



Lifestyle property market in 60 seconds

Wider residential market starting to recover

Independent forecasters are typically predicting house prices will rise over the next two years. Sales volumes have returned to pre-Covid levels, signaling renewed confidence, although prices remain flat. In the near term, growth is being constrained by the high number of listings on the market and a softer economic backdrop.



Buyers more selective but ready to act

High stock levels continue to give buyers plenty of choice, reducing urgency. However, serious buyers are quick to move on well-presented, well-located lifestyle properties. Homes with strong visual appeal, practical layouts, and good connectivity are attracting competitive interest.



Vendors shifting towards realistic pricing

More sellers are aligning expectations with current market realities, though some still benchmark against peak values. Transparent, evidence-based appraisals remain critical to setting prices that generate engagement and offers.



Interest rates the one to watch

Lower interest rates are boosting confidence in the market. It is unclear whether interest rates will stabilise in the short-term or if they will continue to reduce due to softer economic data. Either way, they are substantially lower than 12 months ago and are likely to be the most important driver of the market in the immediate future.



Connectivity and remote work broadening appeal

Upgrades to rural broadband and transport links, combined with ongoing flexible work patterns, are enabling more buyers to consider lifestyle living. However, there may be a softening of demand from remote workers as more companies implement office-return mandates. The scale of this impact is uncertain and will likely overlap with a cyclical upswing in the market, which could offset any reduction in remote work-driven demand.

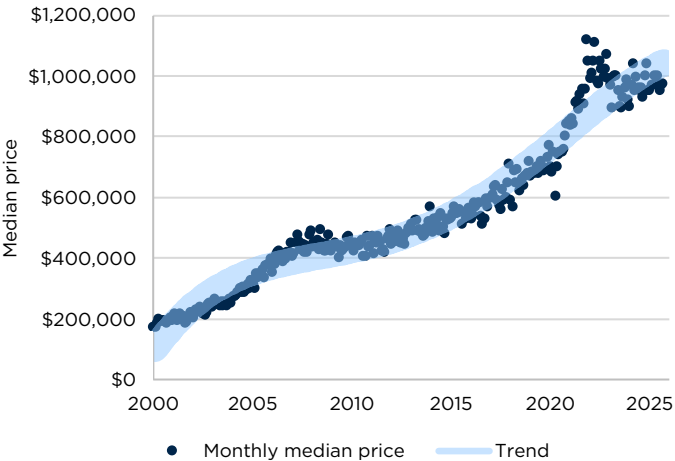


Consenting being unlocked

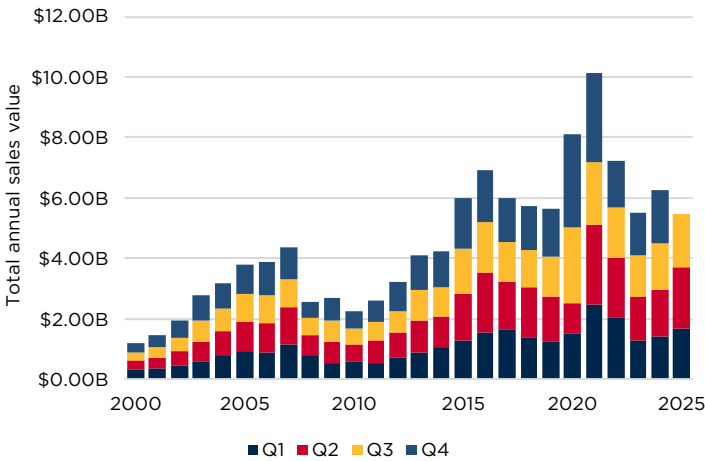
Government is progressing changes to the planning regime that should ultimately make development easier. In the long run this should contribute to streamlined development for some lifestyle blocks on the edges of urban areas.



Median price



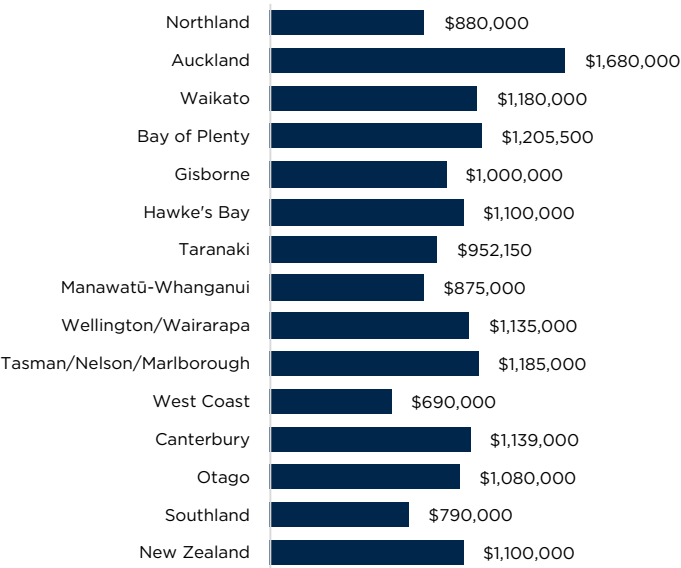
Annual value of sales



Data: REINZ, Lifestyle properties. "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 for 12 months to 30 September

