



Artist's impression

Terraced houses as proportion of all new homes consented

41.7%

Typical internal GFA for 3 bedroom 2 bathroom terraced houses

105 – 146sqm

Typical asking price (psqm) for 3 bedroom 2 bathroom terraced houses

\$6,038 – \$7,790

Source: Bayleys Insights & Data

New Zealand's new build terraced housing market in 60 seconds

Biggest trends



Terraced housing now the dominant new build supply

After decades of standalone housing dominating the supply pipeline, terraced housing is now the most common new build housing typology in the major cities and for the country overall. Standalone housing remains common outside of the major cities. This trend is driven by affordability and greater acceptance by buyers of more intensive housing.



Wider residential market starting to recover

Independent forecasters are typically predicting house prices will rise over 2024. Interest rates are likely to be the main influence on the market in the short-term. Strong migration and constrained housing supply are likely to continue to drive long-term price growth.



Migration boosting demand

Surging migration is adding pressures to the housing market. Pressure is initially focused on the rental markets given migrants tend to rent first. Expected this will place pressure on first home buyers to purchase and will encourage more activity by investors.

Outlook for the market



Terraced homes getting taller

Developers are increasing delivering narrower three level designs, rather than the two level designs that were more common historically. This is driven by developers seeking more intensity, more permissive planning rules, and buyer demand for car parking.



Specifications becoming more consistent

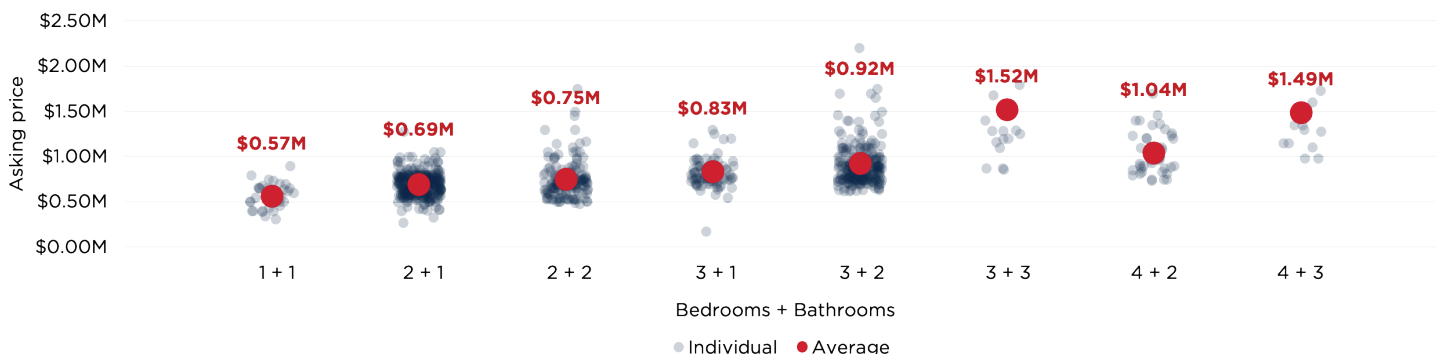
The specification for new build terraced housing is becoming more standardized across the market. Price differences are typically driven by location and bedrooms, rather than quality specification. This might also create the opportunity for developers to differentiate their product by offering truly high-end specifications in locations where demand might exist.



Slower sell down

Persistently high construction costs mean higher prices are needed for new developments to be feasible. Combined with softer market conditions, this is leading to slower sales of new product and some schemes pausing until the market improves.

