

Number of Sales, Farms - 3 year comparison

District	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Northland	16	23	14	22
Auckland	16	23	36	40
Waikato	23	40	34	53
Bay of Plenty	25	23	11	16
Gisborne	4	6	13	12
Hawkes Bay	12	18	10	12
Taranaki	16	25	13	26
Manawatu/Wanganui	21	24	23	34
Wellington	3	8	5	11
Nelson	11	18	24	32
West Coast	5	7	4	6
Canterbury	32	71	49	61
Otago	10	29	29	27
Southland	19	38	16	30
New Zealand Total	213	353	281	382

Number of Sales, Lifestyle - 3 year comparison

District	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Northland	90	91	115	121
Auckland	191	226	334	361
Waikato	123	164	205	214
Bay of Plenty	97	76	95	116
Gisborne	14	11	10	10
Hawkes Bay	51	65	60	61
Taranaki	35	30	45	49
Manawatu/Wanganui	77	85	128	135
Wellington	64	60	87	93
Nelson	57	60	70	78
West Coast	15	10	11	13
Canterbury	159	248	234	245
Otago	65	77	76	75
Southland	51	57	46	47
New Zealand Total	1089	1260	1516	1618

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

Rural Property Type	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Arable	12	15	14	20
Dairy	43	50	30	63
Finishing	16	57	44	64
Forestry	14	10	12	9
Grazing	87	194	138	172
Horticulture	36	23	31	34
Special	5	4	12	20
Total All Farms	213	353	281	382
Lifestyle	1089	1260	1516	1618

Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	3	1	0	15	2	1	22	121
Auckland	0	5	3	1	23	4	4	40	361
Waikato	3	23	6	0	21	0	0	53	214
Bay of Plenty	0	5	0	0	5	6	0	16	116
Gisborne	0	0	2	0	2	8	0	12	10
Hawkes Bay	0	0	4	1	2	3	2	12	61
Taranaki	0	11	2	1	11	0	1	26	49
Manawatu/Wanganui	5	5	8	1	15	0	0	34	135
Wellington	4	0	2	0	3	2	0	11	93
Nelson	0	0	2	2	12	8	8	32	78
West Coast	0	2	0	0	4	0	0	6	13
Canterbury	7	5	13	2	32	0	2	61	245
Otago	1	1	3	1	19	1	1	27	75
Southland	0	3	18	0	8	0	1	30	47
New Zealand	20	63	64	9	172	34	20	382	1618

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

Rural Property Type	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Arable	32	103	45	62
Dairy	109	141	96	90
Finishing	125	80	105	98
Forestry	39	71	40	41
Grazing	86	80	61	60
Horticulture	5	7	7	9
Special	20	189	11	50
Total All Farms	65	83	58	66

Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland		75	25		59	7	10	47
Auckland		115	59	104	41	5	2	43
Waikato	49	69	34		51			61
Bay of Plenty		133			66	8		48
Gisborne			285		381	7		9
Hawkes Bay			336	175	352	9	277	198
Taranaki		76	804	68	79		2,401	80
Manawatu/Wanganui	31	96	51	258	110			76
Wellington	44		206		204	16		66
Nelson			476	31	35	10	77	31
West Coast		144			44			74
Canterbury	202	238	78	17	84		60	89
Otago	59	145	307	34	113	13	13	100
Southland		169	119		62		58	119
New Zealand	62	90	98	41	60	9	50	66

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

Rural Property Type	Dec 2010	Dec 2011	Nov 2012	Dec 2012
New Zealand				
Arable	\$24,773	\$20,897	\$26,908	\$24,929
Dairy	\$35,074	\$37,045	\$37,166	\$34,483
Finishing	\$12,490	\$20,445	\$18,950	\$18,852
Forestry	\$6,113	\$7,666	\$7,341	\$4,114
Grazing	\$13,636	\$13,854	\$16,829	\$16,511
Horticulture	\$179,167	\$137,055	\$88,889	\$89,139
Special	\$92,500	\$10,614	\$57,634	\$13,292
Total All Farms	\$23,675	\$20,445	\$22,885	\$23,070
Northland				
Arable	\$19,688			
Dairy	\$15,942		\$17,045	\$17,045
Finishing			\$48,744	\$6,120
Forestry	\$6,140	\$2,848		
Grazing	\$6,494	\$11,301	\$14,079	\$6,944
Horticulture	\$114,644		\$71,073	\$295,537
Special		\$9,783		\$202,273
Total All Farms	\$12,627	\$10,827	\$15,715	\$11,910
Auckland				
Arable	\$95,539			
Dairy	\$10,274		\$25,000	\$21,881
Finishing		\$49,791	\$27,522	\$24,552
Forestry			\$3,077	\$3,077
Grazing	\$22,920	\$20,766	\$26,786	\$23,056
Horticulture	\$379,447	\$257,227	\$183,671	\$171,671
Special			\$734,127	\$1,217,063
Total All Farms	\$73,526	\$35,095	\$34,305	\$25,029
Waikato				
Arable	\$12,295		\$21,569	\$21,569
Dairy	\$37,829	\$32,000	\$40,561	\$42,258
Finishing	\$6,109	\$15,090	\$35,913	\$40,446
Forestry		\$55,989		
Grazing	\$24,164	\$27,530	\$29,489	\$29,933
Horticulture				
Special	\$28,448	\$115,729		
Total All Farms	\$27,322	\$29,972	\$30,463	\$37,278
Bay of Plenty				
Arable				
Dairy	\$32,715	\$28,867	\$32,212	\$33,471
Finishing		\$21,541		
Forestry	\$13,743			
Grazing		\$12,003	\$49,101	\$12,500
Horticulture	\$192,991	\$200,276	\$88,889	\$88,797
Special				
Total All Farms	\$160,000	\$28,142	\$66,667	\$41,772
Gisborne				
Arable		\$115,311		
Dairy				
Finishing			\$11,669	\$11,669
Forestry		\$4,486	\$7,432	

