13.6%	-10.3%
North Shore City		7.5%	-0.2%		26.6%	-35.9%
Papakura District		-0.2%	3.8%		-11.8%	-28.6%
Rodney District		2.2%	-0.8%		5.7%	-13.4%
Waitakere City		3.3%	0.6%		4.6%	-20.8%
Auckland Region		5.6%	-0.6%		15.8%	-17.9%



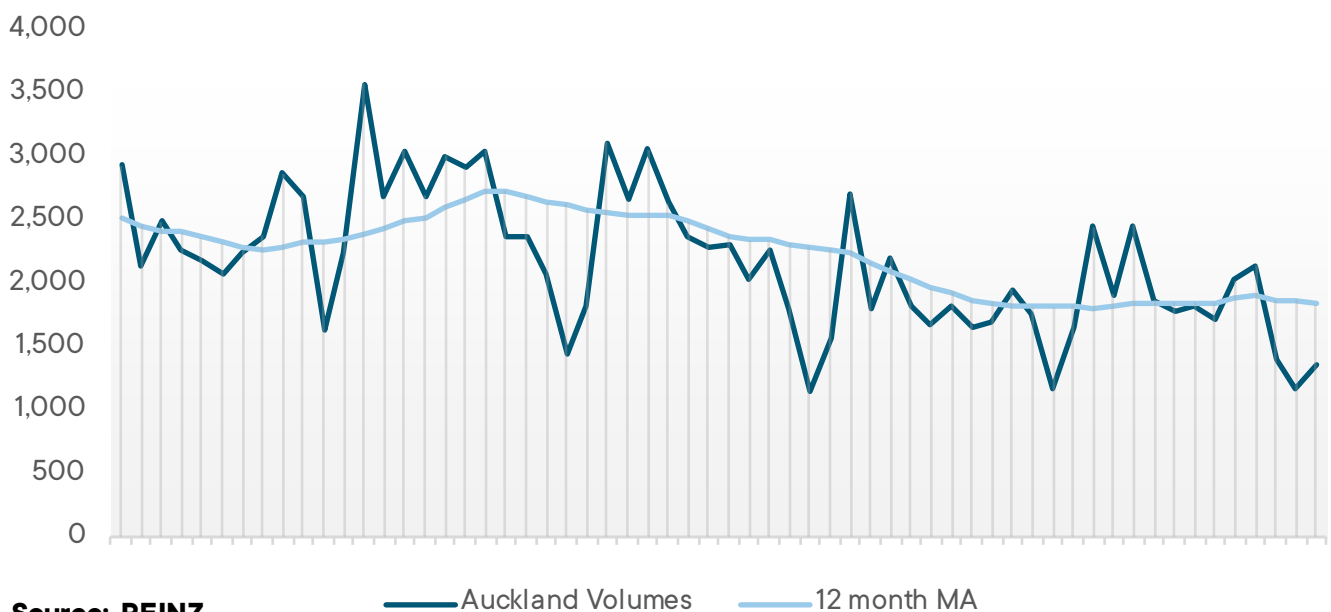
GRAPH COMMENTARY

The trend in the median price was flat to decreasing over the past 18 months with the volume trend flat over the past year. The days to sell trend continues to ease. The House Price Index bounced back this month after four consecutive declines over the prior four months but still has the worst 12 month movement, a 2.0% decline.

Auckland Region Median Price
Past 5 Years

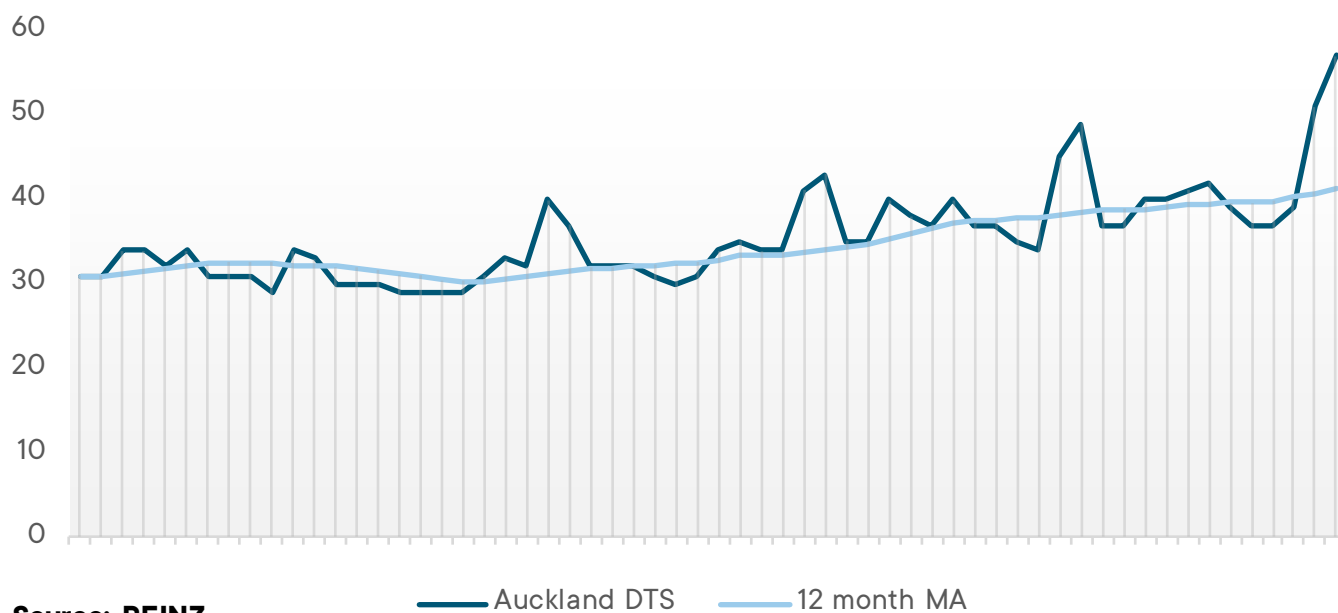


Auckland Region Sales Volumes
Past 5 Years



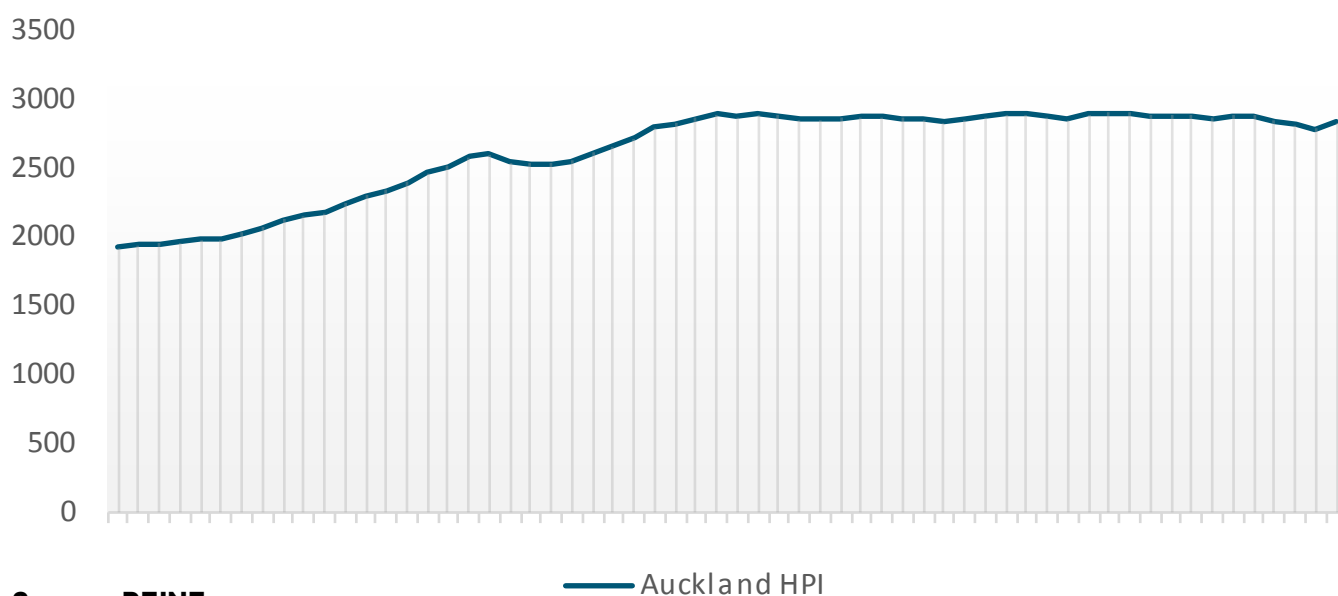


Auckland Region Days To Sell
Past 5 Years



Source: REINZ

Auckland Region House Price Index
Past 5 Years



Source: REINZ

“Buyers in Northland were a bit more cautious in February as there was some concerns around uncertainty in the market as there were some concerns that prices may fall. However, the median house price continued to rise, and we saw a 11.2% year-on-year increase (now at \$500,500) and a record median price in the Kaipara District of \$640,000 – a 42.2% increase on the same time last year! First home buyer demand remains at the same level, but there are fewer ‘affordable’ homes to buy. This also means that there are fewer options for investors in the more traditional price brackets. Open homes were busy in February, however, with a 27.2% fall in the number of properties sold suggests that a significant number were not serious buyers.”

Bindi Norwell
REINZ CEO



NORTHLAND

REGIONAL COMMENTARY

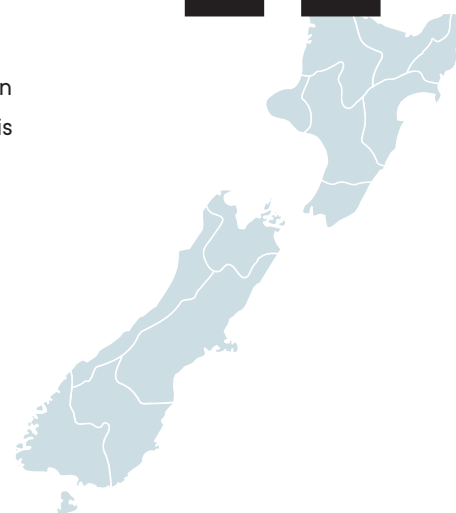
Compared to February 2018

- Median Price up 11.2%
- Sales Count down 27.2%
- Days to Sell increased 7 days

Compared to January 2019

- Median Price up 3.2%
- Seasonally adjusted median price up 1.1%
- Sales Count up 20.7%
- Seasonally adjusted sales count down 12.9%
- Days to Sell increased 3 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was slightly more than expected and the observed large increase in sales count was quite a bit less than expected. The current Days to Sell of 61 days is less than the 10-year average for February which is 72 days. The level of inventory available for sale currently sits at 31 weeks, three weeks more than in February 2018.





NORTHLAND REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Far North District	385,000	420,000	450,000	55	50	79
Kaipara District R	640,000	560,000	450,000	21	13	27
Whangarei District	515,000	530,000	450,000	93	77	126
Northland Region	500,500	485,000	450,000	169	140	232

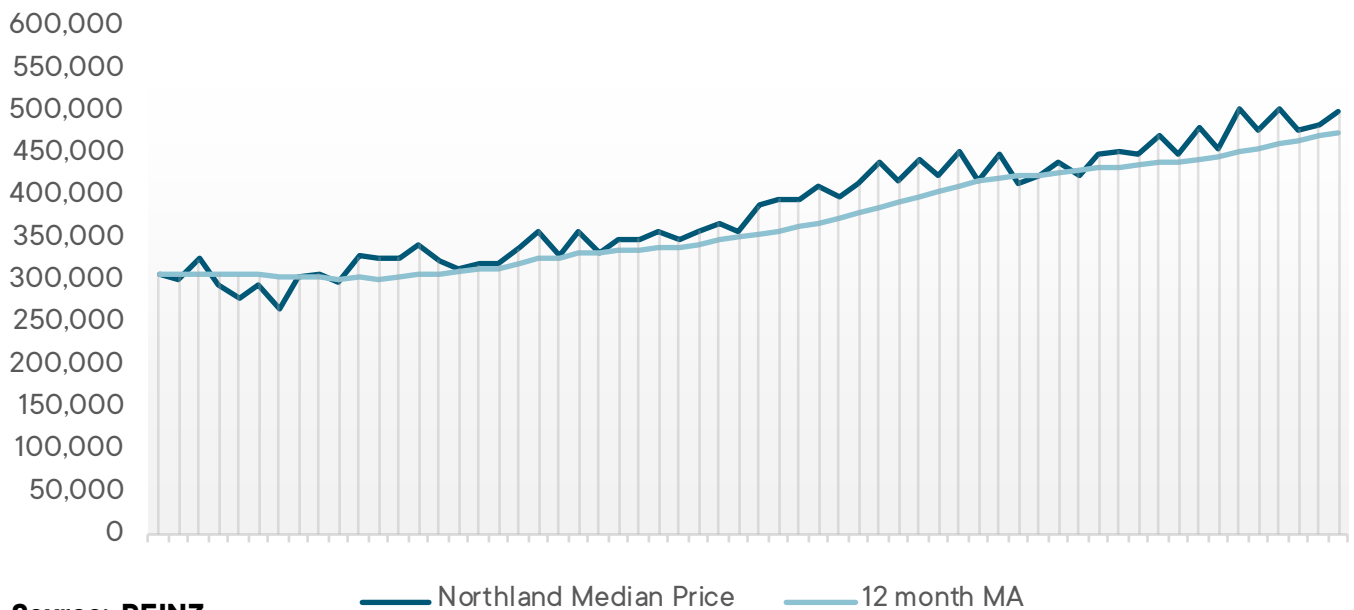
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Far North District		-8.3%	-14.4%		10.0%	-30.4%
Kaipara District		14.3%	42.2%		61.5%	-22.2%
Whangarei District		-2.8%	14.4%		20.8%	-26.2%
Northland Region		3.2%	11.2%		20.7%	-27.2%



GRAPH COMMENTARY

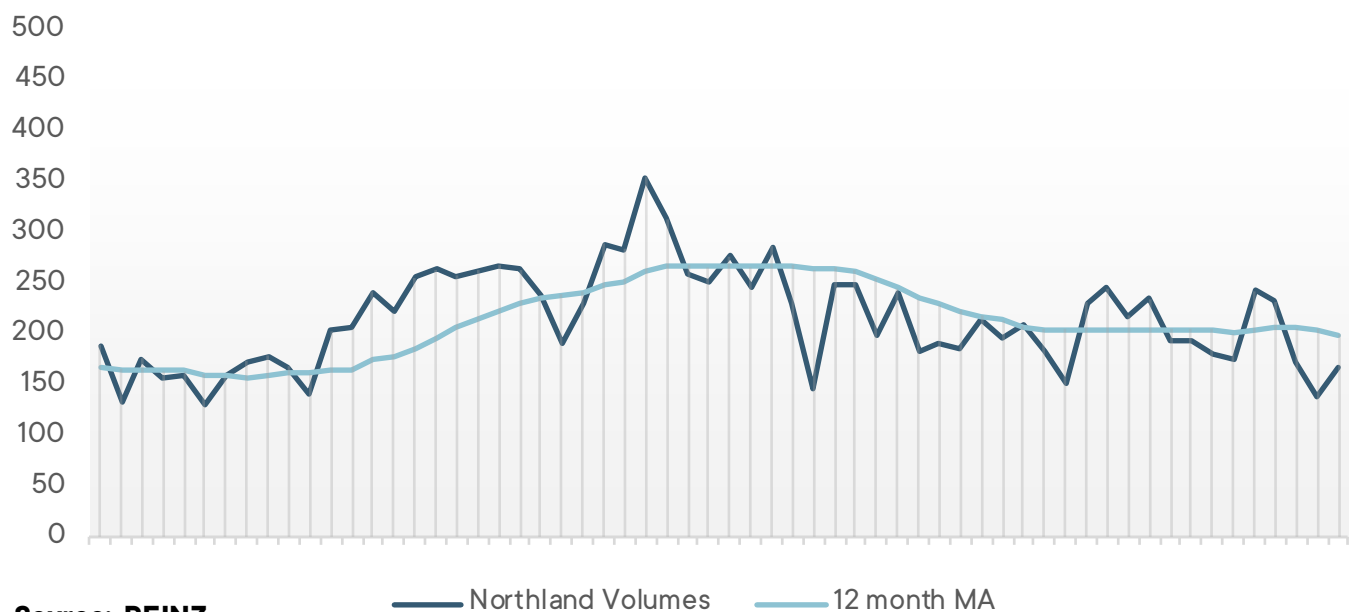
The trend in median price has been increasing at a slower rate over the past year compared to prior years, with the trend in sales volume having flattened out from a previously falling trend. The days to sell trend is easing. The House Price Index has had very mixed results recently resulting in the second strongest monthly movement but the worst 3 month movement of all regions.

Northland Region Median Price
Past 5 Years



Source: REINZ

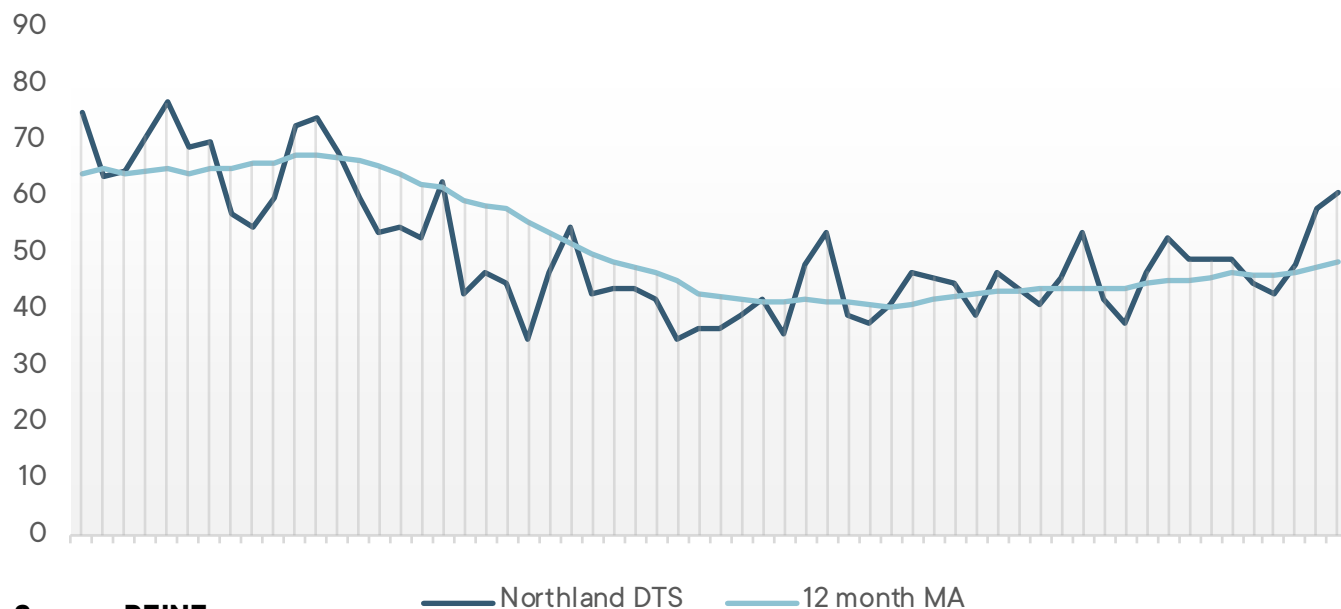
Northland Region Sales Volumes
Past 5 Years



Source: REINZ



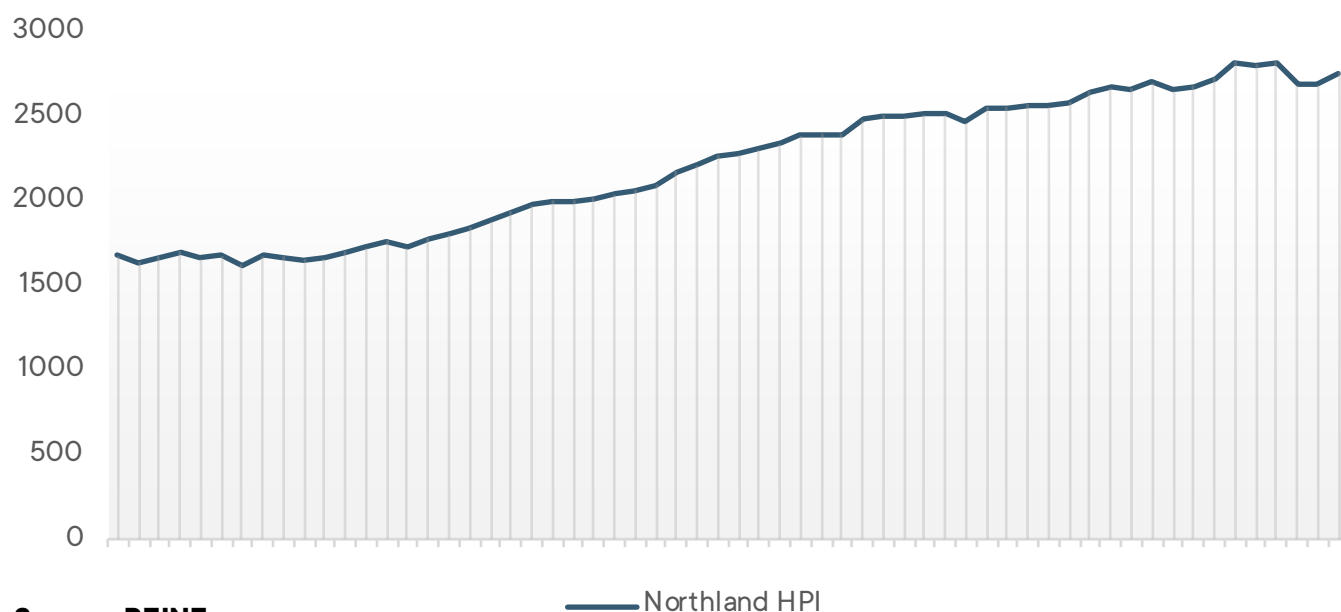
Northland Region Days To Sell
Past 5 Years



Source: REINZ

Northland DTS 12 month MA

Northland Region House Price Index
Past 5 Years



Source: REINZ

Northland HPI

“The Waikato market continues to be very buoyant in general. Lending seems to be ok, but some banks are being cautious and mortgage brokers are still very busy. With some great properties for first home buyers and investors, this section of the market is steady and consistent. Listings decreased marginally by 0.1% year-on-year, which could be a result of the high demand that’s been present for over 12 months. Record prices were achieved in Otorohanga, Taupo and Thames-Coromandel Districts. The only area within the region to see an annual fall in prices was the Waikato District (which includes Ngaruawahia, Te Kauwhata, Raglan and Huntly. The strong prices have prompted vendors to continue to be optimistic and February saw a 3.5% lift in asking prices across the region. There are more cash buyers in the market now and we are seeing some good pre-auction offers and prior sales coming through. Some purchasers are worried about CGT and what this will mean for the market. The proposed changes to CGT have also pushed some vendors to believe that now is a good time to sell. Overall, the positive energy in the market doesn’t seem to stop, making the coming autumn months look very good.”



