

The Latest Facts: PALMERSTON NORTH

September. 2013

| | |
|--|------------------|
| Total Sales in September 2013 - Palmerston North | 104 |
| Median days to sell in September 2013 - Palmerston North | 27 |
| Properties currently being advertised - Palmerston North | 333 |
| Number of sales every week - Palmerston North | 24 |
| | |
| Percentage of all properties advertised that sell each week | 7.21% |
| | |
| Median List Price in September 2013 - Palmerston North | \$275,000 |
| | |
| Median Sale Price in September 2013 - Palmerston North | \$283,750 |
| | |
| Median Govt. Valuation (Dwellings Sold) September 2013 | \$255,000 |

The Latest Facts: FEILDING

September. 2013

| | |
|--|------------------|
| Total Sales in September 2013 - Feilding | 22 |
| Median days to sell in September 2013 - Feilding | 15 |
| Properties currently being advertised - Feilding | 132 |
| Number of sales every week - Feilding | 6 |
| | |
| Percentage of all properties advertised that sell each week | 4.55% |
| | |
| Median List Price in September 2013 - Feilding | \$229,000 |
| | |
| Median Sale Price in September 2013 - Feilding | \$221,000 |
| | |
| Median Govt. Valuation (Dwellings Sold) September 2013. | \$232,500 |



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STATISTICS FOR SEPTEMBER 2013

PALMERSTON NORTH & ASHHURST RESIDENTIAL DWELLINGS

| <u>Value</u> | <u>to</u> | <u>Value</u> | <u>Palmerston North</u> | <u>Ashhurst</u> |
|---------------|-----------|---------------------|-------------------------|-----------------|
| Up | to | \$160,000 | 2 | 0 |
| \$161,000 | to | \$180,000 | 7 | 0 |
| \$181,000 | to | \$200,000 | 10 | 1 |
| \$201,000 | to | \$220,000 | 6 | 1 |
| \$221,000 | to | \$240,000 | 13 | 2 |
| \$241,000 | to | \$260,000 | 10 | 0 |
| \$261,000 | to | \$280,000 | 4 | 0 |
| \$281,000 | to | \$300,000 | 13 | 1 |
| \$301,000 | to | \$320,000 | 5 | 0 |
| \$321,000 | to | \$340,000 | 5 | 0 |
| \$341,000 | to | \$360,000 | 6 | 1 |
| \$361,000 | to | \$380,000 | 6 | 1 |
| \$381,000 | to | \$400,000 | 3 | 0 |
| \$401,000 | to | \$450,000 | 6 | 0 |
| \$451,000 | to | \$500,000 | 3 | 0 |
| \$501,000 | to | \$550,000 | 1 | 0 |
| \$551,000 | to | \$600,000 | 0 | 0 |
| \$601,000 | to | \$700,000 | 2 | 0 |
| \$701,000 | to | \$800,000 | 0 | 0 |
| \$801,000 | to | \$900,000 | 2 | 0 |
| \$901,000 | to | \$999,000 | 0 | 0 |
| \$1,000,000 | to | Million Dollar Plus | 0 | 0 |
| TOTALS | | | 104 | 7 |

| | | |
|--|----------|----------|
| RESIDENTIAL SECTIONS (ALL PRICES) | 2 | 0 |
|--|----------|----------|

| | |
|---|------------------|
| MEDIAN LIST PRICE RESIDENTIAL DWELLINGS - | \$275,000 |
| MEDIAN SALES PRICE RESIDENTIAL DWELLINGS - | \$283,750 |
| MEDIAN RATEABLE VALUATION - | \$255,000 |
| MEDIAN NUMBER OF DAYS TO SELL- | 27 |



