

Steady end to 2017. Market looking strong and stable for 2018.

2,337

Total number of occupied dwellings in Mangawhai

(Census 2013)

The Mangawhai property market had a steady end to 2017, with total sales volume in the last quarter of the year being held back by a relatively small amount of stock on the market, particularly well-priced sections.

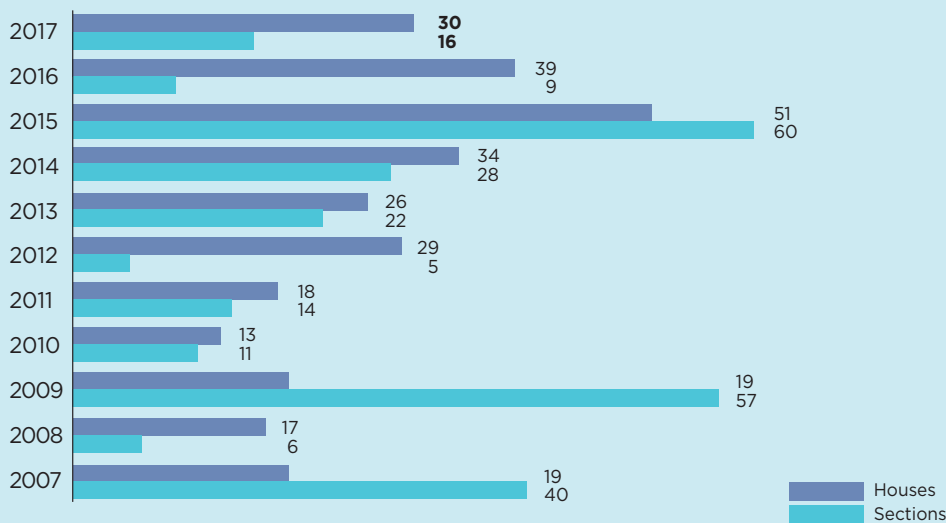
We are intrigued with some talk in the market that 'things have changed' and 'the heat has come out of it'. Yes the market may not have the same heat it did 12 months ago, but the fundamentals are still strong and if anything we're in a more robust phase. If anything, we are finding that properties well promoted and positioned in the market are seeing very strong competition. Bayleys' auction results in the last few months certainly tell this story.

Values in the market remain strong. The median sale price for houses is up 7% on the same quarter last year. While this percentage increase has eased, as expected, from previous quarters, the market remains strong with good inherent demand and not a huge amount of supply. We expect this dynamic to remain for the balance of 2018.

Mangawhai is certainly a popular coastal destination, both for those looking to move north and find a great community to be part of, but also those wanting a bach to escape the rat-race to. As the motorway continues to get closer to Mangawhai, and Mangawhai continues to develop, we will continue to see our great town be in demand and grow.

Bayleys continues to achieve strong results in the market. We exceed the market average sale price by over \$130,000, indicating that a good salesperson with a strong brand and big 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.

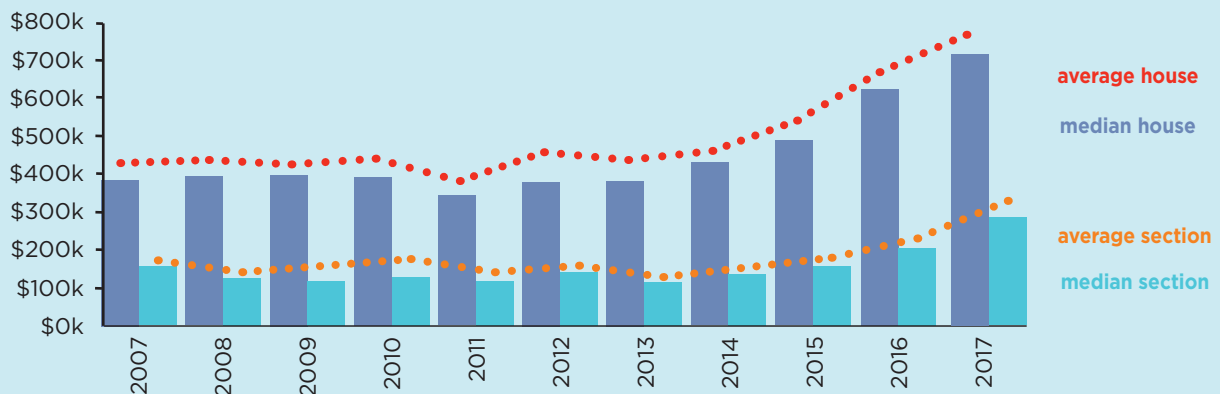
Sales volumes by year for October/November/December



46
residential properties sold in Oct/Nov/Dec

359
properties for sale today

Sales values (median and average) by year



Top streets by house sales activity (1/1/17 to 31/12/17):

Streets	No. of sales	Median sale	Average sale
Jack Boyd Drive	9	\$670,000	\$720,889
Moir Point Road	8	\$850,000	\$936,250
Old Waipu Road	5	\$800,000	\$738,450
Seabreeze Road	5	\$670,000	\$712,900

House market (Oct/Nov/Dec)

30 houses sold in December 2017 quarter

39 houses sold in same quarter last year

-23% down on last year

\$725,000 median sale price December quarter

\$675,000 median sale price same quarter last year

7% up on last year

\$1,235,000 highest sale price

\$330,000 lowest sale price

Section market (Oct/Nov/Dec)

16 sections sold in December 2017 quarter

9 sections sold in same quarter last year

78% up on last year

\$303,500 median sale price December quarter

\$348,000 median sale price same quarter last year

-13% down on last year

\$1,100,000 highest sale price

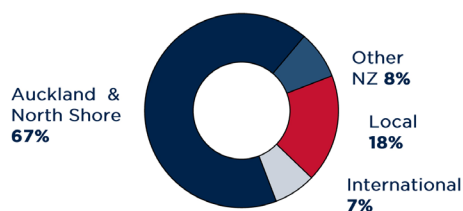
\$237,500 lowest sale price

Bayleys Statistics (last 12 months)

Average Sale Price	\$705,840
Exceeded Market Average by	\$132,512 (+23.1%)

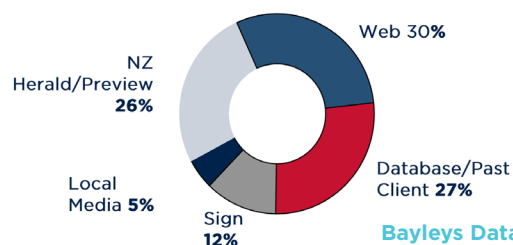
Mangawhai Buyer Location/Source Statistics - April 2008 to December 2017

Buyer Location



Bayleys Data

Buyer Source



Bayleys Data

Bayleys Mangawhai

09 431 5415

198 Molesworth Drive
Mangawhai



MACKYS REAL ESTATE LIMITED,
LICENSED UNDER THE REA ACT 2008

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