

Number of Sales, Farms - 3 year comparison

District	Oct 2010	Oct 2011	Sep 2012	Oct 2012
Northland	12	23	14	12
Auckland	11	23	36	37
Waikato	15	23	25	24
Bay of Plenty	16	18	12	10
Gisborne	4	9	6	5
Hawkes Bay	5	20	15	12
Taranaki	3	10	5	5
Manawatu/Wanganui	21	22	15	16
Wellington	3	18	7	7
Nelson	10	20	25	28
West Coast	4	3	7	7
Canterbury	19	42	55	52
Otago	13	26	27	23
Southland	11	29	20	18
New Zealand Total	147	286	269	256

Number of Sales, Lifestyle - 3 year comparison

District	Oct 2010	Oct 2011	Sep 2012	Oct 2012
Northland	68	86	102	98
Auckland	212	199	275	304
Waikato	109	149	202	194
Bay of Plenty	80	74	102	96
Gisborne	13	10	11	9
Hawkes Bay	52	37	45	44
Taranaki	38	31	44	43
Manawatu/Wanganui	94	81	108	117
Wellington	58	90	68	72
Nelson	54	44	58	63
West Coast	21	16	16	17
Canterbury	157	253	205	212
Otago	67	77	69	73
Southland	30	50	34	36
New Zealand Total	1053	1197	1339	1378

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

Rural Property Type	Oct 2010	Oct 2011	Sep 2012	Oct 2012
Arable	4	11	18	17
Dairy	8	17	9	13
Finishing	11	43	45	41
Forestry	9	15	6	8
Grazing	88	168	140	129
Horticulture	23	22	37	35
Special	4	10	14	13
Total All Farms	147	286	269	256
Lifestyle	1053	1197	1339	1378

Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	2	1	0	8	1	0	12	98
Auckland	0	1	7	1	13	11	4	37	304
Waikato	2	2	6	0	13	1	0	24	194
Bay of Plenty	0	2	0	0	1	6	1	10	96
Gisborne	1	0	0	2	1	0	1	5	9
Hawkes Bay	0	0	2	0	5	3	2	12	44
Taranaki	1	0	0	0	4	0	0	5	43
Manawatu/Wanganui	3	1	2	0	8	0	2	16	117
Wellington	4	0	0	0	2	1	0	7	72
Nelson	0	0	2	3	11	11	1	28	63
West Coast	0	2	0	0	5	0	0	7	17
Canterbury	5	2	8	1	34	1	1	52	212
Otago	1	0	3	1	17	0	1	23	73
Southland	0	1	10	0	7	0	0	18	36
New Zealand	17	13	41	8	129	35	13	256	1378

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

Rural Property Type	Oct 2010	Oct 2011	Sep 2012	Oct 2012
Arable	30	41	36	38
Dairy	74	162	256	125
Finishing	131	93	53	82
Forestry	90	30	33	33
Grazing	53	63	89	88
Horticulture	7	9	5	5
Special	4	18	8	8
Total All Farms	43	57	61	61

Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland		184	17		76	35		51
Auckland		80	36	104	36	4	8	25
Waikato	52	124	37		79	3		60
Bay of Plenty		103			266	6	1	6
Gisborne	31			41	436		1	31
Hawkes Bay			351		173	16	250	104
Taranaki	1				105			80
Manawatu/Wanganui	31	76	83		122		2	76
Wellington	49				43	12		32
Nelson			655	39	349	6	30	33
West Coast		285			62			70
Canterbury	79	239	78	13	107	26	424	89
Otago	21		84	28	169		8	88
Southland		361	141		75			100
New Zealand	38	125	82	33	88	5	8	61

