

# ALL OVER DEVELOPMENT LAND SALES



Welcome to the May edition of Bayleys' land development newsletter, here to inform and add value for stakeholders across Auckland's land and development sales sector.

The current environment reflects growing clarity and confidence as the coalition government gets to work on delivering its pro-business agenda. While expected to be broadly supportive for the sector, it will be important to stay across the detail of regulatory changes.

Feedback across much of the economy supports a broadening consensus that inflation controls are biting. This includes promising signs that rising costs for construction, and supporting services, are now levelling off.

This improving inflation picture puts a lid on the foreseeable need for a more prolonged period of higher interest rates – whose rise caused some cooling in the overall property market and made it trickier to secure project funding. We expect a further rebound in activity as rates eventually fall.

Meanwhile, the need for new housing in fast-growing Auckland, amid historically high net inward migration, is as strong as ever. As competition for homes intensifies this is buoying rental prices, which have lifted sharply – further bolstering the fundamentals for development.

In short: many now see this as an excellent and opportune time to look at buying land. While some caution lingers, well-capitalised buyers see the chance to act strategically and snap up prime development sites at potentially more favourable prices.

Developers are actively seeking opportunities with a view to the long term – identifying the right projects to start building now, while also eyeing acquisitions that will

support a pipeline of future projects.

We see momentum building within the brownfield and infill market, in particular, with larger scale brownfield sites generating significant interest and transactions as opportunities arise.

This is fuelled in part by the lower capital and planning thresholds for brownfield development, along with Auckland Council's focus on areas of existing growth for future infrastructure investment under the new Future Development Strategy (FDS).

Meanwhile, greenfield land ready to buy today and start developing tomorrow is still extremely scarce. The FDS flags the prospect of some new land for industry, promising future opportunities to address a chronic shortage of industrial property. Where sites become available, they are assured of strong demand.

We're firmly focused on maximising the financial outcomes for our clients and customers in this evolving environment. Please feel free to contact me to discuss your needs.

