

# ALL OVER

## DEVELOPMENT LAND SALES



Welcome to this third edition of our development land newsletter for 2025, your update on Auckland's land and development sales sector from the experts at Bayleys Real Estate.

As we approach the end of winter, we're starting to see the green tendrils of an upturn in the sector that point to brighter days ahead. Key infrastructure projects and policy shifts are laying more fertile ground for renewed development.

Auckland's Northwest Rapid Transit busway, a scheme years in the making, is gathering momentum. Having cleared key hurdles, this game-changing initiative is moving closer to reality, with the promise of quicker public transport connections that can help unlock the potential of some of the region's fastest growing areas.

Meanwhile, the coalition government has turned its hand to overhauling development contributions. New proposals will see these replaced by a more flexible system of levies with a view to minimising red tape while ensuring developers continue to fund their fair share of new infrastructure.

Land sales activity generally remains muted, but new opportunities are beginning to appear. Higher costs and weak end-product demand – especially for housing – add to the challenges of standing up new projects. This has put a damper on sales of development land across both the residential and commercial sectors.

After climbing for years, land values have pulled back from their peak, but sites in strategic locations are maintaining their value, and buyers with an eye for the opportunities of the next upswing are re-entering the market.

Contributing to their optimism, demand for housing now appears to be at a turning point after a protracted

downturn. There are signs the market has bottomed and is in the early stages of recovery. Cautious buyers are regathering their confidence in step with easing mortgage interest rates and the expectation these will stabilise at lower levels – though the road to recovery is expected to be gradual.

At the same time, industrial activity is picking up steam, while the commercial sector stabilises. Industrial land has long been a top performer. We're seeing strong demand for industrial-zoned sites and major landholdings under contract as developers position for the next upswing.

Sentiment around commercial property, on the other hand, is still finding its feet and could best be described as "cautious but improving". This cautious optimism will likely pick up steam as easing interest rates underpin renewed investor interest in strategically positioned assets.

At Bayleys, we pride ourselves on working with participants across the development land ecosystem – owners, vendors, investors and developers – to understand your needs and help you optimise your outcomes. Part of that is keeping customers and clients up to date with market trends and insights.

If you'd like to know more about the information in this newsletter, or to discuss your specific needs, don't hesitate to pick up the phone or drop me a line.

*Your Future Urban and Development Land sales expert,*

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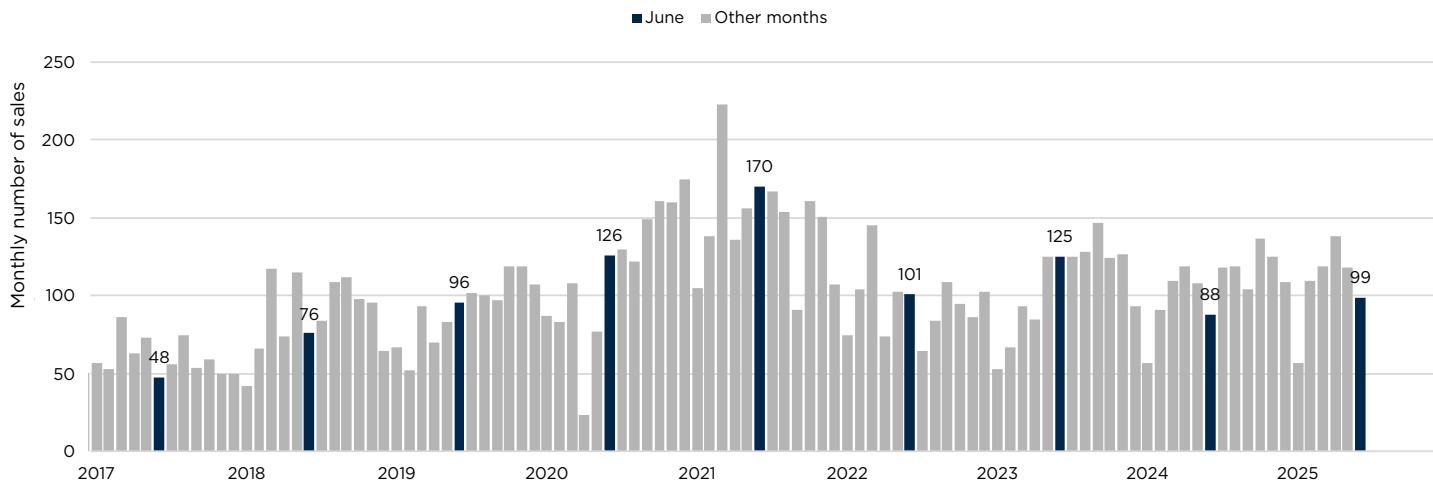
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# Market insights