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

Rural Property Type	Oct 2010	Oct 2011	Sep 2012	Oct 2012
New Zealand				
Arable	\$32,538	\$19,634	\$25,629	\$25,520
Dairy	\$27,808	\$29,668	\$19,604	\$27,368
Finishing	\$9,908	\$18,847	\$22,468	\$20,402
Forestry	\$5,343	\$5,812	\$7,778	\$9,510
Grazing	\$14,972	\$16,013	\$11,444	\$11,671
Horticulture	\$175,000	\$84,960	\$141,968	\$157,838
Special	\$108,017	\$36,313	\$58,022	\$90,807
Total All Farms	\$18,124	\$18,878	\$18,041	\$19,872
Northland				
Arable				
Dairy	\$16,497		\$9,288	\$13,167
Finishing			\$48,744	\$48,744
Forestry				
Grazing	\$8,500	\$10,605	\$6,366	\$4,973
Horticulture	\$149,531	\$80,593	\$10,537	\$10,537
Special				
Total All Farms	\$13,221	\$10,827	\$8,266	\$7,827
Auckland				
Arable				
Dairy				\$25,000
Finishing		\$57,676	\$34,830	\$29,660
Forestry				\$3,077
Grazing	\$18,258	\$20,932	\$21,194	\$26,132
Horticulture	\$234,818	\$281,807	\$291,850	\$221,154
Special	\$189,783		\$138,261	\$412,467
Total All Farms	\$18,568	\$35,095	\$43,581	\$50,911
Waikato				
Arable	\$45,333		\$16,987	\$18,698
Dairy	\$12,329	\$47,343	\$25,857	\$25,857
Finishing	\$9,908		\$30,993	\$35,913
Forestry		\$82,610		
Grazing	\$19,862	\$18,421	\$12,494	\$12,494
Horticulture	\$150,844		\$115,000	\$115,000
Special	\$1,049,180	\$128,121	\$1,359,143	
Total All Farms	\$21,622	\$22,857	\$16,987	\$20,006
Bay of Plenty				
Arable				
Dairy		\$25,182		\$32,212
Finishing		\$21,541	\$24,348	
Forestry	\$21,400			
Grazing	\$20,887	\$16,385	\$10,526	\$10,526
Horticulture	\$183,652	\$99,929	\$145,822	\$135,547
Special			\$1,350,000	\$1,350,000
Total All Farms	\$143,056	\$28,184	\$133,458	\$104,991
Gisborne				
Arable		\$78,351	\$23,871	\$23,871
Dairy			\$9,469	
Finishing	\$4,897	\$739		
Forestry	\$8,721	\$4,720	\$5,916	\$5,916

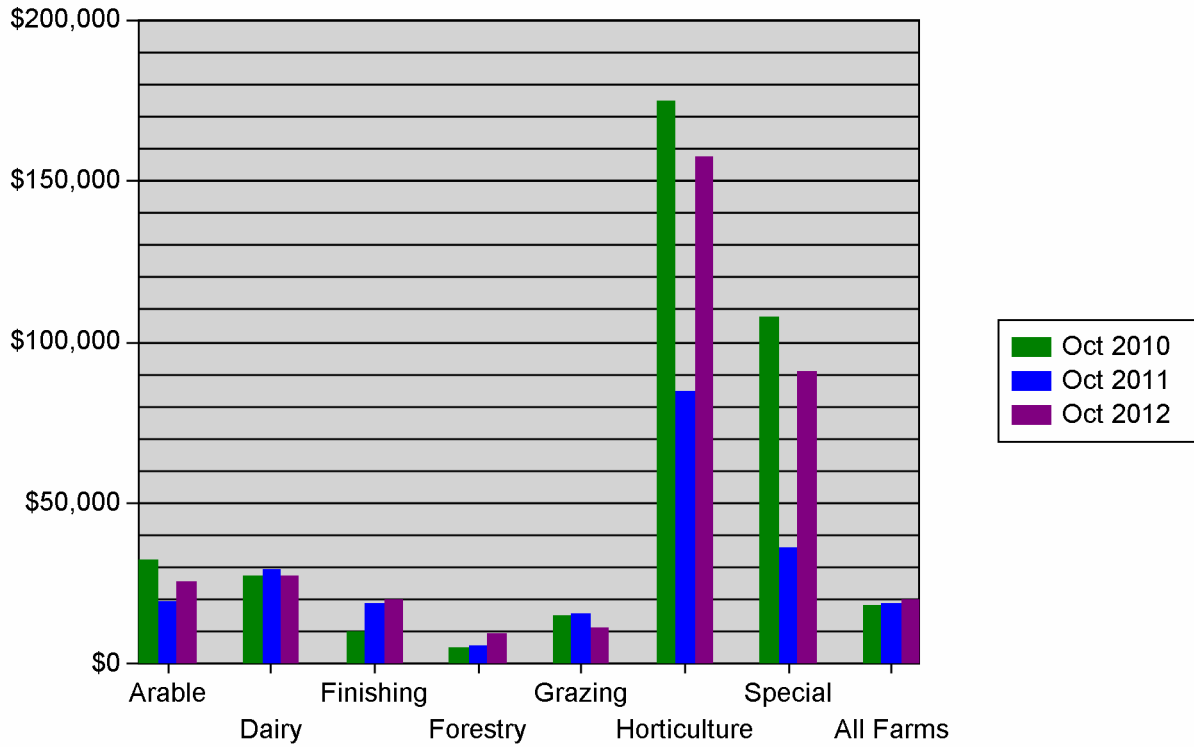
Rural Property Type		Oct 2010	Oct 2011	Sep 2012	Oct 2012
Gisborne	Grazing		\$3,175	\$4,472	\$4,472
	Horticulture	\$245,667	\$106,471		
	Special		\$88,967	\$278,219	\$278,219
	Total All Farms	\$37,027	\$3,846	\$8,451	\$7,432
Hawkes Bay	Arable		\$19,915	\$13,520	
	Dairy				
	Finishing	\$6,014	\$22,404	\$10,107	\$10,107
	Forestry				
	Grazing	\$16,758	\$10,067	\$9,237	\$8,075
	Horticulture		\$88,376	\$66,478	\$65,000
	Special			\$148,864	\$78,970
	Total All Farms	\$15,802	\$18,671	\$14,829	\$14,753
	Taranaki	Arable		\$4,674	\$659,000
Dairy			\$41,316		
Finishing					
Forestry			\$4,738		
Grazing		\$27,601	\$10,692	\$31,030	\$6,697
Horticulture					
Special					
Total All Farms		\$27,601	\$6,070	\$51,292	\$10,833
Manawatu/Wanganui	Arable		\$17,405	\$27,546	\$25,106
	Dairy	\$35,370			\$27,368
	Finishing	\$11,493	\$23,049	\$30,938	\$27,727
	Forestry	\$2,456	\$2,086		
	Grazing	\$24,017	\$9,767	\$5,704	\$7,286
	Horticulture				
	Special		\$45,286	\$64,264	\$64,264
	Total All Farms	\$22,580	\$18,523	\$11,044	\$16,194
Wellington	Arable	\$23,256	\$4,265	\$17,264	\$27,115
	Dairy				
	Finishing		\$19,284		
	Forestry	\$7,206	\$3,588		
	Grazing	\$4,559	\$8,125	\$9,969	\$7,610
	Horticulture		\$18,000		\$3,846
	Special		\$9,683		
	Total All Farms	\$7,206	\$7,473	\$9,969	\$10,149
Nelson	Arable				
	Dairy		\$23,684		
	Finishing		\$11,500	\$12,153	\$7,149
	Forestry	\$2,422	\$7,219	\$12,276	\$13,654
	Grazing	\$16,361	\$16,429	\$3,401	\$3,642
	Horticulture	\$115,832	\$60,081	\$127,291	\$141,968
	Special		\$8,232		\$4,993
	Total All Farms	\$16,361	\$20,056	\$35,693	\$18,965
West Coast	Arable				
	Dairy	\$23,478	\$29,374	\$17,586	\$19,497
	Finishing				