Neville Falconer
REINZ Regional Director

WAIKATO

REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 5.4%
- Sales Count down 5.2%
- Days to Sell increased 8 days

Compared to January 2019

- Median Price down 3.6%
- Seasonally adjusted median price down 3.8%
- Sales Count up 38.5%
- Seasonally adjusted sales count down 7.3%
- Days to Sell increased 3 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed decrease in median price was in contrast to the expected minute increase and the observed large increase in sales count was less than expected. The current Days to Sell of 51 days is less than the 10-year average for February which is 54 days. The level of inventory available for sale currently sits at 16 weeks, two weeks more than in February 2018.





WAIKATO REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

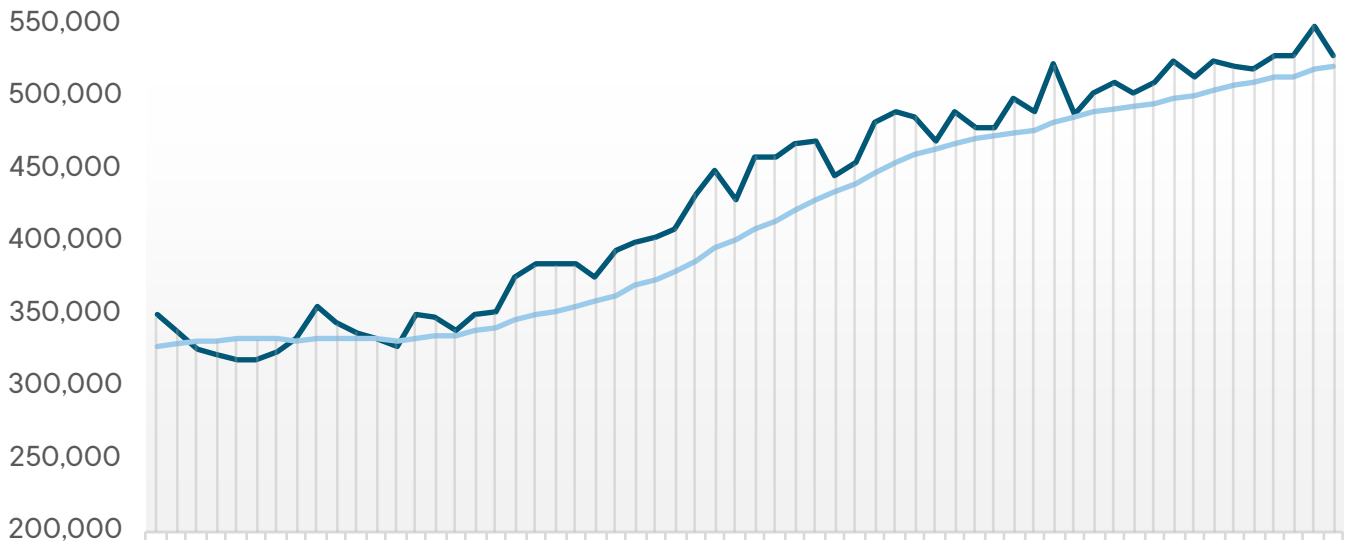
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Hamilton City	540,500	579,000	522,000	248	153	291
Hauraki District	400,000	370,000	340,000	27	10	14
Matamata-Piako District	461,000	490,000	460,000	42	36	36
Otorohanga District R	385,000	-	280,000	9	2	6
South Waikato District	270,000	300,500	207,000	35	19	37
Taupo District R	510,000	450,000	418,250	80	80	95
Thames-Coromandel District R	677,500	630,000	590,000	80	74	89
Waikato District	515,000	560,000	525,000	53	43	46
Waipa District	578,000	640,000	570,000	79	57	74
Waitomo District	242,500	-	207,500	9	4	10
Waikato Region	530,000	550,000	503,000	662	478	698
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Hamilton City		-6.6%	3.5%		62.1%	-14.8%
Hauraki District		8.1%	17.6%		170.0%	92.9%
Matamata-Piako District		-5.9%	0.2%		16.7%	16.7%
Otorohanga District		-	37.5%		350.0%	50.0%
South Waikato District		-10.1%	30.4%		84.2%	-5.4%
Taupo District		13.3%	21.9%		0.0%	-15.8%
Thames-Coromandel District		7.5%	14.8%		8.1%	-10.1%
Waikato District		-8.0%	-1.9%		23.3%	15.2%
Waipa District		-9.7%	1.4%		38.6%	6.8%
Waitomo District		-	16.9%		125.0%	-10.0%
Waikato Region		-3.6%	5.4%		38.5%	-5.2%



GRAPH COMMENTARY

The median price trend has been steadily increasing over the past 15 months, with the trend in sales volume showing signs of increasing after being flat for over a year. The days to sell trend is flat to easing. The House Price Index had little movement over the past month resulting in moderate 3 and 12 month movements.

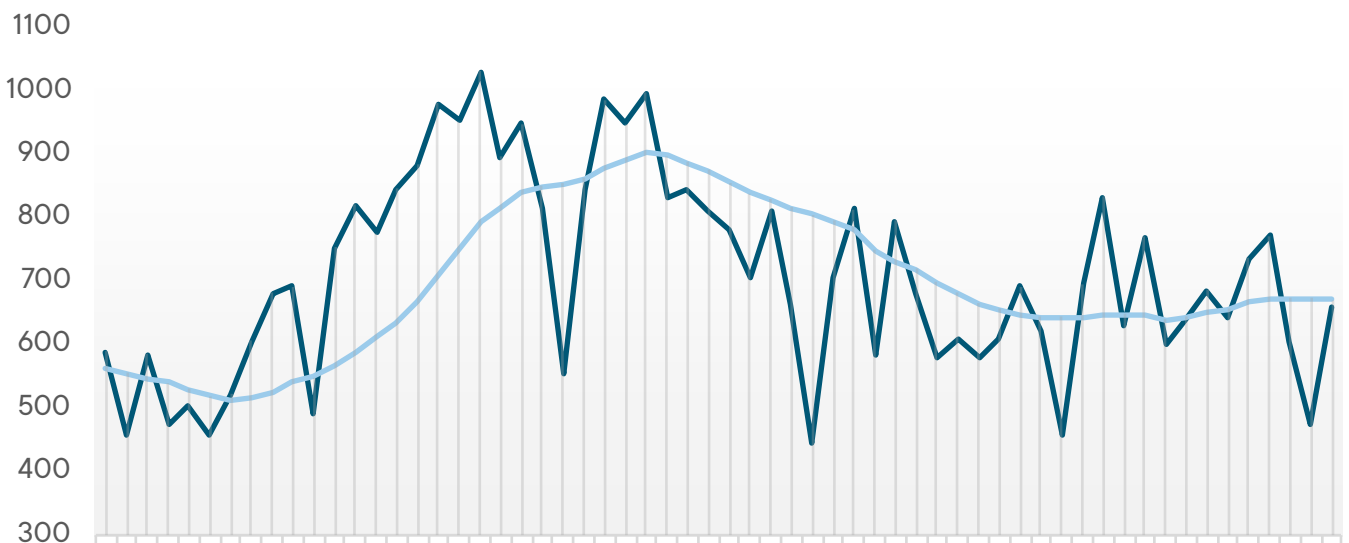
Waikato Region Median Price
Past 5 Years



Source: REINZ

Waikato Median Price 12 month MA

Waikato Region Sales Volumes
Past 5 Years

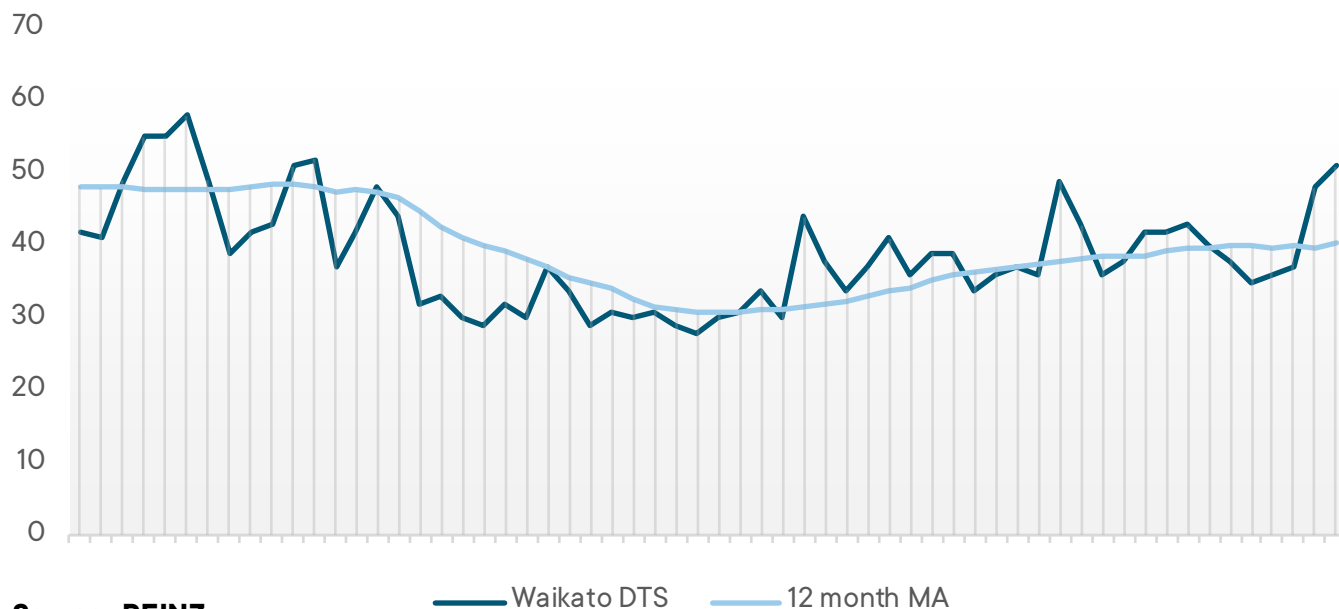


Source: REINZ

Waikato Volumes 12 month MA

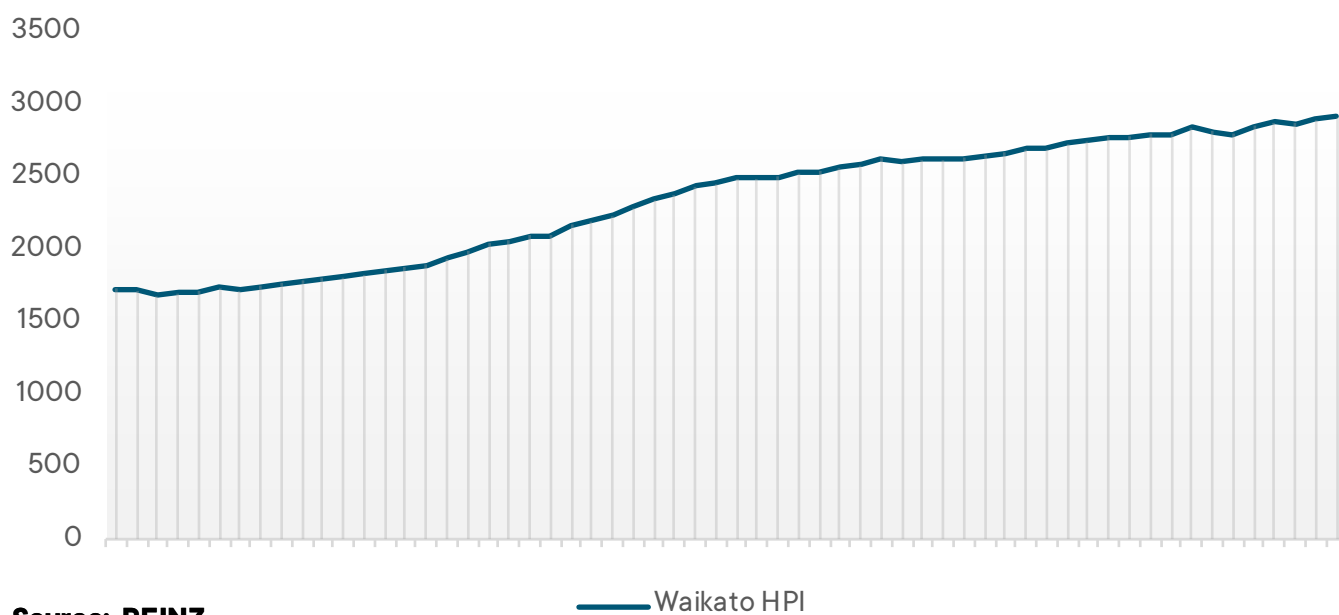


Waikato Region Days To Sell
Past 5 Years



Source: REINZ

Waikato Region House Price Index
Past 5 Years



Source: REINZ

"The new trend we are seeing in the Bay of Plenty market is that properties that traditionally would become investments or owner/occupier residents are now being converted into holiday homes, through the likes of Airbnb and Bookabach meaning that the total stock available to purchasers is decreasing and that investors and first home buyers have fewer options. Investors are not interested in any properties in the mid-high price ranges and first home buyers are not in the position to buy above their "affordable" price ranges. It has also created an acute shortage of rentals for tenants. Listings went up compared to January, but not year-on-year and there were fewer people at open homes compared to 12 months ago, indicating that the advertised properties are either not in the right bracket or in the right area as we still see that the demand is out there. It may also be a 'wait and see' approach as people wonder how the proposed CGT changes might affect the market. Vendors are being more optimistic as asking prices increased by 6.8% compared to the same time last year (the highest increase in asking prices across the country), but the median house price went up 6.9%."

Neville Falconer

REINZ Regional Director



BAY OF PLENTY

REINZ REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 6.9%
- Sales Count down 3.2%
- Days to Sell stayed the same

Compared to January 2019

- Median Price up 1.4%
- Seasonally adjusted median price up 2.0%
- Sales Count up 31.1%
- Seasonally adjusted sales count down 5.6%
- Days to Sell increased 3 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was in contrast to an expected slight decrease and the observed large increase in sales count was not as large as expected. The current Days to Sell of 55 days is less than the 10-year average for February which is 64 days. The level of inventory available for sale currently sits at 13 weeks, one week less than in February 2018.





BAY OF PLENTY REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Kawerau District	253,000	352,000	265,000	16	5	8
Opotiki District R	385,000	265,000	330,000	12	6	14
Rotorua District	420,000	430,000	375,000	92	71	89
Tauranga City R	680,000	665,000	628,000	219	187	251
Western Bay of Plenty District	650,000	640,000	600,000	67	28	59
Whakatane District	435,000	450,000	445,000	41	44	41
Bay of Plenty Region	588,000	580,000	550,000	447	341	462

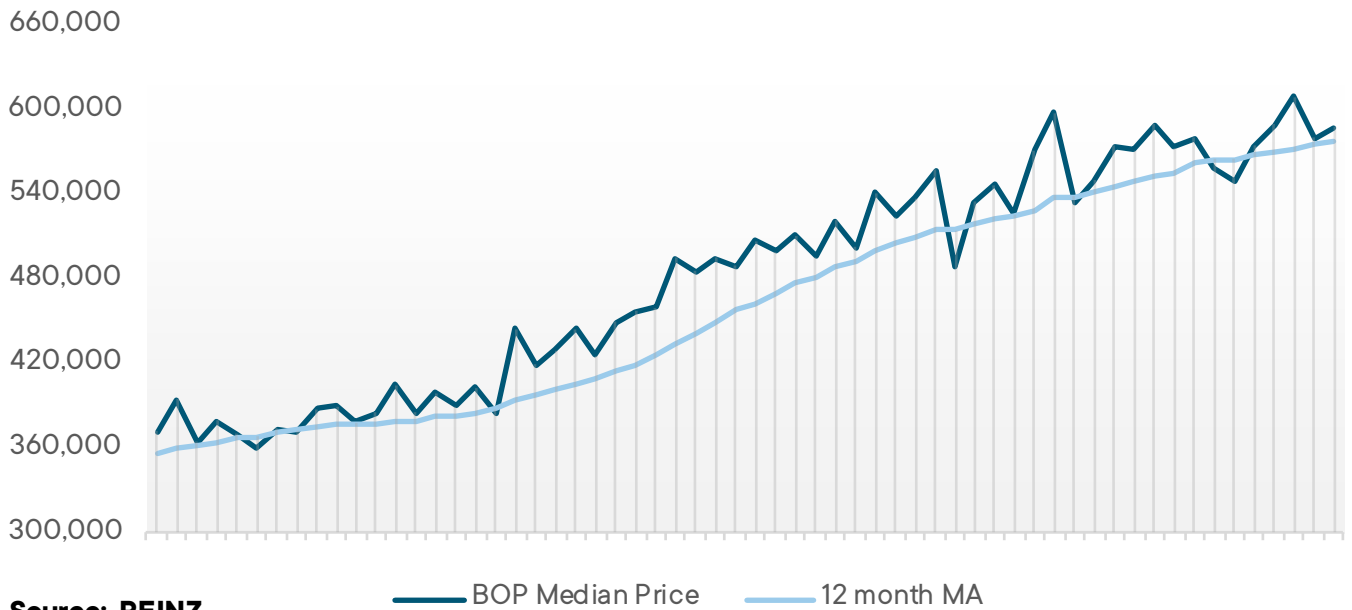
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Kawerau District		-28.1%	-4.5%		220.0%	100.0%
Opotiki District		45.3%	16.7%		100.0%	-14.3%
Rotorua District		-2.3%	12.0%		29.6%	3.4%
Tauranga City		2.3%	8.3%		17.1%	-12.7%
Western Bay of Plenty District		1.6%	8.3%		139.3%	13.6%
Whakatane District		-3.3%	-2.2%		-6.8%	0.0%
Bay of Plenty Region		1.4%	6.9%		31.1%	-3.2%



GRAPH COMMENTARY

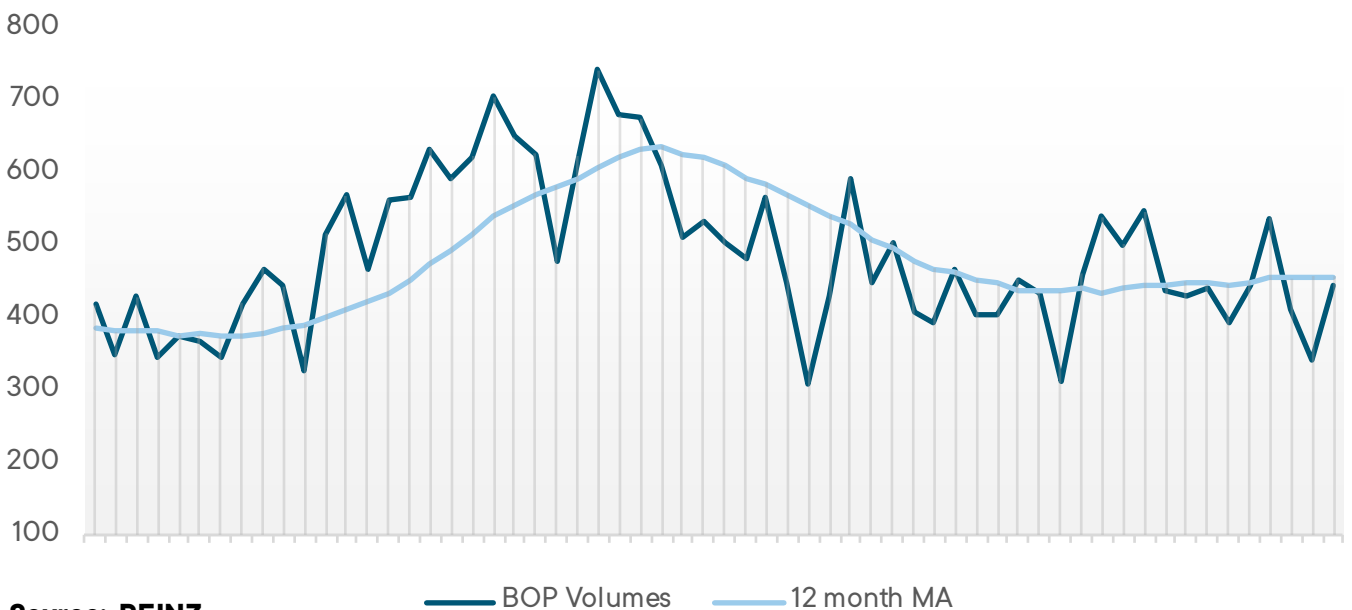
The trend in median price is continuing to rise strongly, albeit at a slightly lesser rate over the past 18 months than prior. The trend in sales volume has been stable to increasing over the past year. The days to sell trend is now easing slightly. The House Price Index has shown a slow steady increase over the past two years.

