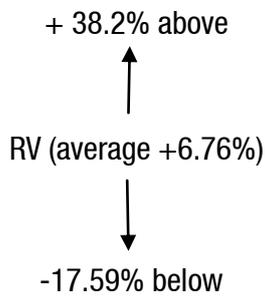


## October Overview

Residential sales for Marlborough/Kaikoura are on the decline with only 71 in October compared to September's 85 sales. Section sales remain steady with a further 6 sold in October. The median sale price for October was \$310,000, an increase on September's \$300,000 while the median number of days to sell has dropped from 38 days in September to 32 days in October. The number of properties on the market for sale (both sections and homes) remain steady.

## Sell Price to Rateable Value Ratio - October



## LVR Update

In Marlborough the average sales price for a residential house rose by 3.3% meaning we have yet to see any impact of LVR restrictions on property prices. The average sale price is 6% up on the same time last year. There has however, been a drop off in the number of buyers at the lower end of the market - namely first home purchasers. It is unsurprising then the average price is up, with lower value homes in less demand. The LVR restrictions mean there is less risk in the loans the banks are writing. However, it doesn't solve the problem the Reserve Bank set out to fix—an overheated property market. For first home buyers the LVR restrictions are merely a delaying tactic, it may stop them entering the market in the short term but there are options available without a 20% deposit. As first home buyers become more aware of these options the LVR restrictions will have less impact.

## Rural Roundup:

Nervously optimistic, could be a term used to describe the viticulture industry, with many hundreds of hectares of vineyards currently under development and excellent growth on present vines. The industry has flourished under lovely growing weather which can only be seen as positive for the region. There have been some large transactions involving millions of dollars between parties as confidence gives those in the game a chance to expand their operations. There is an increasing trend of lifestyle block sales, with a some excellent properties available and options available from \$400,000 upwards.

## Residential Sales by Price: (Marl)

Under \$300,000	24
Under \$400,000	13
Under \$500,000	7
Under \$600,000	5
Over \$600,000	5

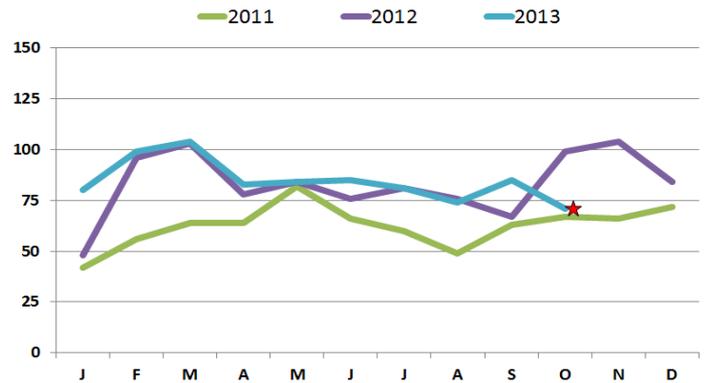
## Rural Sales: (Marl/Kaikoura/Picton)

Lifestyle Block: 6

## Sales Overview: (Marl/Kaikoura/Picton)

1 Bedroom	1
2 Bedroom	17
3 Bedroom	31
4 Bedroom	15
5 Bedroom +	6

## House sales by month



## Rateable Value vs Sale Price

We monitor the sale price of properties and make comparisons with their rateable values. Many buyers take into account the rateable value when considering what price to offer for a property. For the month of October, on average, residential properties are selling at 6.76% above their rateable value and in the extreme 38.2% above rateable value and 17.59% below rateable value.

## New Building Consents issued 2012/13

