

Number of Sales, Farms - 3 year comparison

District	Aug 2010	Aug 2011	Jul 2012	Aug 2012
Northland	15	17	23	24
Auckland	10	11	29	28
Waikato	16	24	34	31
Bay of Plenty	23	15	22	15
Gisborne	5	8	7	9
Hawkes Bay	8	15	19	24
Taranaki	5	8	16	4
Manawatu/Wanganui	15	28	37	26
Wellington	8	11	12	11
Nelson	6	10	18	24
West Coast	4	7	8	7
Canterbury	31	35	54	56
Otago	19	35	36	27
Southland	27	41	41	32
New Zealand Total	192	265	356	318

Number of Sales, Lifestyle - 3 year comparison

District	Aug 2010	Aug 2011	Jul 2012	Aug 2012
Northland	102	92	130	105
Auckland	192	248	308	284
Waikato	126	147	209	203
Bay of Plenty	74	88	125	111
Gisborne	14	16	8	11
Hawkes Bay	46	44	49	42
Taranaki	46	49	45	42
Manawatu/Wanganui	87	83	113	111
Wellington	66	84	82	78
Nelson	50	65	70	63
West Coast	13	20	17	18
Canterbury	140	238	239	209
Otago	56	77	77	72
Southland	54	53	42	38
New Zealand Total	1066	1304	1514	1387

Number of Sales - Comparison of All Rural Sales by Type for New Zealand

Rural Property Type	Aug 2010	Aug 2011	Jul 2012	Aug 2012
Arable	5	15	14	18
Dairy	17	28	29	21
Finishing	26	44	71	56
Forestry	10	12	9	9
Grazing	98	140	190	159
Horticulture	31	15	29	41
Special	5	11	14	14
Total All Farms	192	265	356	318
Lifestyle	1066	1304	1514	1387

Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	4	1	0	17	0	2	24	105
Auckland	0	0	4	0	15	8	1	28	284
Waikato	1	6	6	0	15	1	2	31	203
Bay of Plenty	0	1	2	0	3	8	1	15	111
Gisborne	1	1	1	2	3	1	0	9	11
Hawkes Bay	2	0	4	0	9	8	1	24	42
Taranaki	0	0	0	0	4	0	0	4	42
Manawatu/Wanganui	2	0	6	1	15	1	1	26	111
Wellington	4	0	1	0	6	0	0	11	78
Nelson	0	0	2	3	6	13	0	24	63
West Coast	0	3	1	0	3	0	0	7	18
Canterbury	6	2	10	2	31	1	4	56	209
Otago	1	0	6	1	19	0	0	27	72
Southland	1	4	12	0	13	0	2	32	38
New Zealand	18	21	56	9	159	41	14	318	1387

Median Farm Size ha. - Comparison of All Farm Sales by Type for New Zealand

Rural Property Type	Aug 2010	Aug 2011	Jul 2012	Aug 2012
Arable	10	39	45	33
Dairy	94	189	119	134
Finishing	86	119	42	52
Forestry	131	30	123	85
Grazing	74	98	75	77
Horticulture	5	10	6	5
Special	40	10	38	26
Total All Farms	62	92	64	58

Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland		157	22		47		10	44
Auckland			49		61	4	7	29
Waikato	56	85	18		50	3	24	48
Bay of Plenty		150	33		45	4	1	6
Gisborne	31	433	16	299	511	4		433
Hawkes Bay	7		151		79	12	9	22
Taranaki					73			73
Manawatu/Wanganui	45		26	274	194	2	3	78
Wellington	73		117		57			61
Nelson			593	123	138	9		11
West Coast		256	421		102			143
Canterbury	51	95	56	47	125	26	236	84
Otago	90		66	28	88			88
Southland	2	189	89		70		122	92
New Zealand	33	134	52	85	77	5	26	58

Median Selling Price Per Hectare (3 month) - Comparison of All Rural Sales by District and Type