*Your Future Urban and Development Land sales experts,*

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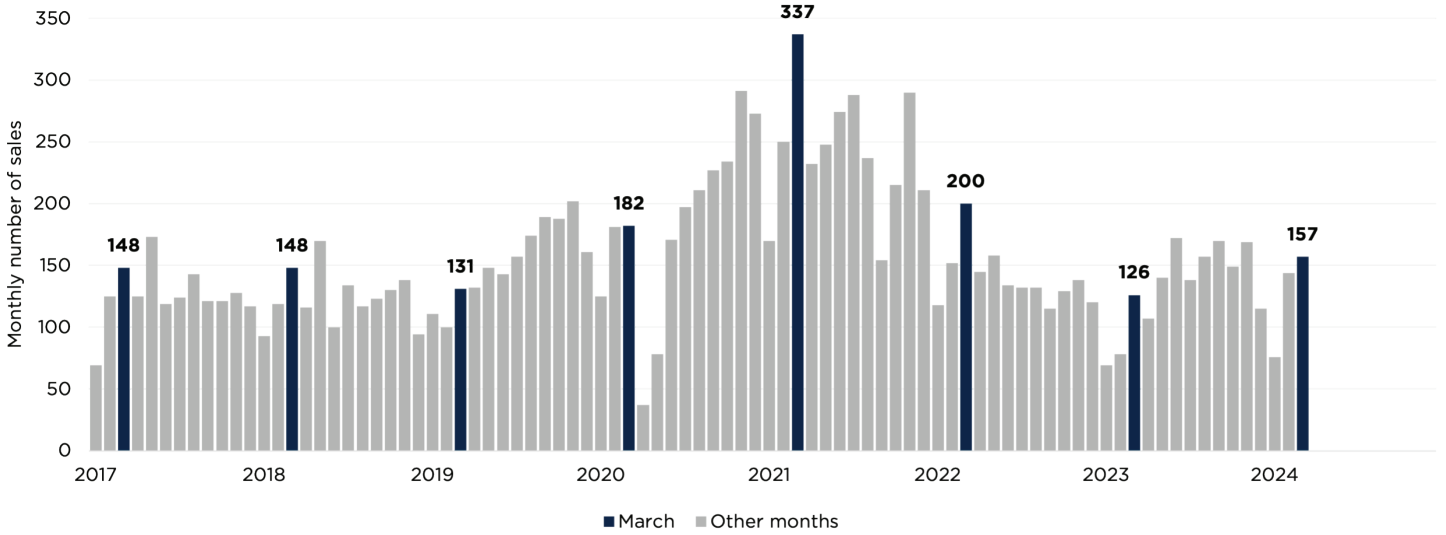
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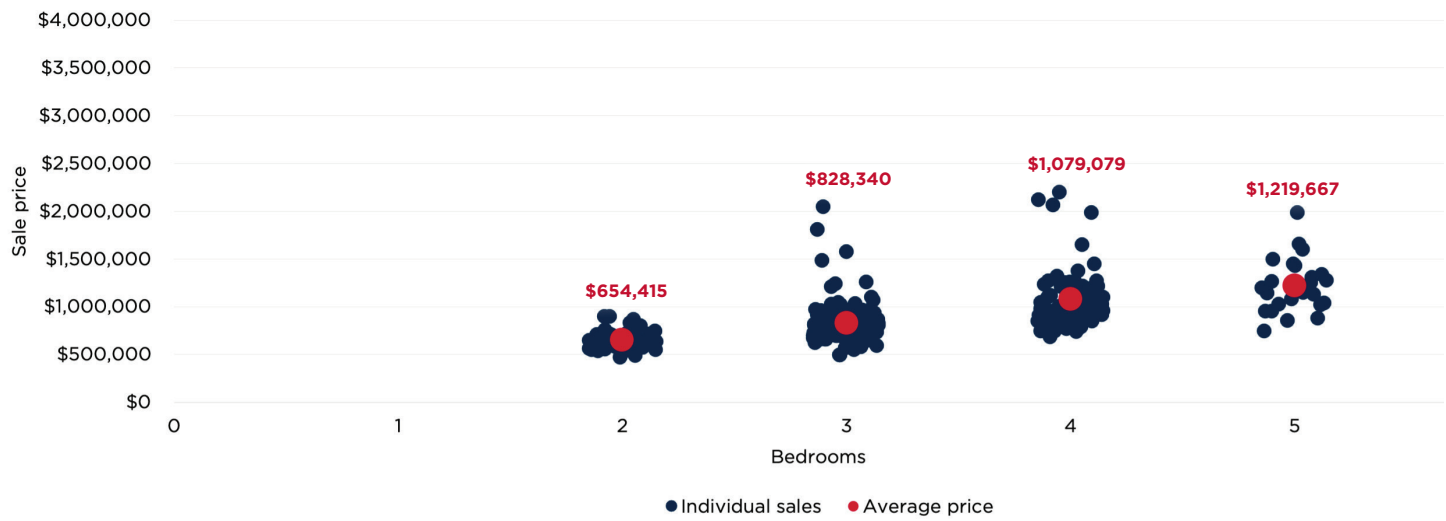
# Market insights

