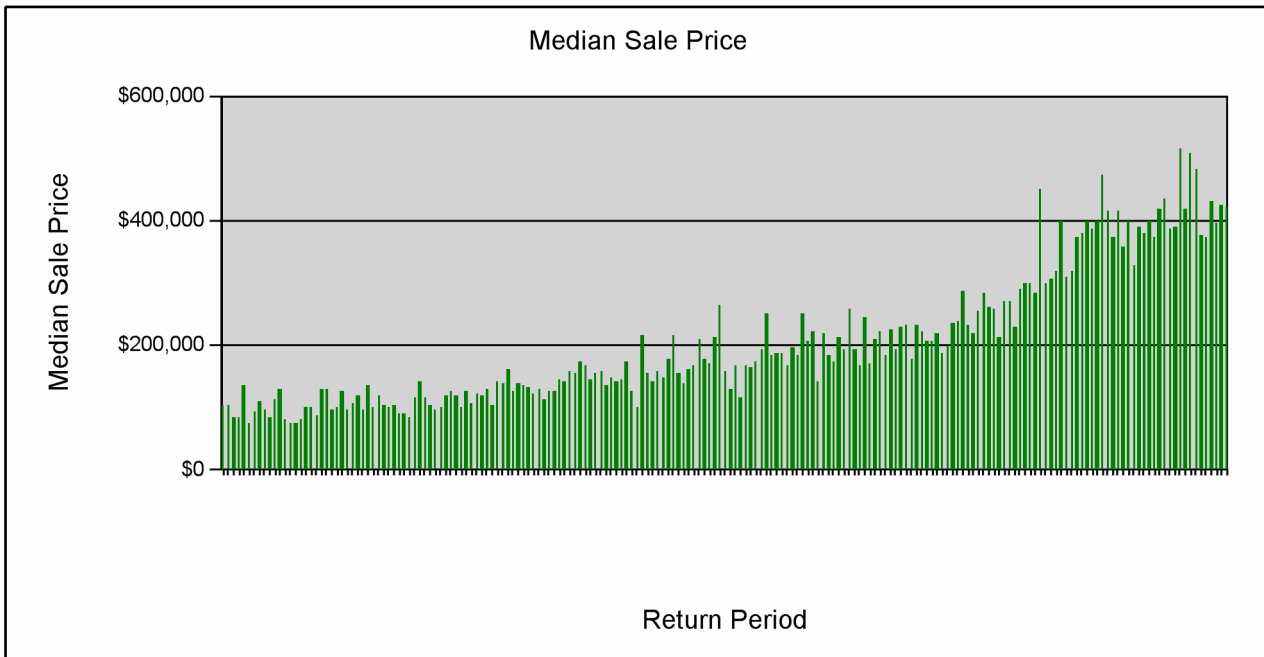


## Market Facts - Median Sale Price

District: Northland From: Jan 1992  
 Zone: Whangarei County To: Mar 2008  
 Property Type: Dwellings Medians calculated over: One Month



Return Period	Median Sale Price	No. of Sales	Median Days	% Diff Prev Mth	Total \$ Sales	Total Nat \$ Sales	% of Nat \$ Sales
Jan 1992	\$103,000.00	5	13		\$535,000	\$552,272,275	0.10 %
Feb 1992	\$104,500.00	7	157	1.50 %	\$904,000	\$667,866,334	0.14 %
Mar 1992	\$85,000.00	11	127	-18.70 %	\$1,136,350	\$739,294,479	0.15 %
Apr 1992	\$85,000.00	9	275	0.00 %	\$870,500	\$671,847,860	0.13 %
May 1992	\$135,000.00	13	60	58.80 %	\$1,855,433	\$680,307,185	0.27 %
Jun 1992	\$73,000.00	5	60	-45.90 %	\$438,500	\$680,410,692	0.06 %
Jul 1992	\$95,000.00	9	19	30.10 %	\$792,000	\$729,882,819	0.11 %
Aug 1992	\$110,000.00	5	92	15.80 %	\$590,000	\$646,065,756	0.09 %
Sep 1992	\$97,750.00	8	29	-11.10 %	\$711,500	\$719,167,928	0.10 %
Oct 1992	\$85,000.00	9	48	-13.00 %	\$867,500	\$742,405,753	0.12 %
Nov 1992	\$114,500.00	10	23	34.70 %	\$1,267,000	\$734,931,348	0.17 %
Dec 1992	\$128,000.00	17	91	11.80 %	\$2,144,000	\$620,261,405	0.35 %
Jan 1993	\$82,500.00	12	47	-35.50 %	\$1,266,500	\$594,190,541	0.21 %
Feb 1993	\$75,000.00	9	41	-9.10 %	\$814,500	\$715,304,095	0.11 %
Mar 1993	\$73,000.00	31	162	-2.70 %	\$2,772,000	\$874,185,928	0.32 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1993	\$80,000.00	19	49	9.60 %	\$1,690,100	\$733,417,019	0.23 %
May 1993	\$100,000.00	10	89	25.00 %	\$979,250	\$716,604,437	0.14 %
Jun 1993	\$100,000.00	10	92	0.00 %	\$945,000	\$796,460,860	0.12 %
Jul 1993	\$87,000.00	11	61	-13.00 %	\$1,136,500	\$836,436,718	0.14 %
Aug 1993	\$130,000.00	9	92	49.40 %	\$977,900	\$938,471,081	0.10 %
Sep 1993	\$130,000.00	5	70	0.00 %	\$552,500	\$948,682,660	0.06 %
Oct 1993	\$96,000.00	21	64	-26.20 %	\$2,246,500	\$996,090,217	0.23 %
Nov 1993	\$99,500.00	16	85	3.60 %	\$1,625,500	\$1,085,029,912	0.15 %
Dec 1993	\$124,500.00	15	61	25.10 %	\$1,736,750	\$886,187,302	0.20 %
Jan 1994	\$96,000.00	7	91	-22.90 %	\$737,000	\$877,617,232	0.08 %
Feb 1994	\$107,500.00	22	43	12.00 %	\$2,561,950	\$1,199,005,212	0.21 %
