



Mid-range pricing per hectare for viticulture properties

\$112K - \$323K

Mid-range land area for viticulture properties sold

8ha - 23ha

Total land area of viticulture properties sold

995ha

1 April 2023 - 31 March 2024

Source: Bayleys Insights & Data and CoreLogic

Viticulture property market in 60 seconds

Biggest trends



Sauvignon Blanc will remain the main cash cow

With yields being down this season it has meant one of the best vintages in sometime with the fruit picked reported to be exceptionally good. Supply has finally caught up demand, putting pressure on price and recent inflated cost has seen margins reduce. Sauvignon Blanc is expected to remain the main cash cow as global markets recalibrate their stock levels.



Contracted supply is an influencing factor

Vineyards with contracted supply agreements remain favourable for vendors as it provides security of offtake given reduced demand for grapes in the market. Previously, uncontracted vineyards were preferred as parties needed certainty of production to meet market demand. Strength of counterparty, contract tenure and terms are all important considerations.



Vine replacement a focus

Many vineyards are now approaching 30 years and where production is becoming uneconomic, growers have a preference to redevelop or 'refurbish the asset' with new plantings. Replacement vines are relatively accessible for the time being. CapEx and/or operational advantages are key considerations, particularly where vines have tighter spacing and there are productivity gains.

Outlook for the next 12 months



Rebalancing of export markets to occur

Export orders are starting to show signs of a lift in volume following a period where a shortage in supply to meet global demand eventually resulted in overordering and stockpiling occurring. Consumer demand is expected to stabilise and balance out the supply chain.



Hands off investment will remain attractive

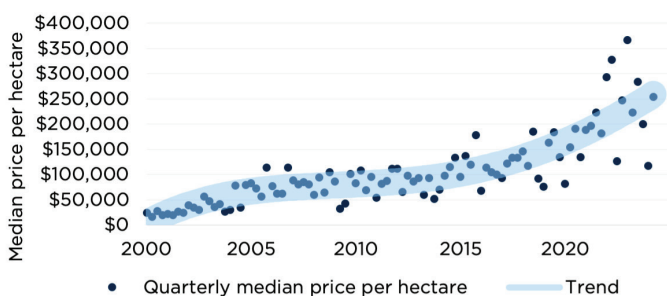
Given the relatively scalable and systemised nature of vineyards, it provides opportunity for a wider investor pool. Contract management remains competitive and provides opportunity for smaller through to corporate buyers. The adjustment in fruit prices has seen investors make price adjustments in the immediate term. Scarcity of available land remains a key driver underpinning investment in the longer-term presenting opportunity for buyers in the shorter term.



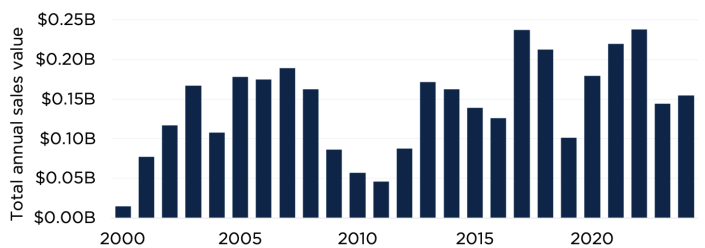
Lifestyle purchasers will remain persistent

Activity from lifestyle purchasers is expected to remain, particularly in the \$2.5M to \$5.0M price range. The opportunity to generate passive income alongside the lifestyle amongst the vines will continue to appeal to those searching for a home and supplementary income.

Median price per hectare



Rolling 12 month sales value

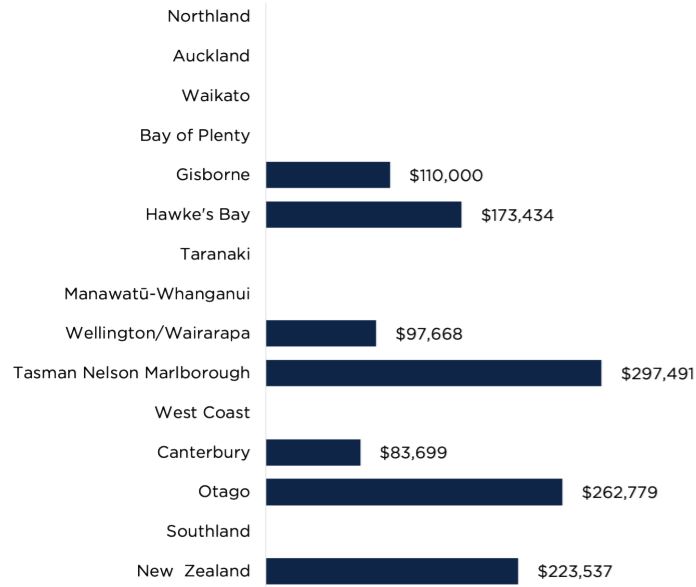


Sales metrics for each year above are for the 12 months to 31 March.

