BAYLEYS | Development Land Sales

ISSUE 3 SEPTEMBER 2026

ALL OVER DEVELOPMENT LAND SALES

Welcome to this third quarterly edition of Bayleys' land development newsletter for 2026, your trusted update on what's happening across Auckland's land and development sales sector.

The latest REINZ New Zealand Property Report paints a picture of a residential housing market that continues to track sideways. The national median house price softened fractionally, by 0.7% year-on-year to $760,000, reflecting an overall dynamic of stability rather than decline.

The Reserve Bank's July OCR increase, inflation pressures, uncertainty over resolution of the Middle East situation, and the approach of November's general election, continue to influence confidence and dampen immediate demand.

Buyers are still active, and sales volumes broadly sit within a normal historical range. However, decision-making is more measured, with properties taking longer to sell and purchasers placing greater emphasis on value and careful due diligence.

Activity is likely to remain subdued as participants across the sector wait and see what the electorate delivers in November, and how inter-party coalition negotiations play out post-election. This, in due course, will give a clearer picture of the shape and direction of government policy over the coming three years.

One thing that is clear is that many commentators view the economy as being on the cusp of a long-awaited upturn. With this in mind, many developers and investors are now beginning to position themselves for the next phase of the cycle.

Against this wider backdrop of stability and brightening prospects, proposed Resource Management Act (RMA) reforms have the potential to bring the biggest shake up to New Zealand's planning system in a generation. Among other things, this will potentially bring about new opportunities for both Future Urban and strategically located rural landowners.

In this newsletter, we take a deeper dive into what's in the pipeline and explore what the proposed RMA reforms could mean for landowners, why future growth opportunities may extend beyond today's planning boundaries, and how changes in the planning framework may influence long-term land values. You can see our full analysis on pages 3 and 4.

Notwithstanding all the current uncertainties and potential changes, the year ahead gives general cause for optimism. But the sheer number of variables at play means keeping abreast of news and events is more important than ever for those who seek to navigate the opportunities and challenges ahead.

Bayleys' team of experts stands ready to work with clients and customers, to keep them informed and help them unlock the best financial outcomes in the evolving environment. If you'd like to know more about the topics discussed in this newsletter, or to chat through your particular needs and objectives, don't hesitate to call or drop us a line.

Your Future Urban and Development Land sales experts,

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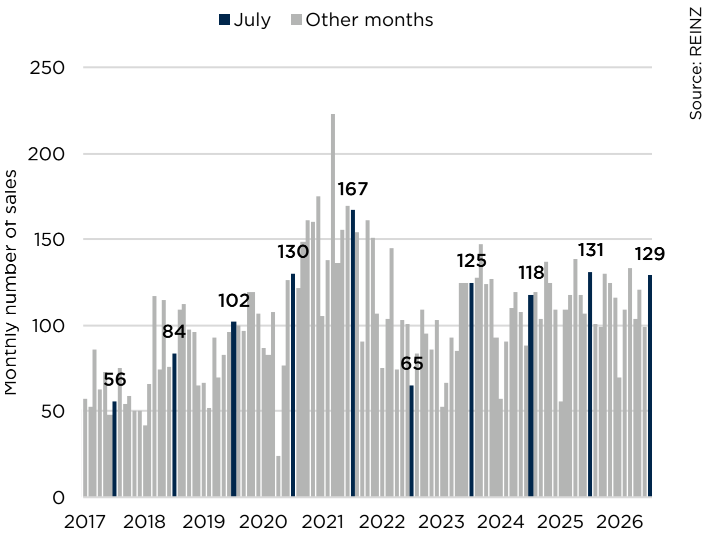
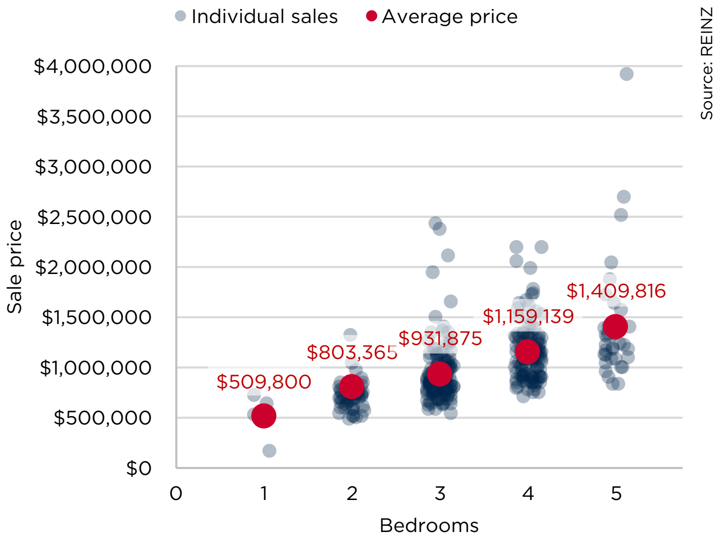
Market insights