Mar 1994	\$118,000.00	19	62	9.80 %	\$2,402,000	\$1,374,621,944	0.17 %
Apr 1994	\$96,000.00	15	58	-18.60 %	\$1,645,000	\$1,194,637,761	0.14 %
May 1994	\$135,000.00	25	61	40.60 %	\$3,633,500	\$1,232,188,289	0.29 %
Jun 1994	\$100,250.00	20	70	-25.70 %	\$2,802,500	\$1,219,489,367	0.23 %
Jul 1994	\$120,000.00	15	31	19.70 %	\$1,967,500	\$1,030,004,868	0.19 %
Aug 1994	\$105,000.00	13	122	-12.50 %	\$1,329,500	\$1,225,481,117	0.11 %
Sep 1994	\$99,750.00	16	72	-5.00 %	\$1,751,300	\$1,189,729,750	0.15 %
Oct 1994	\$102,500.00	17	42	2.80 %	\$1,952,500	\$1,238,872,714	0.16 %
Nov 1994	\$89,450.00	18	60	-12.70 %	\$1,937,300	\$1,143,685,282	0.17 %
Dec 1994	\$90,000.00	14	99	0.60 %	\$1,792,000	\$988,720,543	0.18 %
Jan 1995	\$85,000.00	15	92	-5.60 %	\$1,508,500	\$783,232,321	0.19 %
Feb 1995	\$115,000.00	15	62	35.30 %	\$2,091,500	\$1,039,894,077	0.20 %
Mar 1995	\$141,500.00	22	50	23.00 %	\$3,060,000	\$1,200,764,392	0.25 %
Apr 1995	\$117,500.00	21	57	-17.00 %	\$2,924,000	\$973,872,478	0.30 %
May 1995	\$102,000.00	21	61	-13.20 %	\$2,265,500	\$1,171,408,332	0.19 %
Jun 1995	\$97,500.00	13	98	-4.40 %	\$2,015,000	\$1,152,357,321	0.17 %
Jul 1995	\$100,000.00	14	54	2.60 %	\$1,775,181	\$1,114,360,990	0.16 %
Aug 1995	\$119,500.00	18	77	19.50 %	\$1,968,500	\$1,226,657,283	0.16 %
Sep 1995	\$125,000.00	15	61	4.60 %	\$2,076,000	\$1,231,303,637	0.17 %
Oct 1995	\$120,000.00	36	110	-4.00 %	\$5,828,600	\$1,332,401,698	0.44 %
Nov 1995	\$100,000.00	29	65	-16.70 %	\$3,711,125	\$1,460,467,069	0.25 %
Dec 1995	\$126,000.00	19	61	26.00 %	\$2,553,500	\$1,099,257,181	0.23 %
Jan 1996	\$108,000.00	19	85	-14.30 %	\$2,212,250	\$1,271,220,646	0.17 %
Feb 1996	\$123,250.00	38	90	14.10 %	\$4,880,000	\$1,827,146,957	0.27 %
Mar 1996	\$118,750.00	46	59	-3.70 %	\$6,983,900	\$1,877,732,896	0.37 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1996	\$129,000.00	27	39	8.60 %	\$3,978,000	\$1,506,521,224	0.26 %
May 1996	\$102,500.00	20	63	-20.50 %	\$2,567,500	\$1,438,822,448	0.18 %
Jun 1996	\$140,750.00	20	46	37.30 %	\$2,914,000	\$1,015,486,411	0.29 %
Jul 1996	\$140,000.00	23	67	-0.50 %	\$3,759,250	\$979,024,121	0.38 %