## Residential market update: Northwest Auckland

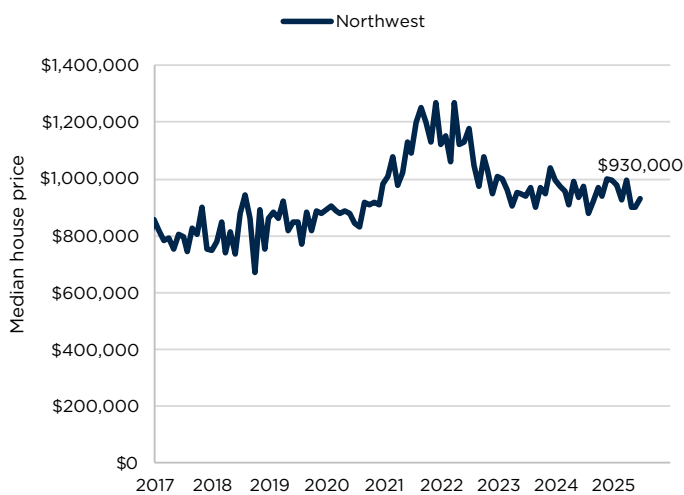
Monthly number of sales



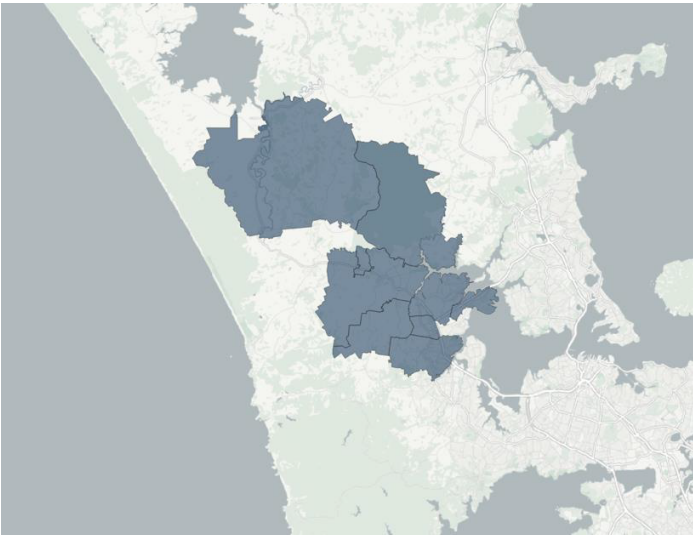
Sale price by bedroom count (past 3 months)



Price trend



Catchment map



# Green light for SH16 upgrades spurs Northwest Auckland growth

## Funding confirmed for critical SH16 improvements

Recent confirmation of funding for Stage 2 of the SH16 safety improvements marks a major boost for Northwest Auckland. Waka Kotahi NZ Transport Agency announced in July 2025 that its Board has approved additional funding to proceed with Stage 2 of the SH16 Brigham Creek to Kumeū upgrade. This stage covers the busy stretch between the Brigham Creek Road interchange and Kumeū town centre – a corridor currently carrying over 36,000 vehicles per day and facing increasing pressure from rapid growth in the area. The project's review under the 2024 Government Policy Statement on Land Transport and inclusion in the 2024-27 National Land Transport Programme signal its high priority for improving safety and supporting growth in Auckland's northwest.

