

MARLBOROUGH

February Overview

Activity in residential sales for Marlborough/Kaikoura jumped to 93 sales in February compared to 63 in January. Section sales remained steady with 10 sales compared to 9 sales in January. The median sale price for February rose to \$325,000 compared to January's \$310,000. The median number of days to sell rose in February to 44 days compared to January's 34 days. As the market is buoyant we are seeing good numbers of attendees at open homes and properties are being put into contract within a short time. The vast majority of property transactions are locals upsizing and a steady number of investors. We are also still seeing high demand for quality rental properties particularly in the Springlands/Witherlea areas.

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 February, on average, residential properties were selling at 7.57% above their rateable value and in the extreme 27.3% above rateable value and 25.5% below rateable value.

Commercial Update

Enquiry is low at the moment however tax time does that to most businesses. It is still a tenant's market in regards to office space with disability access becoming more and more important. That lift to the second floor may yet still be required based on feedback to clients from the council. A reminder for all commercial and industrial owners that the seismic strength of your premises is still very relevant. Most tenant or purchaser enquiry request this prior to making any decision. Banks are still pushing the 67% NBS for their lending criteria and many purchasers want to be able to assess their risk should they need to carry out future works to the building. There are still some good purchasers and investors out there, some looking to grow their business and others to grown their portfolio.

Rural Roundup

Lifestyle blocks are the most popular seller in the rural sector in February with eleven properties changing hands from the Sounds through to Wairau Valley. Three sold through a tender process but the majority were private treaty sales. Activity in the viticulture sector is mixed with harvest on the horizon, but some bigger wine producers are still looking to expand. The onset of powdery mildew has already seen some vineyard's writing off their harvests. On a positive note Marlborough's GDP has increased by \$213 million thanks to our thriving wine industry - the third highest increase in the country.

Residential Sales (Marlborough)

Under \$300,000	38
Under \$400,000	23
Under \$500,000	10
Under \$600,000	4
Over \$600,000	4

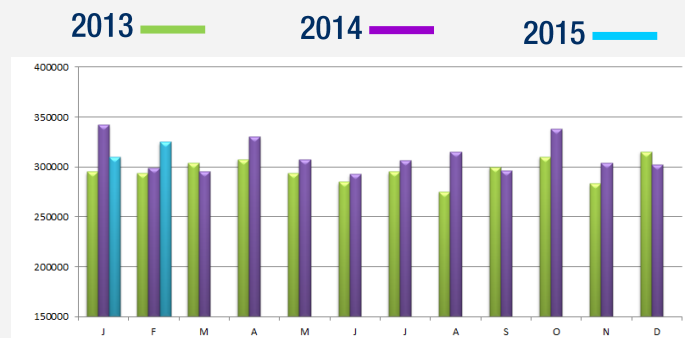
Rural Sales (Marl, Kaik, Pict)

Lifestyle Block	11
Horticulture	1
Finishing	1
Dairy	1

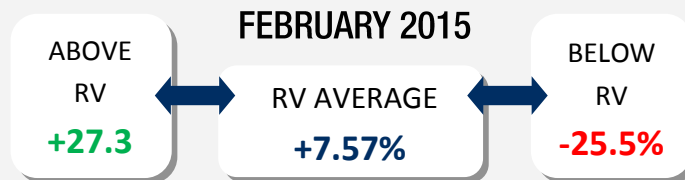
Sales Overview (Marl, Kaik, Pict)

1 Bedroom	4
2 Bedroom	17
3 Bedroom	42
4 Bedroom	26
5 Bedroom + 4	

MEDIAN SALE PRICE



SALE PRICE TO RATEABLE VALUE RATIO



NEW BUILDING CONSENTS ISSUED 2014/2015

