

21,501
Total number
of houses in
Hibiscus Coast
(Census 2018)

Confidence in the stability of the property market is more apparent now than in the past two years. The latest figures on the Hibiscus Coast clearly show that while volumes are down by 14% and the Days to Sell are slightly up, the Average Sale Values are largely in line with last year.

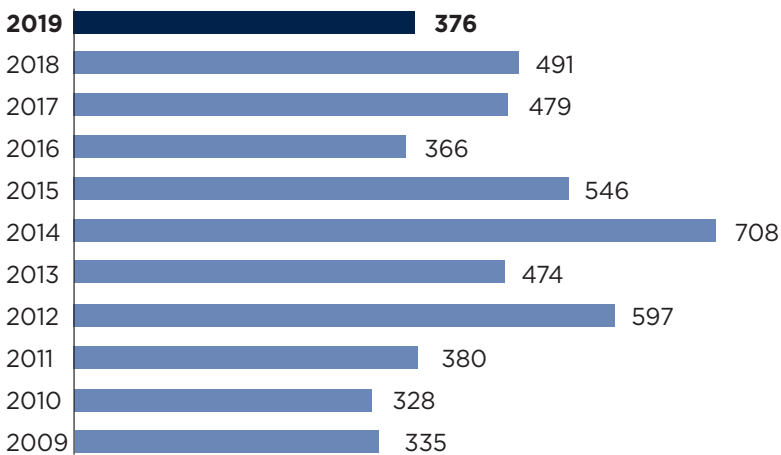
On the Hibiscus Coast, the volume of houses sold was down, from 396 in 2018, to 342 during the last quarter of 2019, representing a 14% decrease. Anecdotally, we have seen speculative investors opting to hold their properties during 2019 in order to catch the next upswing, and this is supported by the average sale value being within 2% year-on-year.

We have been fortunate to assist a number of waterfront and coastal owners sell their properties recently, and it is clear there is a shortage of properties for our buyers to purchase. On more than one occasion we have been able to sell properties to our database without taking the homes to market which has resulted in Bayleys selling properties 50 days faster than the current average Days to Sell.

Buying confidence is high for properties in this area and, with the stable market paired with historically low interest rates for the near future, we expect to see very strong buying and selling activity during 2020.

As always, if you have any questions about this information or anything property related please don't hesitate to talk to your local Bayleys agent.

Sales Volumes by year for October/November/December



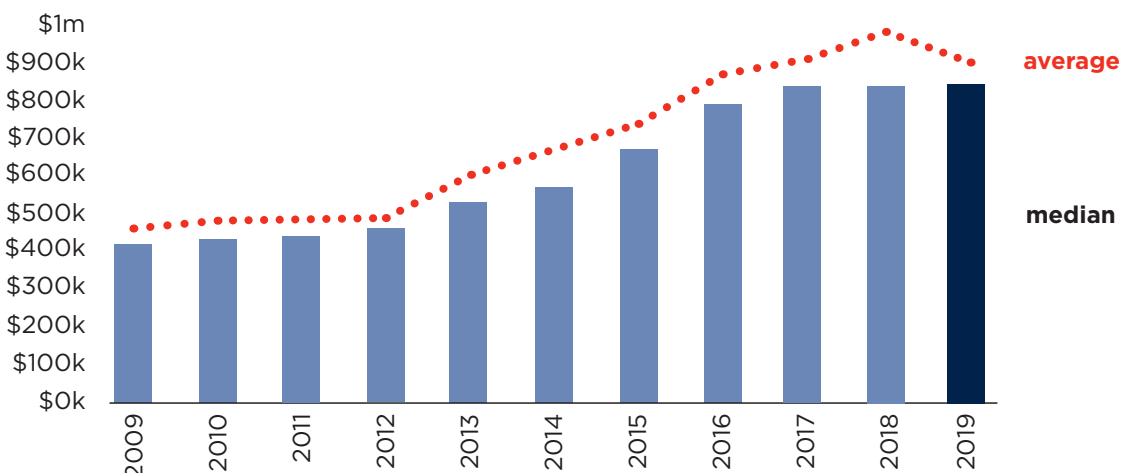
376

residential
properties sold in
December Quarter

1,043

properties for
sale today

Sales values (median and average) by year



SUMMARY STATISTICS

Top streets by house sales activity (1/1/19 to 31/12/19):

Area	No. of sales	Median sale	Average sale
Vipond Road, Stanmore Bay	22	\$797,500	\$966,539
Ormonde Drive, Silverdale	20	\$1,187,500	\$1,224,675
Maka Terrace, Orewa	20	\$1,174,000	\$1,200,525
Hibiscus Coast Highway, Orewa	17	\$865,000	\$1,087,647
Centreway Road, Orewa	17	\$765,000	\$873,794
Whangaparaoa Road, Stanmore Bay	17	\$645,000	\$977,207
Harbour Village Drive, Gulf Harbour	16	\$387,500	\$594,156
Godfrey Drive, Orewa	15	\$1,110,000	\$1,115,867
Whangaparaoa Road, Manly	15	\$715,000	\$739,867

House market (December Quarter 2019)

342 houses sold

396 houses sold same quarter last year

-14% down on last year

\$332,376,415 value for quarter

\$387,438,387 value same quarter last year

-14% down on last year

\$902,500 median sale price

\$876,500 median sale price same quarter last year

3% up on last year

\$6,100,000 highest sale price

\$295,000 lowest sale price

Section market (December Quarter 2019)

34 sections sold

95 sections sold same quarter last year

-64% down on last year

\$20,146,710 value for quarter

\$51,747,806 value same quarter last year

-61% down on last year

\$515,500 median sale price

\$460,000 median sale price same quarter last year

12% up on last year

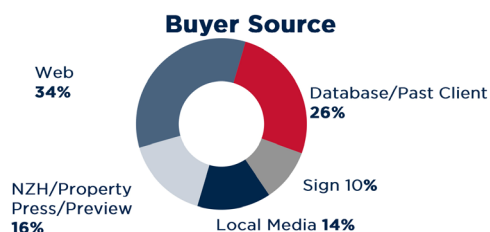
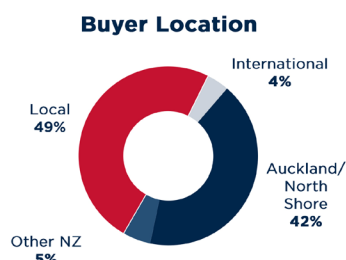
\$1,765,000 highest sale price

\$48,000 lowest sale price

Bayleys Statistics (last 12 months)

Bayleys' Average Sale Price & Average Days on Market	\$1,032,991	70 days
Bayleys Exceeded Market Average by	\$136,281 (+15.2% more)	50 days faster

Hibiscus Coast Buyer Location/Source - April 2008 to December 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