Aug 1996	\$161,000.00	14	60	15.00 %	\$2,216,000	\$1,150,932,337	0.19 %
Sep 1996	\$126,000.00	23	62	-21.70 %	\$3,719,000	\$1,187,101,042	0.31 %
Oct 1996	\$139,500.00	22	55	10.70 %	\$3,141,500	\$1,254,387,177	0.25 %
Nov 1996	\$136,000.00	27	43	-2.50 %	\$4,355,625	\$1,558,585,167	0.28 %
Dec 1996	\$132,500.00	32	51	-2.60 %	\$4,727,500	\$1,048,735,904	0.45 %
Jan 1997	\$122,000.00	22	24	-7.90 %	\$3,367,500	\$1,460,012,135	0.23 %
Feb 1997	\$128,000.00	37	62	4.90 %	\$5,320,450	\$1,519,033,761	0.35 %
Mar 1997	\$112,750.00	32	29	-11.90 %	\$4,734,000	\$1,610,906,394	0.29 %
Apr 1997	\$126,000.00	27	56	11.80 %	\$4,000,000	\$1,560,742,734	0.26 %
May 1997	\$126,000.00	23	81	0.00 %	\$2,970,500	\$1,524,290,660	0.19 %
Jun 1997	\$145,000.00	33	36	15.10 %	\$5,255,160	\$1,285,629,959	0.41 %
Jul 1997	\$142,000.00	18	26	-2.10 %	\$2,992,000	\$1,393,495,988	0.21 %
Aug 1997	\$157,000.00	27	48	10.60 %	\$4,202,250	\$1,254,387,191	0.34 %
Sep 1997	\$156,500.00	18	54	-0.30 %	\$2,872,000	\$1,313,384,137	0.22 %
Oct 1997	\$175,000.00	26	48	11.80 %	\$4,643,000	\$1,430,510,412	0.32 %
Nov 1997	\$167,500.00	28	64	-4.30 %	\$5,144,200	\$1,456,902,923	0.35 %
Dec 1997	\$146,500.00	29	61	-12.50 %	\$7,166,500	\$1,068,386,219	0.67 %
Jan 1998	\$155,000.00	13	61	5.80 %	\$2,563,000	\$933,755,430	0.27 %
Feb 1998	\$157,750.00	14	31	1.80 %	\$2,713,500	\$1,025,291,780	0.26 %
Mar 1998	\$137,000.00	14	65	-13.20 %	\$2,175,500	\$1,308,193,596	0.17 %
Apr 1998	\$147,000.00	8	50	7.30 %	\$1,158,000	\$942,055,932	0.12 %
May 1998	\$142,500.00	16	89	-3.10 %	\$2,832,250	\$1,012,923,814	0.28 %
Jun 1998	\$145,000.00	11	68	1.80 %	\$2,155,000	\$966,222,514	0.22 %
Jul 1998	\$175,000.00	11	32	20.70 %	\$2,399,000	\$973,711,962	0.25 %
Aug 1998	\$124,750.00	6	124	-28.70 %	\$743,500	\$1,042,185,166	0.07 %
Sep 1998	\$100,000.00	7	78	-19.80 %	\$837,500	\$1,082,091,582	0.08 %
Oct 1998	\$215,000.00	15	94	115.00 %	\$3,676,000	\$1,250,664,403	0.29 %
Nov 1998	\$155,000.00	22	41	-27.90 %	\$4,449,000	\$1,414,387,763	0.31 %
Dec 1998	\$140,500.00	10	60	-9.40 %	\$3,071,500	\$1,186,805,877	0.26 %
Jan 1999	\$159,000.00	25	63	13.20 %	\$4,513,000	\$1,195,339,951	0.38 %