## Residential market update: South Auckland

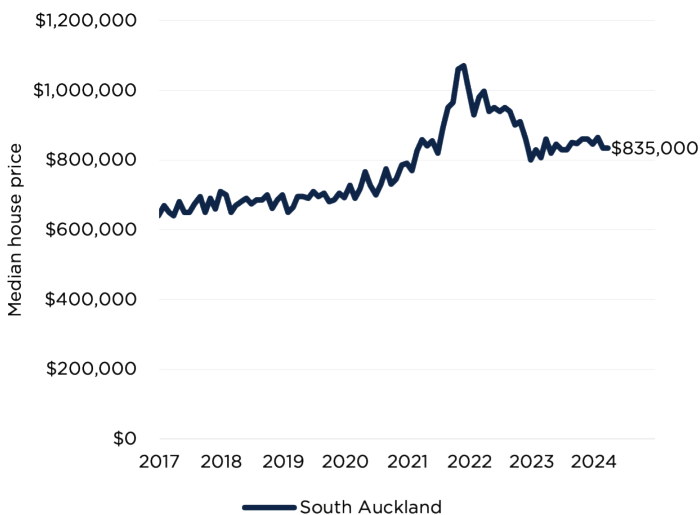
Monthly number of sales



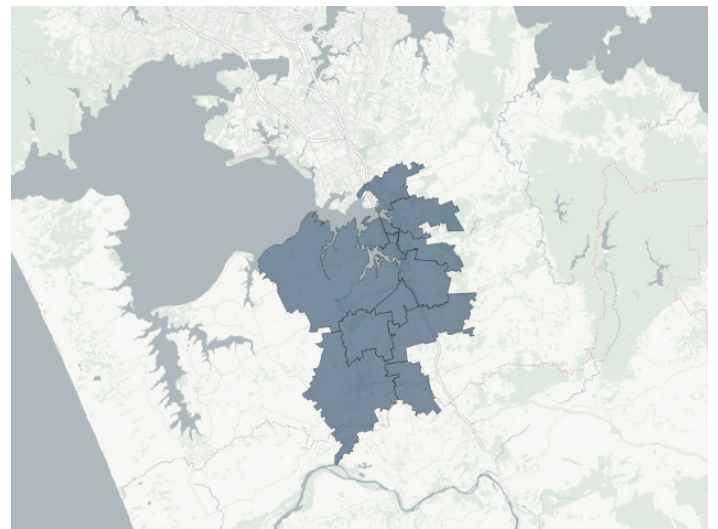
Sale price by bedroom count (past 3 months)