Residential market update: Northwest Auckland

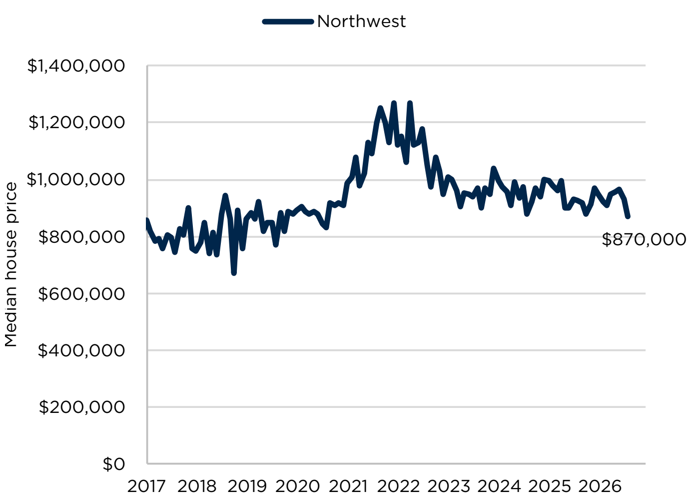
Monthly number of sales



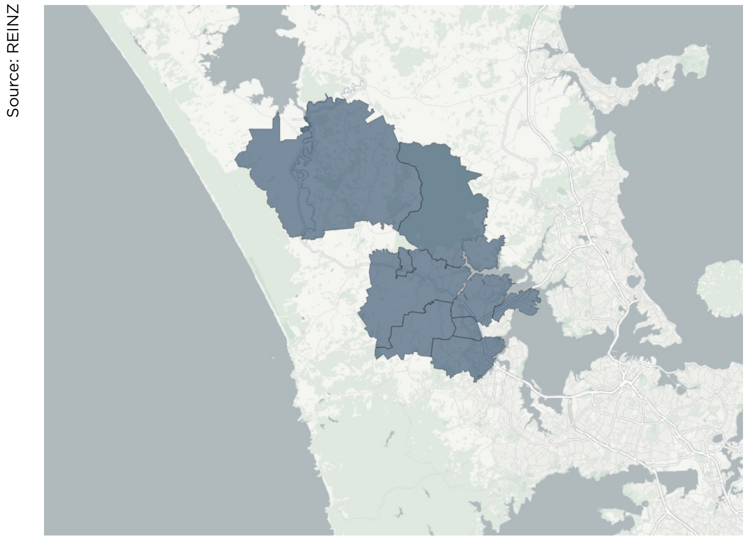
Sale price by bedroom count (past 3 months)



Price trend



Catchment map



Planning Reform and future opportunity

The RMA Reforms: What could this mean for landowners?

The Government's proposed Resource Management Act (RMA) reforms have the potential to reshape New Zealand's planning framework and represent one of the most significant changes to the planning system in a generation.

While many of the details are still being worked through, the direction of travel is becoming increasingly clear. The reforms are intended to simplify planning processes, reduce regulatory complexity, strengthen property rights, and support economic growth and housing delivery.