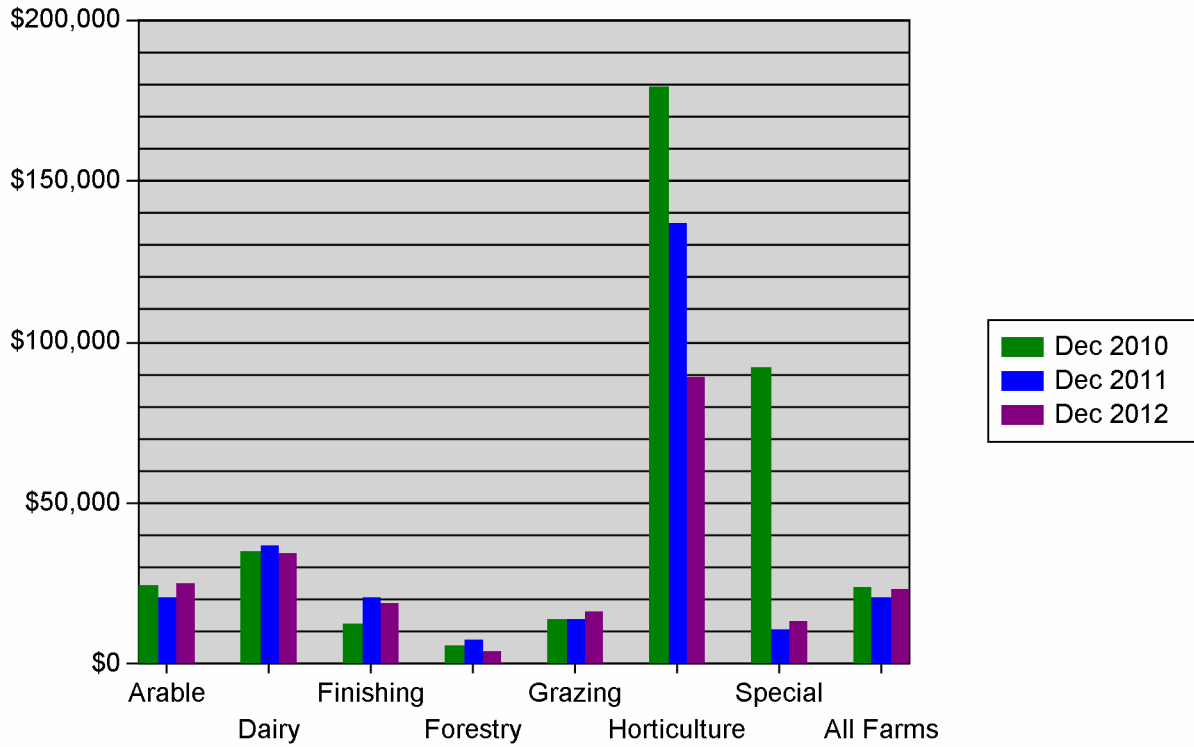
Rural Property Type	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Gisborne				
Grazing	\$14,769	\$5,964	\$3,572	\$3,572
Horticulture	\$271,500	\$106,471	\$79,286	\$79,643
Special			\$278,219	
Total All Farms	\$68,738	\$7,757	\$57,857	\$62,540
Hawkes Bay				
Arable		\$14,724		
Dairy				
Finishing		\$26,875	\$6,122	\$7,848
Forestry		\$5,223	\$4,114	\$4,114
Grazing	\$8,602	\$11,283	\$14,464	\$7,944
Horticulture		\$109,534	\$94,012	\$112,778
Special			\$9,077	\$8,419
Total All Farms	\$8,602	\$12,532	\$8,576	\$8,456
Taranaki				
Arable			\$659,000	
Dairy	\$44,375	\$42,773	\$42,807	\$39,762
Finishing		\$42,652	\$2,999	\$5,105
Forestry			\$2,279	\$2,279
Grazing	\$9,773	\$36,779	\$10,774	\$10,716
Horticulture	\$112,500			
Special			\$2,124	\$2,124
Total All Farms	\$42,967	\$41,316	\$34,375	\$26,879
Manawatu/Wanganui				
Arable	\$40,387	\$25,829	\$25,106	\$25,106
Dairy	\$24,203	\$22,364	\$27,773	\$27,773
Finishing	\$19,632	\$21,085	\$16,529	\$20,270
Forestry	\$4,965		\$1,299	\$1,299
Grazing	\$7,424	\$4,414	\$10,184	\$11,131
Horticulture	\$112,500			
Special			\$108,527	
Total All Farms	\$19,632	\$12,911	\$16,179	\$18,298
Wellington				
Arable	\$23,256	\$4,089	\$32,648	\$26,504
Dairy				
Finishing		\$38,974		\$23,115
Forestry	\$2,925	\$1,461		
Grazing		\$12,202	\$5,042	\$4,240
Horticulture			\$26,263	\$26,263
Special	\$511,696			
Total All Farms	\$23,256	\$4,959	\$28,710	\$18,852
Nelson				
Arable	\$7,561			
Dairy		\$20,239		
Finishing		\$11,500	\$18,317	\$13,090
Forestry		\$29,966	\$10,897	\$13,584
Grazing	\$4,215	\$24,890	\$10,980	\$17,915
Horticulture	\$127,101	\$64,994	\$190,053	\$149,011
Special			\$4,993	\$3,710
Total All Farms	\$14,095	\$26,530	\$21,925	\$20,796
West Coast				
Arable				
Dairy	\$26,590	\$25,077		\$21,373
Finishing				

