

Number of Sales, Farms - 3 year comparison

District	Sep 2010	Sep 2011	Aug 2012	Sep 2012
Northland	14	21	24	14
Auckland	8	15	28	36
Waikato	16	22	31	25
Bay of Plenty	16	16	15	12
Gisborne	3	10	9	6
Hawkes Bay	5	18	24	15
Taranaki	5	9	4	5
Manawatu/Wanganui	15	25	26	15
Wellington	6	18	11	7
Nelson	7	13	24	25
West Coast	5	1	7	7
Canterbury	23	33	56	55
Otago	19	26	27	27
Southland	22	30	32	20
New Zealand Total	164	257	318	269

Number of Sales, Lifestyle - 3 year comparison

District	Sep 2010	Sep 2011	Aug 2012	Sep 2012
Northland	87	92	105	102
Auckland	212	218	284	275
Waikato	111	146	203	202
Bay of Plenty	65	87	111	102
Gisborne	14	18	11	11
Hawkes Bay	40	40	42	45
Taranaki	38	42	42	44
Manawatu/Wanganui	96	79	111	108
Wellington	60	87	78	68
Nelson	56	53	63	58
West Coast	19	22	18	16
Canterbury	137	252	209	205
Otago	59	78	72	69
Southland	45	47	38	34
New Zealand Total	1039	1261	1387	1339

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

Rural Property Type	Sep 2010	Sep 2011	Aug 2012	Sep 2012
Arable	5	13	18	18
Dairy	12	19	21	9
Finishing	19	36	56	45
Forestry	8	15	9	6
Grazing	96	144	159	140
Horticulture	20	19	41	37
Special	4	11	14	14
Total All Farms	164	257	318	269
Lifestyle	1039	1261	1387	1339

Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	1	1	0	11	1	0	14	102
Auckland	0	0	8	0	17	9	2	36	275
Waikato	1	2	7	0	13	1	1	25	202
Bay of Plenty	0	0	1	0	1	9	1	12	102
Gisborne	1	1	0	2	1	0	1	6	11
Hawkes Bay	1	0	2	0	7	4	1	15	45
Taranaki	1	0	0	0	4	0	0	5	44
Manawatu/Wanganui	1	0	2	0	10	0	2	15	108
Wellington	4	0	0	0	3	0	0	7	68
Nelson	0	0	3	2	8	12	0	25	58
West Coast	0	3	0	0	4	0	0	7	16
Canterbury	6	1	8	1	35	1	3	55	205
Otago	2	0	5	1	18	0	1	27	69
Southland	1	1	8	0	8	0	2	20	34
New Zealand	18	9	45	6	140	37	14	269	1339

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

Rural Property Type	Sep 2010	Sep 2011	Aug 2012	Sep 2012
Arable	20	41	33	36
Dairy	100	185	134	256
Finishing	109	107	52	53
Forestry	131	30	85	33
Grazing	55	68	77	89
Horticulture	5	10	5	5
Special	4	10	26	8
Total All Farms	52	63	58	61

Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland		324	17		70	35		66
Auckland			49		66	2	11	26
Waikato	56	124	22		109	3	2	59
Bay of Plenty			23		266	5	1	6
Gisborne	31	433		41	436		1	53
Hawkes Bay	9		351		74	16	9	35
Taranaki	1				73			15
Manawatu/Wanganui	34		18		248		2	81
Wellington	73				61			61
Nelson			144	24	483	8		22
West Coast		256			86			125
Canterbury	75	178	78	85	125	26	424	85
Otago	55		40	28	111		8	81
Southland	2	361	55		68		122	68
New Zealand	36	256	53	33	89	5	8	61

