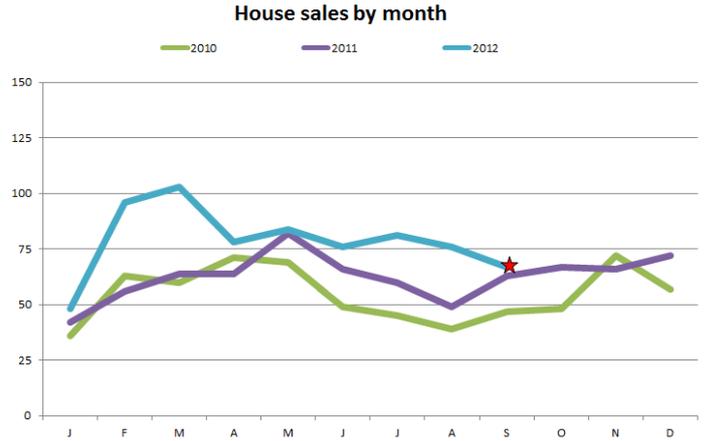
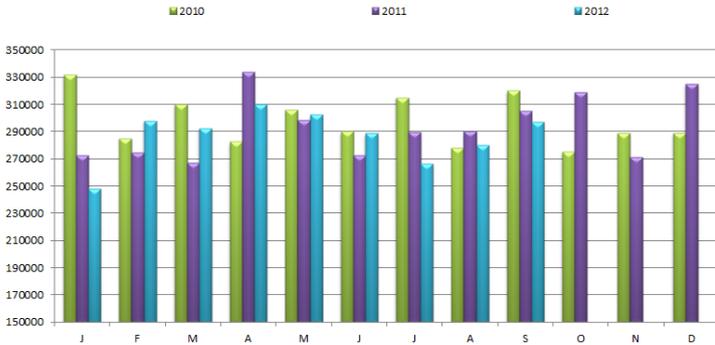


House sales by month

We are seeing real pressure on prices due to an old cliché of supply and demand, with less homes in the marketplace. There were 67 residential sales in September, down for the third consecutive month. No surprise to see the median days to sell has dropped to 50 days, down from August's 62 days. Still good strength with first home buyers and investors dominating the market. Good news for the builders, there were 13 section sales in September which will flow through to new builds in the new year.



Residential Median Sales Prices



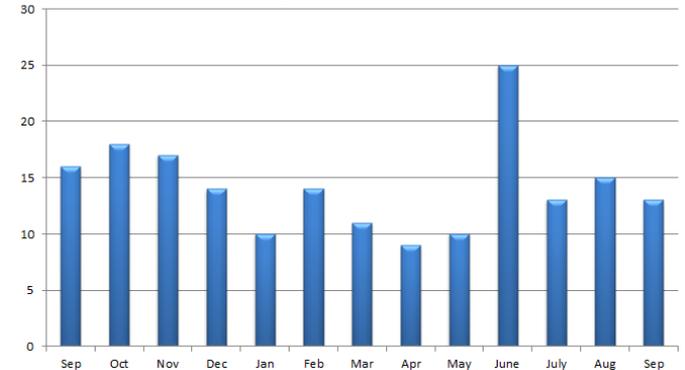
Median Sale Price

This has been on the increase for the past three months due to higher priced properties starting to sell, with ten properties selling over \$500,000, this bodes well for the top end of the market moving forward. As would be expected the average list to sale ratio has tightened up with several examples of properties selling above list price.

New building consents

The Marlborough District Council's latest figures show that there were 15 new housing addition consents issued in September, just down from August's 19 consents. There were 8 consents granted for removal/demolition and the Council granted 13 new housing consents and 15 consents for new log fires. There were a total of 80 consents issued valued at just over six million dollars.

New Building Consents issued 2011/12



Rural Roundup:

With over 4000 hectares of rural Marlborough real estate selling in the month of September, it shows that the last few months of increased sales was more than a blip on the radar. A combination of forestry, grazing and lifestyle blocks made up the numbers with sales totalling over \$17.5 million. With a brilliant summer forecasted and a real positive vibe in the viticulture industry for Marlborough we have seen a change in the market where buyers hesitation has lead to disappointment as some properties have sold quicker than expected and at times having multiple offers. There are limited quality listings coming to the market and this has had an influence on price as buyers in this market start competing for quality listings. The number of vineyards selling has decreased as buyers and sellers balance the financial returns against vendors expectations.

Residential Sales by Price: (Marl)

Under \$300,000	23
Under \$400,000	15
Under \$500,000	4
Under \$600,000	4
Over \$600,000	2

Rural Sales: (Marl/Kaikoura/Picton)

Horticulture:	2
Lifestyle Block:	5
Forestry:	1
Grazing:	5

Sales Overview: (Marl/Kaikoura/Picton)

1 Bedroom	1
2 Bedroom	13
3 Bedroom	43
4 Bedroom	14
5 Bedroom +	3