Median price by region: farmlet



Median price by region: bareland



Market indicators by region

Region	Farmlet		Bareland	
	Mid-range price	Total numbers sold	Mid-range price	Total numbers sold
Northland	\$0.71M - \$1.13M	541	\$0.30M - \$0.56M	162
Auckland	\$1.29M - \$2.28M	589	\$0.86M - \$1.35M	121
Waikato	\$0.87M - \$1.52M	874	\$0.40M - \$0.76M	189
Bay of Plenty	\$0.95M - \$1.53M	394	\$0.45M - \$0.78M	42
Gisborne	\$0.65M - \$1.32M	61	\$0.31M - \$0.49M	11
Hawkes Bay	\$0.82M - \$1.50M	218	\$0.21M - \$0.53M	75
Taranaki	\$0.74M - \$1.19M	199	\$0.28M - \$0.49M	50
Manawatū-Whanganui	\$0.66M - \$1.09M	489	\$0.21M - \$0.43M	122
Wellington/Wairarapa	\$0.90M - \$1.40M	330	\$0.34M - \$0.65M	77
Tasman/Nelson/Marlborough	\$0.92M - \$1.43M	225	\$0.35M - \$0.55M	51
West Coast	\$0.58M - \$0.86M	77	\$0.19M - \$0.34M	90
Canterbury	\$0.89M - \$1.39M	671	\$0.35M - \$0.63M	161
Otago	\$0.77M - \$1.75M	246	\$0.35M - \$1.17M	107
Southland	\$0.60M - \$1.02M	188	\$0.21M - \$0.36M	83
New Zealand	\$0.81M - \$1.45M	5,102	\$0.30M - \$0.67M	1,341

Data: REINZ Lifestyle. "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 30 September.



Notable transactions

SOLD



404 Tara Road, Mangawhai

Land area 28.59ha
Sale price \$3,900,000
Contact Dianne Christensen & Robbie Robertson

SOLD



55 Coatesville Riverhead Highway, Coatesville

Land area 2.52ha
Sale price \$2,000,000
Contact Ailsa McArthur & Chelsea Allen

SOLD



19 William Andrew Road, Pukekohe

Land area 1.49ha
Sale price \$3,290,000
Contact Denise Roose

SOLD



14 Luke Road, Awakeri

Land area 5.56ha
Sale price \$2,800,000
Contact Rhys Mischefski & Kathryn Maguire