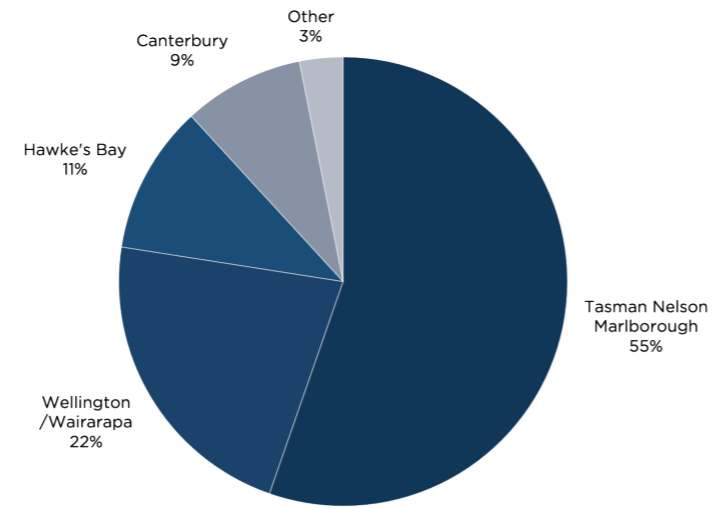
Data: CoreLogic. Vineyards. "Mid-range" levels based on lower and upper quartiles (middle 50% of the market). They do not represent the minimum or maximum rates in the market, and are based on total land area inclusive of any buildings, improvements and infrastructure.

Market indicators

Average price per hectare by region (2024)



Land area sold by region (2024)



Market indicators by region

Region	Mid-range price per hectare		Total land area sold (hectares)	
	2023	2024	2023	2024
Northland	-	-	-	-
Auckland	\$633,935 - \$633,935	-	8	-
Waikato	-	-	-	-
Bay of Plenty	-	-	-	-
Gisborne	-	\$110,000 - \$110,000	-	3
Hawke's Bay	\$259,852 - \$259,852	\$82,850 - \$239,680	10	95
Taranaki	-	-	-	-
Manawatū-Whanganui	-	-	-	-
Wellington/Wairarapa	\$422,120 - \$872,075	\$87,345 - \$117,346	19	196
Tasman Nelson Marlborough	\$122,817 - \$387,500	\$221,912 - \$376,966	796	489
West Coast	-	-	-	-
Canterbury	-	\$63,897 - \$94,779	-	77
Otago	\$131,316 - \$249,422	\$167,170 - \$318,626	62	24
Southland	-	-	-	-
New Zealand	\$125,000 - \$397,484	\$114,785 - \$322,026	896	885

Data: Corelogic. Vineyards. "Mid-range price" is based on lower and upper quartiles (middle 50% of the market). They do not represent the minimum or maximum rates in the market. Sales metrics for each year above are for the 12 months to 31 March.

Notable transactions



129 Waihopai Valley Road, Waihopai Valley

Land area	17ha	Price per CaHa	\$300,000
Sale price	\$5,100,000	Contact	Kurt Lindsay



109 Haldons Road, Seddon

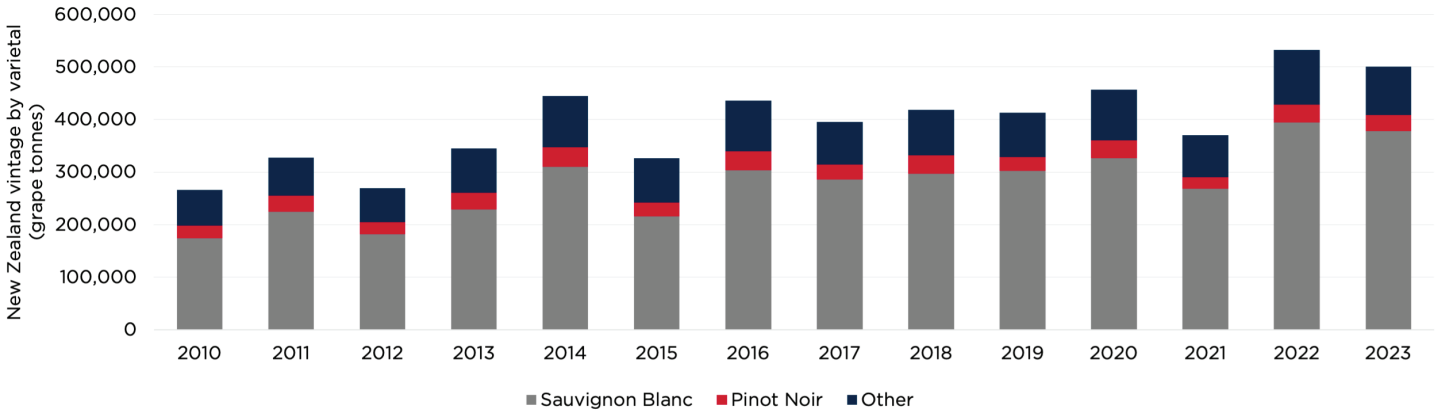
Land area	56ha	Price per CaHa	\$100,000
Sale price	\$1,200,000	Contact	Mike Poff

Note: "Price per CaHa" reflects Bayleys' assessment of the value divided by the Canopy Hectare (CaHa) area.