Bay of Plenty Region Median Price
Past 5 Years



Source: REINZ

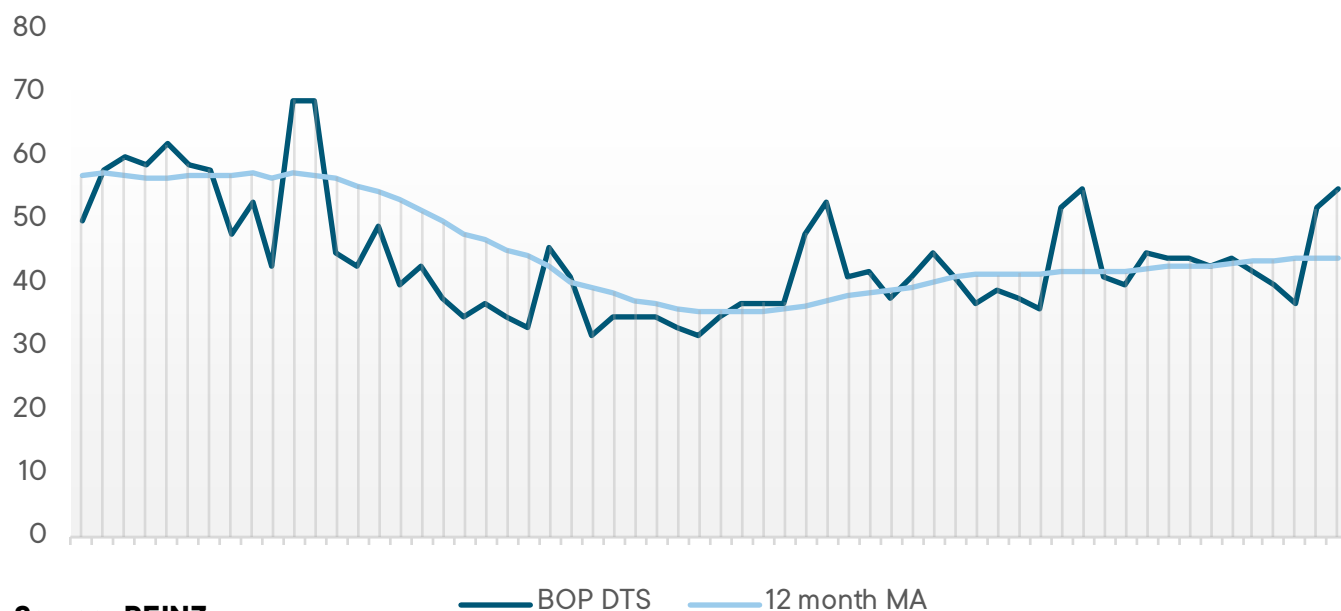
Bay of Plenty Region Sales Volumes
Past 5 Years



Source: REINZ

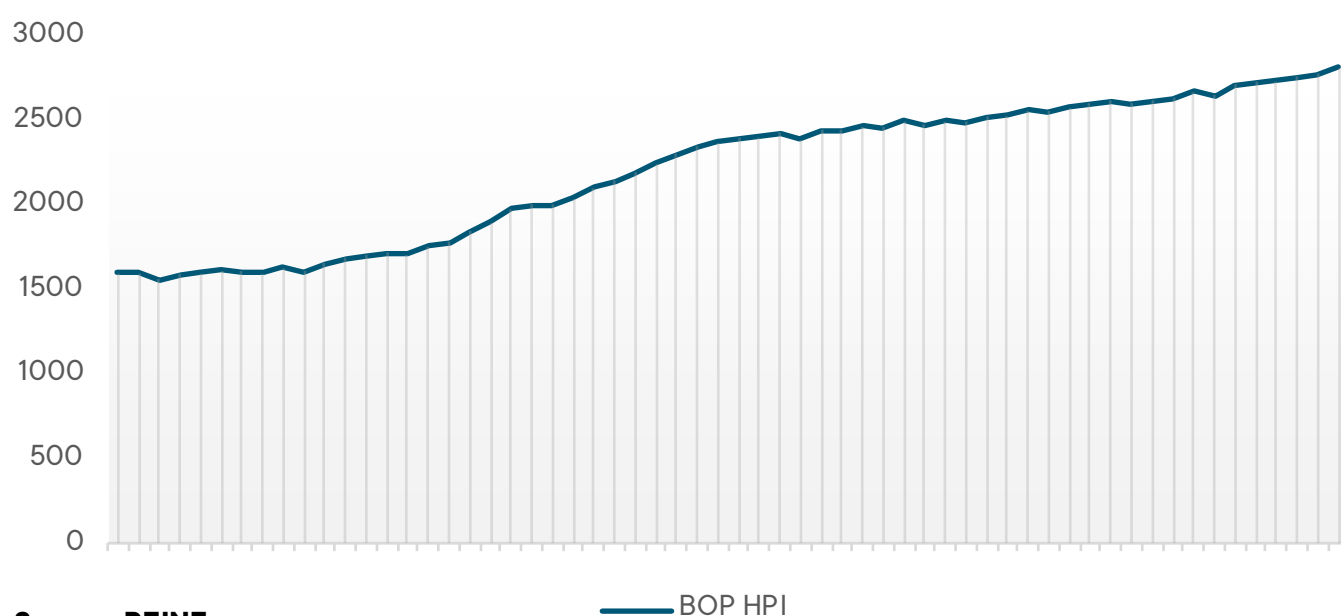


Bay of Plenty Region Days To Sell
Past 5 Years



Source: REINZ

Bay of Plenty Region House Price Index
Past 5 Years



Source: REINZ

"The Gisborne region saw a buoyant February, achieving a new record median house price of \$390,000. Demand across the region remains strong with many buyers, however, with inventory down 32.2% when compared to the same time as 12 months ago it's definitely making the market more competitive. New listings are down 18.6% but this is likely to improve next month. Owner/occupiers are finding it easy to sell, but harder to find the 'ideal' next property. There has been an increase of first home buyers coming to the market but many of them have been unable to buy because of the continuation of low inventory listings across the board, but especially in the affordable price brackets. Investors are a mix of some that are still buying and some who are selling due to the new legislation and there has been a decrease in number of investors as we see that the rent roll has decreased. Open homes were well attended. Vendors' expectations have increased mainly because the market is so strong. With the market in such a positive and strong space, it will be interesting to see how it will track coming closer to winter."

Neville Falconer
REINZ Regional Director



GISBORNE

REGIONAL COMMENTARY

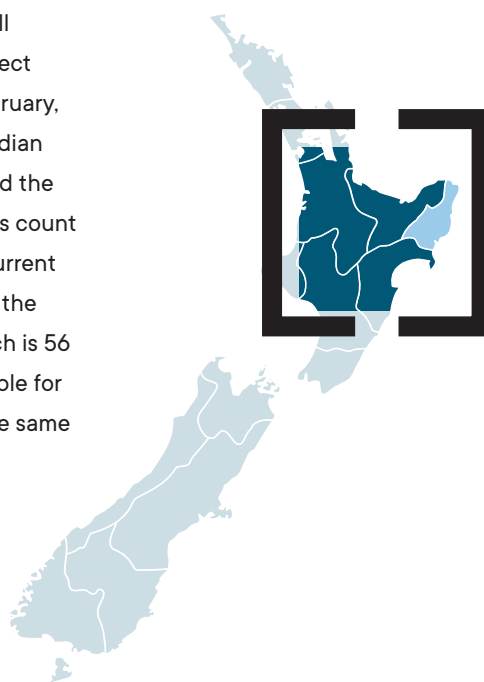
Compared to February 2018

- Median Price up 25.8%
- Sales Count down 12.7%
- Days to Sell increased 7 days

Compared to January 2019

- Median Price up 17.1%
- Seasonally adjusted median price up 9.1%
- Sales Count up 89.7%
- Seasonally adjusted sales count up 7.3%
- Days to Sell increased 8 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed large increase in median price was larger than expected and the observed gigantic increase in sales count was greater than expected. The current Days to Sell of 51 days is less than the 10-year average for February which is 56 days. The level of inventory available for sale currently sits at ten weeks, the same as in February 2018.





GISBORNE REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

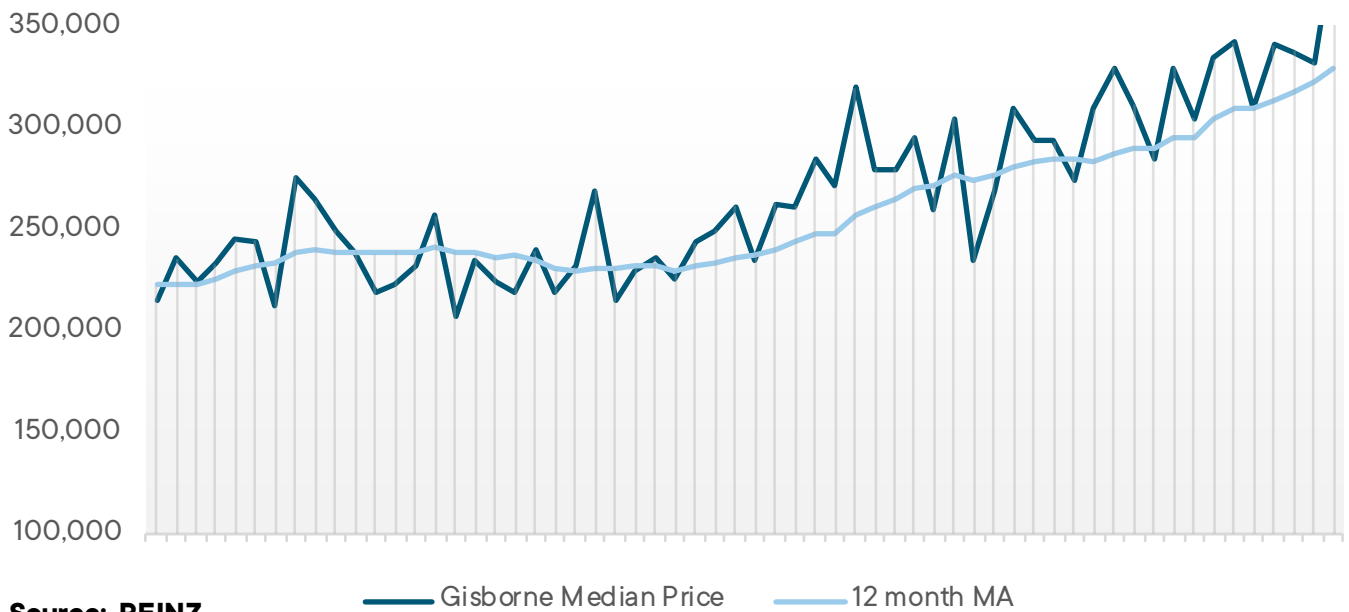
	MEDIAN PRICE			VOLUME SOLD		
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Gisborne District R	390,000	333,000	310,000	55	29	63
Gisborne Region	390,000	333,000	310,000	55	29	63
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Gisborne District		17.1%	25.8%		89.7%	-12.7%
Gisborne Region		17.1%	25.8%		89.7%	-12.7%



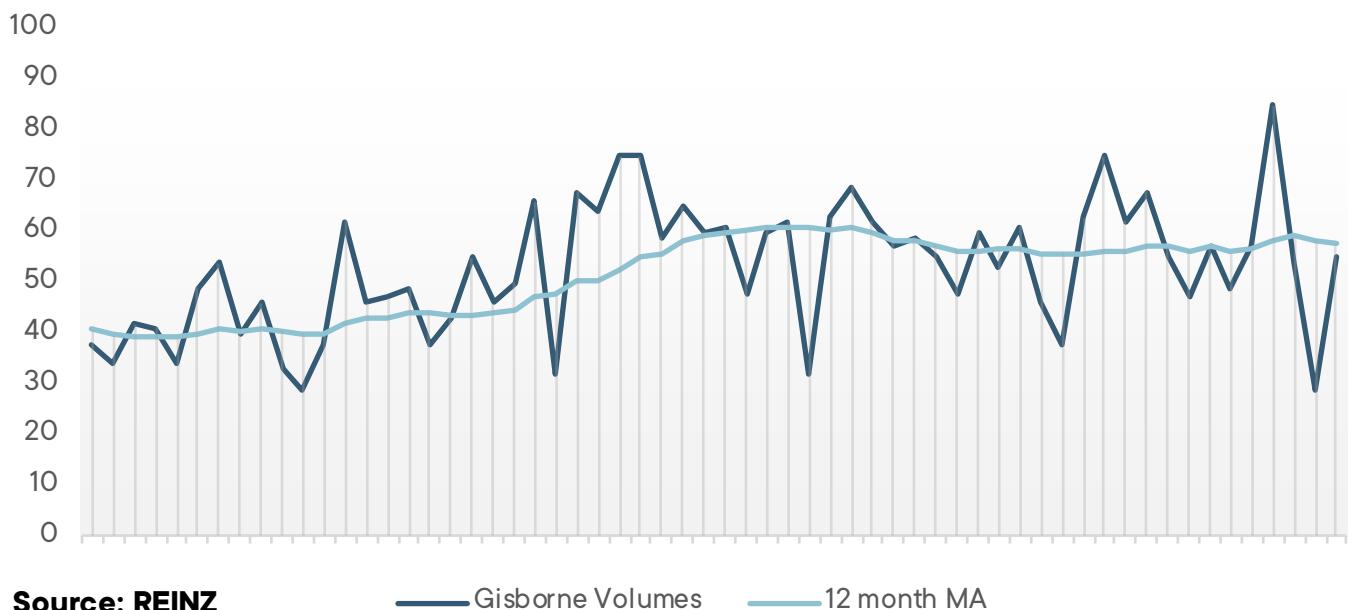
GRAPH COMMENTARY

The median price trend is increasing strongly with the volume trend being steady. The days to sell trend is flat to easing. The House Price Index for the Gisborne/Hawke's Bay has had the strongest HPI growth of all regions over the past three months.

Gisborne Region Median Price
Past 5 Years

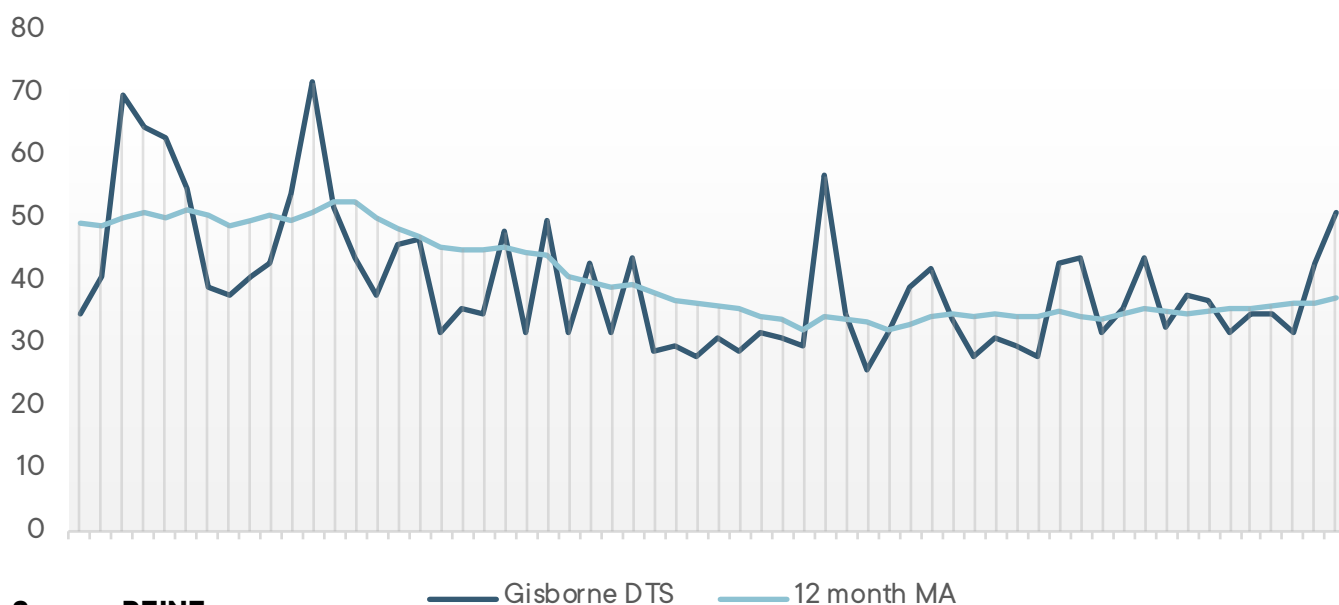


Gisborne Region Sales Volumes
Past 5 Years



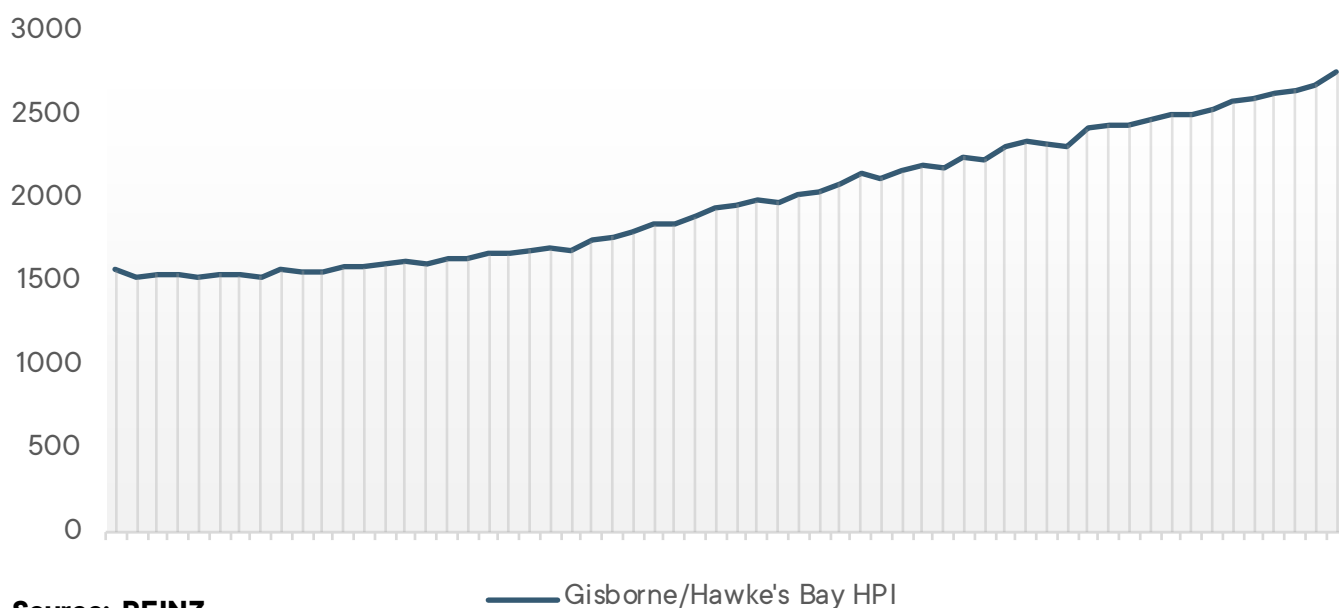


Gisborne Region Days To Sell
Past 5 Years



Source: REINZ

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



Source: REINZ

"The Hawke's Bay region saw a record median price in February of \$472,500 and was one of only three regions across the country to see an increase in price and sales volumes. Prices achieved in the Wairoa District were down 49.6% on the same time last year, the lowest price seen for the area since June 2018. Demand across the region is still strong, though the new listing numbers didn't increase as was expected in February. Vendors' expectations were down slightly. First home buyers and investors are being slightly more active, and we think that this will be more visible in the coming month or so."

Bindi Norwell
REINZ CEO



HAWKE'S BAY

REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 6.4%
- Sales Count up 0.4%
- Days to Sell increased by 5 days

Compared to January 2019

- Median Price up 5.0%
- Seasonally adjusted median price up 3.4%
- Sales Count up 26.8%
- Seasonally adjusted sales count down 0.2%
- Days to Sell decreased by 3 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was larger than expected and the observed large decrease in sales count was fractionally less than expected. The current Days to Sell of 34 days is much less than the 10-year average for February which is 45 days. The level of inventory available for sale currently sits at nine weeks, two weeks more than in February 2018.





HAWKE'S BAY REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

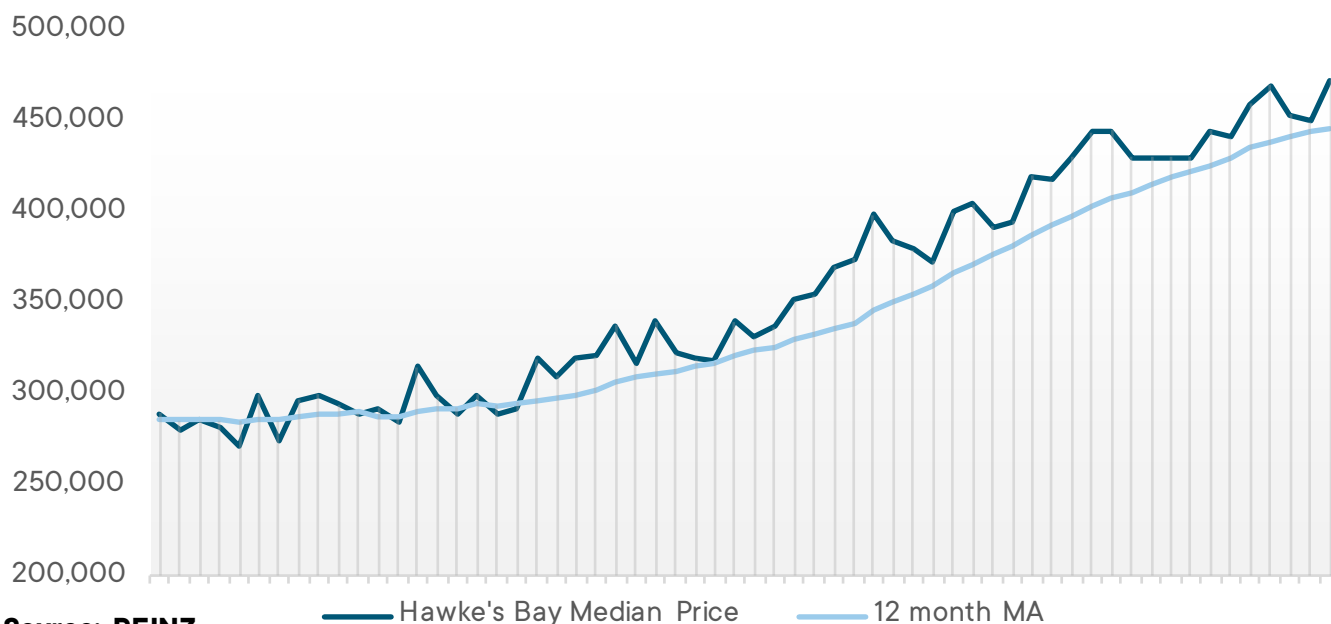
	MEDIAN PRICE			VOLUME SOLD		
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Central Hawke's Bay District	320,000	328,000	285,000	13	17	20
Hastings District R	468,200	420,000	448,000	99	72	107
Napier City	510,000	515,000	480,500	108	85	95
Wairoa District	136,000	170,000	270,000	12	9	9
Hawke's Bay Region	472,500	450,000	444,000	232	183	231
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Central Hawke's Bay District		-2.4%	12.3%		-23.5%	-35.0%
Hastings District		11.5%	4.5%		37.5%	-7.5%
Napier City		-1.0%	6.1%		27.1%	13.7%
Wairoa District		-20.0%	-49.6%		33.3%	33.3%
Hawke's Bay Region		5.0%	6.4%		26.8%	0.4%



GRAPH COMMENTARY

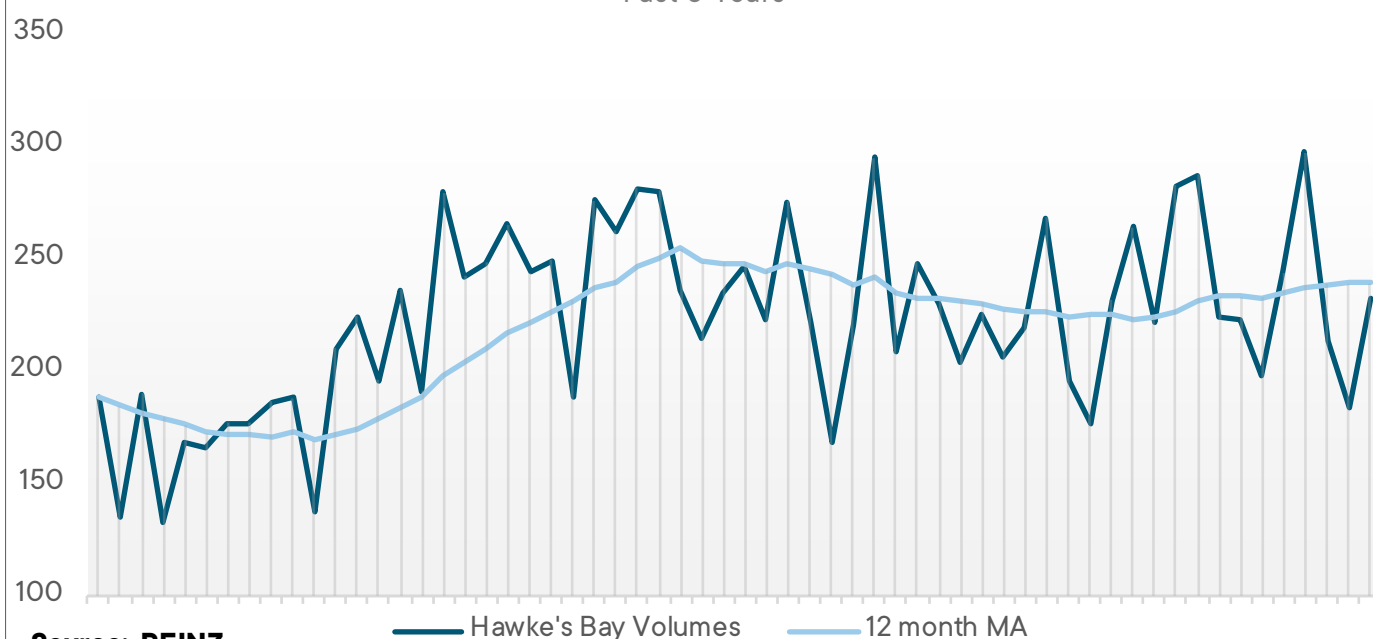
The median price trend is rising very strongly, and the sales volume trend has been increasing over the past six months after years of decreasing. The days to sell trend has been stable for two years. The House Price Index for the Gisborne/Hawke's Bay has had the strongest HPI growth of all regions over the past three months.

