

21,513
Total number
of houses in
Hibiscus Coast
(Census 2013)

The Hibiscus Coast market has been very much aligned with the Greater Auckland market, which largely saw prices flat line throughout 2018. Although the North Shore has seen a 10 percent decline in median prices, the Hibiscus Coast area has seen a -3 percent adjustment so far.

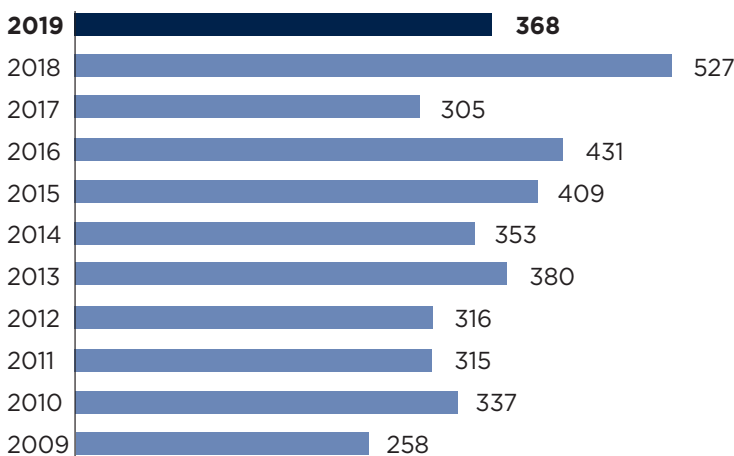
Our local market is aided by the continued growth and construction in the area, coupled with Aucklanders seeking an affordable beach lifestyle which is within commute distance to the city if required.

In January the Reserve Bank of New Zealand eased their Loan to Value Ratio restrictions, with banks now able to provide 20 percent of new owner occupier loans to owner occupier borrowers with deposits of less than 20 percent. This easing in requirements should act as a positive stimulus for increasing transactional activity in the market, particularly with the Hibiscus Coast strongly attracting first home buyers and young families. The low interest rates, elevated migration, and the ongoing housing shortage, will underpin the Hibiscus Coast market in the longer term.

For those seeking a sale during 2019, Bayleys' three Hibiscus Coast offices are well-placed to perform for you, with a host of strategies designed to utilise local and national marketing to our vendors' advantage, when reaching a broader buyer base. Due to this we have seen an average sale price within our offices at 14.7% above the market average and properties that we are marketing selling 38 days faster.

If you are thinking about your property needs at present and are looking for a professional to give you some no obligation advice, please feel free to contact one of the Bayleys Hibiscus Coast team.