Rural Property Type	Aug 2010	Aug 2011	Jul 2012	Aug 2012
New Zealand				
Arable	\$40,000	\$17,405	\$20,208	\$24,025
Dairy	\$36,667	\$31,050	\$22,679	\$24,492
Finishing	\$10,257	\$14,557	\$23,028	\$20,941
Forestry	\$6,222	\$4,772	\$3,130	\$4,400
Grazing	\$13,851	\$10,294	\$13,023	\$11,297
Horticulture	\$176,829	\$82,000	\$130,000	\$130,000
Special	\$26,250	\$63,000	\$15,940	\$19,934
Total All Farms	\$16,968	\$15,148	\$17,955	\$17,955
Northland				
Arable				
Dairy	\$21,267	\$21,500	\$17,464	\$11,830
Finishing		\$4,976	\$31,721	\$48,305
Forestry		\$6,897		
Grazing	\$10,500	\$5,582	\$10,765	\$10,464
Horticulture	\$125,253	\$82,000		
Special		\$281,818	\$19,868	\$13,273
Total All Farms	\$25,573	\$6,790	\$14,371	\$10,765
Auckland				
Arable				
Dairy	\$57,471			
Finishing	\$38,307		\$63,559	\$61,280
Forestry	\$10,709		\$1,672	
Grazing	\$18,333	\$20,442	\$30,993	\$19,697
Horticulture	\$544,028	\$899,057	\$406,685	\$219,373
Special			\$98,894	\$185,714
Total All Farms	\$28,785	\$20,892	\$36,581	\$48,579
Waikato				
Arable	\$45,333	\$12,857		\$16,987
Dairy	\$35,070	\$36,044	\$43,932	\$42,166
Finishing	\$3,563	\$25,966	\$29,318	\$53,255
Forestry				
Grazing	\$22,679	\$32,173	\$23,546	\$23,546
Horticulture	\$190,653			\$115,000
Special	\$70,225	\$63,000	\$716,999	\$716,999
Total All Farms	\$40,326	\$31,946	\$32,778	\$32,425
Bay of Plenty				
Arable	\$40,000			
Dairy	\$34,115	\$18,519	\$21,277	\$36,667
Finishing			\$28,841	\$28,841
Forestry			\$11,429	
Grazing	\$34,366	\$29,096	\$31,466	\$43,778
Horticulture	\$170,557	\$97,087	\$162,500	\$162,500
Special				\$1,350,000
Total All Farms	\$156,250	\$63,333	\$72,438	\$115,000
Gisborne				
Arable		\$36,111		\$23,871
Dairy			\$9,469	\$9,469
Finishing	\$5,180	\$478	\$37,982	\$37,982
Forestry	\$8,721	\$3,329	\$3,130	\$3,765

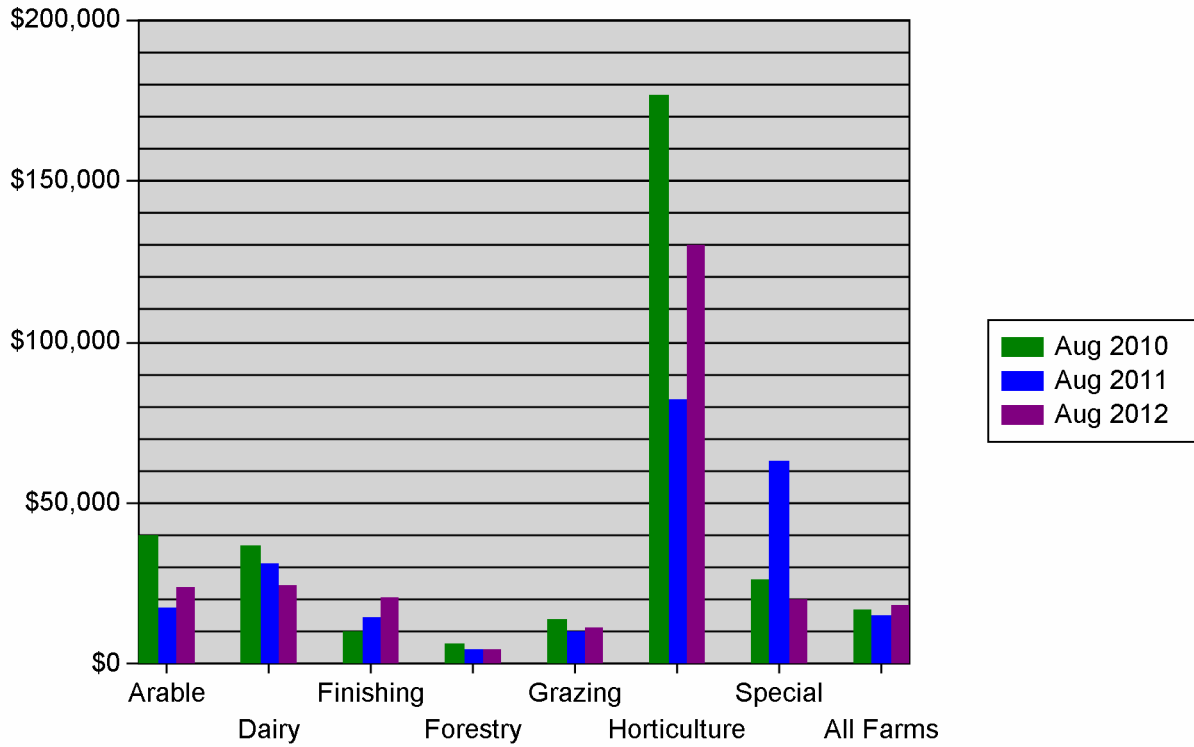
Rural Property Type		Aug 2010	Aug 2011	Jul 2012	Aug 2012
Gisborne	Grazing	\$9,626	\$9,388	\$3,913	\$3,913
	Horticulture		\$69,333	\$212,447	\$212,447
	Special		\$89,028		
	Total All Farms	\$5,240	\$7,040	\$9,469	\$4,472
Hawkes Bay	Arable		\$14,017	\$21,466	\$21,466
	Dairy			\$10,947	
	Finishing	\$5,440	\$14,040	\$14,130	\$14,480
	Forestry				
	Grazing	\$3,734	\$6,776	\$10,253	\$9,237
	Horticulture		\$34,570	\$71,014	\$66,478
	Special		\$465,000		\$148,864
	Total All Farms	\$4,443	\$9,113	\$21,479	\$18,467
Taranaki	Arable		\$4,674		
	Dairy	\$45,098	\$33,745	\$48,280	
	Finishing	\$5,539			
	Forestry		\$4,804		
	Grazing	\$30,360	\$28,947	\$6,006	\$31,030
	Horticulture				
	Special				
	Total All Farms	\$30,360	\$18,705	\$8,388	\$31,030
Manawatu/Wanganui	Arable		\$32,667	\$22,234	\$22,234
	Dairy	\$30,613	\$24,211		
	Finishing	\$11,493	\$19,776	\$18,750	\$19,375
	Forestry	\$1,361	\$2,335	\$1,206	\$1,206
	Grazing	\$12,199	\$4,418	\$6,832	\$7,618
	Horticulture			\$281,065	\$281,065
	Special		\$89,000	\$10,000	\$20,000
	Total All Farms	\$12,199	\$11,206	\$10,295	\$11,392
Wellington	Arable			\$48,455	\$17,264
	Dairy				
	Finishing	\$9,735	\$19,284	\$7,096	\$7,096
	Forestry	\$7,206			
	Grazing	\$5,394	\$6,125	\$23,189	\$13,518
	Horticulture				
	Special		\$9,683	\$5,032	
	Total All Farms	\$6,717	\$8,125	\$19,669	\$10,149
Nelson	Arable				
	Dairy		\$15,182	\$16,514	
	Finishing			\$27,574	\$16,558
	Forestry	\$2,422	\$3,365	\$2,253	\$2,317
	Grazing	\$15,518	\$6,483	\$6,333	\$6,502
	Horticulture		\$54,815	\$110,023	\$127,097
	Special				
	Total All Farms	\$14,787	\$11,014	\$20,854	\$72,013
West Coast	Arable				
	Dairy	\$22,896	\$13,782	\$17,007	\$17,586
	Finishing		\$5,399	\$4,855	\$4,855

