





REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1993	\$98,000.00	62	45	-6.70 %	\$6,860,500	\$733,417,019	0.94 %
May 1993	\$116,000.00	86	43	18.40 %	\$10,772,399	\$716,604,437	1.50 %
Jun 1993	\$105,000.00	85	44	-9.50 %	\$9,467,650	\$796,460,860	1.19 %
Jul 1993	\$102,000.00	113	37	-2.90 %	\$12,367,150	\$836,436,718	1.48 %
Aug 1993	\$100,000.00	92	34	-2.00 %	\$10,382,950	\$938,471,081	1.11 %
Sep 1993	\$108,000.00	141	31	8.00 %	\$16,766,000	\$948,682,660	1.77 %
Oct 1993	\$110,000.00	90	23	1.90 %	\$11,635,350	\$996,090,217	1.17 %
Nov 1993	\$111,500.00	120	36	1.40 %	\$14,413,650	\$1,085,029,912	1.33 %
Dec 1993	\$111,250.00	94	35	-0.20 %	\$11,452,192	\$886,187,302	1.29 %
Jan 1994	\$110,000.00	89	42	-1.10 %	\$10,776,250	\$877,617,232	1.23 %
Feb 1994	\$120,000.00	95	51	9.10 %	\$11,907,200	\$1,199,005,212	0.99 %
Mar 1994	\$120,000.00	128	31	0.00 %	\$16,497,850	\$1,374,621,944	1.20 %
Apr 1994	\$120,000.00	95	36	0.00 %	\$12,813,000	\$1,194,637,761	1.07 %
May 1994	\$104,000.00	115	31	-13.30 %	\$13,777,750	\$1,232,188,289	1.12 %
Jun 1994	\$110,500.00	106	41	6.30 %	\$13,019,225	\$1,219,489,367	1.07 %
Jul 1994	\$113,750.00	90	47	2.90 %	\$11,428,700	\$1,030,004,868	1.11 %
Aug 1994	\$115,500.00	86	38	1.50 %	\$10,498,821	\$1,225,481,117	0.86 %
Sep 1994	\$114,500.00	109	47	-0.90 %	\$13,619,600	\$1,189,729,750	1.14 %
Oct 1994	\$114,500.00	94	41	0.00 %	\$11,768,850	\$1,238,872,714	0.95 %
Nov 1994	\$125,000.00	73	50	9.20 %	\$11,097,220	\$1,143,685,282	0.97 %
Dec 1994	\$122,750.00	76	43	-1.80 %	\$9,960,750	\$988,720,543	1.01 %
Jan 1995	\$107,000.00	56	59	-12.80 %	\$7,070,800	\$783,232,321	0.90 %
Feb 1995	\$106,000.00	73	59	-0.90 %	\$8,966,300	\$1,039,894,077	0.86 %
Mar 1995	\$115,000.00	70	42	8.50 %	\$8,540,500	\$1,200,764,392	0.71 %
Apr 1995	\$115,500.00	66	41	0.40 %	\$8,157,350	\$973,872,478	0.84 %
May 1995	\$110,000.00	68	48	-4.80 %	\$8,846,183	\$1,171,408,332	0.76 %
Jun 1995	\$115,000.00	57	32	4.50 %	\$7,046,850	\$1,152,357,321	0.61 %
Jul 1995	\$110,000.00	65	52	-4.30 %	\$7,985,500	\$1,114,360,990	0.72 %
Aug 1995	\$115,000.00	91	61	4.50 %	\$12,027,610	\$1,226,657,283	0.98 %
Sep 1995	\$117,500.00	69	61	2.20 %	\$9,420,000	\$1,231,303,637	0.77 %
Oct 1995	\$110,000.00	89	44	-6.40 %	\$11,116,300	\$1,332,401,698	0.83 %
Nov 1995	\$109,500.00	94	41	-0.50 %	\$11,369,575	\$1,460,467,069	0.78 %
Dec 1995	\$114,000.00	80	41	4.10 %	\$9,925,250	\$1,099,257,181	0.90 %
Jan 1996	\$122,000.00	91	55	7.00 %	\$18,434,750	\$1,271,220,646	1.45 %
Feb 1996	\$118,500.00	81	56	-2.90 %	\$10,449,250	\$1,827,146,957	0.57 %
Mar 1996	\$117,000.00	105	45	-1.30 %	\$13,566,050	\$1,877,732,896	0.72 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1996	\$110,000.00	89	48	-6.00 %	\$11,017,700	\$1,506,521,224	0.73 %