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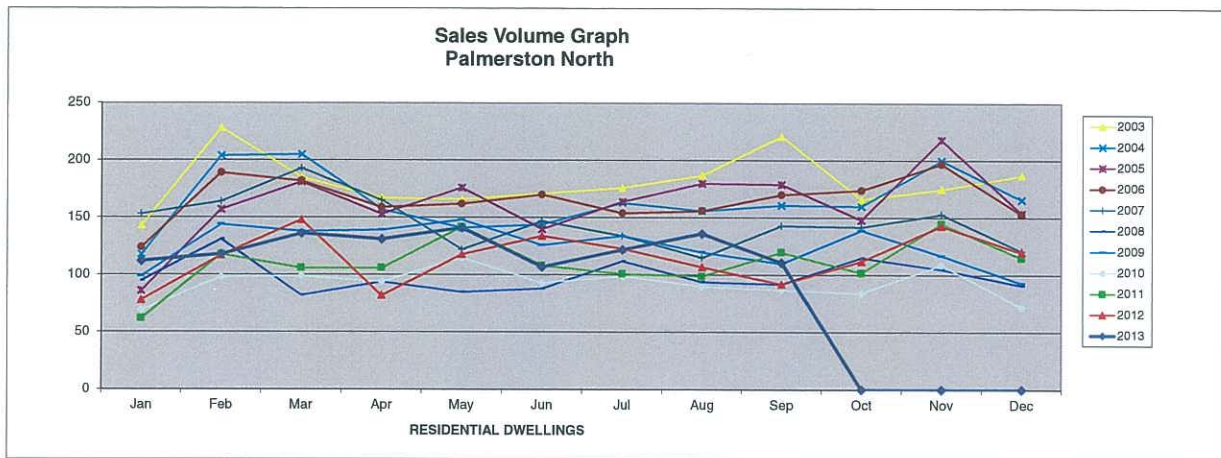
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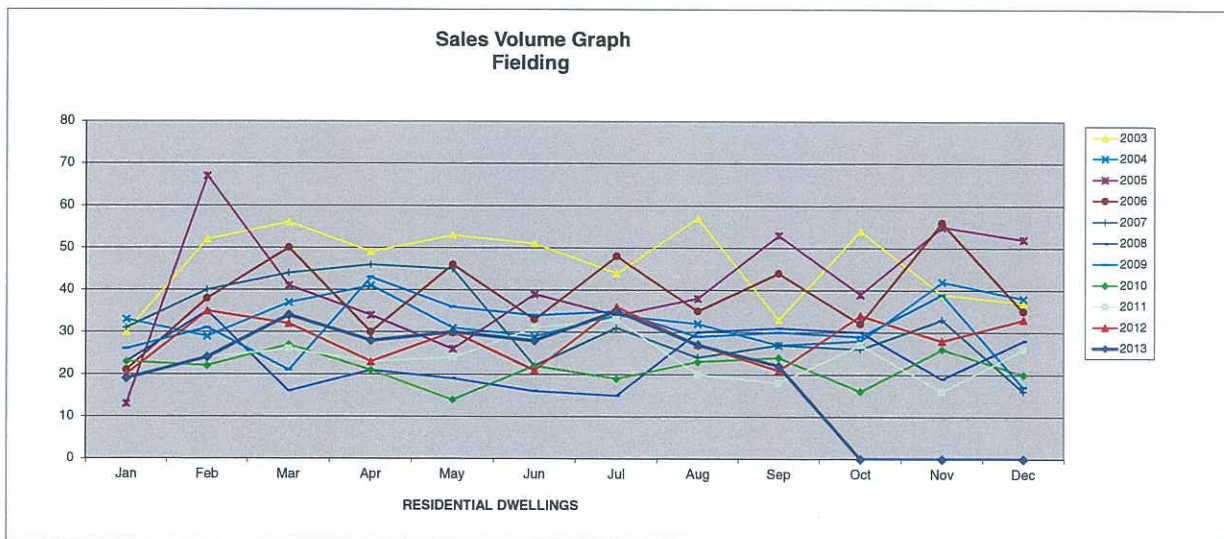
Sales Volume Graph - September 2013