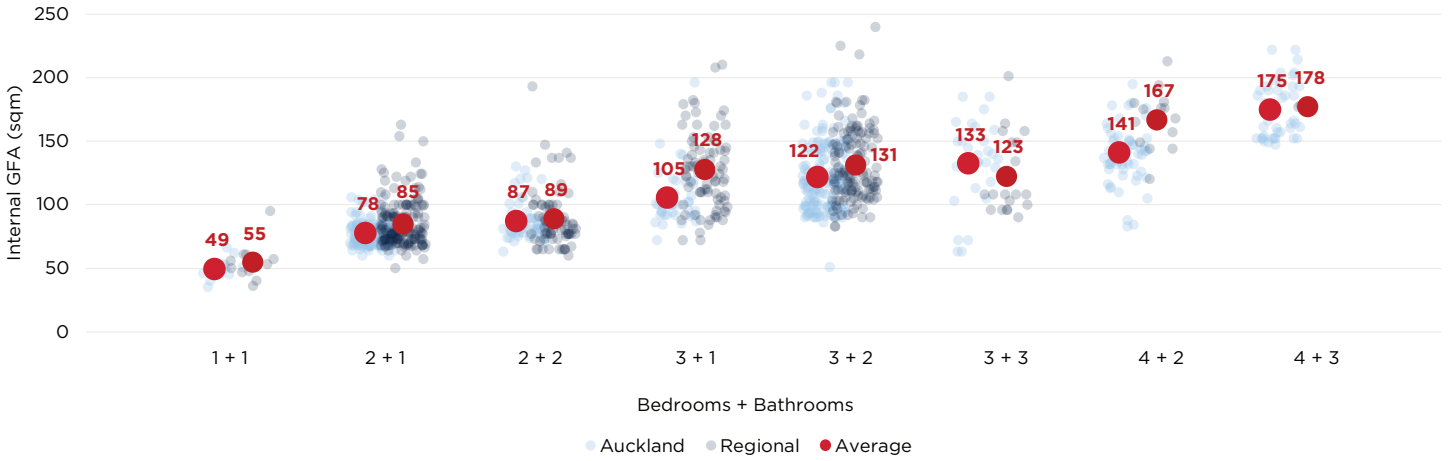
Asking price by configuration



Data: Bayleys Insights & Data. Excludes prices above \$2.00M for ease of viewing.

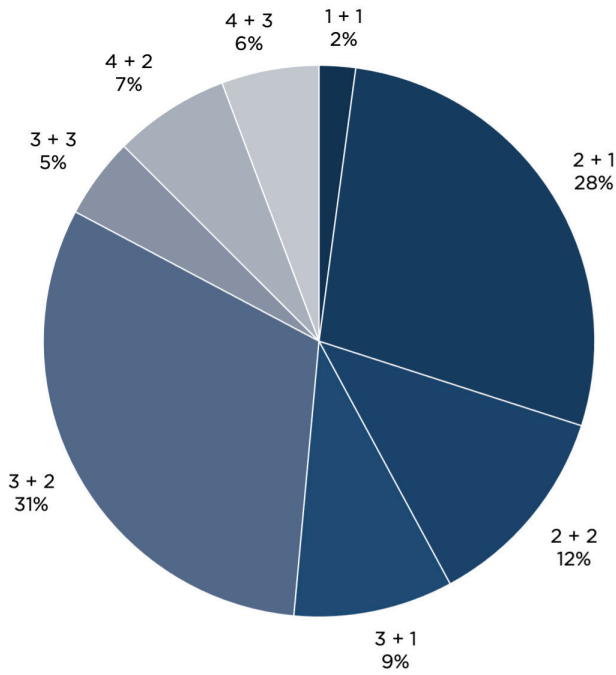
Metrics

Internal GFA by region and configuration

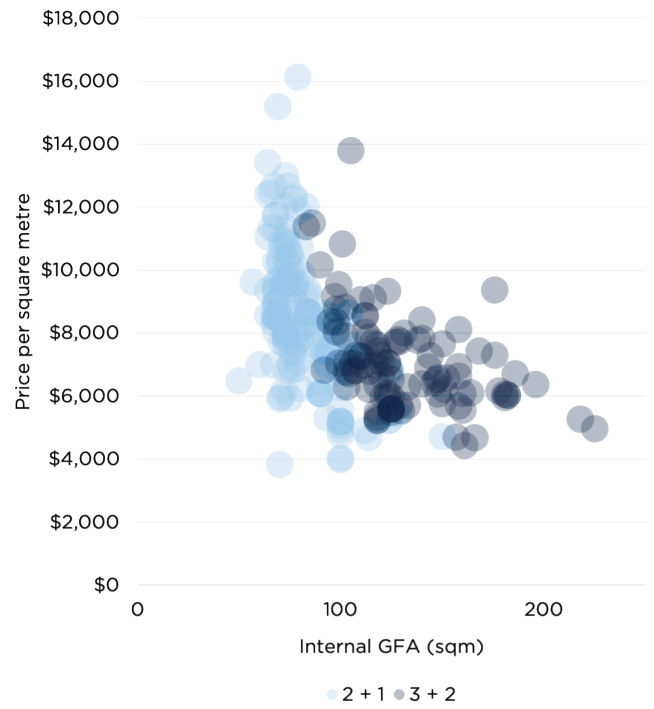


Overall distribution by configuration

Bedrooms + Bathrooms



Asking price (psqm) versus internal GFA



Data: Bayleys Insights & Data. Sample of individual homes within new build terraced house projects (n>3,000). Projects sampled based on being advertised for sale within the past 18 months.