Feb 1999	\$148,000.00	29	66	-6.90 %	\$5,883,250	\$1,386,135,468	0.42 %
Mar 1999	\$179,000.00	25	40	20.90 %	\$5,248,200	\$1,609,850,475	0.33 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1999	\$215,000.00	18	33	20.10 %	\$4,088,500	\$1,398,634,251	0.29 %
May 1999	\$156,500.00	10	51	-27.20 %	\$1,808,000	\$1,414,706,741	0.13 %
Jun 1999	\$140,000.00	23	63	-10.50 %	\$4,446,000	\$1,259,348,010	0.35 %
Jul 1999	\$160,000.00	17	54	14.30 %	\$3,056,000	\$1,337,851,168	0.23 %
Aug 1999	\$169,250.00	16	74	5.80 %	\$2,881,500	\$1,227,927,982	0.23 %
Sep 1999	\$210,000.00	9	130	24.10 %	\$2,011,000	\$1,248,581,053	0.16 %
Oct 1999	\$176,000.00	15	122	-16.20 %	\$3,409,500	\$1,215,170,870	0.28 %
Nov 1999	\$170,000.00	25	60	-3.40 %	\$4,724,500	\$1,351,230,898	0.35 %
Dec 1999	\$213,000.00	13	71	25.30 %	\$3,205,000	\$906,889,354	0.35 %
Jan 2000	\$265,000.00	13	79	24.40 %	\$3,604,500	\$1,002,276,042	0.36 %
Feb 2000	\$158,000.00	17	78	-40.40 %	\$3,952,900	\$1,273,544,690	0.31 %
Mar 2000	\$130,000.00	23	88	-17.70 %	\$4,548,750	\$1,396,084,521	0.33 %
Apr 2000	\$168,000.00	20	69	29.20 %	\$4,126,500	\$1,113,818,099	0.37 %
May 2000	\$117,250.00	20	79	-30.20 %	\$2,997,000	\$1,081,483,516	0.28 %
Jun 2000	\$166,250.00	16	65	41.80 %	\$3,188,000	\$1,124,880,926	0.28 %
Jul 2000	\$165,000.00	22	66	-0.80 %	\$4,540,000	\$1,060,134,595	0.43 %
Aug 2000	\$174,500.00	24	71	5.80 %	\$5,075,250	\$1,087,632,000	0.47 %
Sep 2000	\$194,500.00	6	66	11.50 %	\$1,265,000	\$1,069,032,648	0.12 %
Oct 2000	\$250,000.00	11	155	28.50 %	\$3,156,000	\$980,253,276	0.32 %
Nov 2000	\$185,000.00	25	80	-26.00 %	\$4,730,833	\$1,228,515,172	0.39 %
Dec 2000	\$186,250.00	14	75	0.70 %	\$3,185,250	\$936,485,445	0.34 %
Jan 2001	\$186,500.00	30	80	0.10 %	\$6,270,000	\$994,121,763	0.63 %
Feb 2001	\$168,000.00	21	70	-9.90 %	\$4,302,500	\$1,305,299,516	0.33 %
Mar 2001	\$195,500.00	26	82	16.40 %	\$5,231,750	\$1,385,885,191	0.38 %
Apr 2001	\$185,000.00	19	80	-5.40 %	\$4,763,000	\$1,409,788,449	0.34 %
May 2001	\$250,000.00	15	43	35.10 %	\$4,113,500	\$1,308,231,537	0.31 %
Jun 2001	\$205,000.00	31	78	-18.00 %	\$7,157,000	\$1,293,270,772	0.55 %