Rural Property Type	Oct 2010	Oct 2011	Sep 2012	Oct 2012
West Coast				
Forestry				
Grazing	\$7,419	\$7,500	\$8,589	\$14,035
Horticulture				
Special				
Total All Farms	\$13,938	\$8,967	\$14,035	\$17,586
Canterbury				
Arable	\$23,282	\$31,000	\$26,907	\$28,077
Dairy	\$43,029	\$36,766	\$48,379	\$47,935
Finishing	\$11,356	\$13,647	\$16,758	\$15,529
Forestry	\$17,568	\$32,047	\$6,503	\$12,308
Grazing	\$13,492	\$21,547	\$14,400	\$17,005
Horticulture	\$24,141	\$21,580	\$80,769	\$80,769
Special		\$18,573	\$16,915	\$25,236
Total All Farms	\$14,189	\$21,564	\$16,695	\$18,666
Otago				
Arable	\$41,793	\$3,000	\$25,337	\$38,647
Dairy	\$39,141			
Finishing	\$5,200	\$8,856	\$19,768	\$14,856
Forestry		\$7,539	\$8,123	\$8,123
Grazing	\$7,757	\$10,606	\$10,025	\$8,333
Horticulture				
Special		\$97,658	\$21,208	\$21,208
Total All Farms	\$8,575	\$10,118	\$12,027	\$9,501
Southland				
Arable		\$15,984	\$48,697	
Dairy		\$29,668	\$35,157	\$35,157
Finishing	\$11,018	\$21,931	\$21,435	\$22,677
Forestry				
Grazing	\$14,673	\$30,000	\$25,492	\$27,181
Horticulture				
Special	\$19,912		\$16,504	
Total All Farms	\$13,574	\$26,034	\$22,791	\$23,194

Median Sales, Lifestyle - 3 year comparison

District	Oct 2010	Oct 2011	Sep 2012	Oct 2012
Northland	\$317,500	\$310,000	\$317,500	\$298,000
Auckland	\$681,250	\$711,000	\$689,000	\$710,000
Waikato	\$360,000	\$425,000	\$436,000	\$442,500
Bay of Plenty	\$509,500	\$543,000	\$482,500	\$486,500
Gisborne	\$226,000	\$554,500	\$320,000	\$267,000
Hawkes Bay	\$350,000	\$395,000	\$372,000	\$344,000
Taranaki	\$309,063	\$405,000	\$380,000	\$400,000
Manawatu/Wanganui	\$245,000	\$296,000	\$340,000	\$330,000
Wellington	\$447,500	\$480,000	\$434,500	\$398,500
Nelson	\$491,000	\$500,000	\$442,500	\$498,000
West Coast	\$235,000	\$165,000	\$75,250	\$90,000
Canterbury	\$411,000	\$430,000	\$465,000	\$475,000
Otago	\$410,000	\$350,000	\$310,000	\$380,000
Southland	\$265,000	\$288,612	\$340,750	\$358,750
New Zealand Total	\$425,000	\$435,000	\$450,000	\$460,250

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



Lifestyle - Median Sale Price 3-Year Trend