| Palmerston North Number of sales | (includes Ashhurst) | | | | | | | | | | | |
|----------------------------------|---------------------|------|------|------|------|------|------|------|------|------|------|--|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| Jan | 143 | 118 | 86 | 124 | 153 | 95 | 99 | 69 | 62 | 78 | 112 | |
| Feb | 228 | 204 | 157 | 189 | 164 | 131 | 144 | 98 | 118 | 117 | 118 | |
| Mar | 185 | 205 | 181 | 182 | 193 | 82 | 138 | 99 | 106 | 148 | 136 | |
| Apr | 167 | 157 | 153 | 159 | 165 | 94 | 139 | 94 | 106 | 82 | 131 | |
| May | 166 | 141 | 176 | 162 | 122 | 85 | 148 | 115 | 142 | 118 | 141 | |
| Jun | 171 | 144 | 140 | 170 | 147 | 88 | 126 | 93 | 108 | 134 | 107 | |
| Jul | 176 | 163 | 164 | 154 | 134 | 112 | 134 | 99 | 101 | 123 | 122 | |
| Aug | 187 | 156 | 180 | 156 | 115 | 94 | 120 | 90 | 99 | 107 | 136 | |
| Sep | 221 | 161 | 179 | 170 | 143 | 92 | 110 | 87 | 120 | 92 | 111 | |
| Oct | 166 | 160 | 148 | 174 | 142 | 115 | 139 | 84 | 102 | 112 | 0 | |
| Nov | 175 | 200 | 218 | 197 | 153 | 105 | 117 | 109 | 145 | 143 | 0 | |
| Dec | 187 | 166 | 154 | 153 | 121 | 91 | 93 | 72 | 115 | 120 | 0 | |



Sales Volume Graph - August 2013

| Feilding Number of Sales | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| Jan | 30 | 33 | 13 | 21 | 31 | 23 | 26 | 23 | 19 | 20 | 19 |
| Feb | 52 | 29 | 67 | 38 | 40 | 35 | 31 | 22 | 24 | 35 | 24 |
| Mar | 56 | 37 | 41 | 50 | 44 | 16 | 21 | 27 | 26 | 32 | 34 |
| Apr | 49 | 41 | 34 | 30 | 46 | 21 | 43 | 21 | 23 | 23 | 28 |
| May | 53 | 31 | 26 | 46 | 45 | 19 | 36 | 14 | 24 | 30 | 30 |
| Jun | 51 | 29 | 39 | 33 | 22 | 16 | 34 | 22 | 31 | 21 | 28 |
| Jul | 44 | 34 | 34 | 48 | 31 | 15 | 35 | 19 | 33 | 36 | 35 |
| Aug | 57 | 32 | 38 | 35 | 24 | 30 | 29 | 23 | 20 | 27 | 27 |
| Sep | 33 | 27 | 53 | 44 | 27 | 31 | 30 | 24 | 18 | 21 | 22 |
| Oct | 54 | 28 | 39 | 32 | 26 | 30 | 29 | 16 | 27 | 34 | 0 |
| Nov | 39 | 42 | 55 | 56 | 33 | 19 | 39 | 26 | 16 | 28 | 0 |
| Dec | 37 | 38 | 52 | 35 | 16 | 28 | 17 | 20 | 26 | 33 | 0 |



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Palmerston North Summary of Real Estate Indicators* (excludes Ashhurst)

