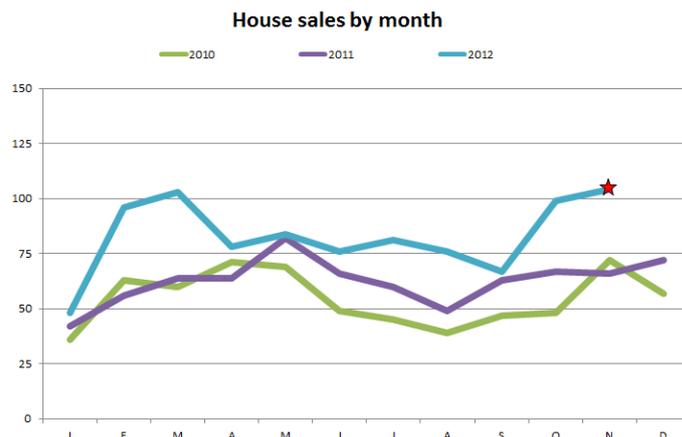
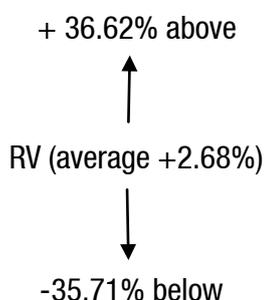


House sales continue to rise

The 'change in address' cards are on the increase yet again in November with 104 homes being sold with the majority (40 sales) in the under \$300,000 price bracket. Median days to sell has decreased from 57 days to 46 days and multiple offers are now becoming increasingly expected, which is great news for our Vendors. 11 sections changed hands last month, predominately in the Council's Boulevard Park on Taylor subdivision. The over \$500,000 price bracket saw an additional 6 sales.



Sell Price to Rateable Value Ratio - November

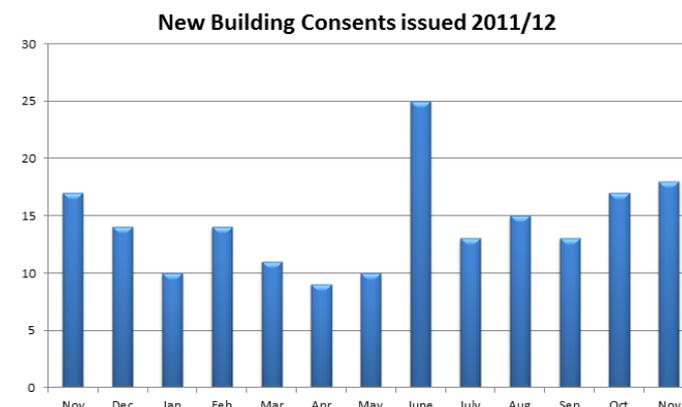


The Property Pool

The number of properties available for sale is on the increase, 688 in September, 291 in October and 704 in November. However, properties are getting snapped up more quickly with the average days on the market dropping steadily since August to November's 46 days.

New building consents

The Marlborough District Council's November figures show that Council granted 18 new housing consents, an increase from last month and 18 new housing addition consents up on 11 last month. Nine commercial consents were issued last month with seismic strengthening becoming common. A total of 96 consents were issued for the month, encouraging for our local tradespeople.



Rural Roundup:

Summer has hit the Marlborough region with hot temperatures and a pretty consistent wind. The combination of these two factors and very limited rainfall in November – one of the lowest on record - has the irrigation systems working hard to keep the crops and grazing land producing results. Ken the moon/weather man is saying it as well as the Met service – a tough dry summer is here and will continue for a while. The last 6 months of sales in Marlborough have covered a wide spectrum with the lowest recorded sale being a mere \$107,500 to the highest of \$4,550,000. Many millions of dollars have changed hands with a total of 70 rural properties having new owners. Looking at the numbers there were 29 properties up to the value of \$500,000 sold, 20 properties up to \$1,000,000 sold and 21 properties sold over \$1,000,000. There is a genuine positive buzz in the rural scene and we look forward to 2013.

Residential Sales by Price: (Marl)

Under \$300,000	40
Under \$400,000	16
Under \$500,000	8
Under \$600,000	2
Over \$600,000	4

Rural Sales: (Marl/Kaikoura/Picton)

Horticulture:	2
Lifestyle Block:	8
Grazing:	1
Finishing:	1
Forestry:	1

Sales Overview: (Marl/Kaikoura/Picton)

1 Bedroom	2
2 Bedroom	10
3 Bedroom	58
4 Bedroom	20
5 Bedroom +	4