

## Number of Sales, Farms - 3 year comparison

District	Dec 2009	Dec 2010	Nov 2011	Dec 2011
Northland	18	16	30	23
Auckland	25	16	24	23
Waikato	28	23	32	40
Bay of Plenty	24	25	20	23
Gisborne	12	4	10	6
Hawkes Bay	18	12	18	18
Taranaki	10	16	20	25
Manawatu/Wanganui	22	21	19	24
Wellington	10	3	12	8
Nelson	10	11	18	18
West Coast	1	5	3	7
Canterbury	30	32	53	71
Otago	15	10	26	29
Southland	18	19	30	38
New Zealand Total	241	213	315	353

## Number of Sales, Lifestyle - 3 year comparison

District	Dec 2009	Dec 2010	Nov 2011	Dec 2011
Northland	109	90	92	91
Auckland	263	191	213	226
Waikato	149	123	153	164
Bay of Plenty	85	97	77	76
Gisborne	24	14	9	11
Hawkes Bay	51	51	48	65
Taranaki	41	35	25	30
Manawatu/Wanganui	84	77	81	85
Wellington	90	64	70	60
Nelson	76	57	59	60
West Coast	13	15	14	10
Canterbury	245	159	255	248
Otago	81	65	80	77
Southland	48	51	46	57
New Zealand Total	1359	1089	1222	1260

## Number of Sales - Comparison of All Rural Sales by Type for New Zealand

Rural Property Type	Dec 2009	Dec 2010	Nov 2011	Dec 2011
Arable	10	12	14	15
Dairy	30	43	27	50
Finishing	24	16	41	57
Forestry	14	14	14	10
Grazing	113	87	187	194
Horticulture	38	36	25	23
Special	12	5	7	4
Total All Farms	241	213	315	353
Lifestyle	1359	1089	1222	1260

## Number of Sales - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms	Lifestyle
Northland	0	0	0	1	21	0	1	23	91
Auckland	0	0	2	0	15	6	0	23	226
Waikato	0	11	4	2	22	0	1	40	164
Bay of Plenty	0	6	1	0	9	7	0	23	76
Gisborne	1	0	0	2	2	1	0	6	11
Hawkes Bay	1	0	1	2	12	2	0	18	65
Taranaki	0	10	3	0	12	0	0	25	30
Manawatu/Wanganui	2	4	4	0	14	0	0	24	85
Wellington	2	0	1	1	4	0	0	8	60
Nelson	0	2	1	1	9	5	0	18	60
West Coast	0	2	0	0	5	0	0	7	10
Canterbury	6	8	11	1	43	1	1	71	248
Otago	2	2	12	0	11	1	1	29	77
Southland	1	5	17	0	15	0	0	38	57
New Zealand	15	50	57	10	194	23	4	353	1260

## Median Farm Size ha. - Comparison of All Farm Sales by Type for New Zealand

Rural Property Type	Dec 2009	Dec 2010	Nov 2011	Dec 2011
Arable	37	32	133	103
Dairy	106	109	122	141
Finishing	96	125	100	80
Forestry	42	39	43	71
Grazing	72	86	65	80
Horticulture	6	5	7	7
Special	9	20	82	189
Total All Farms	57	65	65	83

## Median Farm Size ha. - Farms by Type

District	Arable	Dairy	Finishing	Forestry	Grazing	Horticulture	Special	All Farms
Northland				47	99		46	93
Auckland			30		43	4		29
Waikato		142	297	57	43		10	79
Bay of Plenty		137	30		85	4		47
Gisborne	2			152	324	17		73
Hawkes Bay	90		32	672	79	8		73
Taranaki		74	22		37			50
Manawatu/Wanganui	49	127	38		198			135
Wellington	464		80	219	127			217
Nelson		118	120	17	49	10		21
West Coast		145			126			126
Canterbury	103	177	64	18	80	102	1,439	93
Otago	426	244	147		178	8	332	184
Southland	44	179	77		81			87
New Zealand	103	141	80	71	80	7	189	83