| Indicator | Year | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|--------------------------|------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | 1993 | 116,000 | 115,500 | 117,000 | 107,000 | 110,000 | 111,000 | 110,000 | 115,000 | 118,000 | 121,000 | 116,500 | 117,000 |
| | 1994 | 117,000 | 127,000 | 117,000 | 125,000 | 125,000 | 125,500 | 126,500 | 120,000 | 126,000 | 124,000 | 128,000 | 124,500 |
| Median Sale Price | 1995 | 121,750 | 122,000 | 129,500 | 126,000 | 125,000 | 124,000 | 118,500 | 121,050 | 124,250 | 122,500 | 120,000 | 125,000 |
| | 1996 | 120,000 | 122,000 | 119,000 | 125,000 | 115,000 | 127,000 | 123,000 | 118,250 | 122,000 | 125,000 | 112,000 | 125,000 |
| | 1997 | 120,000 | 120,500 | 126,625 | 125,000 | 120,250 | 118,000 | 119,000 | 115,000 | 125,750 | 120,000 | 125,000 | 120,000 |
| | 1998 | 118,000 | 125,250 | 122,000 | 126,000 | 124,000 | 126,500 | 117,000 | 130,500 | 117,000 | 112,000 | 120,000 | 120,000 |
| | 1999 | 120,000 | 125,500 | 130,000 | 125,500 | 116,550 | 125,000 | 141,500 | 124,000 | 127,000 | 130,000 | 130,000 | 127,000 |
| | 2000 | 125,000 | 129,000 | 132,000 | 135,000 | 130,500 | 125,000 | 132,000 | 125,000 | 129,500 | 130,000 | 131,850 | 127,300 |
| | 2001 | 138,500 | 135,000 | 135,000 | 124,500 | 124,000 | 125,500 | 137,000 | 127,500 | 137,125 | 137,000 | 130,000 | 130,000 |
| | 2002 | 130,000 | 142,250 | 137,750 | 142,250 | 131,000 | 147,000 | 142,000 | 137,000 | 136,750 | 140,000 | 145,000 | 136,000 |
| | 2003 | 140,000 | 142,000 | 142,500 | 147,000 | 155,000 | 146,000 | 147,275 | 148,500 | 158,500 | 160,500 | 166,000 | 171,000 |
| | 2004 | 163,500 | 177,500 | 185,000 | 187,250 | 184,000 | 185,000 | 186,000 | 182,750 | 190,000 | 210,000 | 190,500 | 185,000 |
| | 2005 | 189,000 | 205,000 | 207,000 | 208,500 | 203,500 | 220,000 | 217,500 | 234,000 | 232,000 | 230,000 | 251,000 | 227,375 |
| | 2006 | 230,000 | 230,000 | 210,000 | 245,000 | 234,500 | 241,500 | 256,500 | 253,000 | 255,000 | 265,000 | 260,000 | 260,000 |
| | 2007 | 249,500 | 278,300 | 270,000 | 283,000 | 286,000 | 293,000 | 287,094 | 270,000 | 285,000 | 315,000 | 293,000 | 267,500 |
| | 2008 | 269,000 | 262,000 | 294,500 | 275,500 | 295,000 | 240,000 | 272,500 | 262,500 | 282,000 | 279,000 | 255,000 | 250,000 |
| | 2009 | 260,000 | 252,750 | 267,500 | 250,000 | 257,500 | 270,000 | 277,000 | 250,200 | 290,000 | 254,000 | 270,000 | 264,000 |
| | 2010 | 264,000 | 263,750 | 273,000 | 280,250 | 250,000 | 278,000 | 255,000 | 256,444 | 260,000 | 288,750 | 275,500 | 258,500 |
| | 2011 | 267,000 | 272,500 | 259,750 | 266,000 | 274,000 | 280,000 | 281,000 | 265,500 | 258,000 | 270,000 | 270,000 | 272,000 |
| | 2012 | 269,000 | 255,000 | 272,000 | 280,000 | 276,500 | 250,000 | 275,000 | 285,000 | 272,000 | 294,250 | 279,000 | 265,500 |
| | 2013 | 256,250 | 264,900 | 279,500 | 290,000 | 265,300 | 276,500 | 285,000 | 285,000 | 283,750 | 0 | 0 | 0 |

| Indicator | Year | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|---------------------|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | 1993 | 117 | 105 | 157 | 126 | 120 | 127 | 127 | 190 | 152 | 147 | 171 | 121 |
| No. of sales | 1994 | 141 | 205 | 159 | 172 | 161 | 151 | 160 | 149 | 146 | 164 | 137 | 148 |
| | 1995 | 108 | 130 | 109 | 113 | 166 | 117 | 166 | 180 | 138 | 161 | 127 | 120 |
| | 1996 | 168 | 189 | 153 | 176 | 141 | 136 | 115 | 126 | 150 | 103 | 179 | 134 |
| | 1997 | 165 | 168 | 122 | 123 | 156 | 142 | 171 | 119 | 146 | 148 | 149 | 101 |
| | 1998 | 117 | 130 | 130 | 110 | 115 | 79 | 92 | 114 | 139 | 161 | 189 | 118 |
| | 1999 | 179 | 203 | 157 | 144 | 176 | 148 | 114 | 145 | 174 | 183 | 151 | 96 |
| | 2000 | 103 | 159 | 145 | 123 | 96 | 137 | 165 | 114 | 104 | 131 | 136 | 105 |
| | 2001 | 100 | 158 | 121 | 142 | 124 | 130 | 159 | 168 | 104 | 130 | 157 | 192 |
| | 2002 | 110 | 182 | 246 | 180 | 175 | 141 | 99 | 171 | 124 | 161 | 183 | 114 |
| | 2003 | 143 | 228 | 185 | 167 | 166 | 171 | 176 | 187 | 221 | 166 | 175 | 187 |
| | 2004 | 118 | 204 | 205 | 157 | 141 | 144 | 163 | 156 | 161 | 160 | 200 | 166 |
| | 2005 | 86 | 157 | 181 | 153 | 176 | 140 | 164 | 180 | 179 | 148 | 218 | 154 |
| | 2006 | 124 | 189 | 182 | 159 | 162 | 170 | 154 | 156 | 170 | 174 | 197 | 153 |
| | 2007 | 153 | 164 | 193 | 165 | 122 | 147 | 134 | 115 | 143 | 142 | 153 | 121 |
| | 2008 | 95 | 131 | 82 | 94 | 85 | 88 | 112 | 94 | 92 | 115 | 105 | 91 |
| | 2009 | 99 | 144 | 138 | 139 | 148 | 126 | 134 | 120 | 110 | 139 | 118 | 92 |
| | 2010 | 69 | 98 | 99 | 94 | 115 | 93 | 99 | 90 | 87 | 84 | 109 | 72 |
| | 2011 | 62 | 118 | 106 | 106 | 142 | 111 | 93 | 94 | 116 | 98 | 135 | 109 |
| | 2012 | 78 | 108 | 141 | 79 | 112 | 129 | 118 | 103 | 88 | 108 | 135 | 111 |
| | 2013 | 112 | 114 | 134 | 127 | 135 | 104 | 116 | 135 | 104 | 0 | 0 | 0 |

