



Estimated number of waterfront property sales

1,337

Average sale price of waterfront properties

\$1,345,046

Average price premium for waterfront properties

54%

1 April 2024 – 31 March 2025

New Zealand’s waterfront residential market in 60 seconds

Biggest trends



Wider residential market starting its recovery

Independent forecasters are typically predicting house prices will rise over the next two years. Early signs of recovery are shown through improving sales volumes, although prices remain flat. In the short term, price growth has been held back by the large supply of homes currently on the market for sale in most regions.



Interest rates the one to watch

Lower interest rates are boosting confidence in the market and are likely to be the most important driver of the market in the short-term. At a bigger picture level, risks around tariffs and global trade have added uncertainty to the market



Waterfront prices moving ahead of the market

While prices remain flat in the mainstream market, both the average sale price and price premium for waterfront properties have increased compared with 12 months prior. This may indicate the waterfront market is recovering faster than the mainstream market.

Interesting facts



Whitianga lifts Waikato into the top tier

Auckland, Bay of Plenty, and Otago have traditionally led the way in waterfront home values. This year, Waikato has broken into the top three, driven by strong sales in Whitianga that have lifted the region’s average waterfront sale price above Otago.



Lakeside leads, but not all water is equal

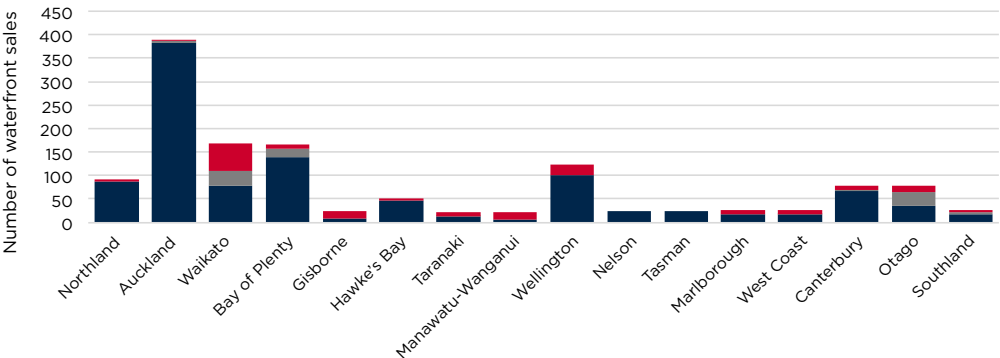
Across New Zealand, lakeside properties carry the highest average waterfront price premium, followed by coastal. Purchasers in some regions have become increasingly mindful of engineering risks, such as geotechnical issues or climate risk, which may dampen prices.



Waterfront returns outpace the market

Over the past decade, data for repeat sales of waterfront properties shows they have typically outperformed the mainstream market from a capital gain perspective. This reflects the enduring appeal and long-term value buyers place on waterfront living, driven by scarcity, lifestyle factors, and investment potential.