Jul 2001	\$221,750.00	22	120	8.20 %	\$6,055,500	\$1,233,240,690	0.49 %
Aug 2001	\$142,000.00	32	86	-36.00 %	\$6,872,000	\$1,451,696,431	0.47 %
Sep 2001	\$219,000.00	16	93	54.20 %	\$3,793,500	\$1,158,915,623	0.33 %
Oct 2001	\$182,500.00	19	121	-16.70 %	\$3,776,000	\$1,433,623,485	0.26 %
Nov 2001	\$175,000.00	19	96	-4.10 %	\$4,150,000	\$1,682,405,899	0.25 %
Dec 2001	\$213,500.00	30	79	22.00 %	\$7,791,500	\$1,321,976,029	0.59 %
Jan 2002	\$195,000.00	25	95	-8.70 %	\$5,403,000	\$1,408,732,170	0.38 %
Feb 2002	\$256,500.00	42	75	31.50 %	\$11,416,500	\$1,954,697,622	0.58 %
Mar 2002	\$194,625.00	16	79	-24.10 %	\$3,875,250	\$2,218,064,092	0.17 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 2002	\$169,000.00	40	56	-13.20 %	\$7,605,500	\$2,170,418,593	0.35 %
May 2002	\$243,500.00	18	109	44.10 %	\$7,212,500	\$2,106,307,805	0.34 %
Jun 2002	\$171,500.00	20	98	-29.60 %	\$4,025,000	\$1,677,029,080	0.24 %
Jul 2002	\$210,000.00	21	44	22.40 %	\$8,402,000	\$1,785,431,521	0.47 %
Aug 2002	\$222,500.00	21	85	6.00 %	\$5,406,500	\$1,825,131,338	0.30 %
Sep 2002	\$185,000.00	37	92	-16.90 %	\$8,246,600	\$1,854,109,675	0.44 %
Oct 2002	\$226,000.00	22	34	22.20 %	\$5,322,000	\$2,222,696,747	0.24 %
Nov 2002	\$195,000.00	31	59	-13.70 %	\$7,161,000	\$2,396,345,565	0.30 %
Dec 2002	\$227,500.00	60	50	16.70 %	\$14,639,500	\$1,846,021,505	0.79 %
Jan 2003	\$233,150.00	26	61	2.50 %	\$6,703,800	\$1,939,431,080	0.35 %
Feb 2003	\$178,720.00	29	64	-23.30 %	\$6,648,720	\$2,301,186,294	0.29 %
Mar 2003	\$233,000.00	58	62	30.40 %	\$14,209,700	\$2,662,329,963	0.53 %
Apr 2003	\$223,500.00	18	50	-4.10 %	\$4,407,500	\$2,286,043,586	0.19 %
May 2003	\$205,000.00	45	72	-8.30 %	\$10,443,550	\$2,924,812,111	0.36 %
Jun 2003	\$207,750.00	38	105	1.30 %	\$9,869,000	\$2,493,952,673	0.40 %
Jul 2003	\$220,000.00	64	57	5.90 %	\$16,529,500	\$2,635,758,318	0.63 %
Aug 2003	\$188,000.00	34	91	-14.50 %	\$7,405,800	\$2,705,117,597	0.27 %
Sep 2003	\$201,000.00	64	66	6.90 %	\$16,529,500	\$2,828,242,432	0.58 %
Oct 2003	\$235,000.00	46	32	16.90 %	\$12,314,300	\$3,068,019,983	0.40 %
Nov 2003	\$237,500.00	54	37	1.10 %	\$18,330,322	\$3,028,646,674	0.61 %