## Median Selling Price Per Hectare (3 month) - Comparison of All Rural Sales by District and Type

Rural Property Type	Dec 2009	Dec 2010	Nov 2011	Dec 2011
<b>New Zealand</b>				
Arable	\$38,113	\$24,773	\$19,231	\$20,897
Dairy	\$33,816	\$35,074	\$36,766	\$37,045
Finishing	\$11,366	\$12,490	\$20,445	\$20,445
Forestry	\$6,084	\$6,113	\$5,763	\$7,666
Grazing	\$14,205	\$13,636	\$16,591	\$13,854
Horticulture	\$144,085	\$179,167	\$106,471	\$137,055
Special	\$27,591	\$92,500	\$9,783	\$10,614
<b>Total All Farms</b>	<b>\$20,010</b>	<b>\$23,675</b>	<b>\$20,445</b>	<b>\$20,445</b>
<b>Northland</b>				
Arable		\$19,688		
Dairy	\$8,370	\$15,942		
Finishing	\$6,842			
Forestry	\$6,247	\$6,140	\$2,848	\$2,848
Grazing	\$11,858	\$6,494	\$10,827	\$11,301
Horticulture	\$216,759	\$114,644	\$79,186	
Special			\$9,783	\$9,783
<b>Total All Farms</b>	<b>\$12,368</b>	<b>\$12,627</b>	<b>\$10,716</b>	<b>\$10,827</b>
<b>Auckland</b>				
Arable		\$95,539		
Dairy		\$10,274		
Finishing			\$57,676	\$49,791
Forestry				
Grazing	\$27,390	\$22,920	\$20,766	\$20,766
Horticulture	\$220,379	\$379,447	\$281,807	\$257,227
Special				
<b>Total All Farms</b>	<b>\$50,625</b>	<b>\$73,526</b>	<b>\$30,265</b>	<b>\$35,095</b>
<b>Waikato</b>				
Arable		\$12,295		
Dairy	\$35,237	\$37,829	\$37,324	\$32,000
Finishing	\$11,823	\$6,109	\$7,726	\$15,090
Forestry			\$82,610	\$55,989
Grazing	\$18,311	\$24,164	\$25,763	\$27,530
Horticulture				
Special	\$292,419	\$28,448	\$121,925	\$115,729
<b>Total All Farms</b>	<b>\$35,237</b>	<b>\$27,322</b>	<b>\$29,235</b>	<b>\$29,972</b>
<b>Bay of Plenty</b>				
Arable				
Dairy	\$18,808	\$32,715	\$28,142	\$28,867
Finishing			\$21,541	\$21,541
Forestry		\$13,743		
Grazing	\$31,474		\$12,003	\$12,003
Horticulture	\$142,857	\$192,991	\$127,857	\$200,276
Special				
<b>Total All Farms</b>	<b>\$101,114</b>	<b>\$160,000</b>	<b>\$29,571</b>	<b>\$28,142</b>
<b>Gisborne</b>				
Arable	\$46,561		\$96,831	\$115,311
Dairy				
Finishing	\$4,767		\$1,000	
Forestry	\$6,469		\$6,271	\$4,486