Sales Volumes by year for January/February/March



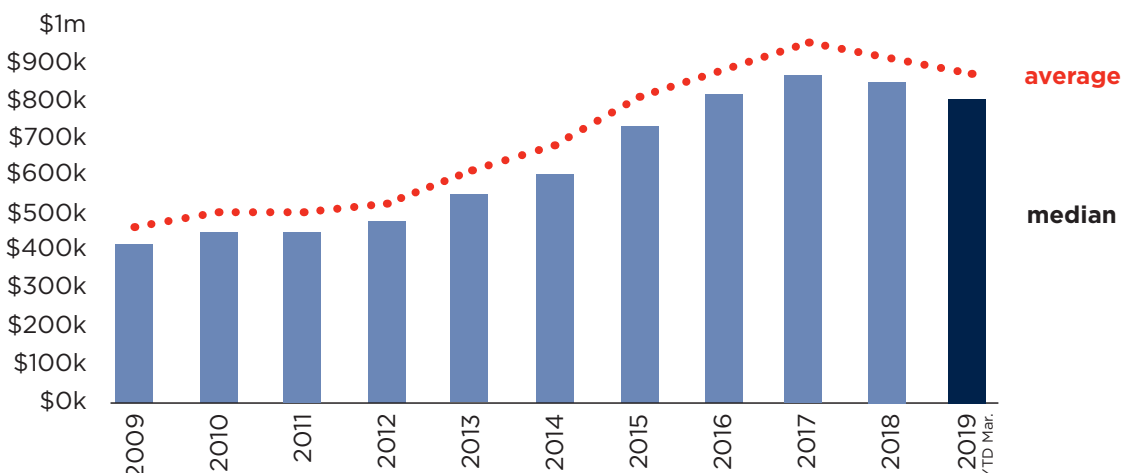
368

residential
properties sold in
March Quarter

1,124

properties for
sale today

Sales values (median and average) by year



SUMMARY STATISTICS

Top streets by house sales activity (1/4/18 to 31/3/19):

Area	No. of sales	Median sale	Average sale
Ormonde Drive, Silverdale	26	\$1,195,000	\$1,240,462
Colonial Drive, Silverdale	21	\$1,245,000	\$1,202,436
Hibiscus Coast Highway, Orewa	17	\$1,550,000	\$1,625,912
Vipond Road, Whangaparaoa	17	\$805,000	\$1,039,059
Harbour Village Drive, Gulf Harbour	17	\$250,000	\$405,529
Whangaparaoa Road, Stanmore Bay	16	\$692,125	\$670,552
Pommes Way, Silverdale	15	\$1,180,000	\$1,217,067
Centreway Road, Orewa	15	\$838,000	\$886,467
Brightside Road, Stanmore Bay	15	\$717,000	\$710,547

House market (March Quarter 2019)

293 houses sold

392 houses sold same quarter last year

-25% down on last year

\$281,677,425 value for quarter

\$382,134,142 value same quarter last year

-26% down on last year

\$875,000 median sale price

\$890,000 median sale price same quarter last year

-2% down on last year

\$3,300,000 highest sale price

\$120,000 lowest sale price

Section market (March Quarter 2019)

75 sections sold

135 sections sold same quarter last year

-44% down on last year

\$41,787,130 value for quarter

\$79,823,773 value same quarter last year

-48% down on last year

\$530,000 median sale price

\$450,000 median sale price same quarter last year

18% up on last year

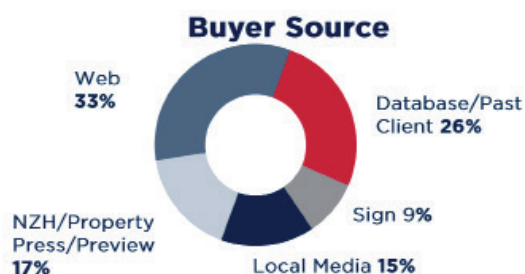
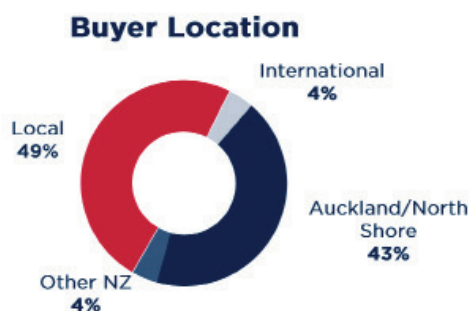
\$1,337,000 highest sale price

\$285,000 lowest sale price

Bayleys Statistics (last 12 months)

Bayleys' Average Sale Price & Average Days on Market	\$1,067,158	85 days
Bayleys Exceeded Market Average by	\$136,862 (+14.7% more)	38 days faster

Hibiscus Coast Buyer Location/Source - April 2008 to March 2019 (Bayleys data)



Bayleys Orewa

14 Florence Avenue
09 426 5911
orewa@bayleys.co.nz

Bayleys Millwater

177 Millwater Parkway
09 426 5911
millwater@bayleys.co.nz

Bayleys Whangaparaoa

661 Whangaparaoa Rd, Stanmore Bay
09 428 0600
whangaparaoa@bayleys.co.nz