May 1996	\$111,000.00	71	61	0.90 %	\$8,816,700	\$1,438,822,448	0.61 %
Jun 1996	\$115,000.00	77	64	3.60 %	\$9,573,700	\$1,015,486,411	0.94 %
Jul 1996	\$118,000.00	84	52	2.60 %	\$10,913,730	\$979,024,121	1.11 %
Aug 1996	\$125,000.00	69	55	5.90 %	\$9,436,500	\$1,150,932,337	0.82 %
Sep 1996	\$112,000.00	69	46	-10.40 %	\$8,521,250	\$1,187,101,042	0.72 %
Oct 1996	\$118,000.00	83	56	5.40 %	\$11,390,350	\$1,254,387,177	0.91 %
Nov 1996	\$120,000.00	75	50	1.70 %	\$9,978,050	\$1,558,585,167	0.64 %
Dec 1996	\$115,750.00	88	45	-3.50 %	\$12,382,805	\$1,048,735,904	1.18 %
Jan 1997	\$127,500.00	58	58	10.20 %	\$7,999,700	\$1,460,012,135	0.55 %
Feb 1997	\$120,000.00	79	43	-5.90 %	\$10,199,600	\$1,519,033,761	0.67 %
Mar 1997	\$110,500.00	94	50	-7.90 %	\$11,755,767	\$1,610,906,394	0.73 %
Apr 1997	\$120,000.00	85	58	8.60 %	\$11,453,600	\$1,560,742,734	0.73 %
May 1997	\$130,000.00	102	54	8.30 %	\$14,677,750	\$1,524,290,660	0.96 %
Jun 1997	\$115,000.00	74	57	-11.50 %	\$9,148,700	\$1,285,629,959	0.71 %
Jul 1997	\$110,000.00	94	46	-4.30 %	\$11,442,587	\$1,393,495,988	0.82 %
Aug 1997	\$111,500.00	81	47	1.40 %	\$10,173,850	\$1,254,387,191	0.81 %
Sep 1997	\$117,000.00	79	43	4.90 %	\$10,045,200	\$1,313,384,137	0.76 %
Oct 1997	\$120,000.00	77	43	2.60 %	\$9,652,000	\$1,430,510,412	0.67 %
Nov 1997	\$119,000.00	74	50	-0.80 %	\$10,280,250	\$1,456,902,923	0.71 %
Dec 1997	\$119,000.00	85	42	0.00 %	\$12,407,850	\$1,068,386,219	1.16 %
Jan 1998	\$135,000.00	65	57	13.40 %	\$9,806,750	\$933,755,430	1.05 %
Feb 1998	\$124,000.00	61	58	-8.10 %	\$7,708,500	\$1,025,291,780	0.75 %
Mar 1998	\$120,000.00	91	45	-3.20 %	\$11,682,255	\$1,308,193,596	0.89 %
Apr 1998	\$107,000.00	75	63	-10.80 %	\$9,040,500	\$942,055,932	0.96 %
May 1998	\$117,000.00	57	49	9.30 %	\$7,866,100	\$1,012,923,814	0.78 %
Jun 1998	\$122,000.00	81	64	4.30 %	\$10,725,755	\$966,222,514	1.11 %
Jul 1998	\$112,000.00	67	61	-8.20 %	\$8,524,500	\$973,711,962	0.88 %
Aug 1998	\$109,000.00	69	72	-2.70 %	\$8,389,300	\$1,042,185,166	0.80 %
Sep 1998	\$115,500.00	81	78	6.00 %	\$10,455,500	\$1,082,091,582	0.97 %
Oct 1998	\$115,000.00	78	75	-0.40 %	\$10,627,050	\$1,250,664,403	0.85 %
Nov 1998	\$111,750.00	76	48	-2.80 %	\$9,232,250	\$1,414,387,763	0.65 %
Dec 1998	\$120,000.00	94	51	7.40 %	\$12,780,850	\$1,186,805,877	1.08 %
Jan 1999	\$115,000.00	83	64	-4.20 %	\$10,975,000	\$1,195,339,951	0.92 %
Feb 1999	\$123,000.00	85	38	7.00 %	\$12,158,634	\$1,386,135,468	0.88 %
Mar 1999	\$110,000.00	126	43	-10.60 %	\$16,199,850	\$1,609,850,475	1.01 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 1999	\$122,000.00	80	49	10.90 %	\$11,923,015	\$1,398,634,251	0.85 %
May 1999	\$115,000.00	95	69	-5.70 %	\$11,739,600	\$1,414,706,741	0.83 %