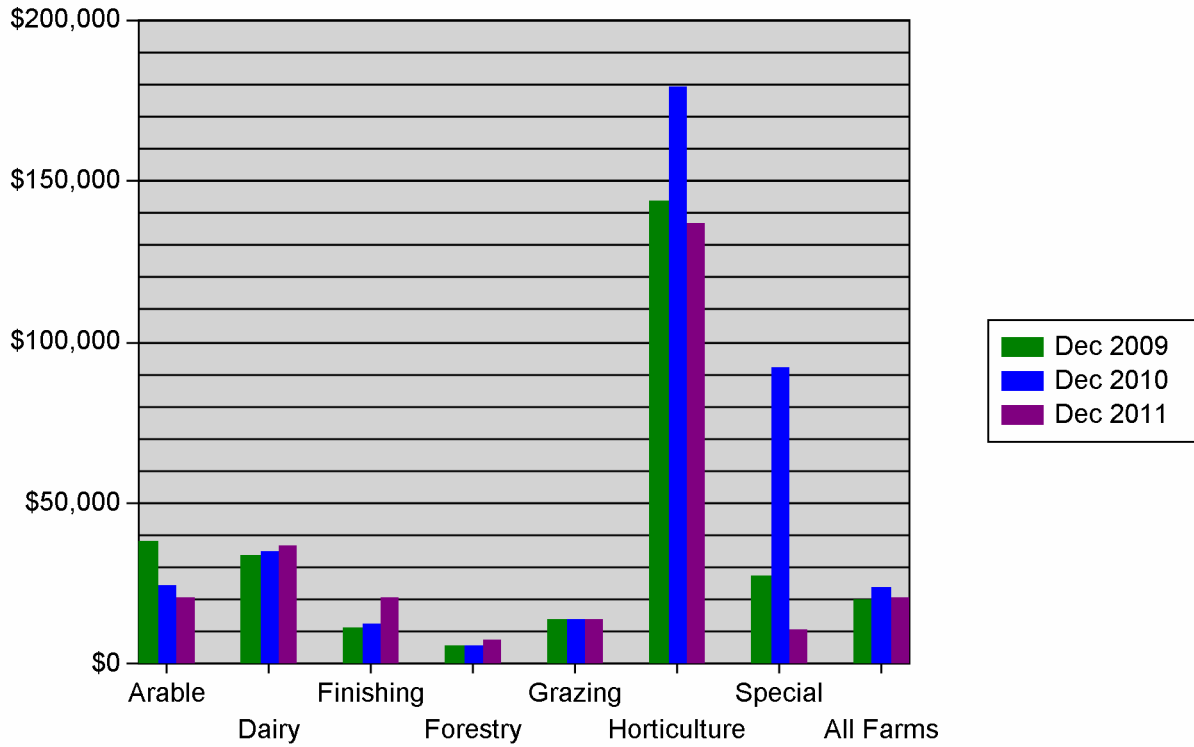
Rural Property Type		Dec 2009	Dec 2010	Nov 2011	Dec 2011
<b>Gisborne</b>	Grazing	\$12,500	\$14,769	\$3,784	\$5,964
	Horticulture	\$61,983	\$271,500	\$106,471	\$106,471
	Special			\$3,846	
	<b>Total All Farms</b>	<b>\$26,677</b>	<b>\$68,738</b>	<b>\$6,206</b>	<b>\$7,757</b>
<b>Hawkes Bay</b>	Arable	\$66,250		\$17,461	\$14,724
	Dairy				
	Finishing	\$11,297		\$26,875	\$26,875
	Forestry	\$7,550		\$7,509	\$5,223
	Grazing	\$8,158	\$8,602	\$17,000	\$11,283
	Horticulture	\$103,974		\$88,832	\$109,534
	Special				
	<b>Total All Farms</b>	<b>\$11,152</b>	<b>\$8,602</b>	<b>\$18,683</b>	<b>\$12,532</b>
<b>Taranaki</b>	Arable	\$58,636			
	Dairy	\$37,610	\$44,375	\$46,635	\$42,773
	Finishing			\$41,656	\$42,652
	Forestry			\$2,131	
	Grazing	\$21,132	\$9,773	\$33,942	\$36,779
	Horticulture		\$112,500		
	Special				
<b>Total All Farms</b>	<b>\$37,610</b>	<b>\$42,967</b>	<b>\$39,660</b>	<b>\$41,316</b>	
<b>Manawatu/Wanganui</b>	Arable	\$32,927	\$40,387		\$25,829
	Dairy		\$24,203	\$18,098	\$22,364
	Finishing	\$12,000	\$19,632	\$28,161	\$21,085
	Forestry		\$4,965	\$2,955	
	Grazing	\$3,692	\$7,424	\$6,707	\$4,414
	Horticulture		\$112,500		
	Special			\$1,573	
<b>Total All Farms</b>	<b>\$5,729</b>	<b>\$19,632</b>	<b>\$12,857</b>	<b>\$12,911</b>	
<b>Wellington</b>	Arable		\$23,256	\$4,089	\$4,089
	Dairy				
	Finishing	\$11,117			\$38,974
	Forestry	\$7,368	\$2,925	\$3,588	\$1,461
	Grazing	\$12,560		\$18,750	\$12,202
	Horticulture	\$267,710		\$18,000	
	Special		\$511,696		
	<b>Total All Farms</b>	<b>\$12,560</b>	<b>\$23,256</b>	<b>\$7,983</b>	<b>\$4,959</b>
<b>Nelson</b>	Arable		\$7,561		
	Dairy	\$25,467		\$20,239	\$20,239
	Finishing			\$11,500	\$11,500
	Forestry			\$7,219	\$29,966
	Grazing	\$11,488	\$4,215	\$25,895	\$24,890
	Horticulture	\$120,983	\$127,101	\$60,081	\$64,994
	Special	\$7,520		\$8,232	
<b>Total All Farms</b>	<b>\$15,619</b>	<b>\$14,095</b>	<b>\$24,287</b>	<b>\$26,530</b>	
<b>West Coast</b>	Arable				
	Dairy		\$26,590		\$25,077
	Finishing				

