

Volumes back as market takes a breath; values still firing ahead

2,337

Total number of occupied dwellings in Mangawhai

(Census 2013)

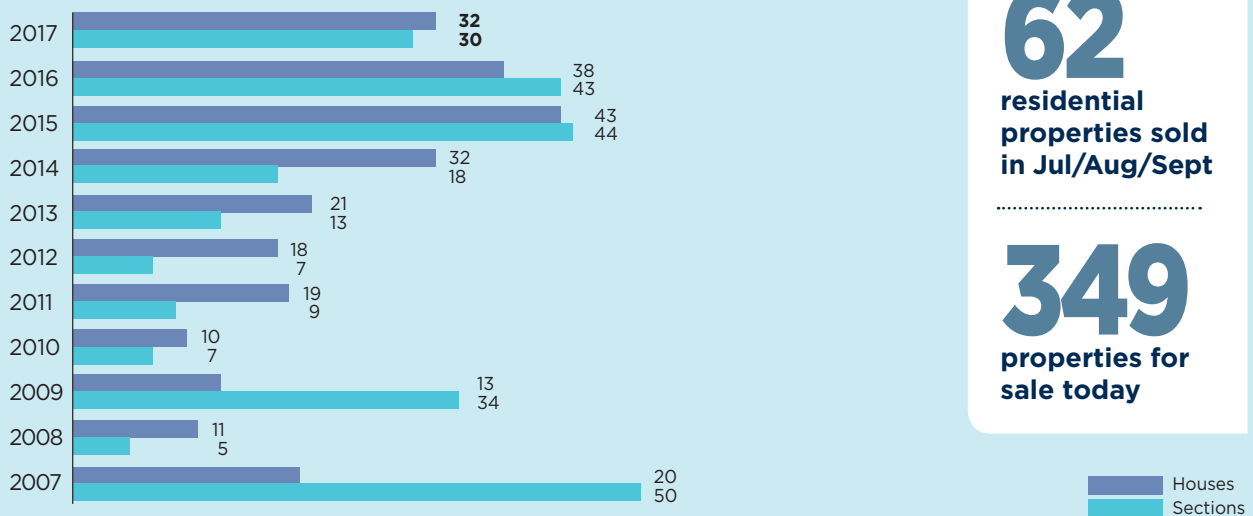
The Mangawhai property market has taken a breath over the last three months, certainly in comparison to the previous two years. Sales volumes are back as we've seen our first traditional 'winter slow-down' in a couple of years, together with the normal pause in activity that we expect to see with an election pending. While volumes of house sales are back 16% and section sales 30%, across historical averages it's still reasonable activity.

The value story remains strong. The median sale price for houses is up a staggering 28% on the same quarter last year, and sections up 36%. Stock levels have been very low over the last few months but are starting to surge now as we're experiencing a late spring. We're expecting to be very busy now right through to Christmas.

Anecdotal feedback from the market in the last two weeks is suggesting some great properties coming to the market, and buyer enquiry and activity remains strong. We are certainly not expecting the same value increases in the coming few months, but we believe we'll see volumes recover with new properties to the market and both winter and the election now behind us.

Bayleys continues to perform well in the market. Our average sale price in the last 12 months was over \$200,000 above the market average, indicating that a quality salesperson with a strong brand and great marketing reach can achieve great results for our clients. If you're thinking of selling in the coming few months the team at Bayleys Mangawhai would love to talk with you.

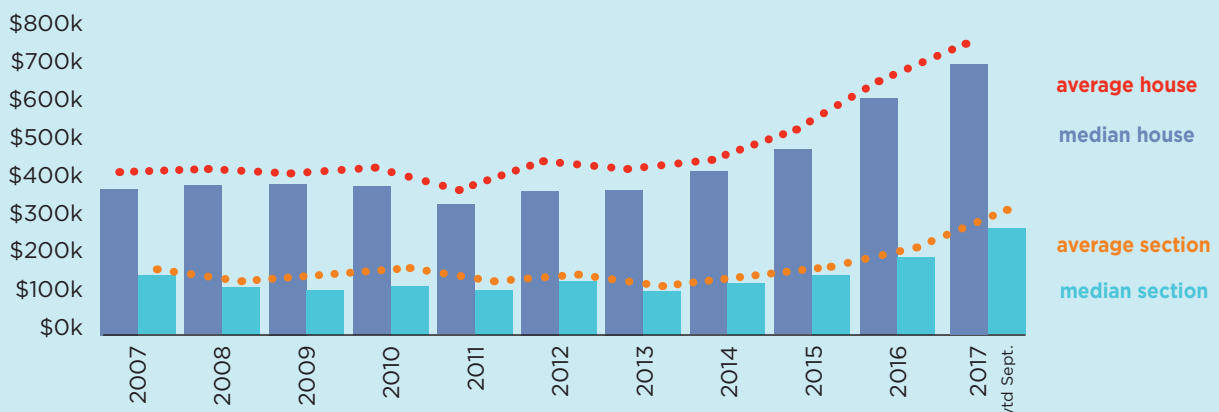
Sales volumes by year for July/August/September



62
residential
properties sold
in Jul/Aug/Sept

349
properties for
sale today

Sales values (median and average) by year



MACKYS REAL ESTATE LIMITED, LICENSED UNDER THE REA ACT 2008. Source: REINZ Data.

Top streets by house sales activity (1/10/16 to 30/9/17):

Streets	No. of sales	Median sale	Average sale
Moir Point Road	8	\$850,000	\$944,375
Jack Boyd Drive	8	\$685,000	\$736,562
Parklands Avenue	6	\$635,500	\$673,500
Old Waipu Road	5	\$800,000	\$738,450
Weka Street	5	\$680,000	\$706,000
Tara Road	4	\$825,000	\$739,000
Wintle Street	4	\$700,000	\$772,750

House market (July/Aug/Sept)

32 houses sold in September 2017 quarter

38 houses sold in same quarter last year

-16% down on last year

\$757,500 median sale price September quarter

\$592,500 median sale price same quarter last year

28% up on last year

\$1,815,000 highest sale price

\$495,000 lowest sale price

Section market (July/Aug/Sept)

30 sections sold in September 2017 quarter

43 sections sold in same quarter last year

-30% down on last year

\$285,000 median sale price September quarter

\$210,000 median sale price same quarter last year

36% up on last year

\$469,000 highest sale price

\$185,000 lowest sale price

Bayleys Statistics for House sales (last 12 months)

Average House Price	\$783,108
Exceeded Market Average by	\$201,579 (34.7%)

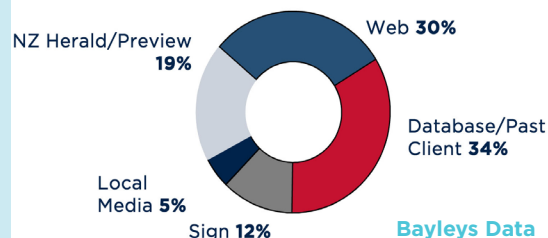
Mangawhai Buyer Location/Source Statistics - April 2008 to September 2017

Buyer Location



Bayleys Data

Buyer Source



Bayleys Data

Bayleys Mangawhai

09 431 5415

198 Molesworth Drive
Mangawhai



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Also with offices in Whangaparaoa, Orewa Beach, Warkworth, Matakana,
Omaha Beach, Wellsford, Bream Bay, Whangarei, Dargaville, Paihia and Kerikeri