Jun 1999	\$120,000.00	73	37	4.30 %	\$9,863,600	\$1,259,348,010	0.78 %
Jul 1999	\$122,000.00	85	45	1.70 %	\$12,055,050	\$1,337,851,168	0.90 %
Aug 1999	\$107,500.00	88	64	-11.90 %	\$11,060,600	\$1,227,927,982	0.90 %
Sep 1999	\$115,000.00	99	41	7.00 %	\$13,445,750	\$1,248,581,053	1.08 %
Oct 1999	\$117,500.00	78	56	2.20 %	\$10,749,788	\$1,215,170,870	0.88 %
Nov 1999	\$118,000.00	87	47	0.40 %	\$12,040,500	\$1,351,230,898	0.89 %
Dec 1999	\$115,500.00	60	59	-2.10 %	\$7,921,500	\$906,889,354	0.87 %
Jan 2000	\$116,000.00	90	63	0.40 %	\$11,894,250	\$1,002,276,042	1.19 %
Feb 2000	\$120,000.00	111	43	3.40 %	\$15,637,527	\$1,273,544,690	1.23 %
Mar 2000	\$116,000.00	97	26	-3.30 %	\$12,172,500	\$1,396,084,521	0.87 %
Apr 2000	\$122,500.00	70	35	5.60 %	\$9,895,000	\$1,113,818,099	0.89 %
May 2000	\$117,500.00	104	40	-4.10 %	\$14,570,750	\$1,081,483,516	1.35 %
Jun 2000	\$110,000.00	84	54	-6.40 %	\$10,317,600	\$1,124,880,926	0.92 %
Jul 2000	\$124,000.00	59	57	12.70 %	\$7,886,250	\$1,060,134,595	0.74 %
Aug 2000	\$115,750.00	70	54	-6.70 %	\$8,797,414	\$1,087,632,000	0.81 %
Sep 2000	\$130,000.00	71	65	12.30 %	\$10,626,500	\$1,069,032,648	0.99 %
Oct 2000	\$120,250.00	46	60	-7.50 %	\$7,204,900	\$980,253,276	0.74 %
Nov 2000	\$128,500.00	58	41	6.90 %	\$8,215,050	\$1,228,515,172	0.67 %
Dec 2000	\$124,000.00	59	64	-3.50 %	\$7,471,000	\$936,485,445	0.80 %
Jan 2001	\$127,250.00	52	55	2.60 %	\$7,943,250	\$994,121,763	0.80 %
Feb 2001	\$123,500.00	102	72	-2.90 %	\$14,780,250	\$1,305,299,516	1.13 %
Mar 2001	\$121,500.00	99	49	-1.60 %	\$14,595,898	\$1,385,885,191	1.05 %
Apr 2001	\$132,000.00	71	63	8.60 %	\$10,579,300	\$1,409,788,449	0.75 %
May 2001	\$116,000.00	97	61	-12.10 %	\$13,517,550	\$1,308,231,537	1.03 %
Jun 2001	\$129,500.00	78	56	11.60 %	\$11,009,850	\$1,293,270,772	0.85 %
Jul 2001	\$135,000.00	62	61	4.20 %	\$9,355,850	\$1,233,240,690	0.76 %
Aug 2001	\$107,500.00	98	52	-20.40 %	\$12,343,500	\$1,451,696,431	0.85 %
Sep 2001	\$131,500.00	82	49	22.30 %	\$11,097,300	\$1,158,915,623	0.96 %
Oct 2001	\$120,000.00	97	45	-8.70 %	\$14,276,900	\$1,433,623,485	1.00 %
Nov 2001	\$126,500.00	96	46	5.40 %	\$14,257,950	\$1,682,405,899	0.85 %
Dec 2001	\$130,075.00	80	31	2.80 %	\$11,297,510	\$1,321,976,029	0.85 %
Jan 2002	\$125,000.00	91	45	-3.90 %	\$13,357,850	\$1,408,732,170	0.95 %
Feb 2002	\$140,000.00	118	38	12.00 %	\$17,786,100	\$1,954,697,622	0.91 %
Mar 2002	\$130,000.00	109	31	-7.10 %	\$16,117,230	\$2,218,064,092	0.73 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 2002	\$120,500.00	100	34	-7.30 %	\$13,027,366	\$2,170,418,593	0.60 %
May 2002	\$127,250.00	140	39	5.60 %	\$19,903,745	\$2,106,307,805	0.94 %
Jun 2002	\$129,500.00	112	45	1.80 %	\$18,435,050	\$1,677,029,080	1.10 %
Jul 2002	\$124,000.00	85	37	-4.20 %	\$12,625,200	\$1,785,431,521	0.71 %