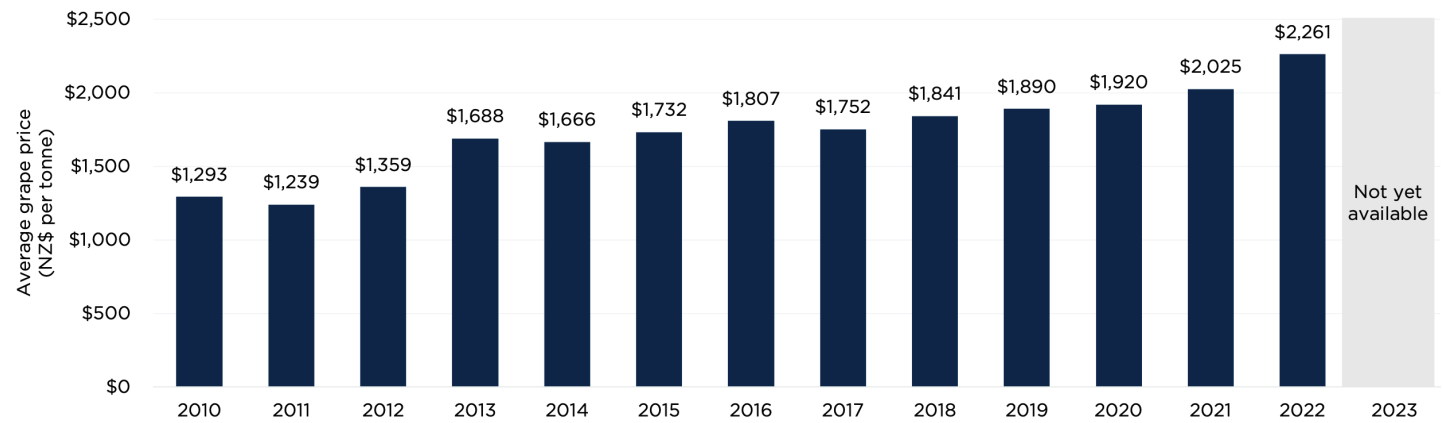


Market indicators

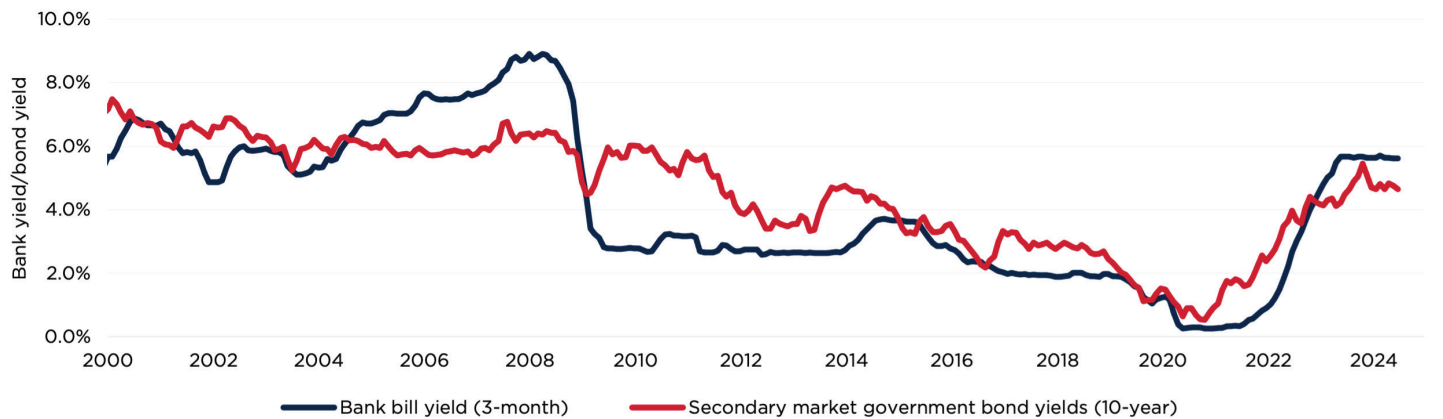
New Zealand vintage by varietal (grape tonnes)



Average grape price (NZ\$ per tonne)



Interest rates



Data: NZ Wine annual report, RBNZ.

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