Price trend

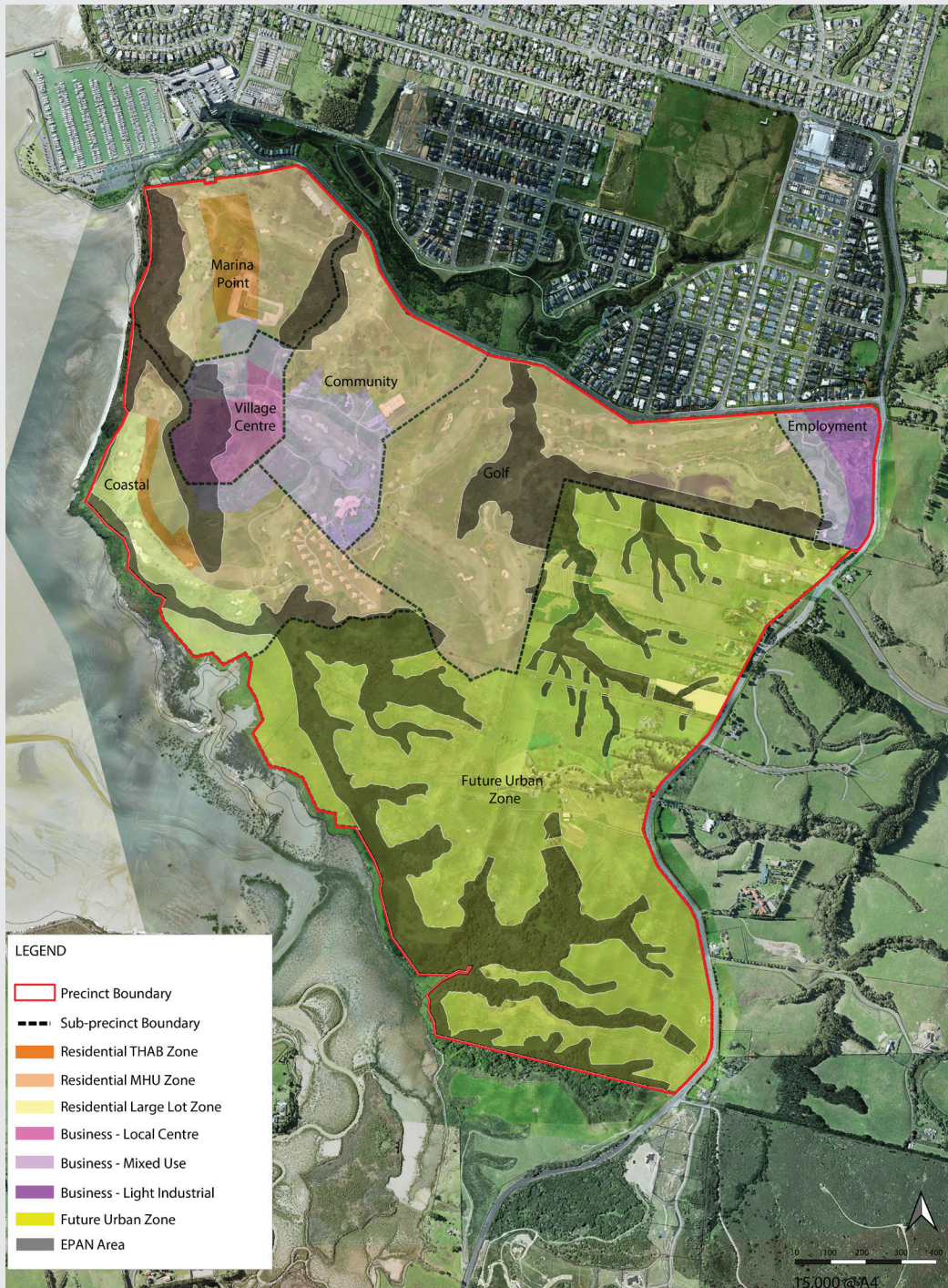


Catchment map



# Plan Change (PC) 88: Beachlands South

Beachlands South is a private plan change seeking to rezone approximately 307 hectares of predominately Rural Countryside Living zoned land south of the Beachlands township to a mixture of zones including: Future Urban, Residential - Mixed Housing Urban, Terrace Housing and Apartments (THAB), Large Lot Residential, Business - Local Centre, Business - Light Industrial, Business Mixed Use and Open green space zones.



PC 88 was publicly notified on 26 January 2023 and submissions closed on 13 June 2023, with the hearing being undertaken over a five-day period from 27 November 2023 through to 1 December 2023. The independent commissioners released their decision to grant the plan change rezoning on 12 April 2024 with appeals to the decision closing on 27 May 2024.

The first live zoned land approved under PC 88 is anticipated to deliver approximately 2,900 homes, with the Future Urban zone providing a future ability to deliver an additional 2,100 homes. Within the planning, there has been allowance for a new primary and secondary school that will be designed and overseen by the Ministry of Education to support the additional population growth.

Zoning included Light Industrial, and Business - Mixed Use providing future residences with local employment opportunities.



An estimated cost of approximately \$2.5 billion of infrastructure would be needed to enable the development of the land. Part of funding this, would be a proposed levy targeted to new residences that acquire property within the plan change area. The plan change is intended to be delivered over the next 20 years with precinct overlays designed to limit development until specific infrastructure upgrades (roading, public transport and three waters) are completed.

**For further information, please don't hesitate to get in touch.**

# Featured Properties

## Current Listings



### Buckland, Auckland

53 Parker Lane

#### Property details

Land area	19.06ha
Zoning	Rural
Sale method	For Sale by Negotiation

[bayleys.co.nz/1905006](https://www.bayleys.co.nz/1905006)



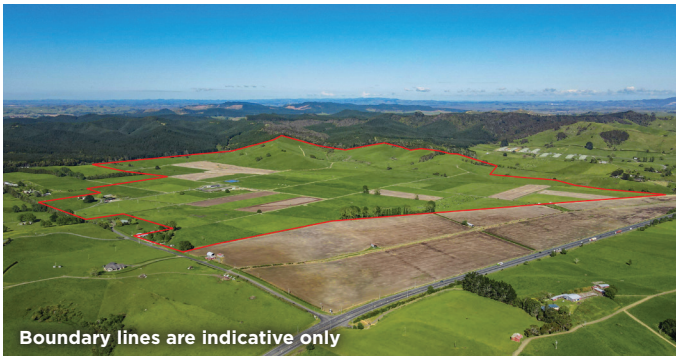
### Pokeno, Auckland

219 State Highway 2

#### Property details

Land area	4.37ha
Zoning	Rural
Sale method	Auction (unless sold prior) 11am, Thursday 23rd May 2024 96 Ulster Street, Hamilton

[bayleys.co.nz/2315542](https://www.bayleys.co.nz/2315542)



### Maramarua, Auckland

86 McWatt Road

#### Property details

Land area	181.28ha
Zoning	Rural
Sale method	Asking Price \$6,850,000 + GST (if any)

[bayleys.co.nz/2314925](https://www.bayleys.co.nz/2314925)

## Completed Sales



### Bombay, Auckland

314 - 318 Beaver Road

#### Property details

Sale price	\$4,900,000 + GST (if any)
Sale date	March 2024
Land area	5.59ha



### Pukekohe, Auckland

1-19 Wellington Street and  
94 Harris Street

#### Property details

Sale price	\$2,250,000 + GST (if any)
Sale date	March 2024
Land area	5,465sqm



### Kingseat, Auckland

61 Cuff Road

#### Property details

Sale price	\$7,600,000 + GST (if any)
Sale date	October 2023
Land area	72.65ha

Contact Tom on 021 880 733 or Wesley on 021 647 117 for more details on the current listings above or to discuss your development land requirements.