Aug 2002	\$125,000.00	118	41	0.80 %	\$17,673,150	\$1,825,131,338	0.97 %
Sep 2002	\$133,100.00	113	33	6.50 %	\$16,502,350	\$1,854,109,675	0.89 %
Oct 2002	\$126,000.00	127	31	-5.30 %	\$19,079,930	\$2,222,696,747	0.86 %
Nov 2002	\$131,500.00	137	28	4.40 %	\$23,383,750	\$2,396,345,565	0.98 %
Dec 2002	\$157,000.00	127	33	19.40 %	\$22,827,135	\$1,846,021,505	1.24 %
Jan 2003	\$138,000.00	145	39	-12.10 %	\$23,842,350	\$1,939,431,080	1.23 %
Feb 2003	\$140,000.00	143	36	1.40 %	\$24,513,250	\$2,301,186,294	1.07 %
Mar 2003	\$140,500.00	150	30	0.40 %	\$24,457,000	\$2,662,329,963	0.92 %
Apr 2003	\$148,500.00	125	27	5.70 %	\$22,679,868	\$2,286,043,586	0.99 %
May 2003	\$148,700.00	152	30	0.10 %	\$27,072,331	\$2,924,812,111	0.93 %
Jun 2003	\$135,000.00	133	26	-9.20 %	\$21,201,982	\$2,493,952,673	0.85 %
Jul 2003	\$152,125.00	154	22	12.70 %	\$27,939,425	\$2,635,758,318	1.06 %
Aug 2003	\$155,000.00	139	21	1.90 %	\$25,737,044	\$2,705,117,597	0.95 %
Sep 2003	\$172,000.00	163	23	11.00 %	\$32,537,175	\$2,828,242,432	1.15 %
Oct 2003	\$165,000.00	166	18	-4.10 %	\$33,272,788	\$3,068,019,983	1.08 %
Nov 2003	\$170,000.00	130	23	3.00 %	\$27,905,033	\$3,028,646,674	0.92 %
Dec 2003	\$172,500.00	144	22	1.50 %	\$30,152,350	\$2,413,031,768	1.25 %
Jan 2004	\$187,500.00	121	33	8.70 %	\$25,214,875	\$2,310,184,738	1.09 %
Feb 2004	\$180,200.00	141	25	-3.90 %	\$31,602,085	\$2,758,234,661	1.15 %
Mar 2004	\$195,250.00	148	27	8.40 %	\$33,289,583	\$3,299,144,744	1.01 %
Apr 2004	\$210,000.00	143	29	7.60 %	\$35,073,675	\$2,817,130,071	1.25 %
May 2004	\$186,000.00	105	28	-11.40 %	\$23,461,200	\$2,797,608,745	0.84 %
Jun 2004	\$206,000.00	115	25	10.80 %	\$29,376,300	\$2,448,118,219	1.20 %
Jul 2004	\$182,000.00	101	28	-11.70 %	\$23,671,000	\$2,338,761,863	1.01 %
Aug 2004	\$220,000.00	108	31	20.90 %	\$25,572,691	\$2,439,929,259	1.05 %
Sep 2004	\$210,000.00	107	32	-4.50 %	\$27,981,050	\$2,336,106,623	1.20 %
Oct 2004	\$200,500.00	89	36	-4.50 %	\$21,995,900	\$2,490,068,104	0.88 %
Nov 2004	\$220,000.00	123	33	9.70 %	\$30,390,242	\$3,008,383,348	1.01 %
Dec 2004	\$240,000.00	118	38	9.10 %	\$31,292,835	\$2,687,741,945	1.16 %
Jan 2005	\$245,250.00	104	39	2.20 %	\$28,116,845	\$2,163,790,625	1.30 %
Feb 2005	\$235,000.00	143	38	-4.20 %	\$37,447,961	\$3,201,456,217	1.17 %
Mar 2005	\$243,500.00	148	28	3.60 %	\$41,366,050	\$3,526,633,657	1.17 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Apr 2005	\$235,000.00	121	40	-3.50 %	\$32,027,179	\$2,869,916,499	1.12 %
May 2005	\$245,000.00	141	34	4.30 %	\$37,728,350	\$3,018,908,058	1.25 %
Jun 2005	\$228,000.00	120	34	-6.90 %	\$30,945,461	\$2,677,547,168	1.16 %
Jul 2005	\$249,000.00	107	44	9.20 %	\$28,226,255	\$2,694,916,753	1.05 %