## Planned upgrades and timeline

Stage 2 will deliver significant infrastructure improvements aimed at both safety and efficiency. Key features include widening SH16 from two to four lanes between Brigham Creek and the Taupaki roundabout, a new roundabout at the SH16/Coatesville–Riverhead Highway intersection to improve traffic flow, and a dedicated shared walking and cycling path along the route. These enhancements build on Stage 1 (Huapai to Waimauku) – a project due for completion by the end of 2025 that has added turning bays and widened bridges on the highway's more rural section. With Stage 2 funding now secured, landowner engagement and property acquisition will ramp up over the next 2-3 years, alongside final design work. Construction is expected to follow, taking approximately three years once underway. This timeline means tangible improvements – such as expanded highway capacity and safer intersections – are on the horizon, although residents can expect ongoing consultation and some land to be purchased to enable the works.

## Implications for development and investor interest

Enhanced transport infrastructure typically spurs developer and investor confidence, and the SH16 upgrades are no exception. The Northwest Auckland region has been earmarked for substantial residential and business growth, with new housing developments in areas like Westgate, Whenuapai, Red Hills, Kumeū–Huapai and Riverhead in the pipeline. Improved highway

capacity and safety will better connect these emerging suburbs to Auckland's urban centre, reducing travel times and improving network reliability. Local leaders note that infrastructure investment has been “desperately needed” to keep up with growth and will help residents get to work, school, and leisure activities more quickly and safely. For landowners, a safer, more efficient SH16 may increase the appeal and value of their land for future development, as accessibility improves. Developers are likely to show heightened interest in Northwest sites, knowing that government commitment to projects like the SH16 upgrade (and planned long-term projects such as a potential Kumeū bypass and Northwest rapid transit corridor) will support further urbanisation. In short, the funding green-light for Stage 2 not only addresses immediate safety concerns but also lays critical groundwork for sustained growth, ensuring the Northwest can develop without being bottlenecked by transport infrastructure constraints.

## Broader planning context

The SH16 Stage 2 project aligns with broader plans under the Supporting Growth Programme for Auckland's future urban areas. Auckland Transport and Waka Kotahi are actively protecting routes and planning upgrades to accommodate projected population increases in the northwestern corridor. This includes investigating longer-term solutions such as new rapid transit services and the Alternative State Highway (Kumeū bypass) to further alleviate congestion in coming decades. The confirmation of SH16 funding this year sends a strong signal that these plans are moving forward. For investors and developers, it reinforces that Northwest Auckland's growth nodes have a government-backed infrastructure pipeline. As new transport links come online, commercial developments (like retail centres and industrial hubs) in Westgate and Whenuapai will become more viable, supported by safer roads and potentially increased traffic passing by. Overall, the SH16 Stage 2 upgrade is a catalyst for development opportunity in Northwest Auckland – improving day-to-day connectivity for communities and paving the way for new housing and business projects with greater confidence.

## SH16 Main Road Upgrade. Alteration to designation 6766



## Brigham Creek to Waimauku safety improvements



For further information and or questions, please don't hesitate to get in touch.

Source: NZ Transport Agency



**NEW LISTING**



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

### Summary

A substantial infill housing offering presents an outstanding opportunity to acquire a 4,368sqm (more or less) development site zoned mixed housing urban that has been cleared of previous houses situated in the popular West Auckland suburb of West Harbour. Priced sharply reflecting an indicative asking price of \$682/sqm.

### Property details

Asking price	\$2,980,000 + GST (if any)
Land area	4,368sqm (more or less)
Zoning	Mixed Housing Urban

**SOLD**



## Whenuapai, Auckland 159 Fred Taylor Drive

### Summary

Centralised location within a significant growth node. The immediate area is seeing significant population growth as the area urbanises.

### Property details

Sale method	Confidential
Sale date	05 August 2025
Land area	2,656sqm (more or less)
Zoning	Future Urban

Contact Wesley today on 021 647 117 or [wesley.gerber@bayleys.co.nz](mailto:wesley.gerber@bayleys.co.nz) for more details on the current listings above or to discuss your development land requirements.



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