SOLD



258C Matangi Road, Matangi

Land area 2.51ha
Sale price \$2,500,000
Contact Angela Finnigan

SOLD



4/186 Knights Road, Rolleston

Land area 4.24ha
Sale price \$2,280,000
Contact Chris Jones & Sam Sidey

SOLD



22 Laings Road, Tinwald

Land area 9.40ha
Sale price \$1,870,000
Contact Emily Smith

SOLD

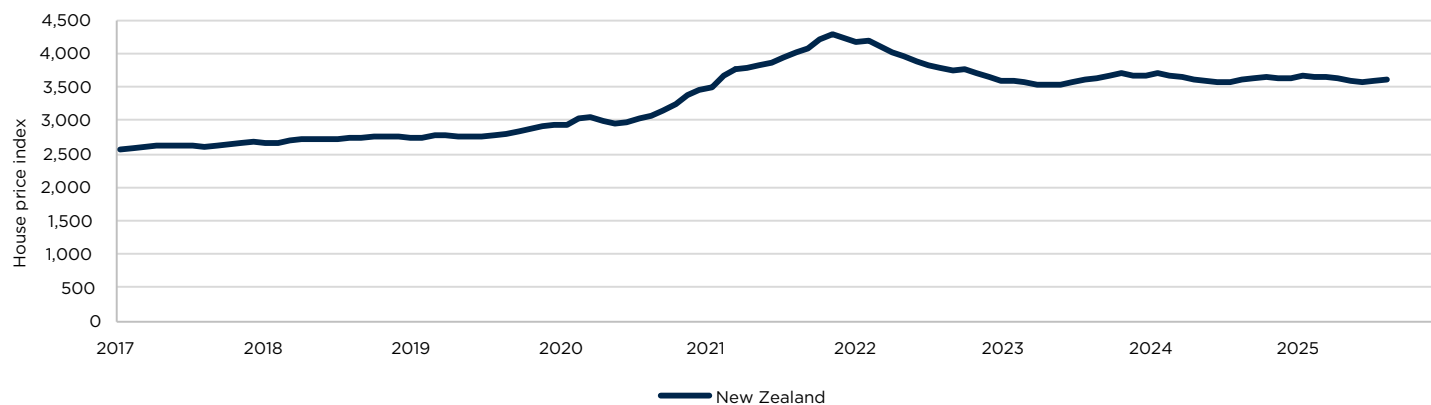


42 Nuffield Drive, Methven

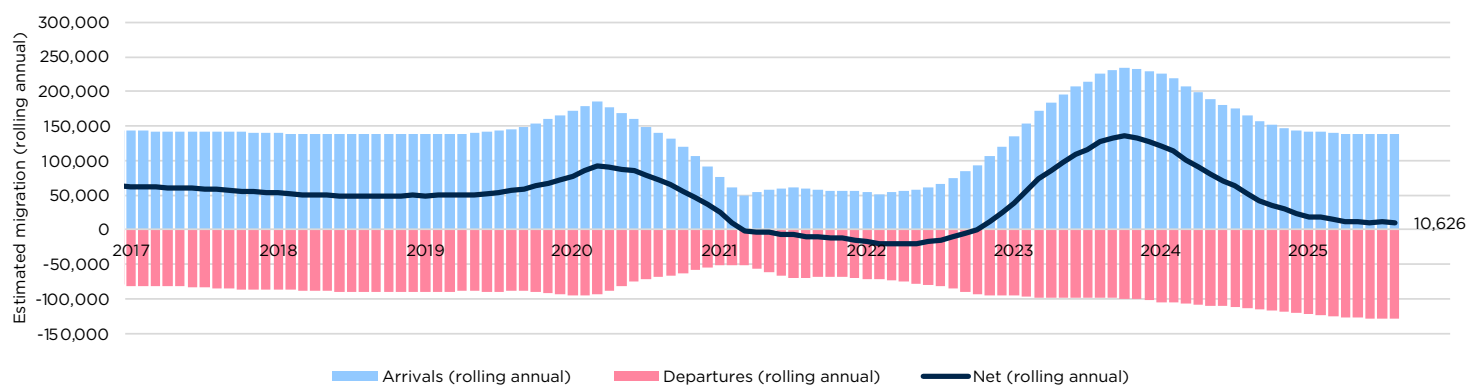
Land area 8.01ha
Sale price \$2,027,000
Contact Simon Sharpin

Market indicators for 12 months to 30 September

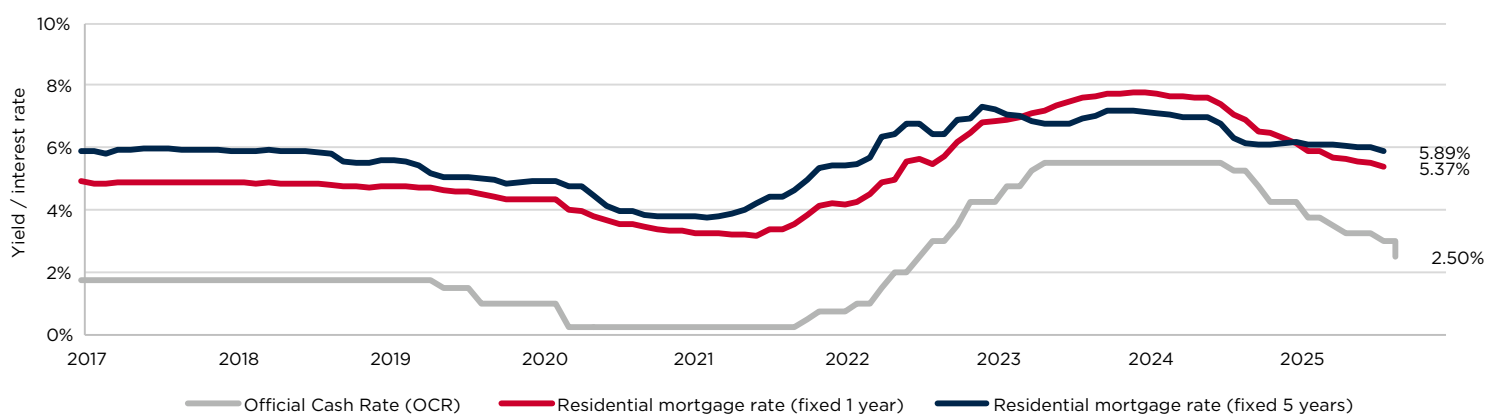
House price index over time



Migration flows



Interest rates



Data: REINZ, Stats NZ

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