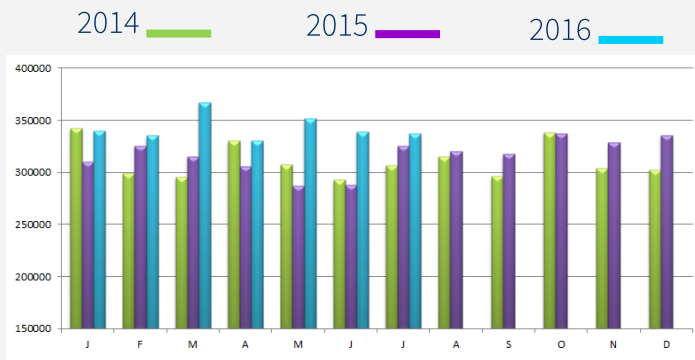


## MARLBOROUGH

### July Overview

- Activity in residential sales for Marlborough/Kaikoura is 86 sales compared to 98 sales in June.
- There were 18 section sales for July compared to 20 in June.
- The median sale price dropped to \$337,000 compared to June's \$339,000.
- The median number of days to sell dropped slightly in July to 24 days compared to June's 27 days.
- We are still in a hot sellers market—our property stock levels are the lowest in at least 8 years.

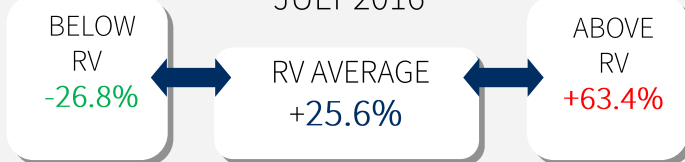
### MEDIAN SALE PRICE



### Property Management Update

Winter can be a really bad time for condensation on windows and if left can cause mould on the windows and curtains resulting in damage that tenants may be held liable for. All properties need to be aired on a regular basis, preferable daily, even if just for a few minutes. The average household produces eight litres of moisture every day through cooking, showering etc. A recent change to the Residential Tenancies Act is that all rental properties be insulated to specific standards and all new tenancy agreements specify what the insulation is (if known). Owners have until 1st July 2019 to comply. We will be progressively checking all properties and, where required, arranging for the property to be upgraded to the required levels.

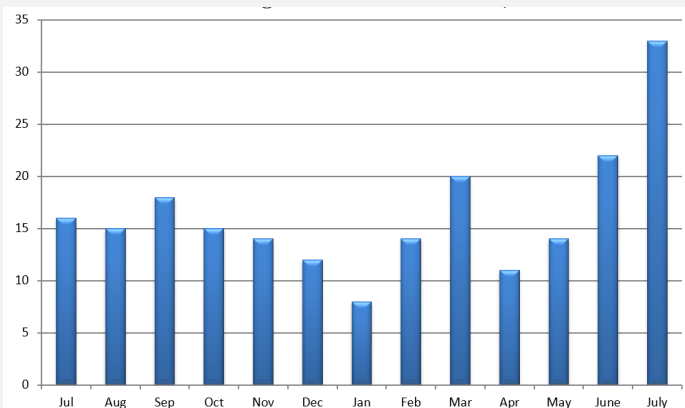
### SALE PRICE TO RATEABLE VALUE RATIO JULY 2016



### Rural Roundup

As winter really hits over the last few weeks, the big freeze as some have called it, is reflective of the current property stock on the market at the moment. While we always see a decrease in properties coming to the market over the winter months, this year has been one out of the box, with the impact being felt across the country. Enquiry levels locally are through the roof with out-of-towners and locals alike looking for lifestyle properties. Demand for vineyards is still high for both contracted and non-contracted properties. International investors are always looking around for investments offering good returns, particularly in the forestry sector. Our largest sector of sales continues to be in lifestyle blocks.

### NEW BUILDING CONSENTS ISSUED 2015/2016



### Residential Sales (Marlborough)

Under \$300,000	20
Under \$400,000	33
Under \$500,000	10
Under \$600,000	3
Over \$600,000	5

### Rural Sales (Marl, Kaik, Pict)

Lifestyle Block	13
Grazing	1
Finishing	1
Horticulture	4
Forestry	3

### Sales Overview (Marl, Kaik, Pict)

1 Bedroom	3
2 Bedroom	18
3 Bedroom	49
4 Bedroom	12
5 Bedroom + 4	



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