Rural Property Type	Dec 2010	Dec 2011	Nov 2012	Dec 2012
West Coast				
Forestry				
Grazing	\$6,301	\$9,754	\$16,587	\$14,824
Horticulture				
Special				
Total All Farms	\$26,415	\$12,037	\$16,587	\$15,103
Canterbury				
Arable	\$20,182	\$21,435	\$23,883	\$24,752
Dairy	\$37,719	\$48,596	\$47,935	\$47,475
Finishing	\$13,254	\$19,503	\$16,821	\$18,852
Forestry	\$1,804	\$41,667	\$23,321	\$23,321
Grazing	\$20,328	\$18,545	\$21,741	\$26,893
Horticulture		\$34,457		
Special	\$55,741	\$4,274		\$13,994
Total All Farms	\$19,342	\$20,534	\$21,754	\$25,526
Otago				
Arable		\$6,058	\$38,647	\$29,237
Dairy	\$40,507	\$31,580	\$34,483	\$34,483
Finishing	\$7,246	\$8,526	\$13,801	\$9,121
Forestry	\$11,193		\$4,695	\$1,268
Grazing	\$7,082	\$9,268	\$9,946	\$11,100
Horticulture	\$25,281	\$127,870	\$40,476	\$40,476
Special	\$323,000	\$11,446	\$21,208	\$34,772
Total All Farms	\$12,801	\$9,799	\$12,745	\$13,242
Southland				
Arable		\$15,984		
Dairy	\$34,423	\$39,752	\$42,655	\$34,107
Finishing	\$22,074	\$24,710	\$22,468	\$18,834
Forestry	\$931			
Grazing	\$17,384	\$12,451	\$24,319	\$22,522
Horticulture				
Special			\$24,461	\$24,461
Total All Farms	\$24,096	\$19,646	\$23,539	\$21,750

Median Sales, Lifestyle - 3 year comparison

District	Dec 2010	Dec 2011	Nov 2012	Dec 2012
Northland	\$277,500	\$314,375	\$320,000	\$345,000
Auckland	\$720,000	\$720,000	\$726,750	\$729,000
Waikato	\$420,000	\$475,000	\$435,000	\$459,500
Bay of Plenty	\$480,000	\$571,500	\$497,000	\$475,000
Gisborne	\$454,810	\$312,500	\$323,500	\$638,500
Hawkes Bay	\$390,000	\$495,000	\$395,500	\$460,000
Taranaki	\$351,000	\$432,500	\$450,000	\$450,000
Manawatu/Wanganui	\$320,000	\$292,000	\$330,000	\$330,000
Wellington	\$495,500	\$411,000	\$425,000	\$471,000
Nelson	\$495,000	\$570,000	\$518,500	\$505,750
West Coast	\$210,000	\$261,500	\$290,000	\$295,000
Canterbury	\$450,000	\$465,000	\$515,000	\$510,000
Otago	\$430,000	\$405,000	\$410,000	\$430,000
Southland	\$297,000	\$337,000	\$355,000	\$320,000
New Zealand Total	\$445,000	\$476,250	\$475,000	\$490,000

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



Lifestyle - Median Sale Price 3-Year Trend

