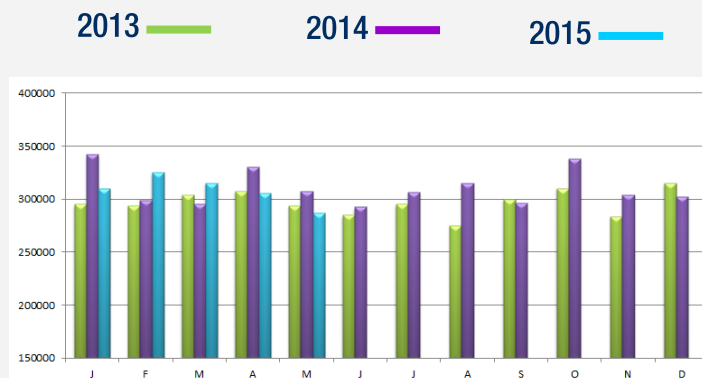


MARLBOROUGH

May Overview

Activity in residential sales for Marlborough/Kaikoura decreased to 80 sales in May compared to 85 in April. Section sales also remained steady with 5 sales compared to 4 sales in April. The median sale price for May dropped to \$287,000 compared to April's \$305,500. This is the lowest we have seen since August 2013. The median number of days to sell is on the decrease slightly in May to 41 days compared to April's 49 days. We are still seeing a large number of sourced properties selling without coming to the market and properties selling very quickly. The number of properties currently on the market is the lowest it has been for several years, making this the ideal time to bring a property to the market.

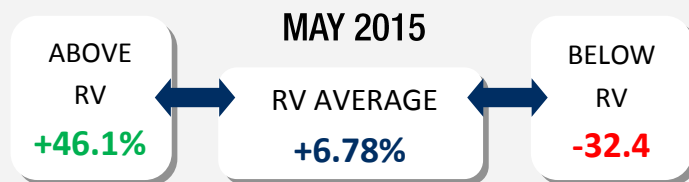
MEDIAN SALE PRICE



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 May on average, residential properties were selling at 6.78% above their rateable value and in the extreme 46.1% above rateable value and 32.4% below rateable value.

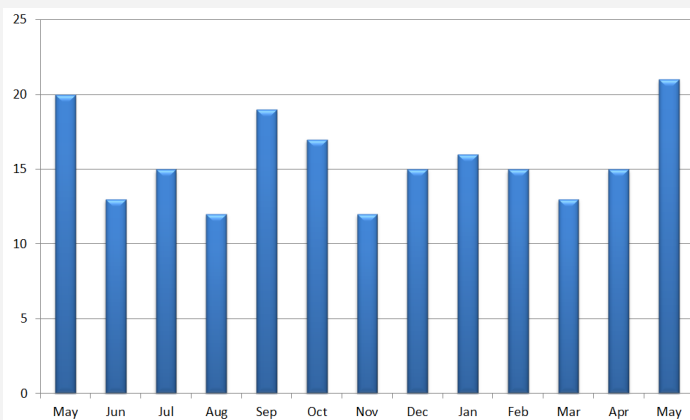
SALE PRICE TO RATEABLE VALUE RATIO



Property Management Update

April saw a very quiet month with properties rented in Marlborough a mere 30* in total compared with 44 for the same period in 2014. May was more active with 74 properties rented but this is still a reduction on the 2014 comparison of 91. April is traditionally quiet due to the grape harvest and winter is generally quieter, but these figures suggest that less people are moving house and fewer new rental properties are coming to the market. This is certainly reflected in the current level of properties available for rent. Whilst this is of concern we are not seeing the desperation and large enquiry level that we reported earlier in the year. *Figures from the Ministry of Business, Innovation and Employment from bonds lodged with the Tenancy Services Bond Centre.

NEW BUILDING CONSENTS ISSUED 2014/2015



Rural Roundup

Rural/Lifestyle properties are still selling steadily. In May we saw four more vineyards changing hands along with seven lifestyle blocks and three grazing blocks around the Marlborough region. Many properties are still being sourced for purchase rather than being actively on the market. Our team have recently had a very successful time at the national Fieldays in Mystery Creek. We were impressed with the number of visitors and the enquiry level to our exhibition. We were lucky enough to have had several of our key rural and lifestyle properties showcased at the Fieldays ensuring Marlborough was well and truly on the map as an investment or destination option.

Residential Sales (Marlborough)

Under \$300,000	41
Under \$400,000	14
Under \$500,000	6
Under \$600,000	4
Over \$600,000	1

Rural Sales (Marl, Kaik, Pict)

Lifestyle Block	7
Horticulture	4
Grazing	3

Sales Overview (Marl, Kaik, Pict)

1 Bedroom	0
2 Bedroom	15
3 Bedroom	48
4 Bedroom	16
5 Bedroom + 1	