

2,337
Total number
of occupied
dwellings in
Mangawhai
(Census 2013)

Healthy start to the real estate market in 2018

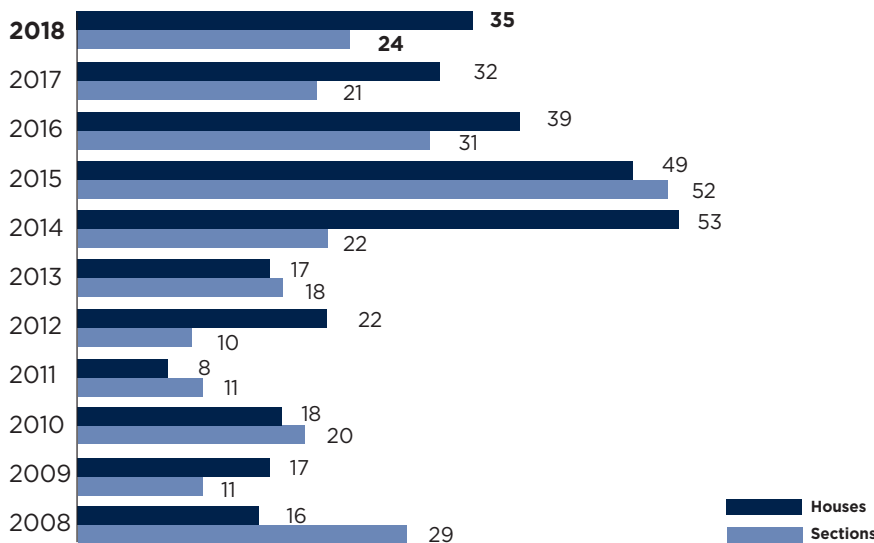
The market has had a steady start for the first quarter of 2018. Total sales volumes are up versus the same quarter last year, for both houses and sections. Median values are back slightly for houses, but at Bayleys we don't believe this is a fundamental change in the market. We are finding that properties well promoted and positioned in the market are seeing good competition. Our success rates at auction remain very high.

Mangawhai certainly remains a very popular coastal destination, both for those looking to move north and find a great community to be part of, but also for those wanting a bach to escape the rat-race to. Our location within the magic 90 minutes of Auckland underwrites the market and, with the growth that we are seeing, the long-term prospects for Mangawhai are strong.

Bayleys continues to achieve strong results in the market. We have exceeded the market average price by almost \$100,000 in the last 12 months - clearly showing that a good salesperson with a strong brand and an innovative approach to marketing can achieve great results for our clients.

If you'd like some advice on what's happening in the market at present, our team at Bayleys Mangawhai would love to talk with you further.

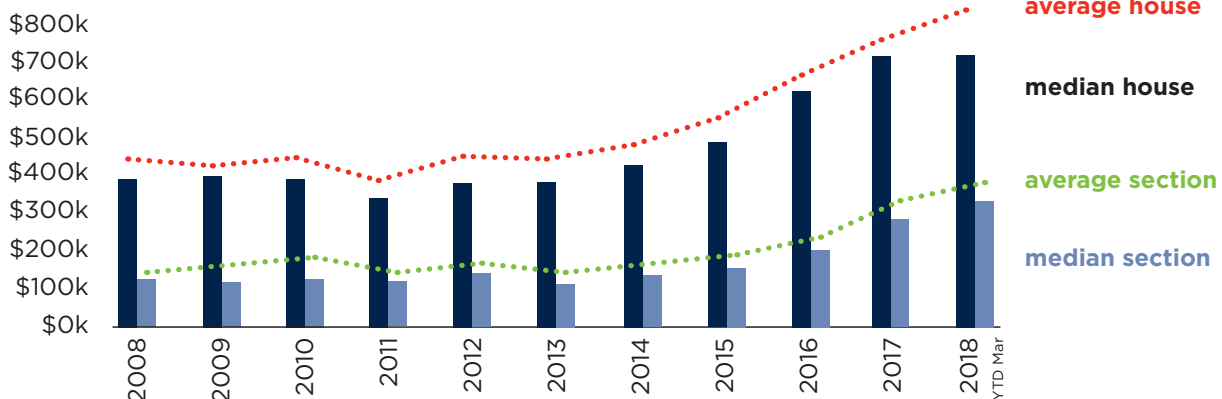
Sales Volumes by year for January/February/March



59
residential
properties sold in
March Quarter

364
properties for
sale today

Sales values (median and average) by year



SUMMARY STATISTICS

Top streets by house sales activity (1/4/17 to 31/3/18):

Area	No. of sales	Median sale	Average sale
Seabreeze Road	7	\$703,000	\$712,857
Jack Boyd Drive	7	\$670,000	\$723,643
Moir Point Road	6	\$830,000	\$963,333
Norfolk Drive	5	\$590,000	\$573,200

House market (March Quarter 2018)

35 houses sold

32 houses sold same quarter last year

9% up on last year

\$28,876,925 value for quarter

\$25,840,500 value same quarter last year

12% up on last year

\$720,000 median sale price

\$768,750 median sale price same quarter last year

-6% down on last year

\$2,469,000 highest sale price

\$412,000 lowest sale price

Section market (March Quarter 2018)

24 sections sold

21 sections sold same quarter last year

14% up on last year

\$9,113,100 value for quarter

\$8,097,500 value same quarter last year

13% up on last year

\$335,000 median sale price

\$302,500 median sale price same quarter last year

11% up on last year

\$915,000 highest sale price

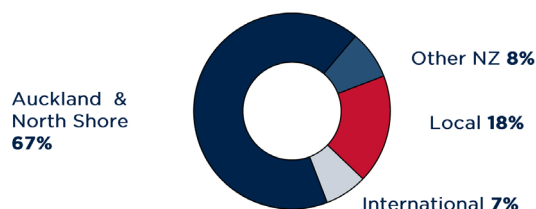
\$260,000 lowest sale price

Bayleys Statistics (last 12 months)

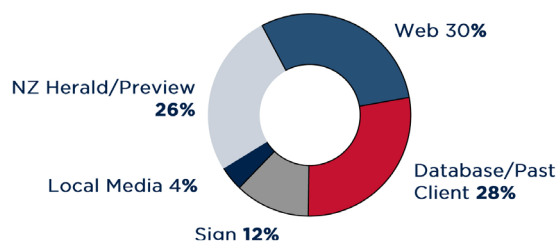
Average Sale Price	\$668,272
Bayleys Sales Exceeded Market Average by	\$92,283 (+16%)

Mangawhai Buyer Location/Source - April 2008 to March 2018 (Bayleys data)

Buyer Location



Buyer Source



Bayleys Mangawhai
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 198 Molesworth Drive