Hawke's Bay Region Median Price
Past 5 Years



Source: REINZ

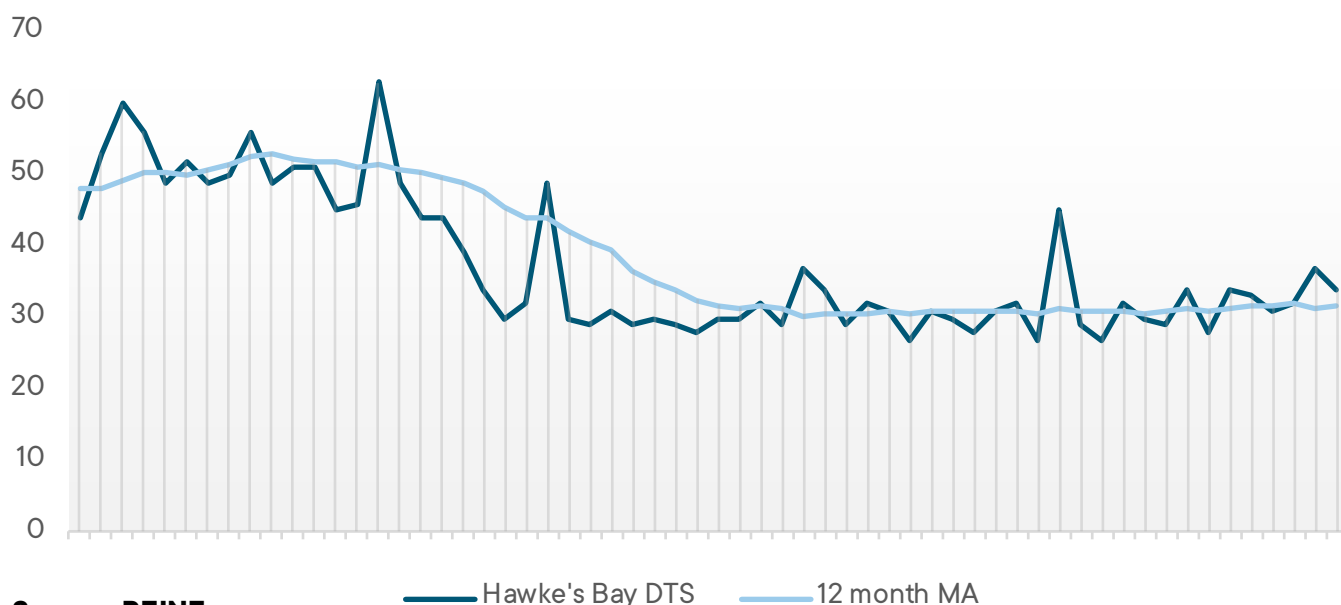
Hawke's Bay Region Sales Volumes
Past 5 Years



Source: REINZ

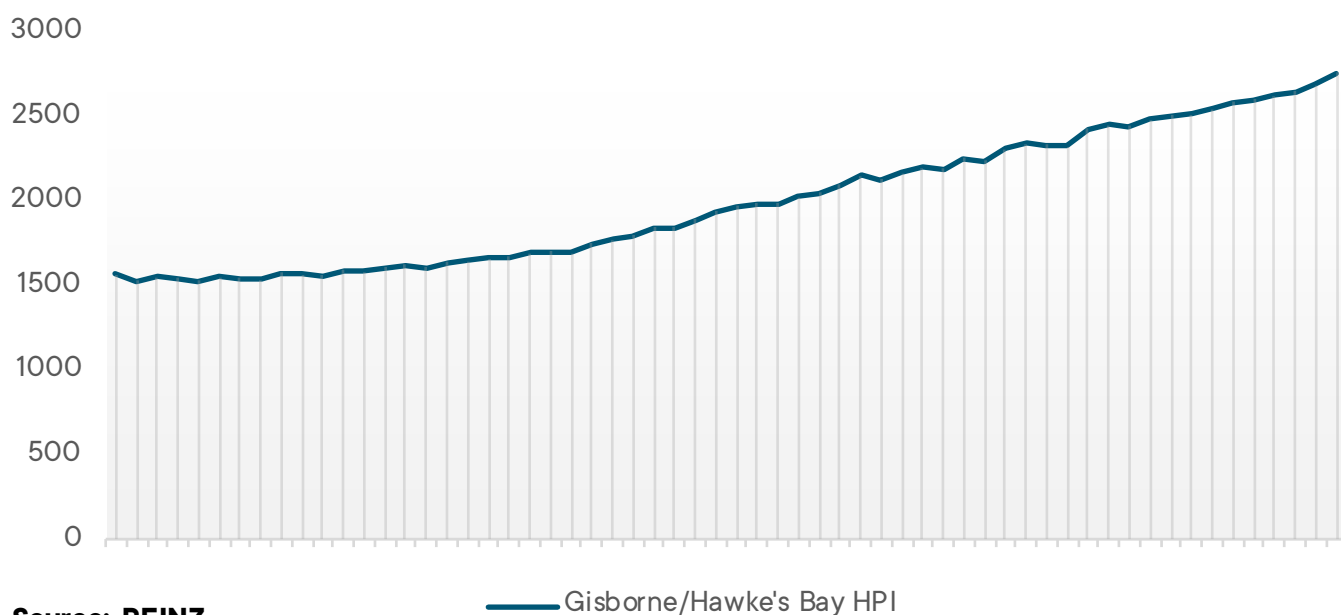


Hawke's Bay Region Days To Sell
Past 5 Years



Source: REINZ

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



Source: REINZ

“February was a good month for the Taranaki region with prices up 9.7% and only a small decrease of 1.6% in sales volumes annually. Otherwise, the region remains quite steady and it appears that both sellers and buyers are being conservative in their approach to listing and buying. Listings were very tight in the early part of February, resulting in a 10.5% decrease in new listings when compared to the same time last year. We saw fewer investors compared to twelve months ago, but first home buyer interest has remained the same. There was a slight decrease in open home attendance and fewer cash buyers. Going forward, the market is looking stable as we head into the first month of Autumn.”

Bindi Norwell
REINZ CEO



TARANAKI

REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 9.7%
- Sales Count down 1.6%
- Days to Sell decreased 13 days

Compared to January 2019

- Median Price down 1.3%
- Seasonally adjusted median price up 2.6%
- Sales Count up 25.5%
- Seasonally adjusted sales count up 0.2%
- Days to Sell decreased 8 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed small decrease in median price is smaller than expected and the observed large increase in sales count was fractionally larger than expected. The current Days to Sell of 33 days is much less than the 10-year average for February which is 49 days. The level of inventory available for sale currently sits at 16 weeks, the same as in February 2018.





TARANAKI REGION TRENDS

PRICE



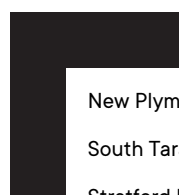
VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE



MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
New Plymouth District	425,000	445,000	390,000	125	103	129
South Taranaki District	221,000	223,000	216,000	43	34	42
Stratford District	271,000	235,000	250,000	19	12	19
Taranaki Region	380,000	385,000	346,500	187	149	190

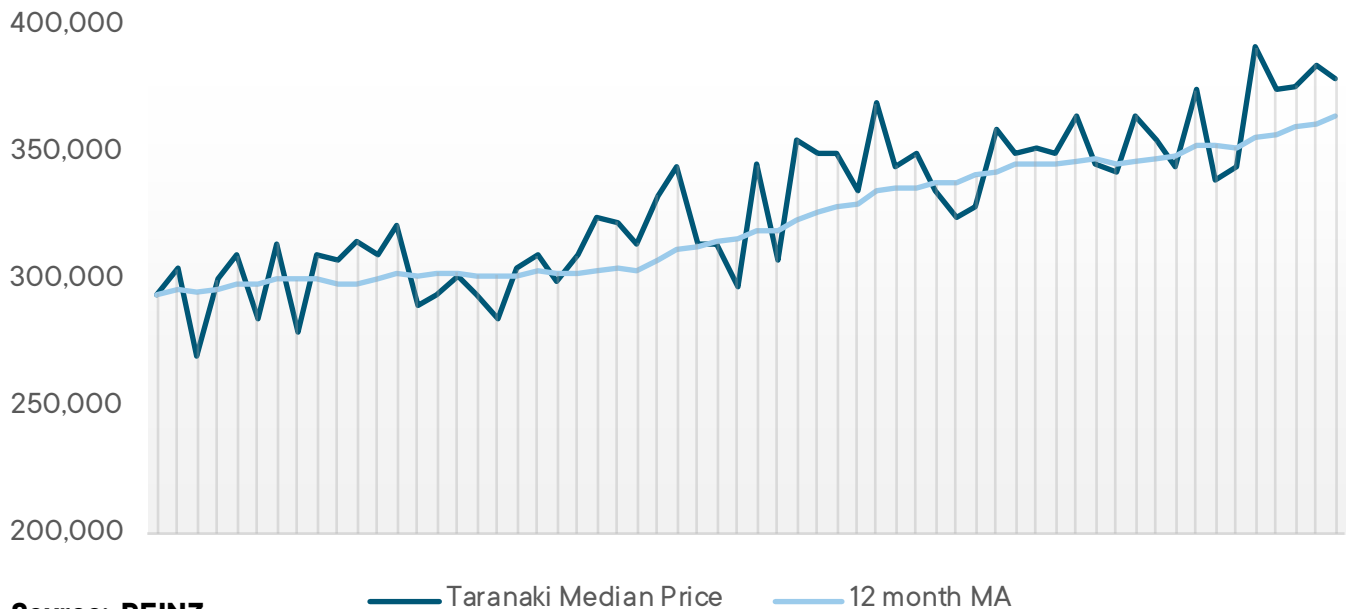
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
New Plymouth District		-4.5%	9.0%		21.4%	-3.1%
South Taranaki District		-0.9%	2.3%		26.5%	2.4%
Stratford District		15.3%	8.4%		58.3%	0.0%
Taranaki Region		-1.3%	9.7%		25.5%	-1.6%



GRAPH COMMENTARY

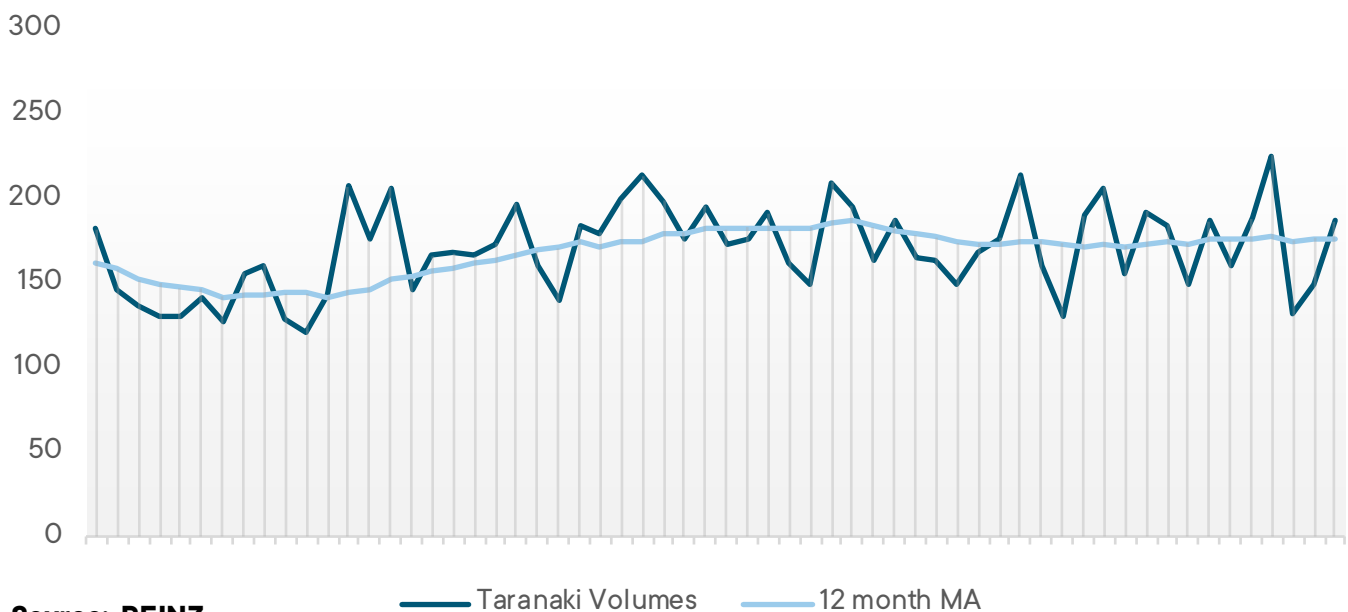
The median price trend continues the upwards trajectory it has been on for the past few years. The sales volume trend has been stable over the past 12 months. The days to sell trend has been improving over the past nine months. The House Price Index had moderate growth over the past year.

Taranaki Region Median Price
Past 5 Years



Source: REINZ

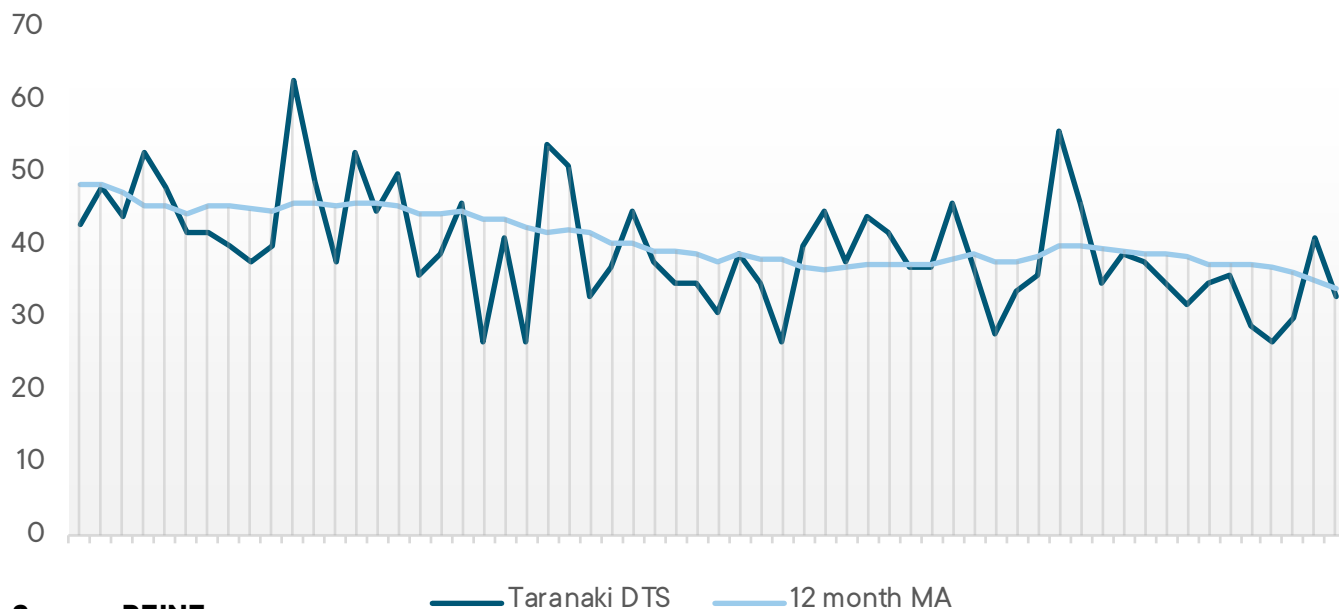
Taranaki Region Sales Volumes
Past 5 Years



Source: REINZ



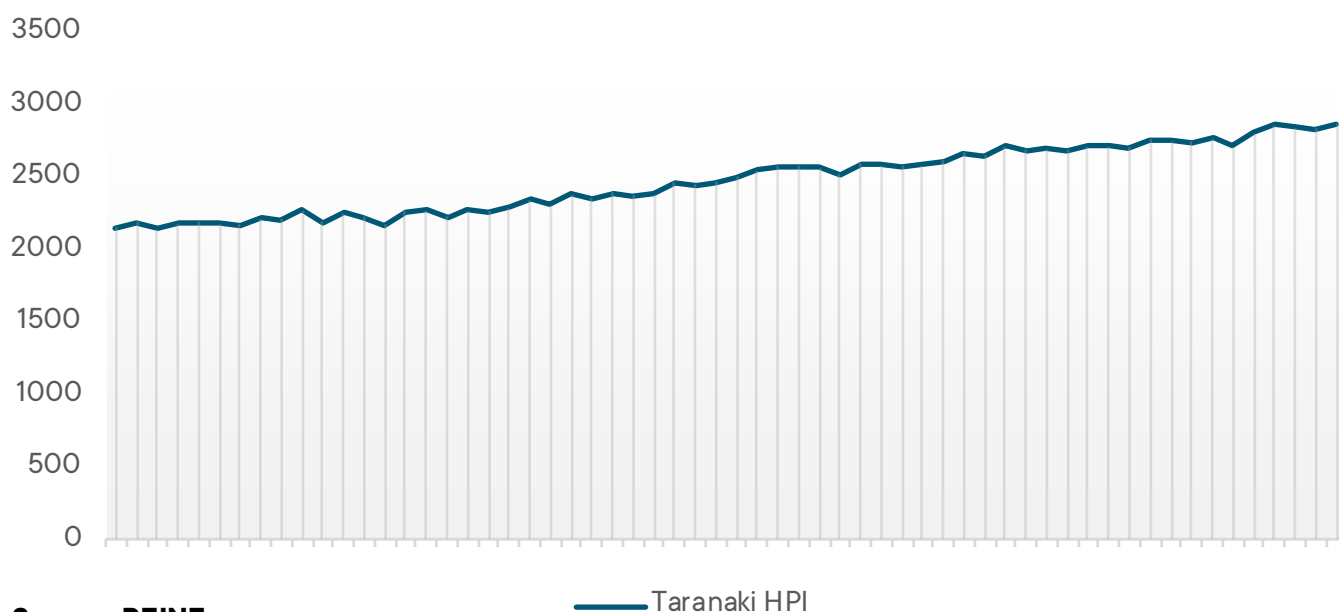
Taranaki Region Days To Sell
Past 5 Years



Source: REINZ

Taranaki DTS 12 month MA

Taranaki Region House Price Index
Past 5 Years



Source: REINZ

Taranaki HPI

"The Manawatu/Wanganui market saw another record median price achieved with an annual increase of 23.4% taking the median price to \$352,000. Around 10% of enquiries continue to come from Auckland and there is a significant level of interest from the surrounding regions. Despite strong price increases for a number of months now, asking prices were only up 1.4%. This was surprising considering the lack of new listings and the fact that total inventory levels for the region are down which continues to increase competition and push up prices. There was a strong demand and activity levels from first home buyers, but with a 21.9% annual decrease in inventory, they have fewer options and are having a hard time finding suitable properties. Open homes became busier after the end of the holiday period as expected. Hopefully there will be an influx of new listings in March and April otherwise, it appears that the demand will continue to outstrip supply in the coming months."

Bindi Norwell
REINZ CEO



MANAWATU/ WANGANUI

REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 23.4%
- Sales Count down 8.0%
- Days to Sell decreased 10 days

Compared to January 2019

- Median Price increased 6.7%
- Seasonally adjusted median price increased 6.8%
- Sales Count increased 40.6%
- Seasonally adjusted sales count up 4.3%
- Days to Sell decreased 8 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was in contrast to the expected minute decrease and the observed huge increase in sales count was larger than expected. The current Days to Sell of 30 days is much less than the 10-year average for February which is 52 days. The level of inventory available for sale currently sits at 11 weeks, one week less than in February 2018.





MANAWATU/WANGANUI REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Horowhenua District	334,000	349,001	280,000	67	53	74
Manawatu District	385,000	397,000	285,000	34	30	46
Palmerston North City R	431,000	406,500	365,000	145	76	142
Rangitikei District	230,000	209,000	191,000	25	16	19
Ruapehu District	180,000	229,000	145,000	15	11	23
Tararua District	218,000	227,500	228,000	29	23	22
Whanganui District	244,000	293,000	229,000	76	69	99
Manawatu/Wanganui Region	352,000	330,000	285,250	391	278	425

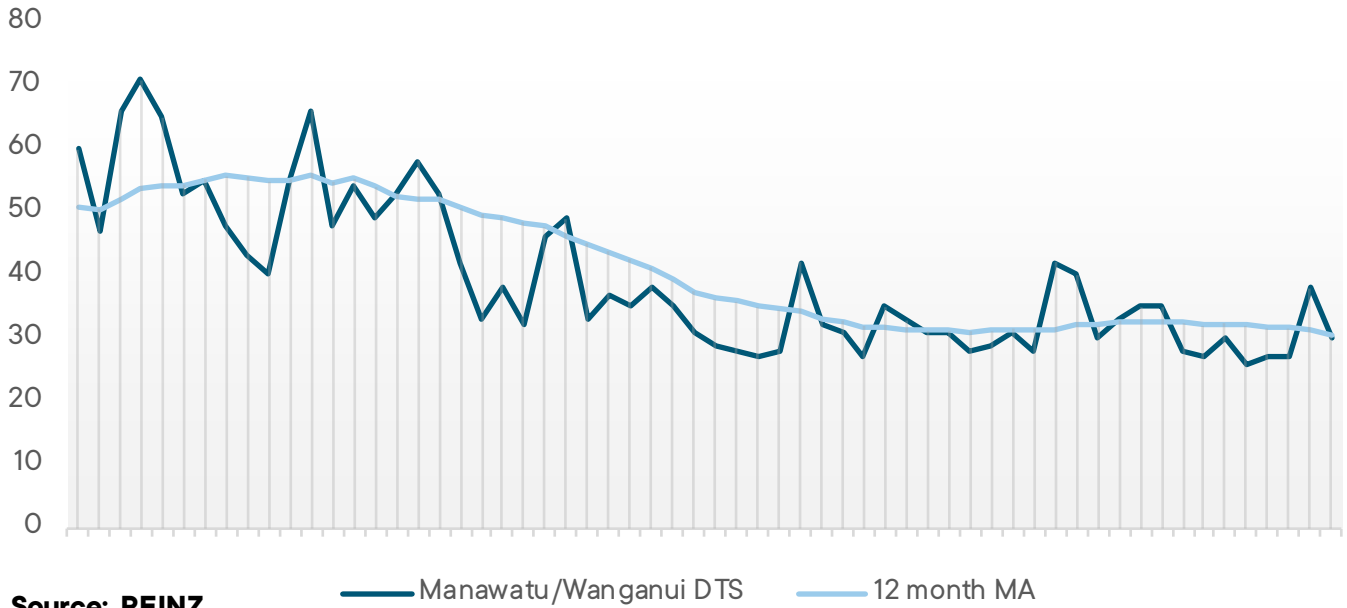
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Horowhenua District		-4.3%	19.3%		26.4%	-9.5%
Manawatu District		-3.0%	35.1%		13.3%	-26.1%
Palmerston North City		6.0%	18.1%		90.8%	2.1%
Rangitikei District		10.0%	20.4%		56.3%	31.6%
Ruapehu District		-21.4%	24.1%		36.4%	-34.8%
Tararua District		-4.2%	-4.4%		26.1%	31.8%
Whanganui District		-16.7%	6.6%		10.1%	-23.2%
Manawatu/Wanganui Region		6.7%	23.4%		40.6%	-8.0%



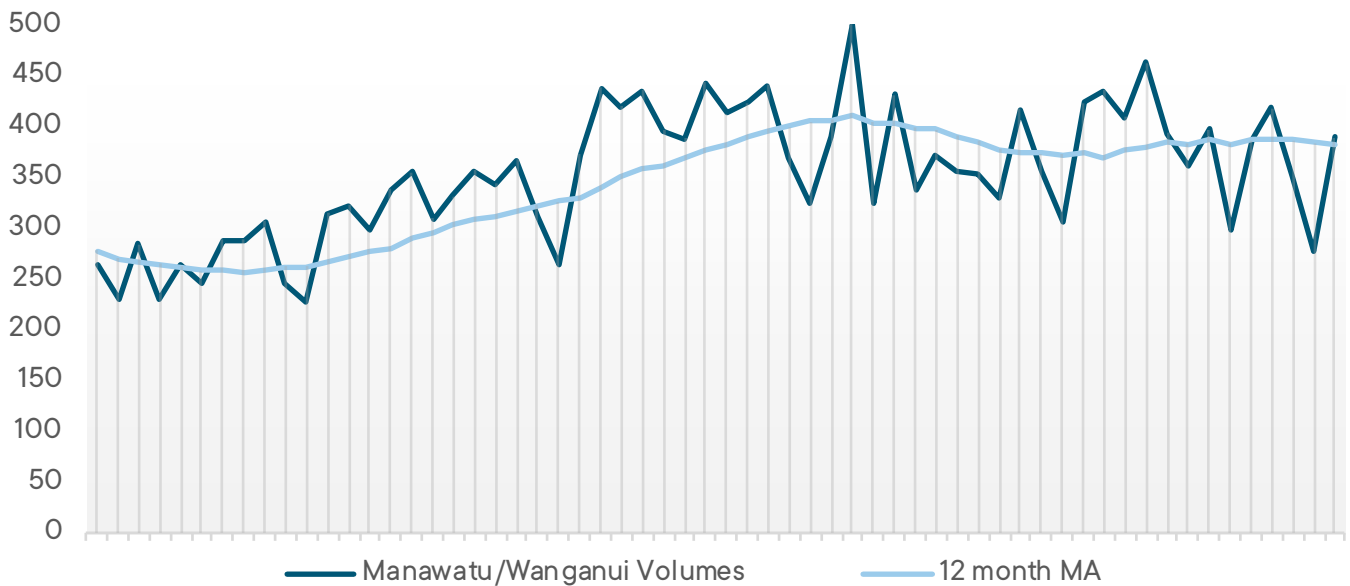
GRAPH COMMENTARY

The median price trend continues the strong upwards trajectory it has been on for the past two and half years, with the volume trend showing a flat to slightly increasing movement over the past 6 months. The days to sell trend has been flat to improving over the past six months. The House Price Index has had the strongest increase over the past one and twelve months of all the regions.

