

## MARLBOROUGH

### December Overview

Activity in residential sales for Marlborough/Kaikoura rose slightly to 87 sales in December (given the short month) compared to 82 in November. Section sales remained steady with 7 sales compared to 6 sales in November. The median sale price for December remained fairly static at \$302,500 compared to November's \$303,750. The median number of days to sell dropped in December to 40 days compared to November's 49 days. With less properties coming to the market and more buyer interest we are seeing plenty of multi-offers and as a result more Vendors are selling either at asking price or just above. We are also seeing a remarkable shortage in the availability of rental properties. Well qualified tenants are currently struggling to source accommodation in the region.

### Rateable Value vs Sale Price

We monitor the sale price of properties and make comparisons with their RV's. Many buyers take into account the rateable value when considering what price to offer for a property. For the month of December, on average, residential properties were selling at 10% above their rateable value and in the extreme 66.04% above rateable value and 41.76% below rateable value.

### Commercial Update

We are currently experiencing a quieter marketplace in that supply is unable to meet demand. Although we have plenty of investors seeking between 7.5 to 8.5 % return there is a shortage of investment properties available. We have retail interest from businesses looking to relocate or open new premises but their space and other requirements are difficult to meet. Given these difficulties in finding appropriate space there is definitely opportunity for development properties out there including land for build and lease opportunities. While we also have several large tenancies seeking better located space, the commercial rental market is still basically a tenants market with landlords starting to offer incentives to gain those longer term leases.

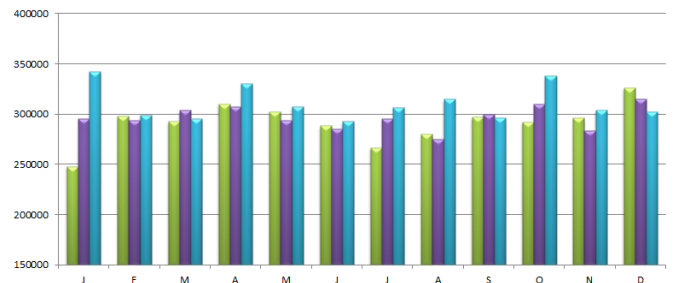
### Rural Roundup

2014 ended on a high for rural/lifestyle sales in the region. Twenty six properties ranging from lifestyle blocks, horticulture, grazing, arable and dairy changed hands in December. The vast majority of the sales were lifestyle blocks and many of those were located in the Sounds. The biggest sale for the month was a 235 hectare dairy block in Picton.

The trend for viticulture properties has slowed over Christmas but we expect to see that pick up again in the New Year as New Zealand wine drinkers are now enjoying the results of two good vintage years and the outlook for the sector is positive.

### MEDIAN SALE PRICE

2012 2013 2014



### SALE PRICE TO RATEABLE VALUE RATIO

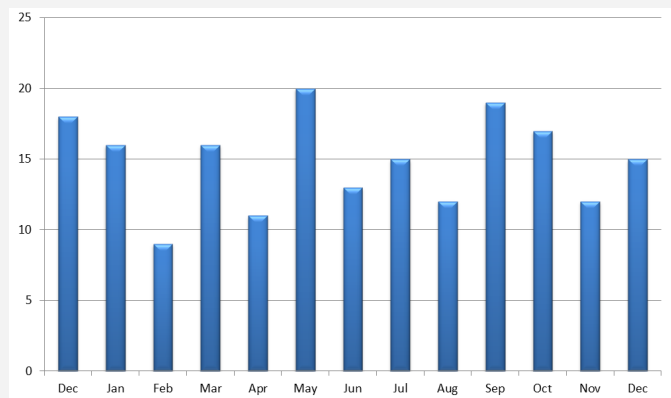
DECEMBER 2014

ABOVE  
RV  
**+66.04**

RV AVERAGE  
**+10%**

BELOW  
RV  
**-41.76**

### NEW BUILDING CONSENTS ISSUED 2013/2014



### Residential Sales (Marlborough)

Under \$300,000	31
Under \$400,000	22
Under \$500,000	9
Under \$600,000	4
Over \$600,000	3

### Rural Sales (Marl, Kaik, Pict)

Lifestyle Block	18
Horticulture	1
Grazing	5
Arable	1
Dairy	1

### Sales Overview (Marl, Kaik, Pict)

1 Bedroom	0
2 Bedroom	18
3 Bedroom	50
4 Bedroom	14
5 Bedroom + 4	