For landowners, investors and developers, the reforms are generating considerable interest. Perhaps the most important aspect is the Government's clear intention to remove barriers to development and increase the supply of housing across New Zealand.

Understandably, this raises an important question, what could these reforms mean for my land?

The answer will inevitably differ from property to property. However, one thing is clear. The reforms have the potential to create opportunities that may not have existed under previous planning frameworks.

This is particularly relevant for landowners who have historically viewed development opportunities through the narrow lens of Future Urban boundaries, growth strategies and long-term planning documents.

While those planning tools will continue to play an important role, the proposed reforms signal a broader conversation about how growth is delivered and where development opportunities may emerge in the future.

Opportunity, probability and deliverability

One of the themes emerging from the planning reform discussion is the growing distinction between opportunity, probability and deliverability.

For many years, land value has often been linked to zoning classifications, Future Urban boundaries and long-term growth expectations.

Those factors remain important, but increasingly the market is asking a broader question, can development be delivered in a commercially realistic way?

Infrastructure remains important. Market demand remains important. Transport connections, servicing, funding and feasibility will all continue to influence value and purchaser appetite.

However, the proposed reforms may provide greater flexibility around how and where growth can occur.

This has the potential to create opportunities for landowners both within established growth areas and beyond them.

For many landowners, particularly those situated on Auckland's rural-urban fringe or within strategic land banking locations, this represents an encouraging shift in thinking.

The conversation may gradually move beyond whether a property sits inside or outside a specific planning boundary and become more focused on whether a site can contribute to housing supply, economic growth and community development over the long term.

Beyond the future urban boundary

One of the more interesting aspects of the proposed reforms is that they challenge some long-held assumptions about where growth can occur.

For many years, Auckland's Future Urban areas have effectively represented the primary pathway for large-scale greenfield development. While those areas will continue to play a critical role in accommodating population growth, the proposed reforms signal a greater willingness by Central Government to enable development where there is demand and where housing outcomes can be delivered.

This raises important questions for landowners both within and beyond today's Future Urban boundaries.

Historically, land value has often been closely linked to a property's position within established planning strategies. The proposed reforms may introduce greater flexibility into that equation, particularly where land can demonstrate logical connections to existing communities, transport networks, employment centres and supporting infrastructure.

That does not mean all rural land suddenly becomes development land. However, it does suggest that long-term growth opportunities may not be limited solely to areas identified under previous planning frameworks.

For landowners who have held strategic land positions for many years, that is an important distinction.

A new conversation about growth

New Zealand continues to face housing affordability and housing supply challenges. Successive governments have recognised that increasing the supply of developable land will form part of the solution.

The reforms appear to acknowledge that achieving meaningful housing outcomes may require a broader conversation about where growth should occur and how barriers to development can be reduced.

Planning Reform and future opportunity

This has the potential to create opportunities that may not previously have existed.

Sites that were once considered too early, too difficult, or outside traditional growth boundaries may attract increasing attention if planning settings become more enabling over time.

This is particularly relevant across Auckland's rural and future growth areas, where long-term population growth, infrastructure investment and economic expansion continue to support demand for land.

While timing remains uncertain, the reforms send a signal that New Zealand's planning system is moving towards a more growth-focused future.

Positioning for the next chapter

The proposed RMA reforms are unlikely to create an immediate transformation in land values.

However, they do create a framework for thinking differently about future growth.

For landowners, the message is one of cautious optimism.

Auckland's population is expected to continue growing. Housing remains undersupplied in many parts of the country. Infrastructure investment continues across key growth corridors, and Central Government has made it clear that enabling development and increasing housing supply remain priorities.

Against that backdrop, well-located land with long-term growth attributes may become increasingly relevant, whether it sits within today's Future Urban areas or on the edges of tomorrow's growth corridors.

The opportunities may not emerge overnight, but the reforms represent an important signal that New Zealand's planning system is evolving toward a more enabling and growth-oriented approach.

As always, understanding how planning change intersects with infrastructure, market demand and development feasibility will remain critical. However, for many landowners, the reforms create a renewed opportunity to think strategically about where future value may emerge and how their property may participate in Auckland's next phase of growth.