Dec 2003	\$286,000.00	46	65	20.40 %	\$18,636,235	\$2,413,031,768	0.77 %
Jan 2004	\$232,000.00	42	40	-18.90 %	\$10,499,200	\$2,310,184,738	0.45 %
Feb 2004	\$220,000.00	43	61	-5.20 %	\$13,080,500	\$2,758,234,661	0.47 %
Mar 2004	\$254,500.00	50	55	15.70 %	\$14,653,000	\$3,299,144,744	0.44 %
Apr 2004	\$282,000.00	42	68	10.80 %	\$12,887,500	\$2,817,130,071	0.46 %
May 2004	\$260,000.00	33	43	-7.80 %	\$10,985,500	\$2,797,608,745	0.39 %
Jun 2004	\$258,000.00	53	59	-0.80 %	\$14,913,000	\$2,448,118,219	0.61 %
Jul 2004	\$212,000.00	29	76	-17.80 %	\$9,812,500	\$2,338,761,863	0.42 %
Aug 2004	\$270,000.00	28	33	27.40 %	\$8,522,000	\$2,439,929,259	0.35 %
Sep 2004	\$270,000.00	29	55	0.00 %	\$9,587,100	\$2,336,106,623	0.41 %
Oct 2004	\$230,000.00	33	57	-14.80 %	\$8,786,000	\$2,490,068,104	0.35 %
Nov 2004	\$290,000.00	43	64	26.10 %	\$15,482,500	\$3,008,383,348	0.51 %
Dec 2004	\$300,000.00	37	43	3.40 %	\$11,454,000	\$2,687,741,945	0.43 %
Jan 2005	\$300,000.00	33	68	0.00 %	\$14,138,500	\$2,163,790,625	0.65 %
Feb 2005	\$285,000.00	41	61	-5.00 %	\$14,771,500	\$3,201,456,217	0.46 %
Mar 2005	\$451,000.00	24	62	58.20 %	\$13,087,000	\$3,526,633,657	0.37 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 2005	\$300,000.00	42	56	-33.50 %	\$14,327,500	\$2,869,916,499	0.50 %
May 2005	\$305,750.00	44	32	1.90 %	\$14,841,099	\$3,018,908,058	0.49 %
Jun 2005	\$318,500.00	36	50	4.20 %	\$13,830,375	\$2,677,547,168	0.52 %
Jul 2005	\$400,000.00	30	58	25.60 %	\$18,238,500	\$2,694,916,753	0.68 %
Aug 2005	\$308,000.00	26	88	-23.00 %	\$9,362,000	\$2,895,264,833	0.32 %
Sep 2005	\$317,500.00	42	32	3.10 %	\$14,667,000	\$3,111,109,070	0.47 %
Oct 2005	\$375,000.00	33	68	18.10 %	\$13,485,000	\$2,920,789,673	0.46 %
Nov 2005	\$380,000.00	29	58	1.30 %	\$10,704,250	\$3,317,975,081	0.32 %
Dec 2005	\$400,000.00	34	41	5.30 %	\$13,392,500	\$2,441,613,387	0.55 %
Jan 2006	\$385,000.00	34	45	-3.80 %	\$17,188,500	\$2,156,751,887	0.80 %
Feb 2006	\$398,000.00	29	54	3.40 %	\$12,038,500	\$2,726,977,988	0.44 %
Mar 2006	\$472,500.00	42	54	18.70 %	\$21,612,000	\$3,642,588,020	0.59 %
Apr 2006	\$415,000.00	25	67	-12.20 %	\$12,298,500	\$2,765,380,586	0.44 %