Aug 2005	\$259,000.00	123	34	4.00 %	\$35,950,650	\$2,895,264,833	1.24 %
Sep 2005	\$255,000.00	120	39	-1.50 %	\$33,151,376	\$3,111,109,070	1.07 %
Oct 2005	\$250,000.00	131	29	-2.00 %	\$35,547,300	\$2,920,789,673	1.22 %
Nov 2005	\$269,500.00	146	32	7.80 %	\$44,417,800	\$3,317,975,081	1.34 %
Dec 2005	\$236,250.00	106	29	-12.30 %	\$29,044,862	\$2,441,613,387	1.19 %
Jan 2006	\$245,000.00	95	45	3.70 %	\$27,644,111	\$2,156,751,887	1.28 %
Feb 2006	\$254,000.00	114	43	3.70 %	\$33,817,850	\$2,726,977,988	1.24 %
Mar 2006	\$261,000.00	123	35	2.80 %	\$35,678,625	\$3,642,588,020	0.98 %
Apr 2006	\$230,000.00	123	36	-11.90 %	\$31,629,950	\$2,765,380,586	1.14 %
May 2006	\$240,000.00	137	42	4.30 %	\$37,409,850	\$3,443,100,067	1.09 %
Jun 2006	\$254,000.00	139	47	5.80 %	\$39,167,725	\$3,065,823,868	1.28 %
Jul 2006	\$269,000.00	105	40	5.90 %	\$30,719,849	\$2,840,066,918	1.08 %
Aug 2006	\$262,000.00	141	36	-2.60 %	\$41,706,400	\$3,144,183,499	1.33 %
Sep 2006	\$285,000.00	116	38	8.80 %	\$37,413,000	\$3,158,205,617	1.18 %
Oct 2006	\$270,000.00	121	44	-5.30 %	\$38,421,888	\$3,345,413,560	1.15 %
Nov 2006	\$264,000.00	158	39	-2.20 %	\$45,404,100	\$3,907,314,743	1.16 %
Dec 2006	\$250,000.00	90	31	-5.30 %	\$27,291,800	\$3,238,012,215	0.84 %
Jan 2007	\$275,000.00	125	50	10.00 %	\$38,741,000	\$2,842,189,755	1.36 %
Feb 2007	\$275,000.00	109	54	0.00 %	\$35,935,820	\$3,725,714,450	0.96 %
Mar 2007	\$266,250.00	140	36	-3.20 %	\$42,508,900	\$4,534,699,905	0.94 %
Apr 2007	\$280,000.00	98	37	5.20 %	\$32,840,505	\$3,394,822,216	0.97 %
May 2007	\$282,500.00	120	36	0.90 %	\$37,164,399	\$3,867,735,793	0.96 %
Jun 2007	\$257,000.00	119	42	-9.00 %	\$33,992,321	\$3,099,286,491	1.10 %
Jul 2007	\$279,000.00	98	51	8.60 %	\$33,341,340	\$2,763,617,537	1.21 %
Aug 2007	\$275,589.00	89	30	-1.20 %	\$27,939,889	\$2,655,528,722	1.05 %
Sep 2007	\$283,250.00	76	35	2.80 %	\$23,923,050	\$2,440,402,914	0.98 %
Oct 2007	\$289,500.00	103	43	2.20 %	\$34,418,201	\$2,826,047,762	1.22 %
Nov 2007	\$270,100.00	117	39	-6.70 %	\$36,488,300	\$3,282,807,212	1.11 %
Dec 2007	\$281,000.00	81	49	4.00 %	\$27,733,650	\$2,307,364,297	1.20 %
Jan 2008	\$285,000.00	87	52	1.40 %	\$27,617,000	\$2,054,469,162	1.34 %
Feb 2008	\$260,000.00	105	62	-8.80 %	\$30,349,646	\$2,508,468,037	1.21 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

## Market Facts - Median Sale Price

Mar 2008	\$284,000.00	63	41	9.20 %	\$20,052,350	\$2,106,520,863	0.95 %
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Suburbs covered: Akina, Bridge Pa, Camberley, Fernhill - Hastings District, Flaxmere, Frimley, Hastings Central, Havelock North, Karamu, Longlands, Mahora, Mangateretere, Mayfair, Omaha, Pakipaki, Pakowhai, Parkvale, Raureka, St Leonards - Hastings District, Tomoana, Twyford