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

Rural Property Type	Sep 2010	Sep 2011	Aug 2012	Sep 2012
New Zealand				
Arable	\$40,000	\$20,197	\$24,025	\$25,629
Dairy	\$37,634	\$29,668	\$24,492	\$19,604
Finishing	\$9,735	\$18,735	\$20,941	\$22,468
Forestry	\$6,222	\$5,714	\$4,400	\$7,778
Grazing	\$15,691	\$12,330	\$11,297	\$11,444
Horticulture	\$138,335	\$82,000	\$130,000	\$141,968
Special	\$108,017	\$54,054	\$19,934	\$58,022
Total All Farms	\$17,447	\$17,694	\$17,955	\$18,041
Northland				
Arable				
Dairy	\$17,051	\$21,500	\$11,830	\$9,288
Finishing			\$48,305	\$48,744
Forestry				
Grazing	\$8,741	\$5,969	\$10,464	\$6,366
Horticulture	\$157,626	\$80,593		\$10,537
Special			\$13,273	
Total All Farms	\$22,402	\$6,353	\$10,765	\$8,266
Auckland				
Arable				
Dairy	\$57,471			
Finishing		\$57,676	\$61,280	\$34,830
Forestry				
Grazing	\$18,258	\$20,892	\$19,697	\$21,194
Horticulture		\$800,851	\$219,373	\$291,850
Special	\$189,783		\$185,714	\$138,261
Total All Farms	\$18,450	\$30,030	\$48,579	\$43,581
Waikato				
Arable	\$45,333	\$12,857	\$16,987	\$16,987
Dairy	\$35,070	\$47,343	\$42,166	\$25,857
Finishing			\$53,255	\$30,993
Forestry				
Grazing	\$20,742	\$21,130	\$23,546	\$12,494
Horticulture	\$150,844		\$115,000	\$115,000
Special	\$1,049,180	\$128,121	\$716,999	\$1,359,143
Total All Farms	\$34,776	\$24,890	\$32,425	\$16,987
Bay of Plenty				
Arable	\$40,000			
Dairy		\$20,805	\$36,667	
Finishing			\$28,841	\$24,348
Forestry				
Grazing	\$20,887	\$30,048	\$43,778	\$10,526
Horticulture	\$153,834	\$96,044	\$162,500	\$145,822
Special			\$1,350,000	\$1,350,000
Total All Farms	\$106,806	\$51,457	\$115,000	\$133,458
Gisborne				
Arable		\$78,351	\$23,871	\$23,871
Dairy			\$9,469	\$9,469
Finishing	\$4,897	\$739	\$37,982	
Forestry	\$8,721	\$4,691	\$3,765	\$5,916

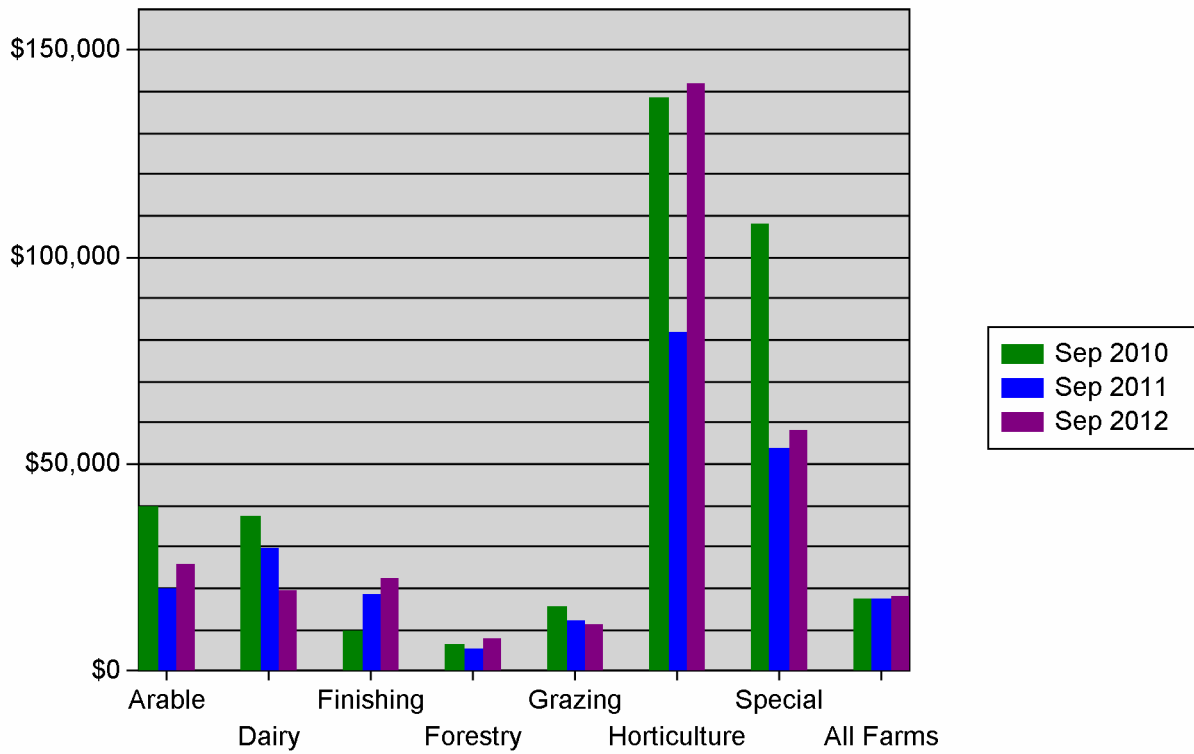
Rural Property Type	Sep 2010	Sep 2011	Aug 2012	Sep 2012	
Gisborne	Grazing		\$3,175	\$3,913	\$4,472
	Horticulture	\$65,333		\$212,447	
	Special		\$88,967		\$278,219
	Total All Farms	\$8,721	\$3,815	\$4,472	\$8,451
Hawkes Bay	Arable		\$19,915	\$21,466	\$13,520
	Dairy				
	Finishing	\$5,440	\$22,404	\$14,480	\$10,107
	Forestry				
	Grazing	\$6,032	\$5,703	\$9,237	\$9,237
	Horticulture		\$88,832	\$66,478	\$66,478
	Special		\$465,000	\$148,864	\$148,864
	Total All Farms	\$6,014	\$10,067	\$18,467	\$14,829
	Taranaki	Arable		\$4,674	
Dairy					
Finishing		\$5,539			
Forestry			\$4,738		
Grazing		\$39,891	\$13,378	\$31,030	\$31,030
Horticulture					
Special					
Total All Farms		\$30,360	\$7,346	\$31,030	\$51,292
Manawatu/Wanganui	Arable		\$32,667	\$22,234	\$27,546
	Dairy	\$38,601			
	Finishing	\$6,536	\$20,993	\$19,375	\$30,938
	Forestry	\$1,361	\$2,955	\$1,206	
	Grazing	\$22,014	\$8,240	\$7,618	\$5,704
	Horticulture			\$281,065	
	Special		\$45,286	\$20,000	\$64,264
	Total All Farms	\$11,493	\$16,096	\$11,392	\$11,044
Wellington	Arable			\$17,264	\$17,264
	Dairy				
	Finishing	\$9,735	\$19,284	\$7,096	
	Forestry	\$7,206	\$5,714		
	Grazing	\$7,093	\$8,125	\$13,518	\$9,969
	Horticulture		\$18,000		
	Special		\$9,683		
	Total All Farms	\$8,416	\$8,636	\$10,149	\$9,969
Nelson	Arable				
	Dairy				
	Finishing			\$16,558	\$12,153
	Forestry	\$2,422	\$6,757	\$2,317	\$12,276
	Grazing	\$15,628	\$6,879	\$6,502	\$3,401
	Horticulture		\$69,918	\$127,097	\$127,291
	Special		\$8,232		
	Total All Farms	\$15,407	\$7,681	\$72,013	\$35,693
West Coast	Arable				
	Dairy	\$23,478	\$29,374	\$17,586	\$17,586
	Finishing			\$4,855	