| Indicator | Year | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
|-----------------------|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | 1993 | 46 | 34 | 37 | 38 | 31 | 46 | 45 | 34 | 34 | 34 | 37 | 31 |
| | 1994 | 31 | 31 | 33 | 37 | 34 | 33 | 30 | 31 | 28 | 30 | 30 | 30 |
| Days on market | 1995 | 30 | 39 | 32 | 41 | 42 | 40 | 46 | 31 | 37 | 34 | 35 | 30 |
| | 1996 | 44 | 43 | 33 | 34 | 56 | 37 | 38 | 30 | 32 | 32 | 35 | 35 |
| | 1997 | 49 | 56 | 43 | 44 | 36 | 53 | 47 | 42 | 36 | 34 | 30 | 35 |
| | 1998 | 42 | 52 | 37 | 28 | 45 | 41 | 43 | 48 | 29 | 33 | 35 | 48 |
| | 1999 | 35 | 27 | 27 | 31 | 27 | 33 | 35 | 21 | 15 | 21 | 17 | 23 |
| | 2000 | 32 | 37 | 32 | 53 | 34 | 39 | 42 | 44 | 46 | 39 | 44 | 45 |
| | 2001 | 51 | 42 | 43 | 40 | 38 | 53 | 64 | 41 | 39 | 33 | 42 | 35 |
| | 2002 | 45 | 46 | 31 | 26 | 34 | 30 | 30 | 35 | 30 | 37 | 17 | 29 |
| | 2003 | 30 | 31 | 26 | 24 | 27 | 23 | 19 | 17 | 22 | 14 | 19 | 21 |
| | 2004 | 28 | 24 | 17 | 22 | 17 | 26 | 21 | 22 | 22 | 22 | 24 | 21 |
| | 2005 | 31 | 26 | 22 | 21 | 20 | 23 | 21 | 18 | 18 | 12 | 18 | 16 |
| | 2006 | 34 | 27 | 24 | 24 | 26 | 23 | 26 | 21 | 22 | 22 | 22 | 21 |
| | 2007 | 32 | 22 | 22 | 28 | 29 | 27 | 30 | 41 | 36 | 35 | 37 | 43 |
| | 2008 | 50 | 50 | 52 | 51 | 66 | 61 | 67 | 53 | 62 | 40 | 39 | 42 |
| | 2009 | 58 | 54 | 48 | 38 | 49 | 28 | 29 | 20 | 23 | 23 | 28 | 31 |
| | 2010 | 34 | 23 | 32 | 40 | 50 | 45 | 50 | 54 | 41 | 42 | 40 | 32 |
| | 2011 | 46 | 59 | 35 | 37 | 52 | 36 | 40 | 36 | 36 | 30 | 33 | 35 |
| | 2012 | 51 | 29 | 32 | 36 | 39 | 39 | 30 | 25 | 35 | 23 | 34 | 30 |
| | 2013 | 43 | 25 | 23 | 36 | 35 | 32 | 33 | 30 | 27 | 0 | 0 | 0 |



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