# ALTOGETHER CONNECTED

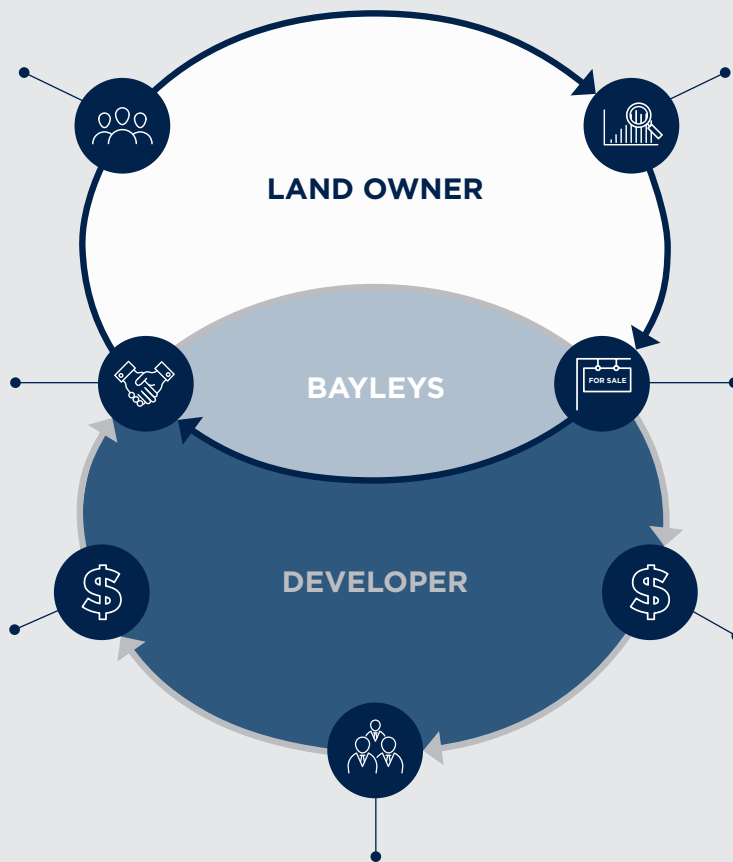
The strength of the Bayleys brand, and our passion for real estate means we're now New Zealand's largest full-service real estate company. We offer in-depth expertise not only in the Commercial sector – but across Residential, Rural and Property Services.

## Understanding our clients and their requirements

With a diversified skill set founded upon strong local and national market knowledge and connections, our experienced team of experts specialise in development land sales throughout New Zealand.

## Bayleys Insights, Data & Consulting

With significant market share across all the Commercial, Residential and Rural sectors, we have the ability to gather substantial volumes of transactional data and information across the whole market, to provide quality market insights.



## Settlement of the land or project

with altogether better results delivered to our clients.

## Deliver to market

We have ability to access and match high-net-worth individuals, developers and investors with unique properties of scale and impact.

## Commercial and Residential Property Finance

Vegalend mortgage brokers have close relationships with all of the New Zealand banks as well as a range of international banks and non-bank lenders capable of assisting clients and end-users with financing at scale and competitive rates.

## Development Property Finance

Maxcap Group is Australia and New Zealand's leading commercial real estate investment specialist, and has been actively providing capital to fund projects across New Zealand.

## Bayleys Residential Projects

With more than 50 years of experience in product development, project marketing and sales of the end product.

## Bayleys Valuation and Advisory Services

Experienced in providing valuation advice and feasibility studies for a range of corporate and private developers across the nation including Fulton Hogan, Winton, Kāinga Ora, Kirkdale Investments, The Property Group and Hamilton City Council.