Our focus remains on providing clear market guidance, realistic pricing advice and transaction strategies that reflect current planning, infrastructure and market conditions.

If you would like to discuss your property's development potential, market positioning or future opportunities, we welcome the conversation.

Existing plans stay in force while councils build the replacement

Current RMA plans, including Auckland Unitary Plan continue during transition.

Early 2027	Late 2027	Mid to late 2028	2029	2030	2031
01	02	03	04	05	06
Transition starts	**National direction**	**Draft spatial plan**	**Spatial plan decided**	**New plans notified**	**Plan decisions**
Current RMA plans continue	First policies and standards	Public notification	Adoption + implementation	Land-use + environment plans	Hearings and decisions due

WHAT COUNCILS HAVE TO DO

- **Coordinate infrastructure and agencies**
- **Test competing growth areas**
- **Engage before notification**
- **Notify, hear and decide the plans**

Whenuapai, Auckland
7 Bristol Road

Land area	26,775sqm (more or less)
Zoning	Future Urban
Sale method	Deadline Private Treaty (unless sold prior)

bayleys.co.nz/1780849

West Harbour, Auckland
5,7,9,11 and 13 Holmes Drive

Land area	4,368sqm (more or less)
Zoning	Residential Mixed Housing Urban
Sale method	Asking price $2,419,000 + GST (if any)

bayleys.co.nz/1699619

Whenuapai, Auckland
30 Karaka Road

Land area	12,083sqm (more or less)
Zoning	Future Urban
Sale method	Asking price $2,649,000 incl GST

bayleys.co.nz/1699877

Paremoremo, Auckland
1 Buckleys Track

Land area	15,980sqm (more or less)
Zoning	Rural and Costal Settlement
Sale method	For Sale by Negotiation

bayleys.co.nz/1550953

Contact Wesley on 021 647 117 or Beterly on 021 139 2228 for more details on the current listings above or to discuss your development land requirements.

ALTOGETHER CONNECTED

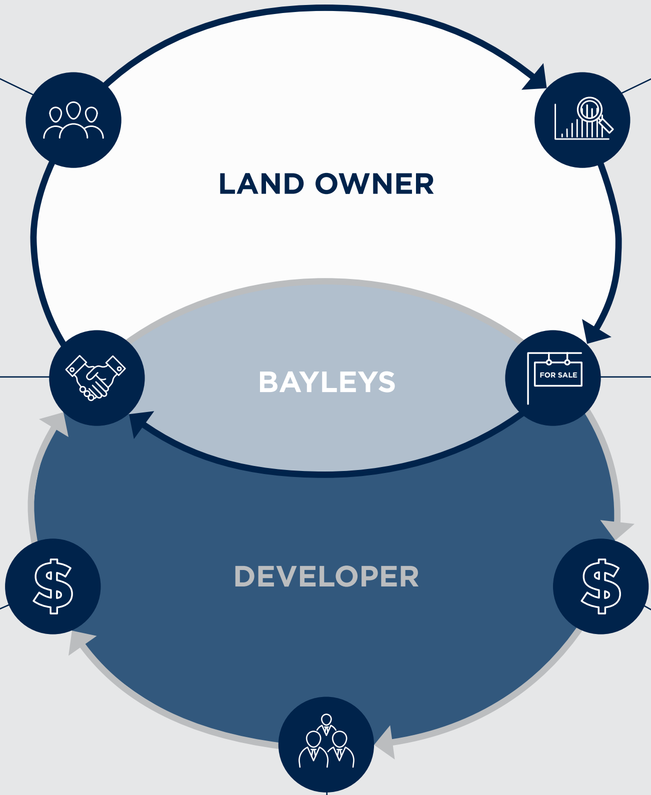
The strength of the Bayleys brand, and our passion for real estate means we're now New Zealand's largest full-service real estate company. We offer in-depth expertise not only in the Commercial sector – but across Residential, Rural and Property Services.

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 the ability to access and match high-net-worthindividuals, 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 Financing

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.