Manawatu/Wanganui Region Days To Sell
Past 5 Years

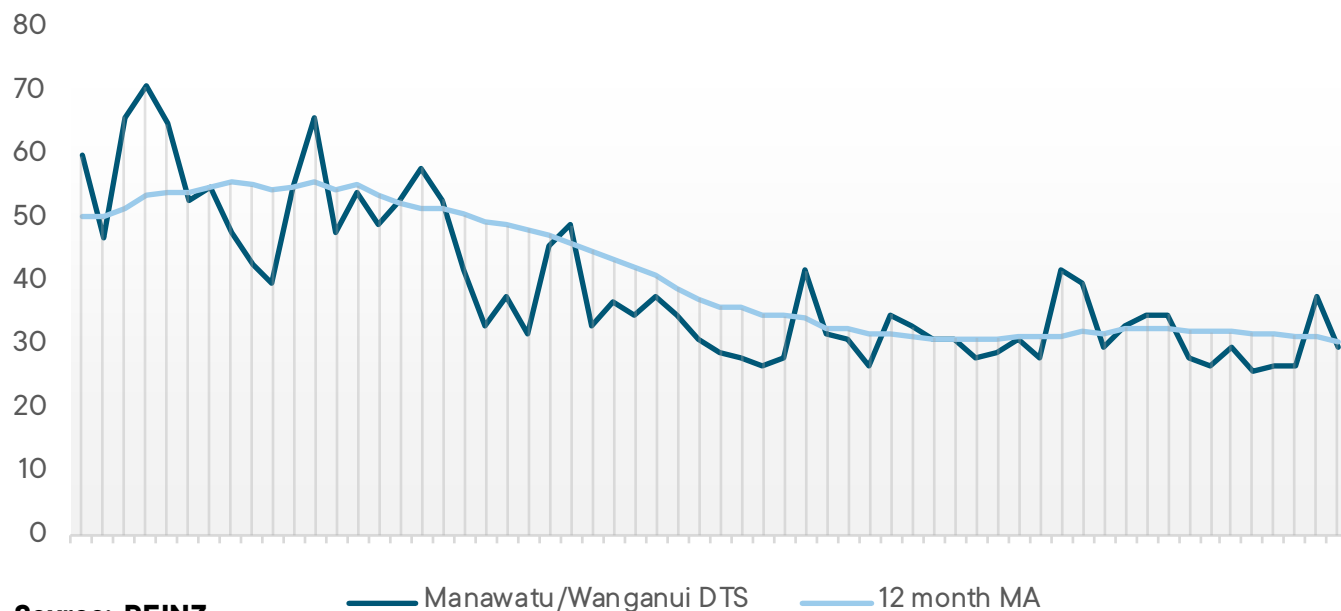


Manawatu/Wanganui Region Sales Volumes
Past 5 Years





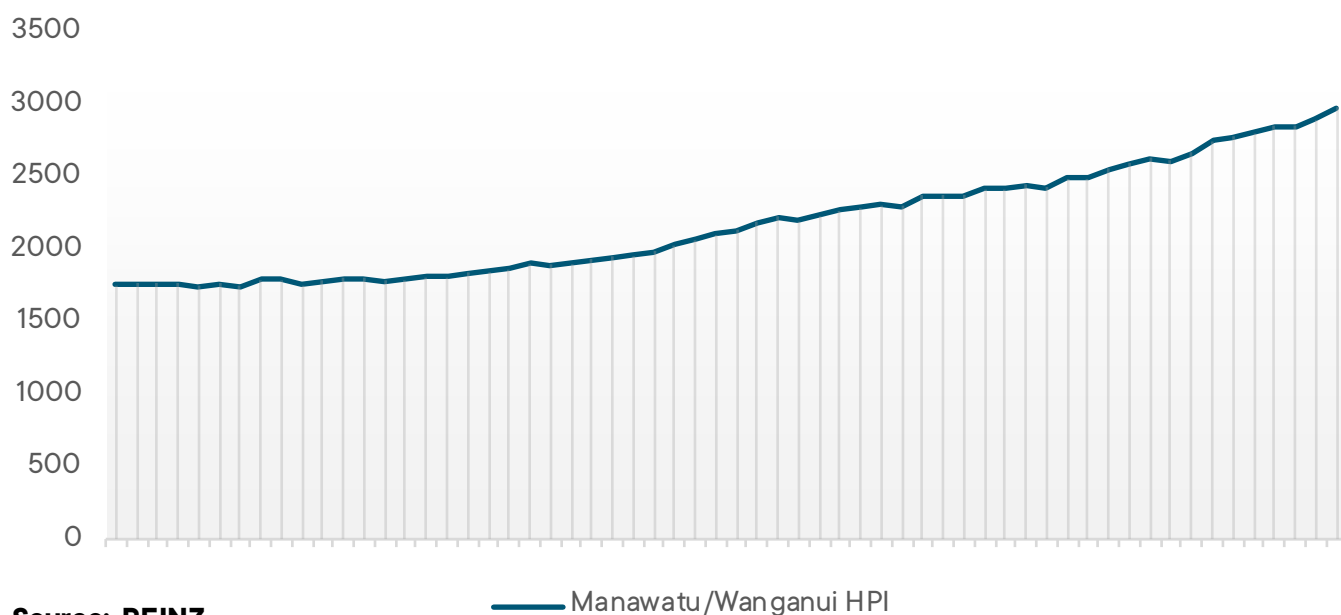
Manawatu/Wanganui Region Days To Sell
Past 5 Years



Source: REINZ

Manawatu/Wanganui DTS 12 month MA

Manawatu/Wanganui Region House Price Index
Past 5 Years



Source: REINZ

Manawatu/Wanganui HPI

“The Wellington market had an upswing in February from the more quieter January month and achieved a new record median house price of \$640,000, a 16.2% year-on-year increase. Additionally, Wellington City, Lower Hutt and Upper Hutt all achieved record median prices. New listings were up 6.9% annually, but total inventory levels decreased 4.4%. Properties are still moving quite quickly with one of the lowest median days to sell in New Zealand, so agents are finding it hard to meet the demand. Savvy investors are looking to increase their portfolios, albeit there are some casual investors who are getting out of the market due to the worries over the upcoming changes to the market. The number of properties sold almost doubled (up 92.5%) compared to January but ended slightly down compared to February 2018 (down 6.7). Overall, there has been a general increase of activity across the board, which is usual for the time of the year, and most likely this increase will continue well into March.”

Mark Coffey
REINZ Regional Director



WELLINGTON

REGIONAL COMMENTARY

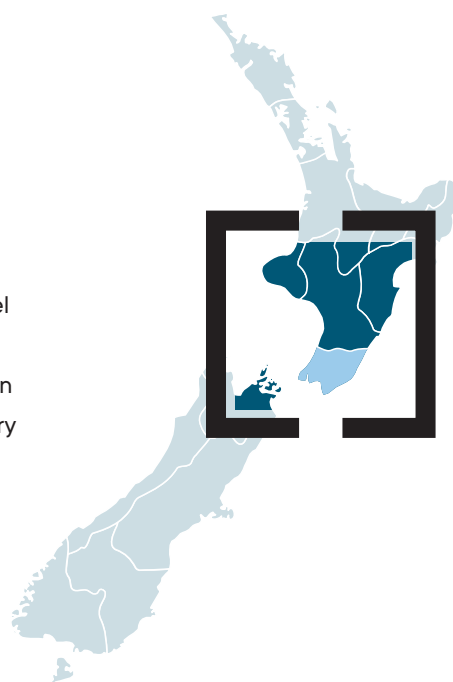
Compared to February 2018

- Median Price up 16.2%
- Sales Count down 6.7%
- Days to Sell decreased 1 day

Compared to January 2019

- Median Price up 13.8%
- Seasonally adjusted median price up 3.2%
- Sales Count up 92.5%
- Seasonally adjusted sales count up 5.5%
- Days to Sell decreased 13 days

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was larger than expected and the observed gigantic increase in sales count was larger than expected. The current Days to Sell of 32 days is less than the 10-year average for February of 39 days. The level of inventory available for sale currently sits at eight weeks, one week more than in February 2018. This is the lowest inventory (by weeks) of all the regions this month.





WELLINGTON REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Carterton District	410,000	408,000	385,000	19	18	24
Kapiti Coast District	575,500	554,000	515,000	101	77	92
Lower Hutt City R	595,000	500,000	498,000	136	78	167
Masterton District	365,000	290,000	350,000	54	31	65
Porirua City	668,000	615,000	641,250	65	27	51
South Wairarapa District	501,435	485,000	525,000	22	13	18
Upper Hutt City R	600,000	565,000	465,000	100	51	82
Wellington City R	765,000	705,000	710,000	275	106	328
Wellington Region	640,000	562,500	551,000	772	401	827

	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Carterton District		0.5%	6.5%		5.6%	-20.8%
Kapiti Coast District		3.9%	11.7%		31.2%	9.8%
Lower Hutt City		19.0%	19.5%		74.4%	-18.6%
Masterton District		25.9%	4.3%		74.2%	-16.9%
Porirua City		8.6%	4.2%		140.7%	27.5%
South Wairarapa District		3.4%	-4.5%		69.2%	22.2%
Upper Hutt City		6.2%	29.0%		96.1%	22.0%
Wellington City		8.5%	7.7%		159.4%	-16.2%
Wellington Region		13.8%	16.2%		92.5%	-6.7%



GRAPH COMMENTARY

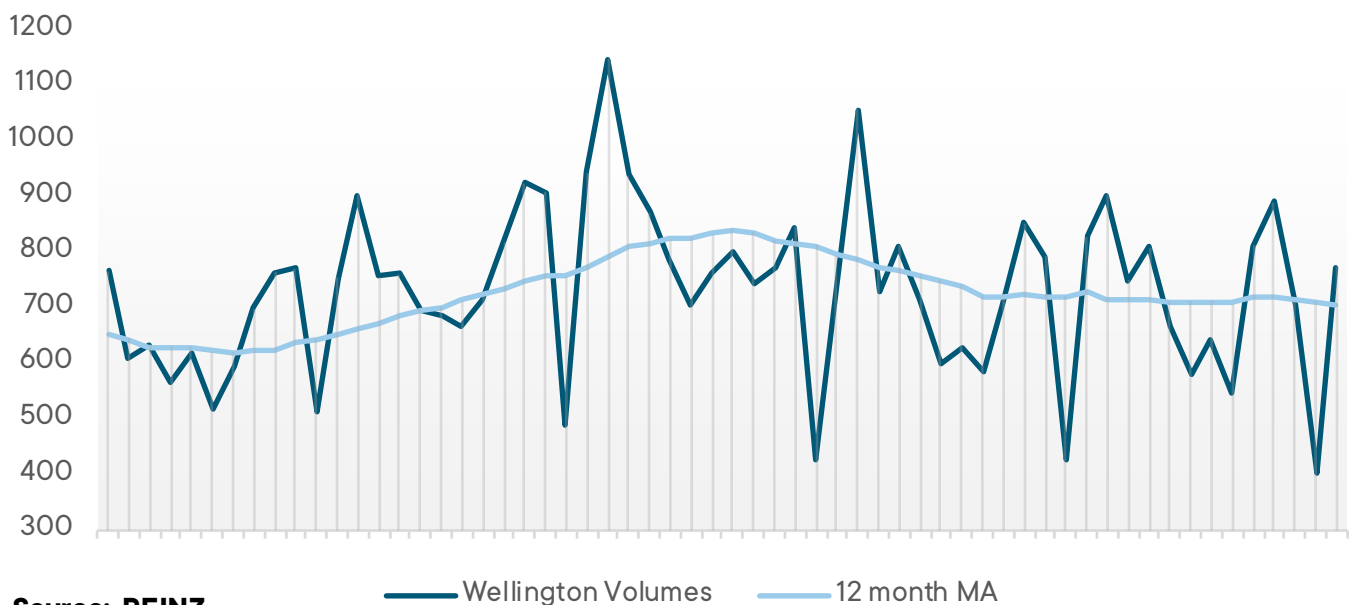
The trend in the median price has been strongly increasing over the past 12 months. The volume trend has been slightly falling over the past year. The days to sell trend remains flat to easing as it has been over the past two years. The House Price Index has had fairly strong growth over the past 12 months.

Wellington Region Median Price
Past 5 Years



Source: REINZ

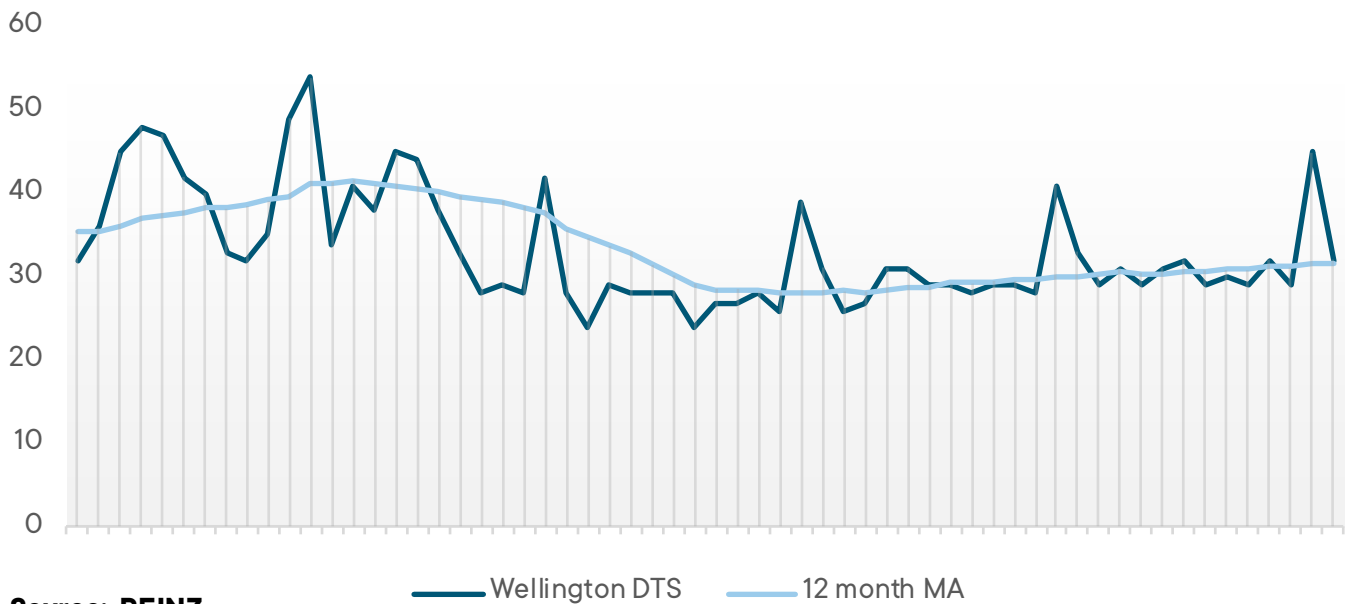
Wellington Region Sales Volumes
Past 5 Years



Source: REINZ



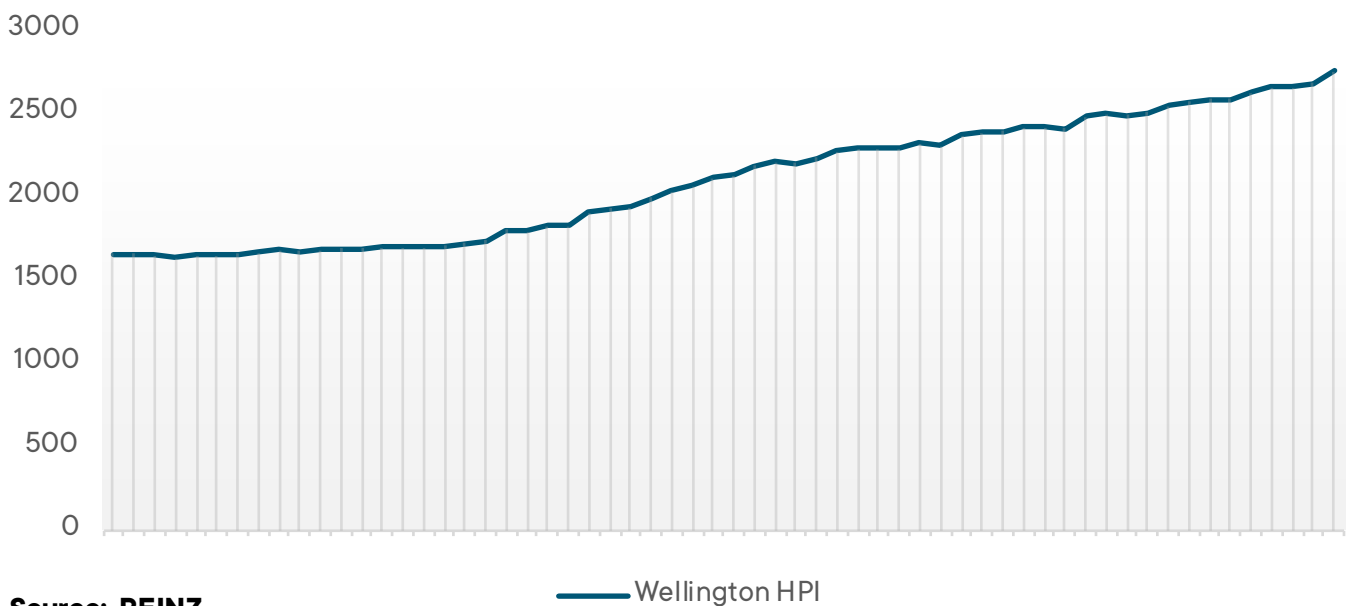
Wellington Region Days To Sell
Past 5 Years



Source: REINZ

Wellington DTS 12 month MA

Wellington Region House Price Index
Past 5 Years



Source: REINZ

Wellington HPI

"We saw that multi-offer situations in the Nelson/Marlborough/Tasman regions remain continued to remain common across the board during February. Vendors are opting for deadline sales and priced options, which are generating competitive offer situations. Buyers who bid are making sure to do their due diligence beforehand. Established properties have been gaining more traction as new builds become harder to access price wise. Available entry-level properties continue to see competition between first home buyers. The overall inventory levels are up year-on-year, but Marlborough saw a 10.7% decrease in new listings compared to one year ago. Vendors' expectations were down in Nelson and Tasman (-7.6%) but up in Marlborough (+3.0%). With more properties being priced we see a more stable market across the board, and it appears that it will continue this way at least up until Easter."

Bindi Norwell
REINZ CEO



NELSON/ MARLBOROUGH/ TASMAN

REGIONAL COMMENTARY

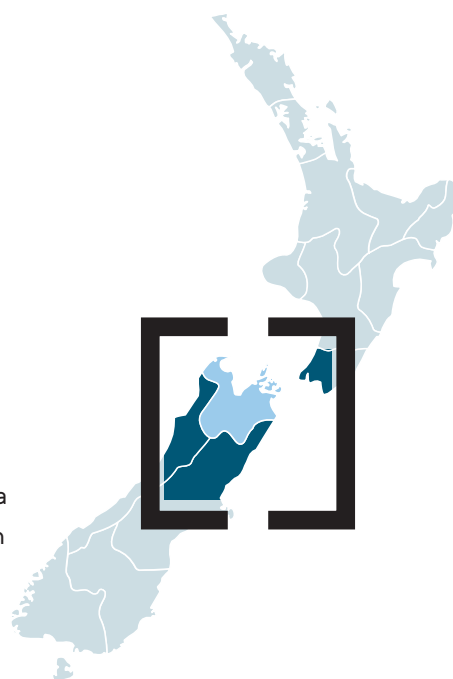
Compared to February 2018

- Median Price up 10.1%
- Sales Count down 8.6%
- Days to Sell increased 3 days

Compared to January 2019

- Median Price down 2.3%
- Seasonally adjusted median price moved 0.0%
- Sales Count up 46.0%
- Seasonally adjusted Sales Count up 3.6%
- Days to Sell increased 5 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed decrease in median price was exactly what was expected and the observed large increase in sales count was greater than expected. The current Days to Sell of 46 days is slightly more than the 10-year average for February which is 45 days. The level of inventory available for sale currently sits at 15 and a half weeks, two and half weeks more than in February 2018.