Rural Property Type	Dec 2009	Dec 2010	Nov 2011	Dec 2011
<b>West Coast</b>				
Forestry	\$5,699			
Grazing		\$6,301	\$8,967	\$9,754
Horticulture				
Special				
<b>Total All Farms</b>	<b>\$5,699</b>	<b>\$26,415</b>	<b>\$8,967</b>	<b>\$12,037</b>
<b>Canterbury</b>				
Arable	\$31,042	\$20,182	\$21,120	\$21,435
Dairy		\$37,719	\$43,344	\$48,596
Finishing	\$10,909	\$13,254	\$14,151	\$19,503
Forestry	\$11,111	\$1,804		\$41,667
Grazing	\$14,162	\$20,328	\$21,547	\$18,545
Horticulture			\$28,019	\$34,457
Special	\$30,182	\$55,741	\$18,573	\$4,274
<b>Total All Farms</b>	<b>\$18,058</b>	<b>\$19,342</b>	<b>\$21,648</b>	<b>\$20,534</b>
<b>Otago</b>				
Arable			\$6,058	\$6,058
Dairy	\$21,357	\$40,507	\$34,245	\$31,580
Finishing	\$6,013	\$7,246	\$5,912	\$8,526
Forestry	\$3,764	\$11,193	\$4,667	
Grazing	\$14,513	\$7,082	\$13,431	\$9,268
Horticulture		\$25,281	\$127,870	\$127,870
Special		\$323,000		\$11,446
<b>Total All Farms</b>	<b>\$9,740</b>	<b>\$12,801</b>	<b>\$9,534</b>	<b>\$9,799</b>
<b>Southland</b>				
Arable			\$15,984	\$15,984
Dairy	\$35,142	\$34,423	\$24,650	\$39,752
Finishing	\$21,875	\$22,074	\$21,080	\$24,710
Forestry	\$4,098	\$931		
Grazing	\$17,960	\$17,384	\$15,870	\$12,451
Horticulture				
Special	\$20,073			
<b>Total All Farms</b>	<b>\$21,813</b>	<b>\$24,096</b>	<b>\$20,669</b>	<b>\$19,646</b>

## Median Sales, Lifestyle - 3 year comparison

District	Dec 2009	Dec 2010	Nov 2011	Dec 2011
Northland	\$280,000	\$277,500	\$317,188	\$314,375
Auckland	\$738,000	\$720,000	\$717,000	\$720,000
Waikato	\$405,000	\$420,000	\$407,000	\$475,000
Bay of Plenty	\$535,000	\$480,000	\$550,000	\$571,500
Gisborne	\$277,500	\$454,810	\$333,000	\$312,500
Hawkes Bay	\$410,000	\$390,000	\$476,250	\$495,000
Taranaki	\$410,000	\$351,000	\$400,000	\$432,500
Manawatu/Wanganui	\$320,000	\$320,000	\$280,000	\$292,000
Wellington	\$472,500	\$495,500	\$490,000	\$411,000
Nelson	\$550,000	\$495,000	\$495,000	\$570,000
West Coast	\$225,000	\$210,000	\$193,500	\$261,500
Canterbury	\$438,000	\$450,000	\$435,000	\$465,000
Otago	\$475,000	\$430,000	\$325,750	\$405,000
Southland	\$305,000	\$297,000	\$355,000	\$337,000
New Zealand Total	\$464,000	\$445,000	\$450,000	\$476,250

Farms - Median Price Per Hectare 3-Year Trend - All New Zealand



Lifestyle - Median Sale Price 3-Year Trend