Rural Property Type	Aug 2010	Aug 2011	Jul 2012	Aug 2012
West Coast	Forestry	\$3,884		
	Grazing	\$20,456	\$9,887	\$9,931
	Horticulture			
	Special			
	Total All Farms	\$18,630	\$11,309	\$11,655
Canterbury	Arable	\$35,625	\$28,919	\$21,422
	Dairy		\$40,614	\$49,899
	Finishing	\$14,120	\$8,908	\$28,150
	Forestry	\$6,242	\$18,449	\$12,251
	Grazing	\$14,902	\$11,072	\$13,025
	Horticulture		\$47,073	
	Special	\$36,250		\$7,717
	Total All Farms	\$15,400	\$12,743	\$18,892
Otago	Arable	\$219,077	\$9,155	\$12,027
	Dairy	\$39,141	\$11,516	\$22,679
	Finishing	\$5,135	\$7,888	\$13,953
	Forestry	\$7,101	\$10,412	\$4,821
	Grazing	\$7,034	\$7,011	\$11,113
	Horticulture			\$259,709
	Special		\$97,658	
	Total All Farms	\$7,101	\$9,065	\$11,702
Southland	Arable			\$33,845
	Dairy	\$40,706	\$33,493	\$20,424
	Finishing	\$12,547	\$26,034	\$23,028
	Forestry			
	Grazing	\$13,537	\$16,850	\$16,331
	Horticulture			
	Special	\$18,293	\$28,620	\$16,504
	Total All Farms	\$14,246	\$26,627	\$19,491

Median Sales, Lifestyle - 3 year comparison

District	Aug 2010	Aug 2011	Jul 2012	Aug 2012
Northland	\$350,000	\$300,000	\$336,500	\$330,000
Auckland	\$712,500	\$700,000	\$712,500	\$699,500
Waikato	\$394,500	\$410,000	\$455,000	\$467,500
Bay of Plenty	\$518,000	\$520,000	\$490,000	\$460,000
Gisborne	\$278,500	\$270,000	\$317,500	\$320,000
Hawkes Bay	\$413,250	\$500,000	\$430,000	\$382,500
Taranaki	\$333,750	\$372,500	\$360,000	\$360,000
Manawatu/Wanganui	\$280,000	\$318,000	\$330,000	\$332,500
Wellington	\$470,000	\$420,000	\$477,881	\$447,500
Nelson	\$454,000	\$590,000	\$465,000	\$390,000
West Coast	\$315,000	\$174,500	\$220,000	\$85,000
Canterbury	\$448,500	\$407,500	\$547,500	\$500,000
Otago	\$316,000	\$365,000	\$350,000	\$318,500
Southland	\$335,000	\$370,000	\$296,500	\$285,550
New Zealand Total	\$436,750	\$444,000	\$475,000	\$455,000

Farms - Median Price Per Hectare 3-Year Trend - All New Zealand



Lifestyle - Median Sale Price 3-Year Trend