May 2006	\$375,000.00	19	60	-9.60 %	\$7,082,000	\$3,443,100,067	0.21 %
Jun 2006	\$415,000.00	19	100	10.70 %	\$12,677,500	\$3,065,823,868	0.41 %
Jul 2006	\$356,000.00	20	80	-14.20 %	\$9,902,500	\$2,840,066,918	0.35 %
Aug 2006	\$400,000.00	23	33	12.40 %	\$11,548,500	\$3,144,183,499	0.37 %
Sep 2006	\$328,000.00	31	68	-18.00 %	\$12,194,500	\$3,158,205,617	0.39 %
Oct 2006	\$390,000.00	16	31	18.90 %	\$5,908,000	\$3,345,413,560	0.18 %
Nov 2006	\$380,000.00	43	65	-2.60 %	\$18,116,000	\$3,907,314,743	0.46 %
Dec 2006	\$400,000.00	27	52	5.30 %	\$11,595,200	\$3,238,012,215	0.36 %
Jan 2007	\$372,000.00	30	93	-7.00 %	\$13,409,100	\$2,842,189,755	0.47 %
Feb 2007	\$420,000.00	31	50	12.90 %	\$14,634,250	\$3,725,714,450	0.39 %
Mar 2007	\$435,000.00	36	63	3.60 %	\$16,965,005	\$4,534,699,905	0.37 %
Apr 2007	\$387,000.00	27	54	-11.00 %	\$11,859,000	\$3,394,822,216	0.35 %
May 2007	\$390,000.00	37	49	0.80 %	\$14,813,500	\$3,867,735,793	0.38 %
Jun 2007	\$515,000.00	11	87	32.10 %	\$5,433,500	\$3,099,286,491	0.18 %
Jul 2007	\$420,000.00	31	63	-18.40 %	\$15,135,945	\$2,763,617,537	0.55 %
Aug 2007	\$510,000.00	19	49	21.40 %	\$8,580,500	\$2,655,528,722	0.32 %
Sep 2007	\$482,000.00	17	51	-5.50 %	\$9,131,000	\$2,440,402,914	0.37 %
Oct 2007	\$376,500.00	20	118	-21.90 %	\$8,794,250	\$2,826,047,762	0.31 %
Nov 2007	\$372,500.00	23	77	-1.10 %	\$10,237,000	\$3,282,807,212	0.31 %
Dec 2007	\$430,000.00	16	40	15.40 %	\$8,467,500	\$2,307,364,297	0.37 %
Jan 2008	\$395,000.00	20	59	-8.10 %	\$10,598,500	\$2,054,469,162	0.52 %
Feb 2008	\$425,000.00	13	69	7.60 %	\$5,474,000	\$2,508,468,037	0.22 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Mar 2008	\$421,250.00	22	73	-0.90 %	\$11,890,500	\$2,106,520,863	0.56 %
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Suburbs covered: Glenbervie, Hikurangi, Kauri, Langs Beach, Matapouri, Maungatapere, McLeod Bay, Ngunguru, Oakleigh, One Tree Point, Pakotai, Parua Bay, Pataua, Pipiwai, Portland, Ruakaka, Ruatangata, Springfield - Whangarei District, Tamaterau, Tangiteroria, Tutukaka, Waiotu, Waipu, Whananaki, Whangarei Area, Whangarei Heads, Whangaruru, Whareora