Notable projects



Artist's impression

Launch Bay Townhouses, Hobsonville

Region Auckland
Address 2 Marlborough Cres
Unit count 26
Completed 2023



Artist's impression

The Villas, Mission Bay

Region Auckland
Address 43-45 Comins Crescent
Unit count 10
Completed 2025 forecast



Artist's impression

College & Mason, Stonefields

Region Auckland
Address 1 College Road
Unit count 93
Completed 2024 forecast



Artist's impression

Richmond, Mount Wellington

Region Auckland
Address 33 Panama Road
Unit count 68
Completed 2023



Artist's impression

Pukekura The Parade, New Plymouth

Region Taranaki
Address Pukekura The Parade
Unit count 36
Completed 2025 forecast



Artist's impression

57-61, Mana Esplanade, Wellington

Region Wellington
Address 57-61 Mana Esplanade
Unit count 20
Completed 2024 forecast



Artist's impression

76-78 Harman Street, Christchurch

Region Canterbury
Address 76-78 Harman Street
Unit count 8
Completed 2024 forecast



Artist's impression

Coronet Peak Alpine Villas, Queenstown

Region Otago
Address 161 Arthurs Point
Unit count 54
Completed 2024 forecast



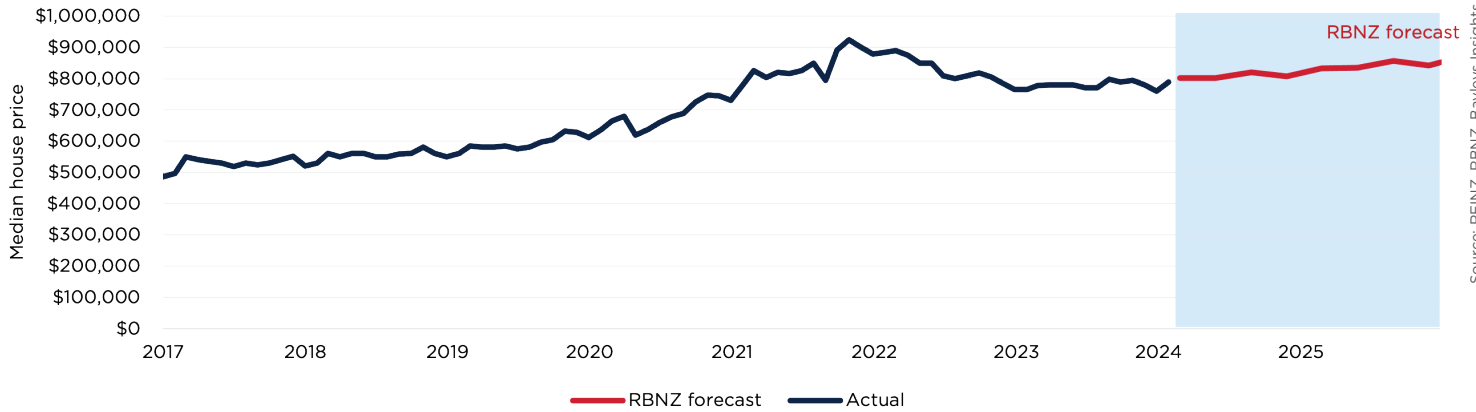
Artist's impression

Remarkables Residences, Queenstown

Region Otago
Address 4 Florence Close
Unit count 47
Completed 2020

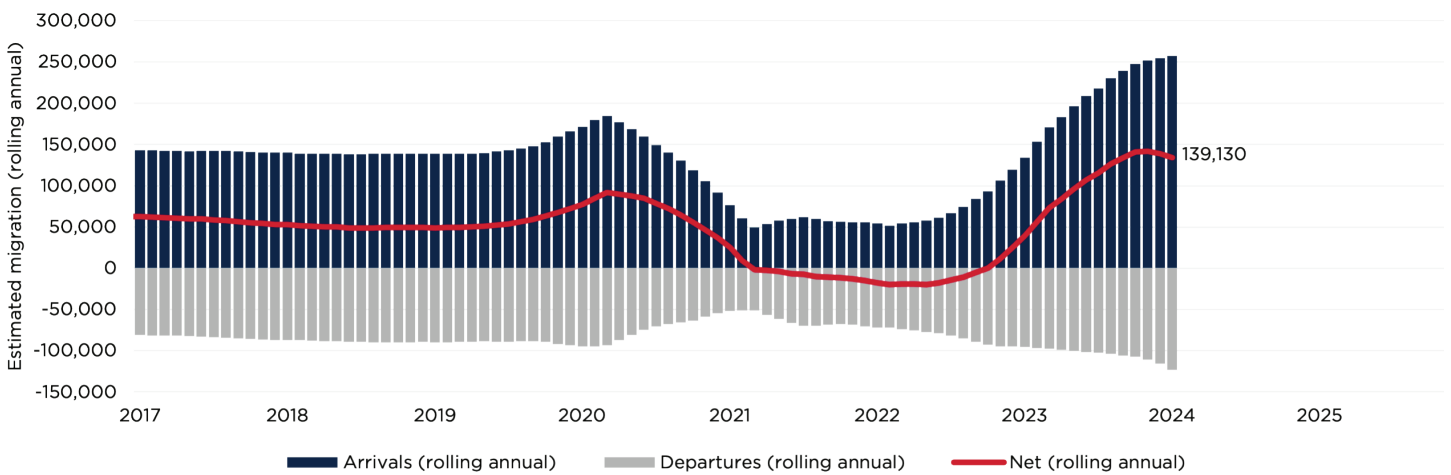
Lead indicators

Independent forecast for house prices: New Zealand



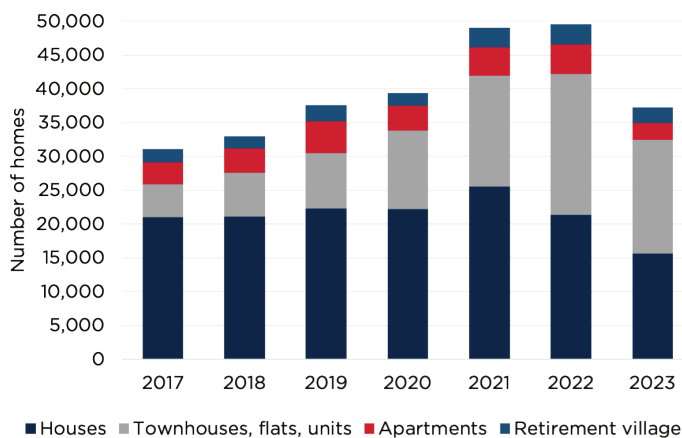
Source: REINZ, RBNZ, Bayleys Insights & Data.

Migration

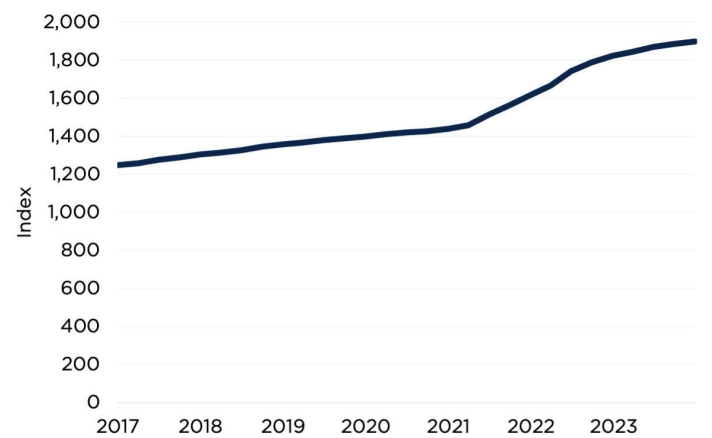


Source: Stats NZ.

Residential building consents: New Zealand



Construction prices



Source: Stats NZ (PPI).

Data: RBNZ's house price forecast is provided as an index - this has been refitted to the median house price.

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