Rural Property Type	Sep 2010	Sep 2011	Aug 2012	Sep 2012
West Coast				
Forestry				
Grazing	\$13,938		\$3,142	\$8,589
Horticulture				
Special				
Total All Farms	\$20,456	\$29,374	\$13,379	\$14,035
Canterbury				
Arable	\$31,641	\$31,000	\$24,958	\$26,907
Dairy		\$40,734	\$44,513	\$48,379
Finishing	\$14,120	\$8,235	\$26,336	\$16,758
Forestry	\$17,568	\$32,047	\$12,251	\$6,503
Grazing	\$14,794	\$14,644	\$14,400	\$14,400
Horticulture	\$24,141	\$21,580	\$80,769	\$80,769
Special		\$18,573	\$12,316	\$16,915
Total All Farms	\$15,903	\$18,573	\$16,805	\$16,695
Otago				
Arable	\$41,793	\$9,065	\$12,027	\$25,337
Dairy	\$39,141	\$11,516		
Finishing	\$5,042	\$10,053	\$15,440	\$19,768
Forestry	\$7,101	\$7,539	\$4,821	\$8,123
Grazing	\$8,607	\$10,606	\$10,235	\$10,025
Horticulture				
Special		\$97,658		\$21,208
Total All Farms	\$8,575	\$10,509	\$11,000	\$12,027
Southland				
Arable			\$48,697	\$48,697
Dairy	\$38,988	\$32,432	\$22,433	\$35,157
Finishing	\$12,547	\$26,034	\$19,946	\$21,435
Forestry				
Grazing	\$12,757	\$30,000	\$10,909	\$25,492
Horticulture				
Special	\$19,912		\$16,504	\$16,504
Total All Farms	\$13,555	\$29,834	\$19,932	\$22,791

Median Sales, Lifestyle - 3 year comparison

District	Sep 2010	Sep 2011	Aug 2012	Sep 2012
Northland	\$375,000	\$285,000	\$330,000	\$317,500
Auckland	\$681,250	\$681,500	\$699,500	\$689,000
Waikato	\$350,000	\$382,500	\$467,500	\$436,000
Bay of Plenty	\$565,000	\$520,000	\$460,000	\$482,500
Gisborne	\$264,750	\$315,000	\$320,000	\$320,000
Hawkes Bay	\$367,500	\$475,000	\$382,500	\$372,000
Taranaki	\$344,688	\$390,650	\$360,000	\$380,000
Manawatu/Wanganui	\$275,000	\$300,000	\$332,500	\$340,000
Wellington	\$427,500	\$455,000	\$447,500	\$434,500
Nelson	\$500,000	\$480,000	\$390,000	\$442,500
West Coast	\$235,000	\$174,500	\$85,000	\$75,250
Canterbury	\$427,500	\$430,000	\$500,000	\$465,000
Otago	\$320,000	\$321,250	\$318,500	\$310,000
Southland	\$357,500	\$330,000	\$285,550	\$340,750
New Zealand Total	\$427,500	\$430,000	\$455,000	\$450,000

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



Lifestyle - Median Sale Price 3-Year Trend