NELSON/MARLBOROUGH/ TASMAN REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE



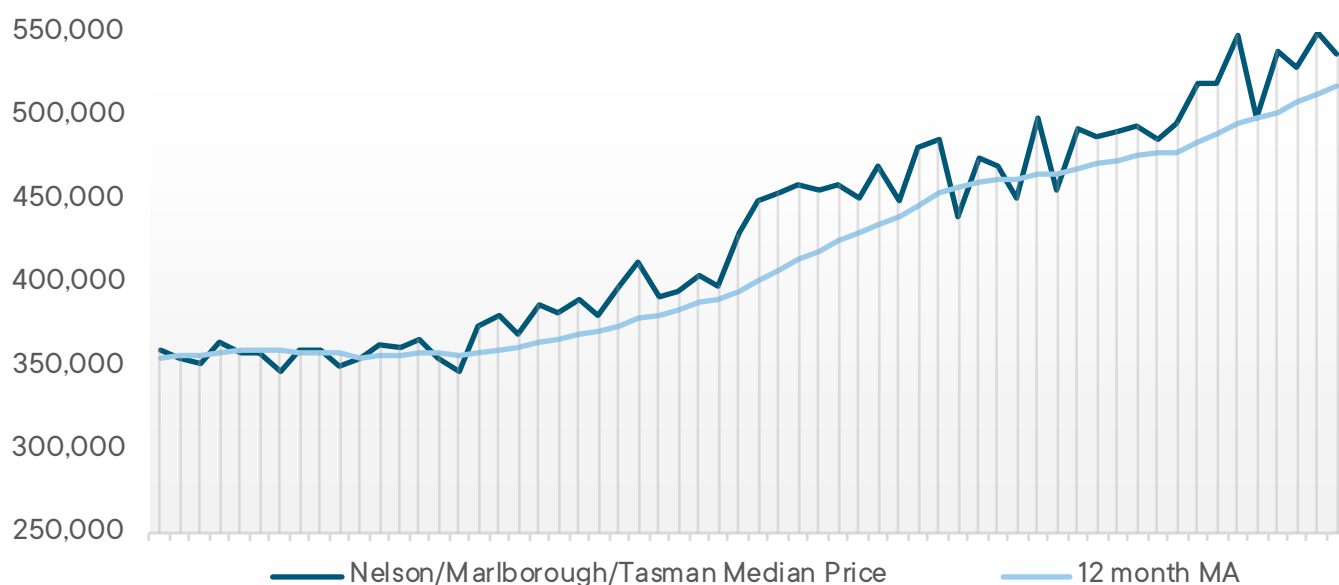
	MEDIAN PRICE			VOLUME SOLD		
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Nelson City	560,000	566,133	515,000	96	54	120
Marlborough District	438,500	465,000	416,500	96	62	91
Tasman District	580,000	575,000	549,000	62	58	67
Nel/Marl/Tas Region	537,500	550,100	488,000	254	174	278
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Nelson City		-1.1%	8.7%		77.8%	-20.0%
Marlborough District		-5.7%	5.3%		54.8%	5.5%
Tasman District		0.9%	5.6%		6.9%	-7.5%
Nel/Marl/Tas Region		-2.3%	10.1%		46.0%	-8.6%



GRAPH COMMENTARY

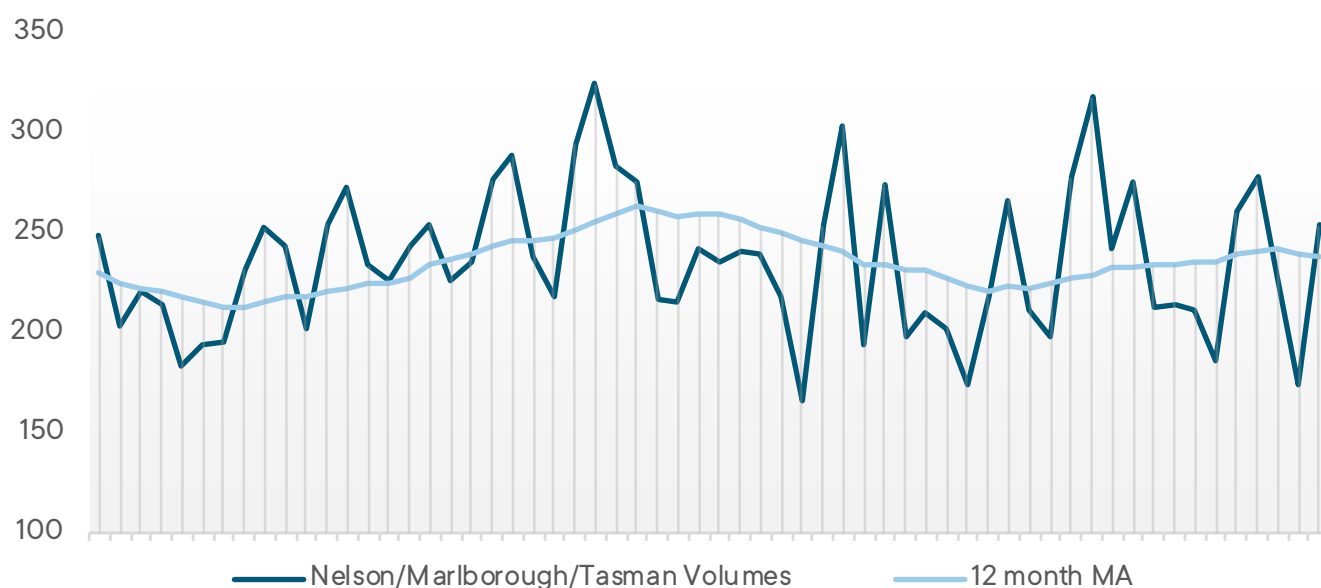
The median price trend for the region has been climbing over the past one and half years, with strong results over the last six months. The sales volume trend has been increasing over the past year. The days to sell trend has been easing over the past two years. The House Price Index for Tasman/Nelson/Marlborough/West Coast has had fairly strong growth over the past 12 months.

Nelson/Marlborough/Tasman Region Median Price
Past 5 Years



Source: REINZ

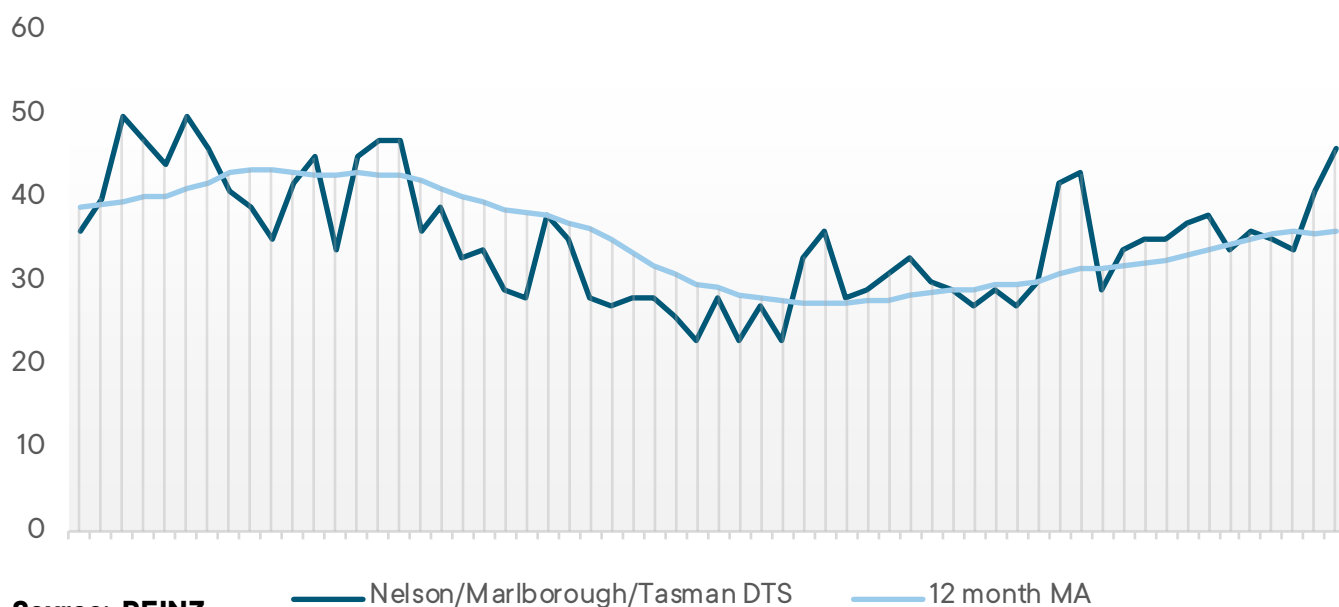
Nelson/Marlborough/Tasman Region Sales Volumes
Past 5 Years



Source: REINZ



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

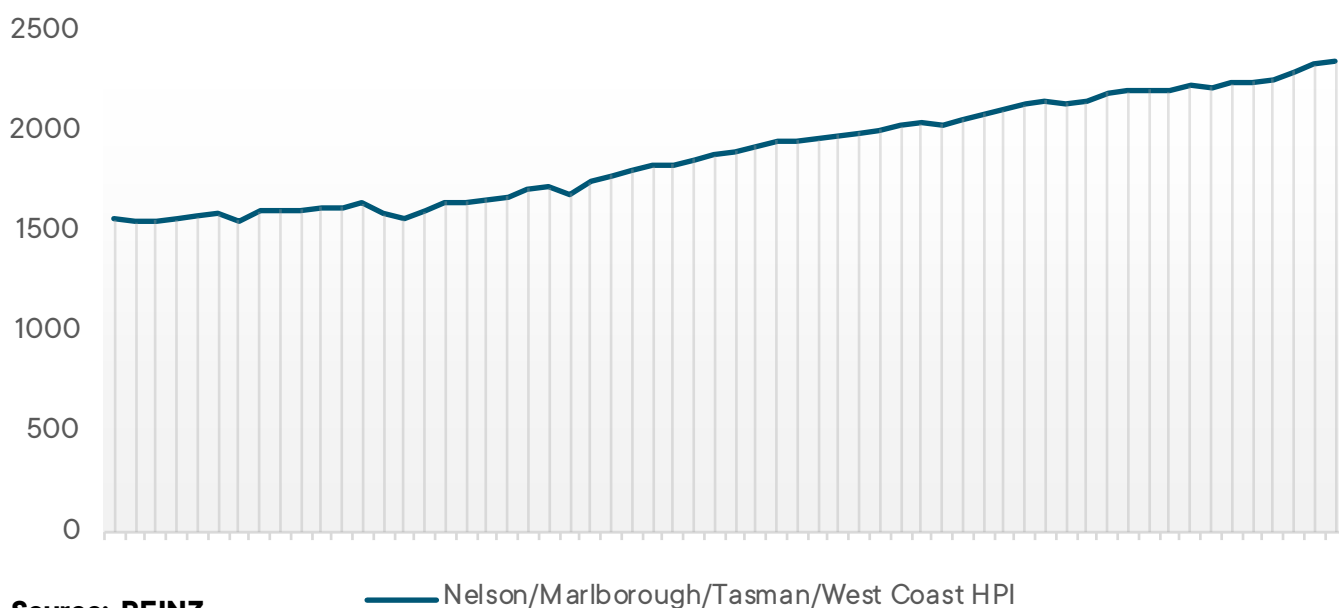


Source: REINZ

— Nelson/Marlborough/Tasman DTS

— 12 month MA

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



Source: REINZ

— Nelson/Marlborough/Tasman/West Coast HPI

“As confidence continues to return to the West Coast market, this is reflected in the uplift in median house prices seen across the region with a 5.6% increase on February last year to \$190,000. Investors have returned to the market on the back of good returns on comparatively good prices and February saw an increase in first home buyer interest. The median number of days to sell was down 12 from February last year, but up 20 days from January and at 91 days was the highest seen in the region for 11 months. Vendors are weren't so optimistic as asking prices were down marginally by 0.4% year-on-year. Total inventory levels were down 25.9% year-on-year, but new listings were up 7.6% which was a needed boost. Buyers continue to come from the Nelson and Canterbury areas and they are bringing good levels of cash with them and we see that all price brackets are experiencing spikes in interest.”

Bindi Norwell
REINZ CEO



WEST COAST

REGIONAL COMMENTARY

Compared to February 2018

- Median Price up 5.6%
- Sales Count down 4.3%
- Days to Sell decreased 14 days

Compared to January 2019

- Median Price up 8.6%
- Seasonally adjusted median price up 6.6%
- Sales Count up 25.7%
- Seasonally adjusted sales count up 4.4%
- Days to Sell increased 20 days.

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was larger than expected and the observed large increase in sales count was larger than expected. The current Days to Sell of 91 days is less than the 10-year average for February which is 94 days. The level of inventory available for sale currently sits at 42 weeks, 60 weeks less than in February 2018.





WEST COAST REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Buller District	180,000	165,000	150,000	22	14	17
Grey District	269,000	150,000	180,000	15	16	18
Westland District	190,000	239,000	225,000	7	5	11
West Coast Region	190,000	175,000	180,000	44	35	46

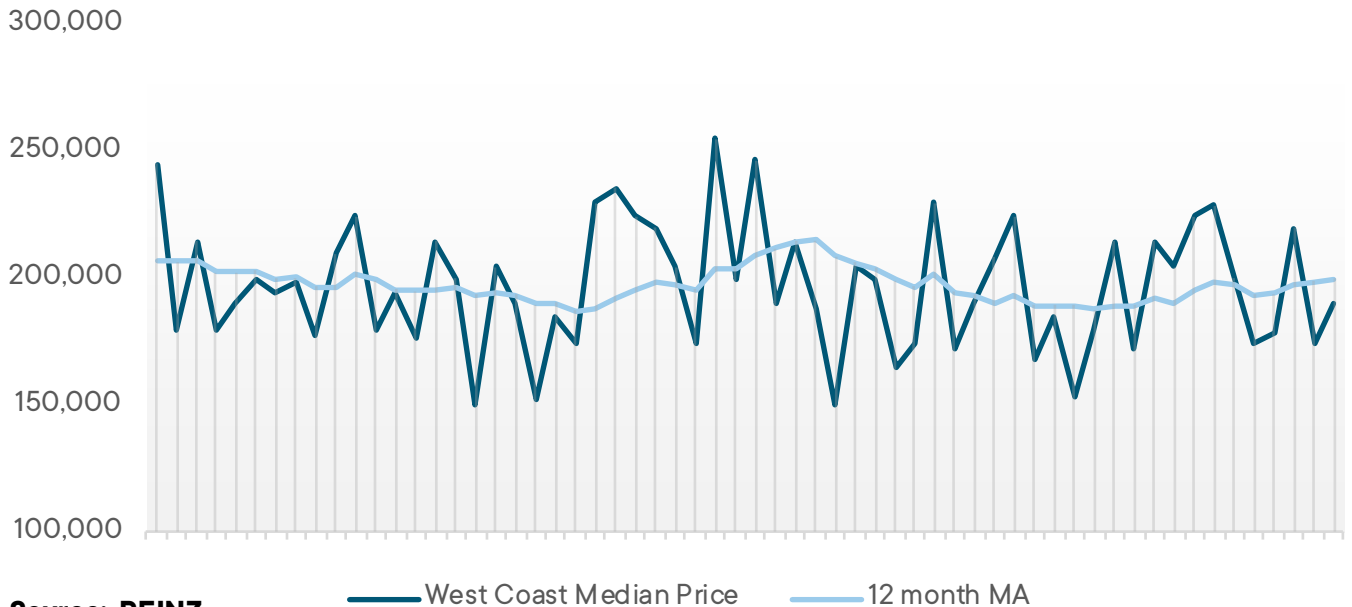
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Buller District		9.1%	20.0%		57.1%	29.4%
Grey District		79.3%	49.4%		-6.3%	-16.7%
Westland District		-20.5%	-15.6%		40.0%	-36.4%
West Coast Region		8.6%	5.6%		25.7%	-4.3%



GRAPH COMMENTARY

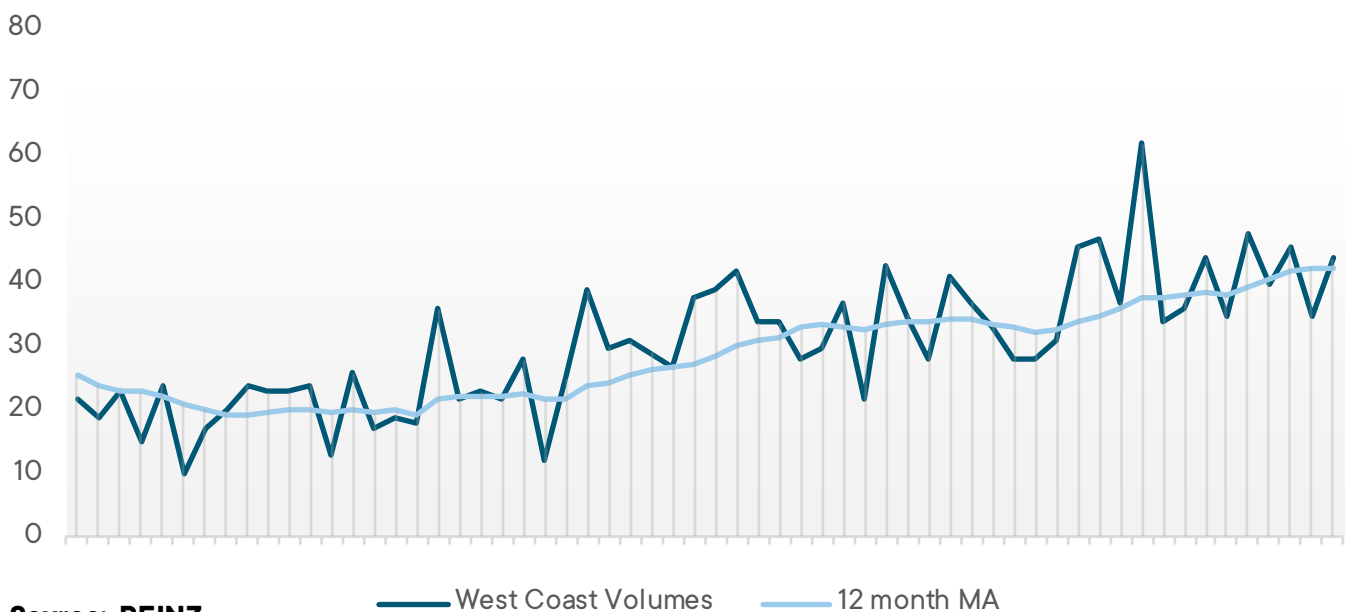
The median price trend has been gently increasing over the past year and the volume trend has been increasing over the same period. The days to sell trend has been easing sharply over the past year. The House Price Index for Tasman/Nelson/Marlborough/West Coast has had fairly strong growth over the past 12 months.

West Coast Region Median Price
Past 5 Years



Source: REINZ

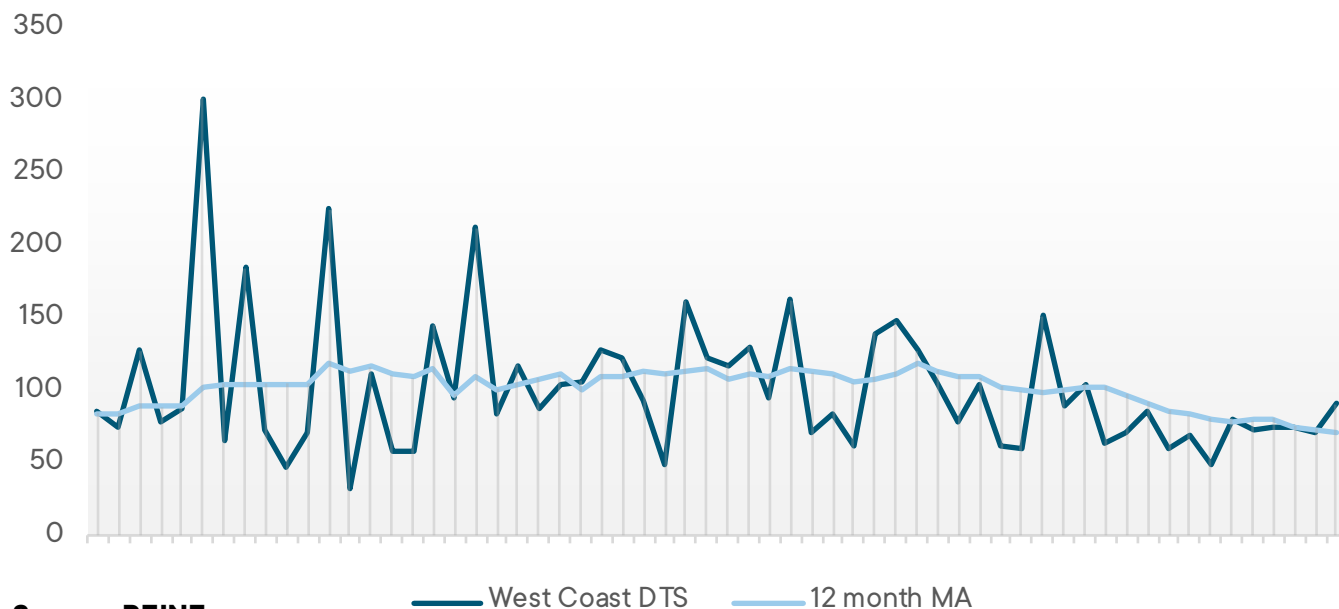
West Coast Region Sales Volumes
Past 5 Years



Source: REINZ

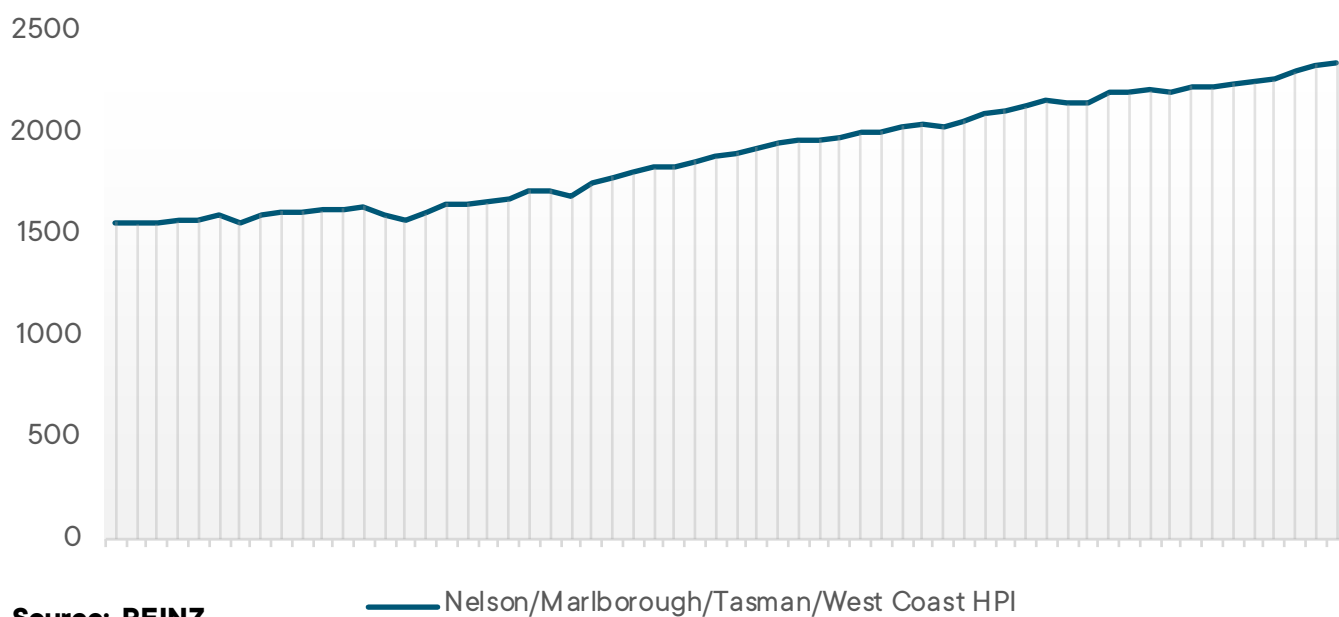


West Coast Region Days To Sell
Past 5 Years



Source: REINZ

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



Source: REINZ

“The Canterbury market was good and steady with very few changes during February. There were good levels of buyer enquiries, though finance continues to remain an issue for many. There are plenty of buyers, but they understand that the market is stable at the moment, so they are taking their time before making any buying decision and tend to have multiple viewings before committing. Listings were down as were total inventory levels, which is unusual for February, but the demand is still steady. Houses in the mid-priced brackets are tracking along well, but the median number of days on the market is starting to drag out slightly. Confidence in the market is good, but people are starting to be concerned about possible changes driven by the Government. This will most likely determine how the market will continue onwards, at least in the most immediate time frame.”

