

MARLBOROUGH

June Overview

Residential sales for Marlborough/Kaikoura dropped slightly to 68 in June compared to May's 70 sales. Section sales also dropped slightly with 9 in June compared to 14 in May, again, the majority of which were in the Boulevard Park on Taylor subdivision. The median sale price for June dropped to \$292,500 compared to May's \$307,500. The median number of days to sell has dropped from 62 days in May to 53 days in June. Again the largest number of properties changing hands were in the under \$300,000 price bracket with a further 29 sales. There were only 8 sales in the over \$500,000 price bracket, this is the second month in a row we have seen low numbers in the upper price brackets.

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 June, on average, residential properties were selling at 5.57% above their rateable value and in the extreme 39.53% above rateable value and 30% below rateable value.

Commercial Update

The key message is to look after your tenants. There is an increasing number of vacant shops within the CBD, although there is some inquiry for spaces over 300m² (but in the prime location of Market Street). Warehouse/workshop space is quiet, with some good vacant space. Office space - quantity and quality has increased and with the re-strengthening of Porse House expected to be completed by October/November; Blenheim CBD will then have a wealth of space to choose from. Motel enquiry is now quiet and we note that there have been very few sales over the last four years, indicating purchasers are possibly requiring a higher return.

On the positive side there are a number of investors searching for that right commercial property as a passive investment. There are a number of good high profile sites available for redevelopment and there are some motivated vendors and landlords.

Rural Roundup

Expansion is a term getting used in Marlborough at the moment with a number of companies looking at the future and the business potential for them. This is very applicable in the rural sector with many industries looking at growth. The vineyard market is steady with good enquiry. A number of larger lifestyle properties have sold recently, these were on the market for a while and the vendors have finally been rewarded for their patience. On another note, while Marlborough is not a significant contributor to the dairy industry there is a surprising amount of dairy farms in the region, so we will be watching the results the recently announced payout cuts will have on the region.

Residential Sales (Marlborough)

—● Under \$300,000	29
—● Under \$400,000	17
—● Under \$500,000	2
—● Under \$600,000	1
—● Over \$600,000	4

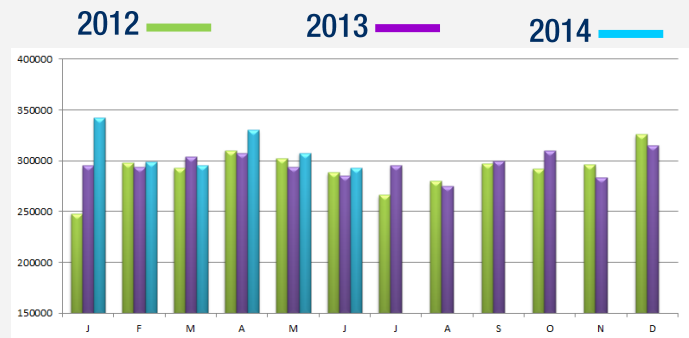
Rural Sales (Marl, Kaik, Pict)

—● Lifestyle Block	8
—● Arable	1
—● Horticulture	1
—● Grazing	5

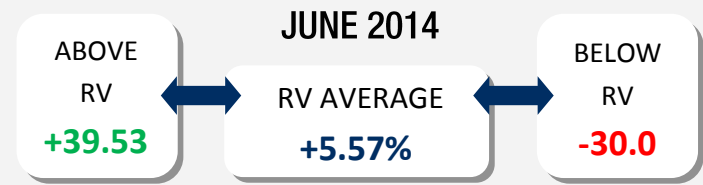
Sales Overview (Marl, Kaik, Pict)

—● 1 Bedroom	1
—● 2 Bedroom	16
—● 3 Bedroom	37
—● 4 Bedroom	11
—● 5 Bedroom + 3	

MEDIAN SALE PRICE



SALE PRICE TO RATEABLE VALUE RATIO



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