

# Harcourts MarketWatch

June 2009

For the third month in a row our statistics demonstrate a market with a reduced level of new listings coming to the market and a significantly higher number of written sales being recorded than the same month last year.

The comparative increase in buyer activity is particularly noticeable in those areas hardest hit by the slowdown we experienced last year, with an average increase in the volume of written sales in May 2009 of nearly 40% when compared to May 2008, including 43% lifts in Harcourts' Northern and Christchurch regions and a 76% increase in Harcourts' Central region.

This marked improvement in the volume of written sales follows the trend in March 2009 (30.4% increase on March 2008) and April 2009 (44% increase on April 2008).

In terms of the figures we report there were fewer new listings last month than in May 2008, while the average written sale price in all but one region (Northern) was down on May 2008.

In our view attractive lending rates, positive immigration statistics and some

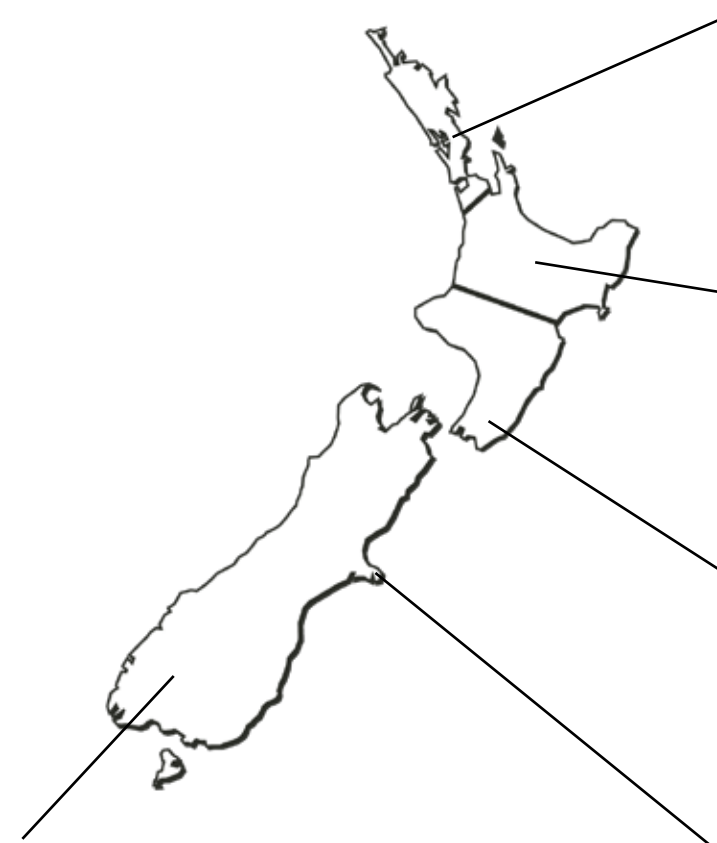
positive rumblings internationally have all contributed to the increased activity. Of equal stimulus is that most sellers are now fully conversant with the realities of the current market and are entering negotiations with realistic expectations.

Predicting what may or may not occur over coming months in the New Zealand real estate market is a favourite national pastime, and always attracts a lot of comment when views are publicised.

As far as Harcourts is concerned, given the fundamentals that are in play and driving our market right now, we see no reason for today's solid real estate market not to continue.

As long as sellers understand the market and have realistic expectations they can expect to achieve good results. Equally, buyers who do their homework and enter negotiations positively and with realistic expectations too can also look forward to securing their next property at today's attractive levels.

**Bryan Thomson, CEO, Harcourts New Zealand**



<b>NORTHERN</b>	<b>May 2009</b>	<b>May 2008</b>	<b>% Change</b>
Exclusive Listings	350	461	-24%
Auction/Tender	120	65	+85%
Property on Hand	3652	3664	=
Written Sales	397	278	+43%
Average Price	\$481,000	\$480,000	=

A very tight listing month again in our most populous region coupled with strong demand from buyers is reflected in a firm average price level.

<b>CENTRAL</b>	<b>May 2009</b>	<b>May 2008</b>	<b>% Change</b>
Exclusive Listings	358	428	-16%
Auction/Tender	62	55	+13%
Property on Hand	2941	2889	+2%
Written Sales	397	226	+76%
Average Price	\$352,000	\$365,000	-4%

Another active sales month in this region, significantly ahead of last May's stagnant market. New listings remain lower than desired.

<b>WELLINGTON</b>	<b>May 2009</b>	<b>May 2008</b>	<b>% Change</b>
Exclusive Listings	344	419	-18%
Auction/Tender	69	78	-12%
Property on Hand	2288	2580	-11%
Written Sales	364	293	+24%
Average Price	\$324,000	\$366,000	-11%

Similar to other North Island regions, new listings remain lower than the same month in the previous year but sales are up on May 2008.

<b>SOUTH ISLAND PROVINCIAL</b>	<b>May 2009</b>	<b>May 2008</b>	<b>% Change</b>
Exclusive Listings	185	285	-35%
Auction/Tender	30	36	-17%
Property on Hand	2319	2497	-7%
Written Sales	236	208	+13%
Average Price	\$308,000	\$372,000	-17%

Our South Island Provincial region saw a very light listing month and positive differential in sales levels. The stalled farm market is reflected in the average sale price levels.

<b>CHRISTCHURCH</b>	<b>May 2009</b>	<b>May 2008</b>	<b>% Change</b>
Exclusive Listings	539	734	-27%
Auction/Tender	101	72	+40%
Property on Hand	3688	4043	-9%
Written Sales	552	387	+43%
Average Price	\$365,000	\$395,000	-8%

High-profile auction campaigns continue to be in demand from sellers in the Garden City who want to take advantage of strong buyer demand.

Harcourts has been in existence since 1888 and is New Zealand's leading real estate group with around 180 offices nationwide. Harcourts also has over 250 offices in Australia and offices in Indonesia, Fiji, Singapore, China, South Africa and Zambia. Visit [www.harcourts.co.nz](http://www.harcourts.co.nz) for more information.