Jim Davis

REINZ Regional Director



CANTERBURY

REGIONAL COMMENTARY

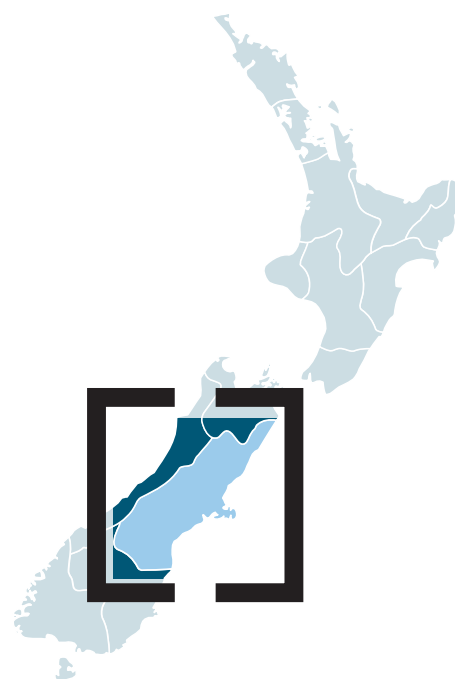
Compared to February 2018

- Median Price up 1.7%
- Sales Count down 3.3%
- Days to Sell increased 4 days

Compared to January 2019

- Median Price up 5.2%
- Seasonally adjusted median price up 2.8%
- Sales Count up 32.0%
- Seasonally adjusted sales count down 5.4%
- Days to Sell decreased 2 days

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was slightly larger than expected and the observed large increase in sales count was smaller than expected. The current Days to Sell of 54 days is much higher than the 10-year average for February which is 43 days. The level of inventory available for sale currently sits at 18 weeks, the same as in February 2018.





CANTERBURY REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

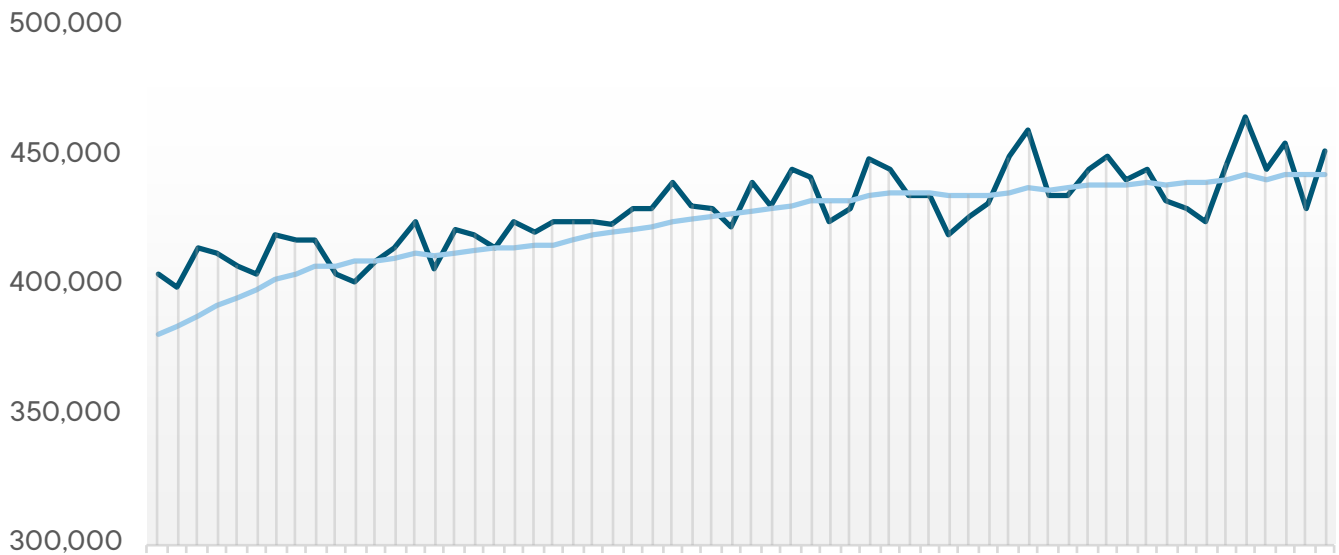
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Ashburton District	345,000	317,000	370,000	39	28	66
Christchurch City	460,000	440,000	452,500	547	404	558
Hurunui District	459,000	425,000	435,000	21	10	10
Kaikoura District	-	454,000	480,000	2	5	7
Mackenzie District	395,000	422,000	456,000	14	6	17
Selwyn District	585,000	525,000	552,000	71	59	82
Timaru District	355,000	355,000	335,000	78	64	70
Waimakariri District	455,000	435,000	453,000	65	56	57
Waimate District	249,000	207,000	225,000	8	8	7
Canterbury Region	452,500	430,000	445,000	845	640	874
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Ashburton District		8.8%	-6.8%		39.3%	-40.9%
Christchurch City		4.5%	1.7%		35.4%	-2.0%
Hurunui District		8.0%	5.5%		110.0%	110.0%
Kaikoura District		-	-		-60.0%	-71.4%
Mackenzie District		-6.4%	-13.4%		133.3%	-17.6%
Selwyn District		11.4%	6.0%		20.3%	-13.4%
Timaru District		0.0%	6.0%		21.9%	11.4%
Waimakariri District		4.6%	0.4%		16.1%	14.0%
Waimate District		20.3%	10.7%		0.0%	14.3%
Canterbury Region		5.2%	1.7%		32.0%	-3.3%



GRAPH COMMENTARY

The median price trend continues to increase slightly. The sales volume trend has been flat to slightly decreasing over the past year. The days to sell trend continues to ease slightly. The House Price Index has been fluctuating over the past two years with a relatively small percentage decrease over the past 12 months as a result.

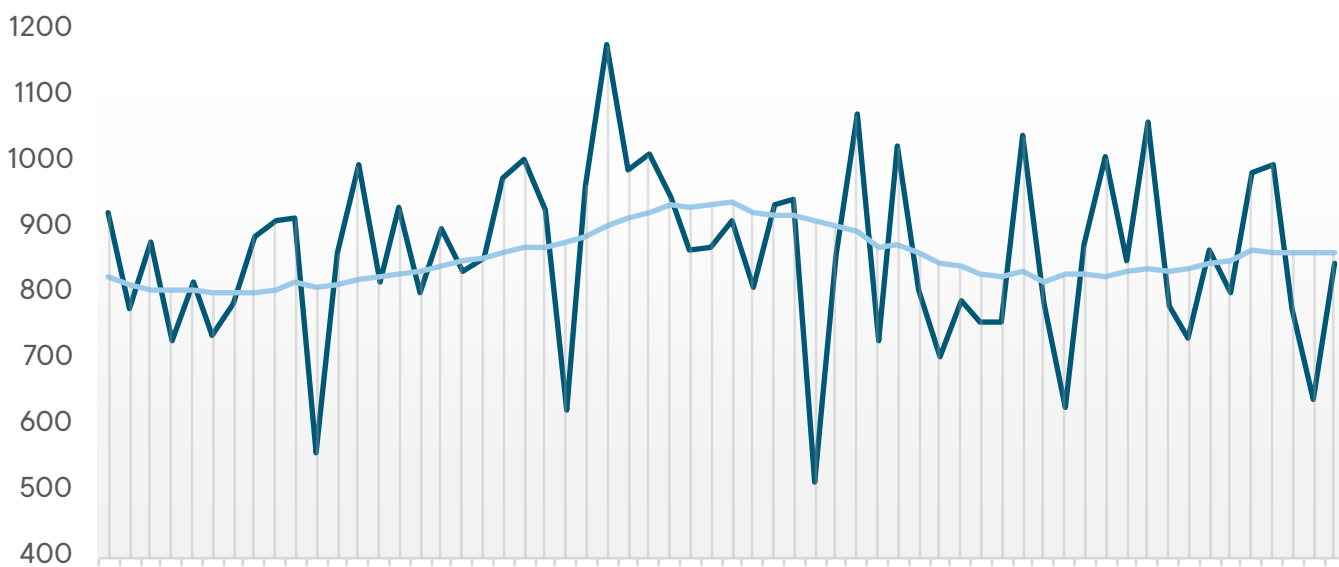
Canterbury Region Median Price
Past 5 Years



Source: REINZ

Canterbury Median Price 12 month MA

Canterbury Region Sales Volumes
Past 5 Years

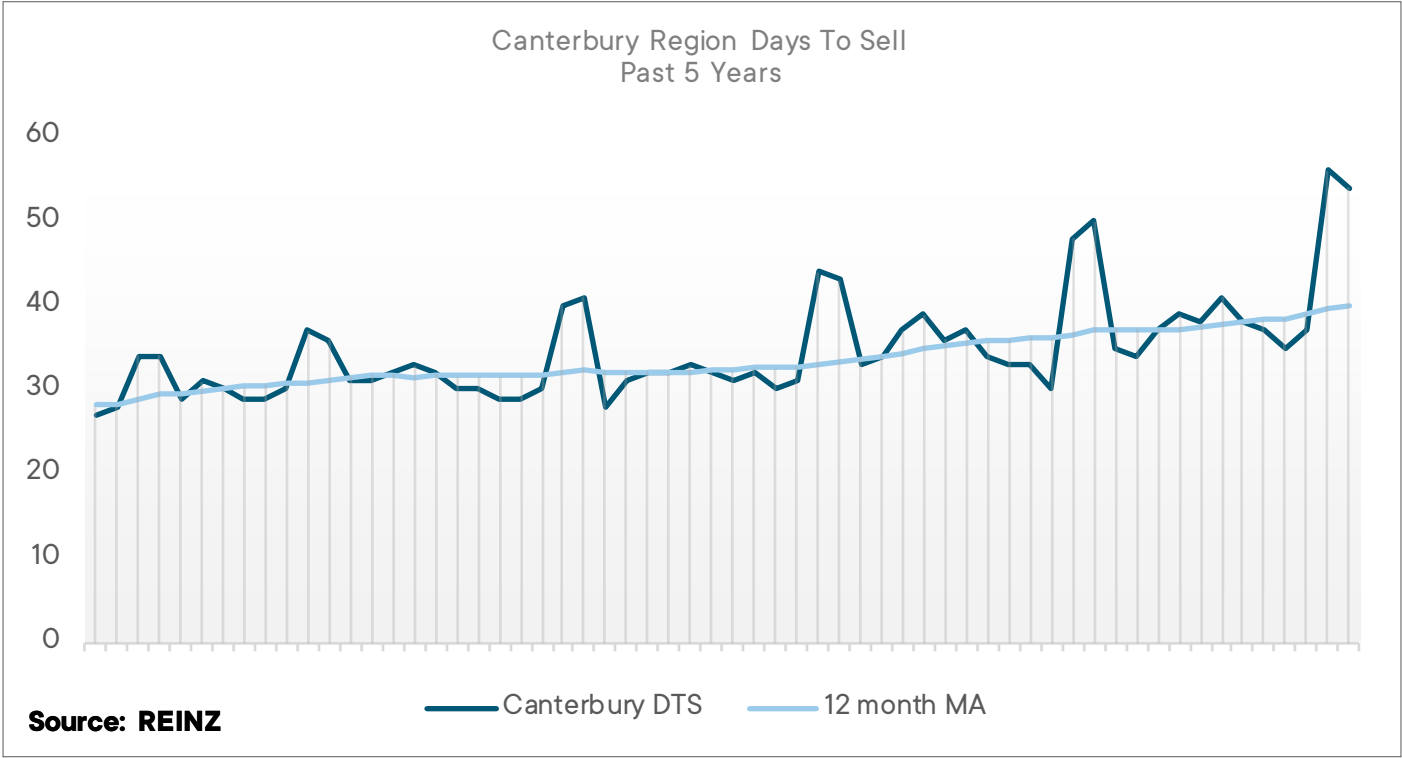


Source: REINZ

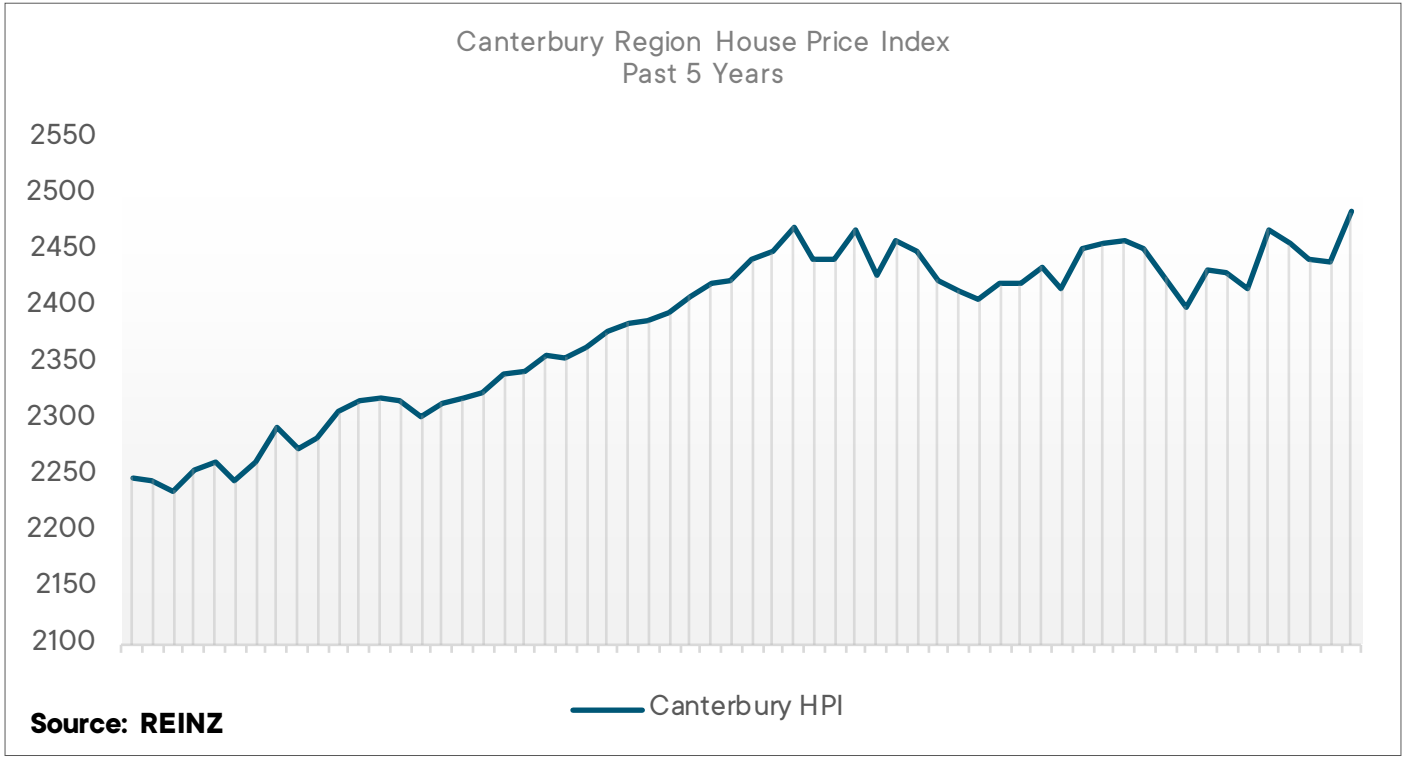
Canterbury Volumes 12 month MA



Canterbury Region Days To Sell
Past 5 Years



Canterbury Region House Price Index
Past 5 Years





Dunedin City

"The response to new listings coming to market, particularly between \$250,000 and \$500,000 is incredibly quick. A lot of them have already missed out on several properties and are following the new stock almost by the minute judging by the emails that arrive as soon as a property goes 'live'.

It would appear we are now seeing investors who do not want spend to improve their properties to standards required by the legislation exiting the market. This is unfortunate in a rental market with an acute shortage of property available and is likely to push rental prices higher again than they are now."

Liz Nidd

REINZ Regional Commentator

Queenstown Lakes

"The Queenstown Lakes market has had a slow start to 2019 with median prices decreasing 3.1% to \$885,000 which is similar to what we saw in October last year, and the fluctuating monthly median price suggests the region is still to find its feet in the New Year. However, there was an upswing of inventory (+15.5% year-on-year) and of new listings (+11.8% year-on-year), which has sparked an increase of people wanting to move which is positive. Premium properties or properties with a point of difference are attracting buyers' attention while the middle of the market is slow. With the disappearance of the overseas buyers, enquiries for houses in the higher end of the market (\$2,000,000 and above) has dropped drastically and pushed days to sell up by 9 days. Investors are back and there were higher activity levels at open homes, and we anticipate that this increase will continue in the coming months."

Gail Hudson

REINZ Regional Director

OTAGO

REGIONAL COMMENTARY

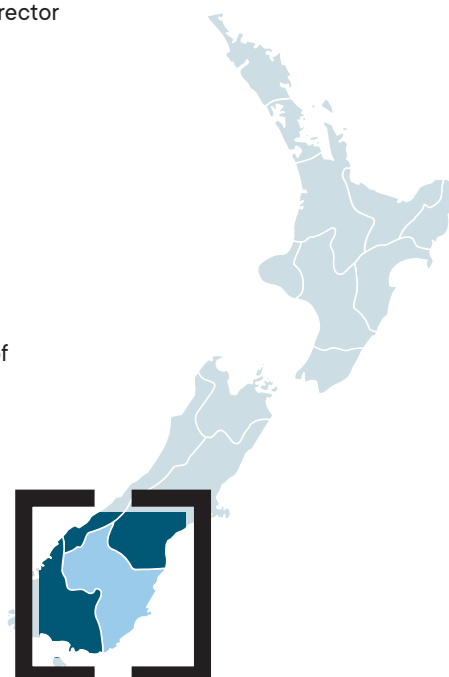
Compared to February 2018

- Median Price up 13.8%
- Sales Count down 14.9%
- Days to Sell decreased 6 days

Compared to January 2019

- Median Price down 4.3%
- Seasonally adjusted median price down 1.8%
- Sales Count up 33.5%
- Seasonally adjusted sales count down 2.6%
- Days to Sell decreased 5 days

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed decrease in median price was greater than expected and the observed large increase in sales count was less than expected. The current Days to Sell of 35 days is less than the 10-year average for February which is 45 days. The level of inventory available for sale currently sits at nine weeks, one week less than in February 2018.





OTAGO REGION TRENDS

PRICE



VOLUMES

DAYS
TO SELL

OVERALL



R RECORD MEDIAN PRICE

MEDIAN PRICE

VOLUME SOLD

	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Central Otago District	570,000	523,000	499,000	37	44	36
Clutha District R	265,000	246,000	223,500	21	20	31
Dunedin City	415,000	410,000	370,870	194	128	219
Queenstown-Lakes District	885,000	961,000	913,000	72	58	86
Waitaki District	315,000	360,000	315,000	35	19	50
Otago Region	455,000	475,475	400,000	359	269	422

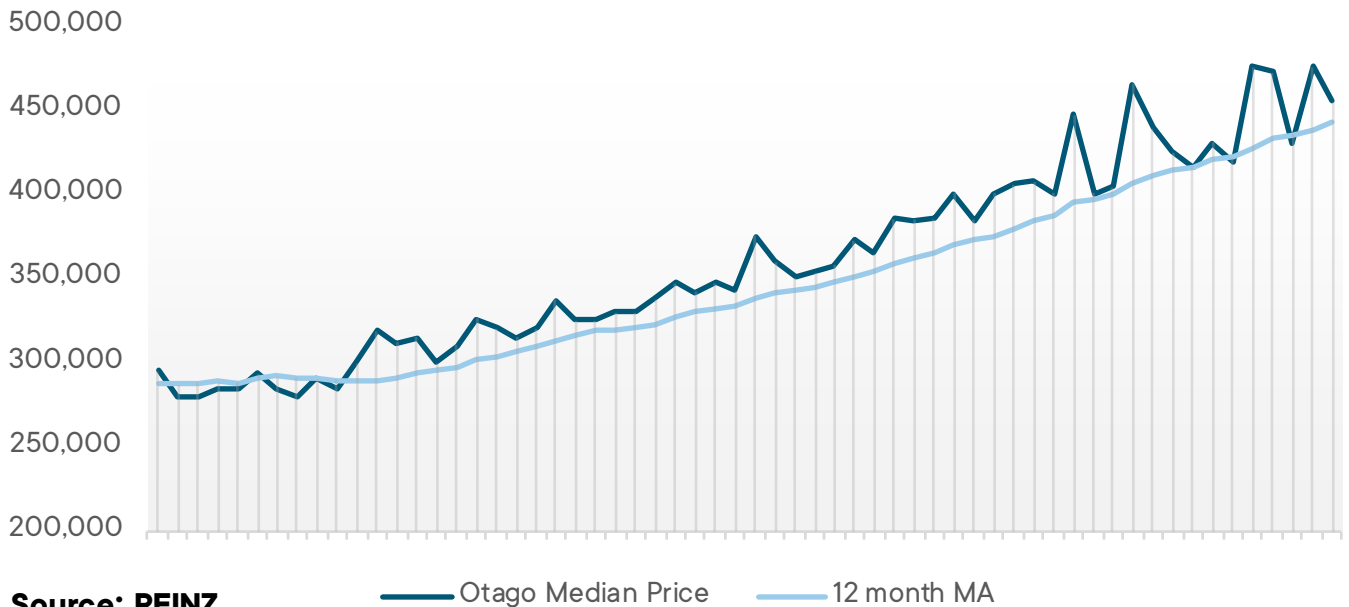
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Central Otago District		9.0%	14.2%		-15.9%	2.8%
Clutha District		7.7%	18.6%		5.0%	-32.3%
Dunedin City		1.2%	11.9%		51.6%	-11.4%
Queenstown-Lakes District		-7.9%	-3.1%		24.1%	-16.3%
Waitaki District		-12.5%	0.0%		84.2%	-30.0%
Otago Region		-4.3%	13.8%		33.5%	-14.9%



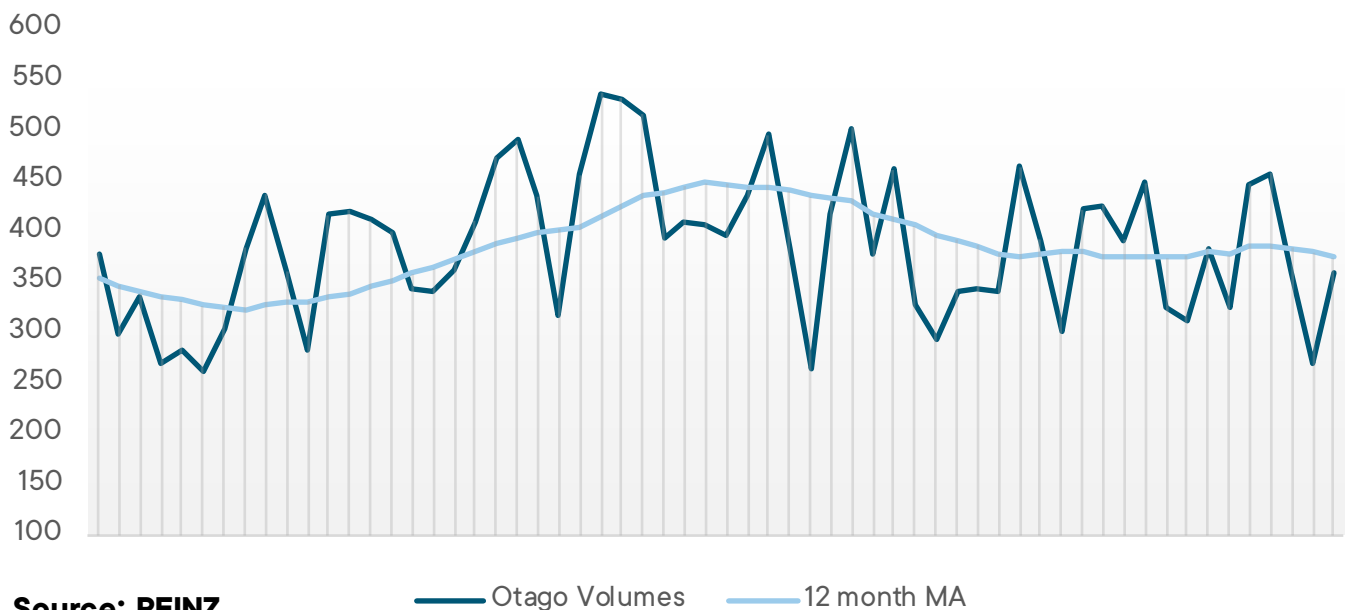
GRAPH COMMENTARY

The trend in the median price is increasing strongly, albeit at a slightly slower rate over the past six months. The trend in sales volume has been flat to decreasing over the past year. The trend in days to sell has been steady over the past three months. The House Price Index for Otago has had strong growth over the past year, despite a small decrease over the past month.

