

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

The Hibiscus Coast market continues to strengthen

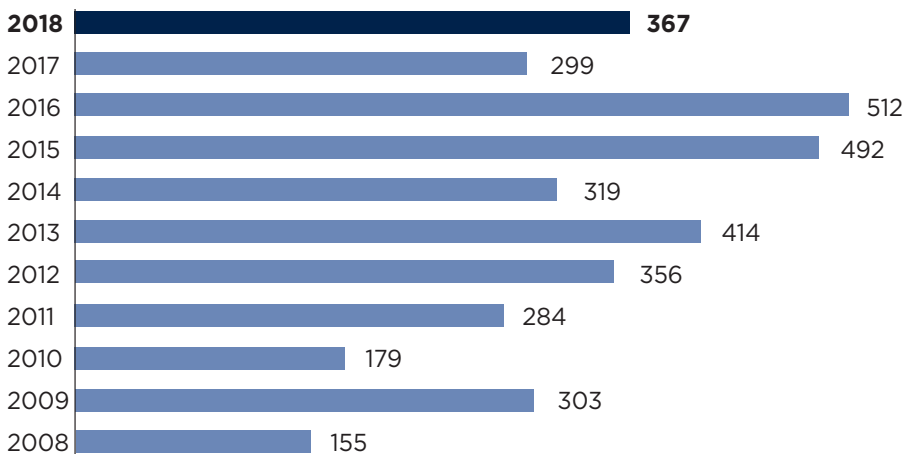
A strong first quarter on the Hibiscus Coast for 2018 has set a trend into the June Quarter seeing a 25% increase in properties sold compared with the June Quarter last year. Historically, we have seen market activity dip heavily during this quarter, which inevitably creates a higher demand for properties. However, as sellers catch on to the fact that during the cooler months properties sell faster and have increased buyer enquiry we notice that the astute sellers are taking advantage of the seasonal effects in the market place.

The Hibiscus Coast house median sales price is in line with this time last year which is further proof that the property prices have stabilised over this time, although section median sale prices have seen a dramatic 20% decrease. This is possibly as a result of the 17% decrease in section sales relatively to this time last year. Anecdotal evidence suggests that developers seek to keep momentum as far as sale volumes are concerned, which means there is an opportunity to purchase at a good price for those wishing to buy and build.

On the front line, we've found that buyers have been left with less choice of properties which is creating some strong demand for certain homes. While Winter has influenced the number of properties coming to the market, it has had a much lesser effect on the buyer pool. Stories of multiple offers, busy open homes and pre-auction offers are fairly common place within our offices. We notice that the amount of advertising used to promote a property for sale is one of the biggest determiners of buyer interest and therefore buyer competition. Our focus on marketing strategies contributes to Bayleys average sale price of \$1,112,000 on the Hibiscus Coast, 19% (\$177,000) above the market average.

As always, if you have any questions about the property market or any of the information in this quarterly market report, we'd love to hear from you.

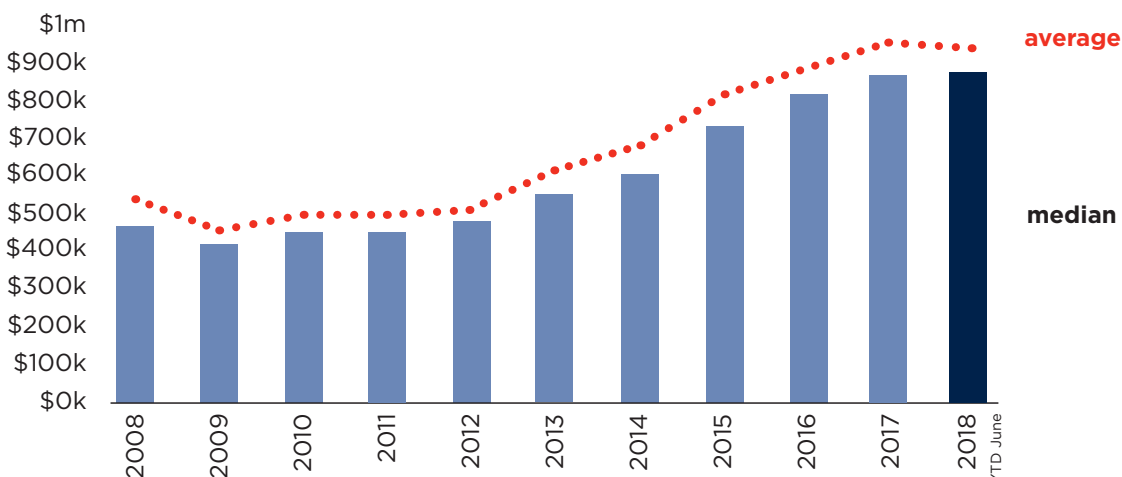
Sales Volumes by year for April/May/June



367
residential
properties sold in
June Quarter

1,041
properties for
sale today

Sales values (median and average) by year



SUMMARY STATISTICS

Top streets by house sales activity (1/7/17 to 30/6/18):

Area	No. of sales	Median sale	Average sale
Colonial Drive, Silverdale	23	\$1,180,000	\$1,197,870
Vipond Road, Stanmore Bay	19	\$812,000	\$960,737
Whangaparaoa Road, Manly	18	\$733,750	\$763,964
Ormonde Drive, Silverdale	17	\$1,232,500	\$1,285,382
Wainui Road, Silverdale	14	\$1,100,000	\$1,129,929
Riverside Road, Orewa	14	\$867,500	\$915,393
Centreway Road, Orewa	14	\$865,000	\$845,293
Harris Drive, Silverdale	13	\$1,190,000	\$1,234,985

House market (June Quarter 2018)

352 houses sold

281 houses sold same quarter last year

25% up on last year

\$347,989,458 value for quarter

\$267,512,721 value same quarter last year

30% up on last year

\$916,250 median sale price

\$913,000 median sale price same quarter last year

0% up on last year

\$5,000,000 highest sale price

\$90,000 lowest sale price

Section market (June Quarter 2018)

15 sections sold

18 sections sold same quarter last year

-17% down on last year

\$10,785,000 value for quarter

\$19,114,500 value same quarter last year

-44% down on last year

\$580,000 median sale price

\$723,500 median sale price same quarter last year

-20% down on last year

\$1,429,000 highest sale price

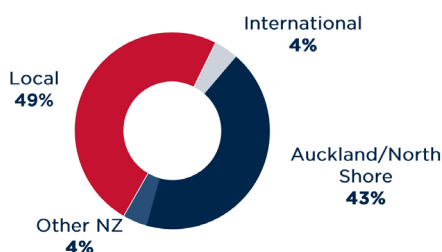
\$310,000 lowest sale price

Bayleys Statistics (last 12 months)

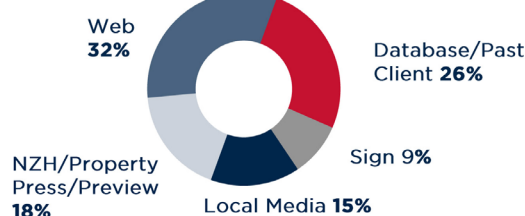
Average Sale Price	\$1,111,951
Bayleys Sales Exceeded Market Average by	\$177,203 (+18.9%)

Hibiscus Coast Buyer Location/Source - April 2008 to June 2018 (Bayleys data)

Buyer Location



Buyer Source



Bayleys Orewa

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

Bayleys Whangaparaoa

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