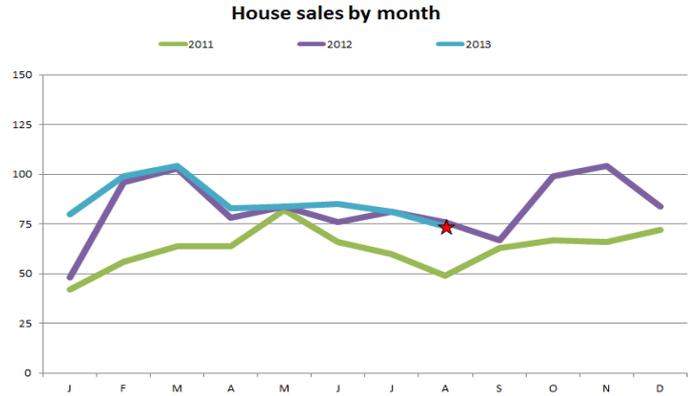
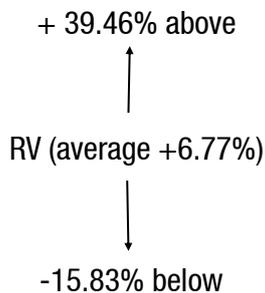


August Overview

Residential sales for Marlborough/Kaikoura are on the decline with only 74 in August compared to July's 81 sales. Section sales remain steady with a further 7 sold in August. The median sale price for August was \$275,000, down from July's \$295,000 while the median number of days to sell has risen from 38 days in July to 47 days in August. The number of properties on the market for sale (both sections and homes) are on the decrease.



Sell Price to Rateable Value Ratio - August



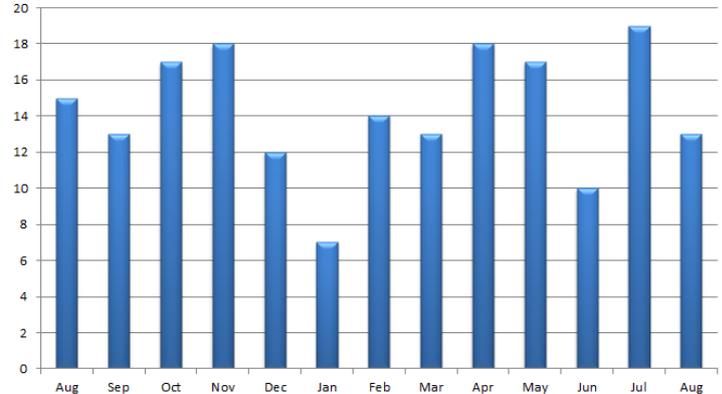
Rateable Value vs Sale Price

We monitor the sale price of properties and make comparisons with their rateable values. Many buyers take into account the rateable value when considering what price to offer for a property. For the month of August, on average, residential properties are selling at 6.77% above their rateable value and in the extreme 39.46% above rateable value and 15.83% below rateable value.

LVR Restrictions

Harcourts CEO Hayden Duncan says the restrictions, which will come into effect on 1 October 2013 are stricter than expected. They will have no impact on the real housing issue of low supply. Instead it will penalise first home buyers who are already struggling to enter the market and have little effect on rising house prices. Those who can afford to pay more will continue to do so. "It is not high loan-to-value ratios, or first home buyers, who are causing property prices to rise. It is simply the fact New Zealand, and particularly Auckland and Christchurch, do not have enough housing stock to meet the demands of our population and investors," Mr Duncan says. The restrictions will reduce the amount of high LVR loans banks can offer, making it more difficult to get a mortgage with a deposit of less than 20%

New Building Consents issued 2012/13



Rural Roundup:

A noticeable increase in rural transactions occurred last month, as parties started securing properties leading into summer. The one million dollar and below lifestyle sector property received good interest and with similar properties limited in availability the prices remain buoyant. A 17 hectare vineyard sold in the Rapaura area in excess of \$3,000,000 which is reflective of current vineyard price levels of between \$150,000 to \$185,000 per hectare. There is reasonable interest from overseas parties

Residential Sales by Price: (Marl)

Under \$300,000	31
Under \$400,000	14
Under \$500,000	8
Under \$600,000	2
Over \$600,000	4

Rural Sales: (Marl/Kaikoura/Picton)

Grazing:	1
Lifestyle Block:	4
Horticulture	1

Sales Overview: (Marl/Kaikoura/Picton)

1 Bedroom	1
2 Bedroom	10
3 Bedroom	40
4 Bedroom	17
5 Bedroom +	4