Otago Region Median Price
Past 5 Years

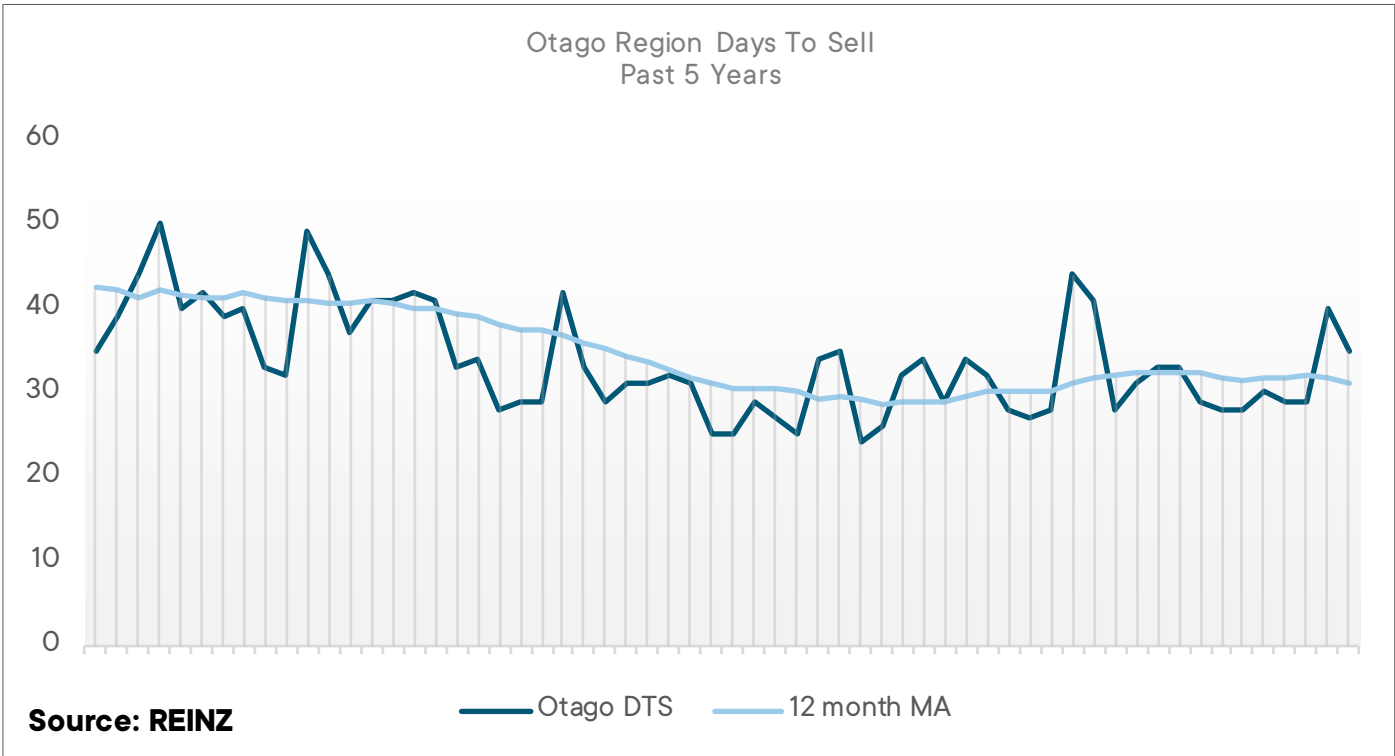


Otago Region Sales Volumes
Past 5 Years

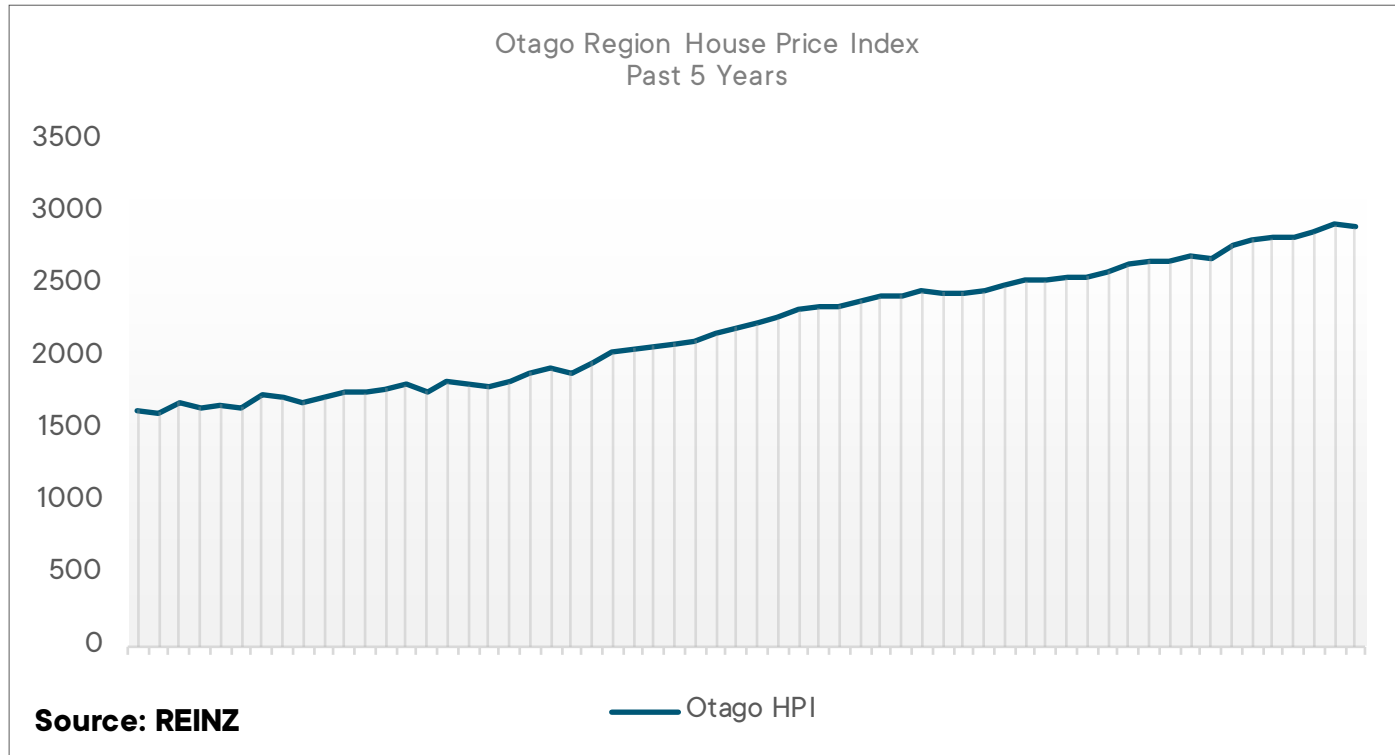




Otago Region Days To Sell
Past 5 Years



Otago Region House Price Index
Past 5 Years



“The Southland market saw another steady month in February achieving a new record median house price of \$290,000 (up 20.8% year-on-year). Additionally, Invercargill City also saw a record median price of \$290,000. We saw the same number of cash buyers as in January, mainly in the lower end of the market as the top end is slowing. Inventory levels are down 20.2% year-on-year which is lower than what we usually would see at this time of year. Median days to sell increased from 36 to 40 year-on-year and first home buyer and investor demand slowed. It will be interesting to see how demand will develop now with autumn here as we see no indication on anything but a continuation of the strong market at this stage.”

Bindi Norwell
REINZ CEO



SOUTHLAND

REGIONAL COMMENTARY

Compared to February 2018

- Median Price increased 20.8%
- Sales Count increased 2.9%
- Days to Sell increased 4 days

Compared to January 2019

- Median Price up 4.5%
- Seasonally adjusted median price up 3.4%
- Sales Count up 17.8%
- Seasonally adjusted sales count down 8.2%
- Days to Sell decreased 1 days

Our seasonally adjusted results tell us that, compared to what we expect when moving from January to February, the observed increase in median price was greater than expected and the observed large increase in sales count was less than expected. The current Days to Sell of 40 days is less than the 10-year average for February which is 44 days. The level of inventory available for sale currently sits at 11 weeks, three weeks less than in February 2018.





SOUTHLAND REGION TRENDS

PRICE

VOLUMES

**DAYS
TO SELL**

OVERALL


R RECORD MEDIAN PRICE

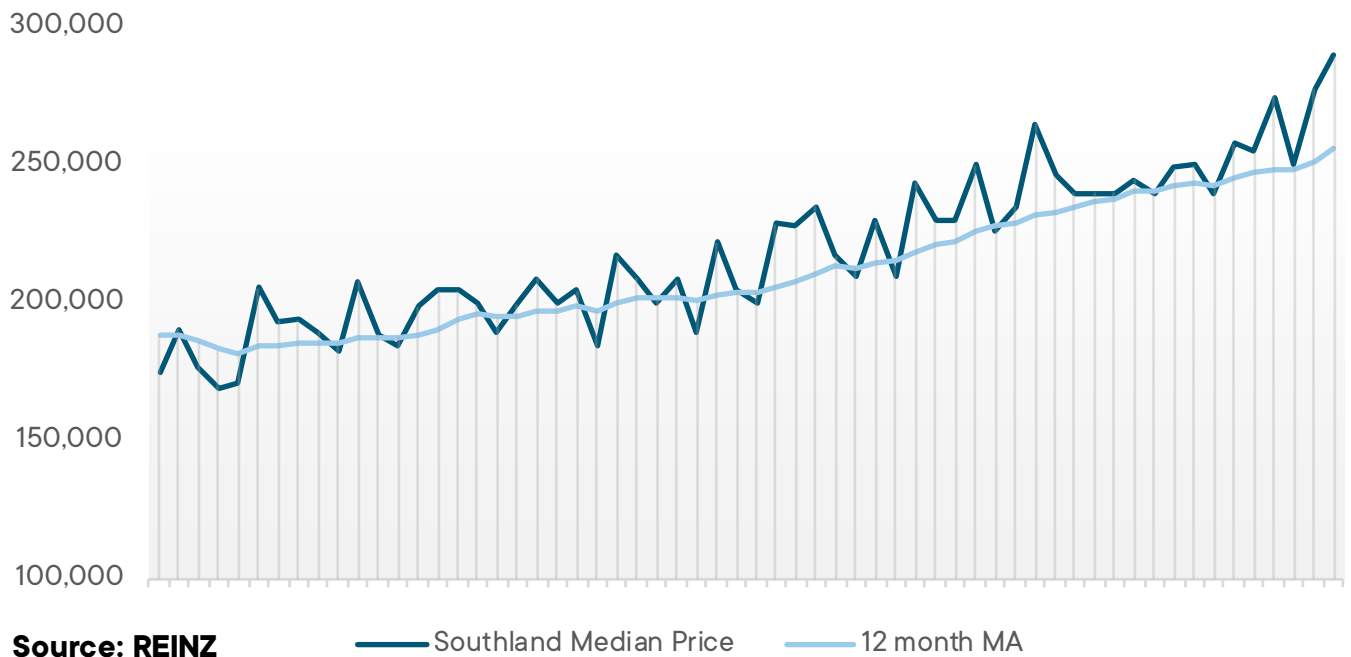
	MEDIAN PRICE			VOLUME SOLD		
	Feb-19	Jan-19	Feb-18	Feb-19	Jan-19	Feb-18
Gore District	247,000	265,000	210,000	28	15	21
Invercargill City R	290,000	275,000	239,500	111	97	133
Southland District	339,000	305,000	297,000	40	40	20
Southland Region	290,000	277,500	240,000	179	152	174
	Vs...	Jan-19	Feb-18	Vs...	Jan-19	Feb-18
Gore District		-6.8%	17.6%		86.7%	33.3%
Invercargill City		5.5%	21.1%		14.4%	-16.5%
Southland District		11.1%	14.1%		0.0%	100.0%
Southland Region		4.5%	20.8%		17.8%	2.9%



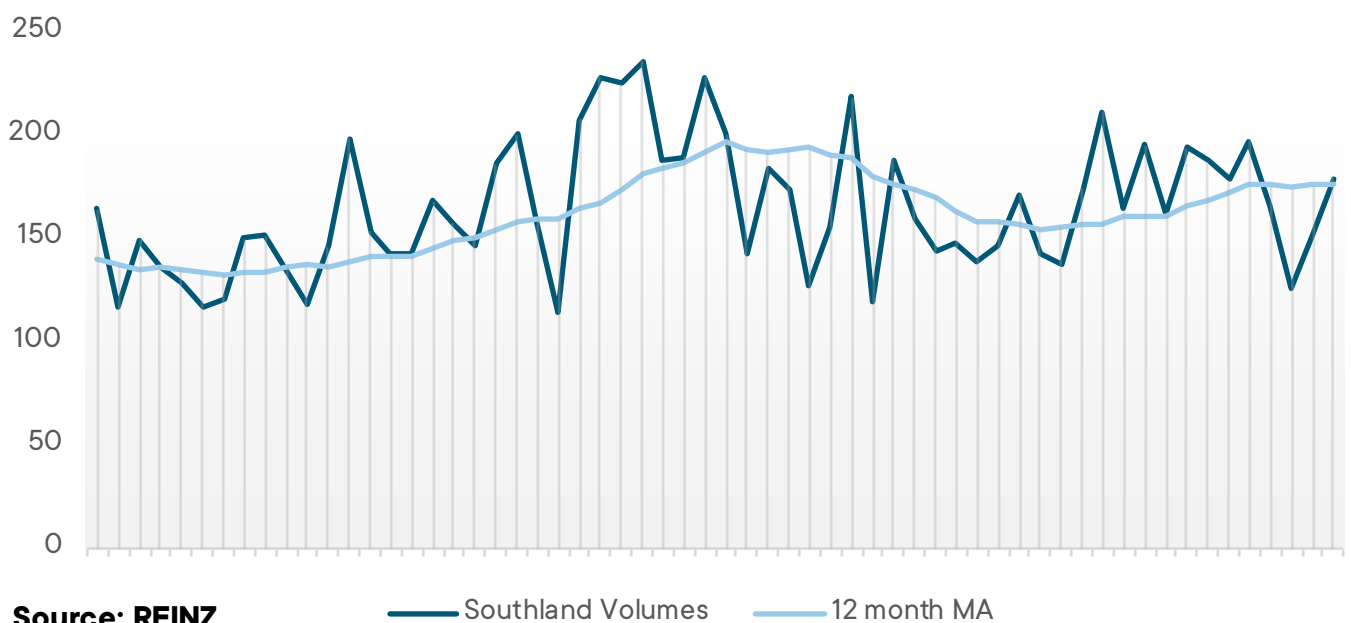
GRAPH COMMENTARY

The median price trend is increasing, albeit at a slightly slower rate over the past six months. The sales count trend has been increasing over the past year with recent signs of flattening. The days to sell trend has been improving strongly. The House Price Index for Southland had the worst one month movement of all regions but despite this, the three month and 12 month performance were in the top three of all regions.

Southland Region Median Price
Past 5 Years

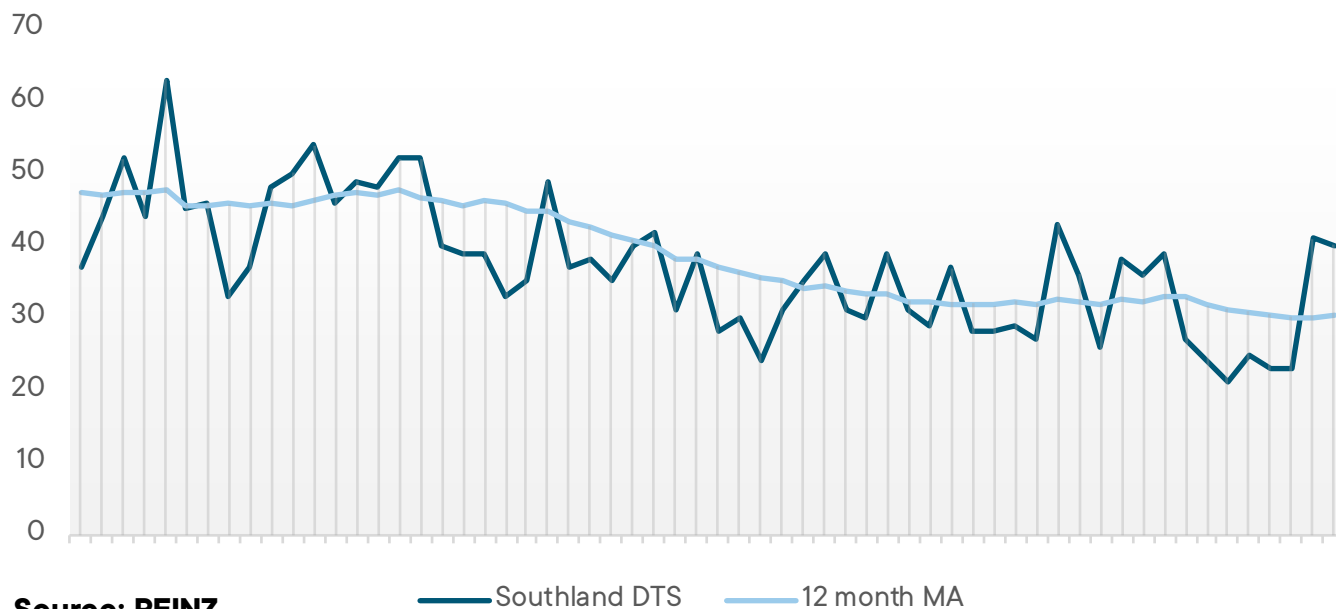


Southland Region Sales Volumes
Past 5 Years





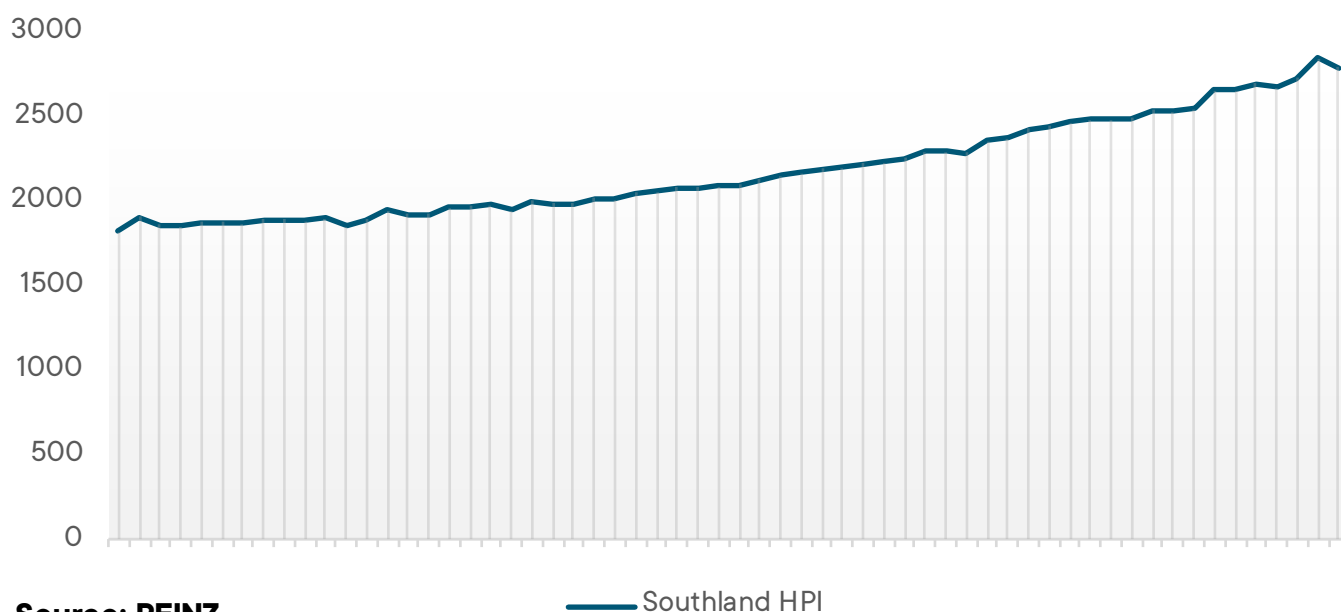
Southland Region Days To Sell
Past 5 Years



Source: REINZ

Southland DTS 12 month MA

Southland Region House Price Index
Past 5 Years



Source: REINZ

Southland HPI