

Sales Volumes

There were 9,075 unconditional residential sales in May, a 14% increase on May 2015 and a 6% increase on April. On a seasonally adjusted basis, the number of sales fell 5% from April to May. The fall in seasonally adjusted sales reflects a smaller than normal increase in sales between April and May. Over the past 10 years the average increase between April and May has been 10.0%.

Seasonally Adjusted Sales Volumes

	Compared to April		Compared to May 2015	
	Volume Change	Seasonally Adjusted Change	Volume Change	Seasonally Adjusted Change
New Zealand	5.9%	-4.5%	13.6%	11.6%
Auckland	13.7%	-1.6%	1.2%	-0.7%
Wellington	-5.1%	-5.4%	14.3%	12.5%
Canterbury	0.2%	-3.3%	9.4%	10.8%
Waikato/BOP	3.5%	-6.2%	21.1%	19.5%
NZ ex Akl	2.1%	-5.2%	21.7%	19.5%

Sales volumes excluding Auckland were up 22% on May 2015 and up 20% on a seasonally adjusted basis. Northland had the strongest sales growth compared to May 2015 with an increase of 60%, Southland recorded an increase of 58% and both Central Otago Lakes and Manawatu/Wanganui saw an increase of 35%. Auckland had the weakest sales growth with an increase of 1% compared to May 2015. Compared to April, eight regions recorded increases in sales volume, with Northland recording the largest increase of 26%, followed by Auckland with 14% and Manawatu/Wanganui with 11%.

Prices

The national median house price rose \$46,000 (+10%) to \$506,000 from May 2015 to May 2016 to breach \$500,000 for the first time and reach a new record high. Compared to April the national median house price increased by \$16,000 (+3%). Excluding the Auckland region, the national median price rose \$36,000 (+10%) compared to May 2015. On a seasonally adjusted basis, the national median house price also rose 10% compared to May 2015.

Seasonally Adjusted Median Prices

	Compared to April		Compared to May 2015	
	Median Change	Seasonally Adjusted Change	Median Change	Seasonally Adjusted Change
New Zealand	3.3%	3.2%	10.0%	10.3%
Auckland	-0.9%	-0.6%	7.5%	7.8%
Wellington	2.2%	4.0%	14.7%	15.1%
Canterbury	1.9%	-0.3%	8.9%	9.0%
Waikato/BOP	0.5%	1.3%	19.7%	19.2%

New record median prices were recorded in Waikato/Bay of Plenty (for the fourth consecutive month), Taranaki, Wellington, Canterbury/Westland and Central Otago Lakes in May. Central Otago Lakes recorded the largest percentage increase in median price compared to May 2015, at 40%, followed by Waikato/Bay of Plenty at 20% and Taranaki at 17%. In comparison Auckland recorded the seventh largest increase in the median price at 8%. Southland recorded the largest percentage increase in median price compared to April, with an 8% increase, followed by Central Otago Lakes with a 6% increase and Wellington with a 2% increase.

Auctions

There were 1,956 dwellings sold by auction nationally in May, representing 22% of all sales and an increase of 201 (+11%) on the number of auctions in May 2015. The 20,657 sales by auction in the 12 months to May 2016 represented 22.0% of all dwelling sales, compared to 20% (15,705 sales) for the year ending May 2015.

	May-16	Apr-16	May-15
Total Auctions for Month	1,956	1,814	1,755
Auctions as % of Total Sales	21.6%	21.2%	22.0%
Total Auctions for Year	20,657	20,456	15,705
Auctions as % of Total	21.9%	22.0%	19.7%
Annual Growth in Auctions %	31.5%	39.5%	1.7%
Breakdown by			
Auckland Region	64.9%	59.2%	77.3%
Waikato/BOP Region	18.6%	20.5%	8.8%
Wellington Region	2.5%	3.8%	1.7%
Canterbury/Westland	7.6%	9.0%	8.1%
Rest of NZ	6.4%	7.5%	4.1%
Source: REINZ			

Transactions in Auckland represented 65% of national auction sales, a significant drop from the 77% of national auction sales in May 2015. The number of auctions in Waikato/Bay of Plenty has increased by 112% compared to May 2015, while the number of auctions has increased by 50% in Wellington, albeit off a small base, and by 56% across the rest of New Zealand.

Inventory and Days to Sell

Data from REINZ and realestate.co.nz shows that the level of properties available for sale across all regions in New Zealand has continued to fall between May 2015 and May 2016. Hawke's Bay and Wellington have the fewest properties for sale with under eight weeks of supply each, followed by Auckland with 10 weeks of supply and Otago with 11 weeks. Compared to May 2015 the number of properties available for sale has declined by 41% across New Zealand with Hawke's Bay experiencing the biggest decline of 67% followed by Wellington with a 58% decline and Waikato/Bay of Plenty with a 58% decline.

Region	Weeks Inventory May 15	Weeks Inventory May 16	Difference in weeks	Difference %
Northland	51.9	30.2	(21.7)	-41.9%
Auckland	11.3	9.8	(1.5)	-13.1%
Waikato/BOP	24.2	10.3	(13.9)	-57.5%
Hawkes Bay	23.1	7.6	(15.5)	-67.2%
Manawatu/Wanganui	35.0	16.6	(18.4)	-52.6%
Taranaki	28.7	20.4	(8.3)	-28.9%
Wellington	17.7	7.4	(10.3)	-58.3%
Nelson/Marlborough	27.9	11.9	(15.9)	-57.2%
Canterbury/Wesland	24.5	17.7	(6.8)	-27.9%
Central Otago Lakes	34.8	15.3	(19.6)	-56.2%
Otago	19.6	11.0	(8.6)	-43.9%
Southland	31.2	17.6	(13.6)	-43.6%
New Zealand	20.0	11.9	(8.1)	-40.5%

In terms of days to sell, while the number of days to sell has only improved by four days (+11%) at the national level, across the regions there have been some significant improvements with six regions seeing a decrease of 25% or more in the number of days to sell. Between May 2015 and May 2016, in absolute terms the improvement in the number of days to sell has been greatest in Hawke's Bay (+34 days), followed by Central Otago Lakes (+24 days) and Nelson/Marlborough (+16 days). Auckland was the only region to see a lengthening of the number of days to sell over the past 12 months.

Further Data

Across New Zealand the total value of residential sales, including sections, was \$5.901 billion in May, compared to \$4.930 billion in May 2015 and \$5.487 billion in April. For the 12 months ended May 2016 the total value of residential sales was \$57.512 billion. The breakdown of the value of properties sold in May 2016 compared to May 2015 is:

	May-16		May-15	
\$1 million plus	1,235	13.60%	935	11.70%
\$600,000 to \$999,999	2,320	25.60%	1,826	22.90%
\$400,000 to \$599,999	2,240	24.70%	1,995	25.00%
Under \$400,000	3,280	36.10%	3,233	40.50%
All Properties Sold	9,075	100.00%	7,989	100.00%