Number of waterfront property sales by region and type



Data: Bayleys analysis of REINZ data

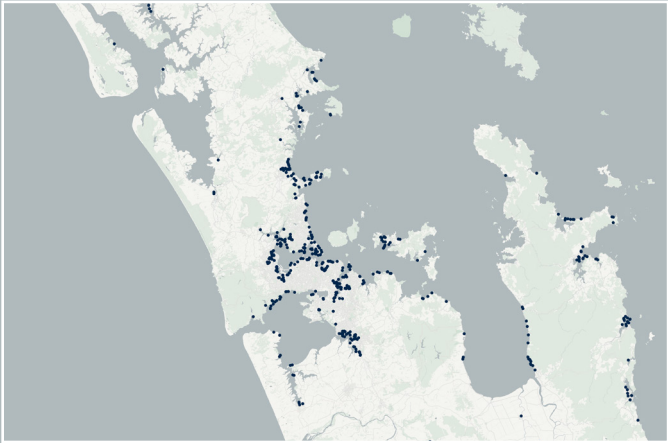


View the latest listing

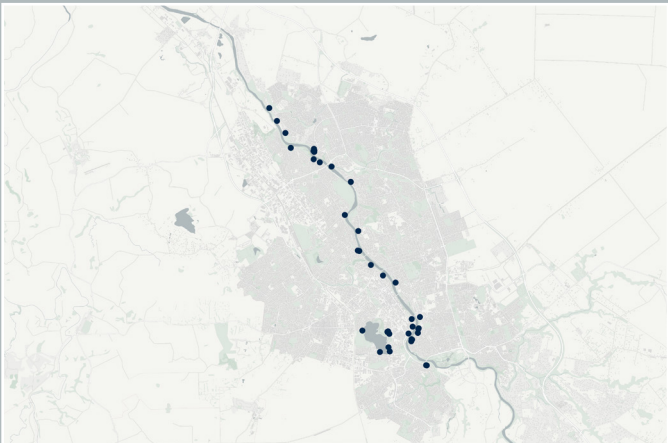
Location of waterfront sales



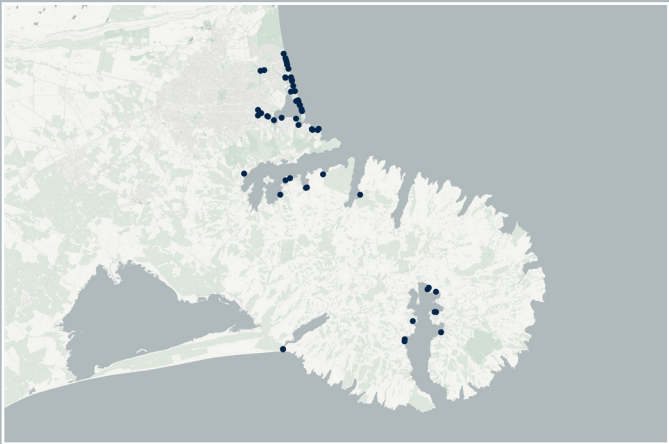
Auckland / Coromandel



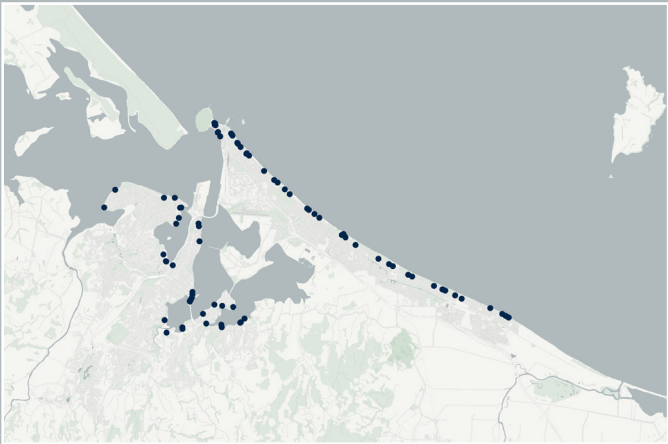
Hamilton



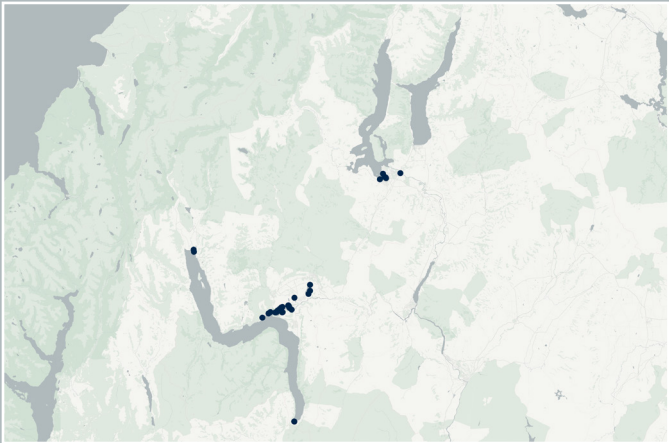
Christchurch



Tauranga



Queenstown-Lakes District



Wellington



Data: Bayleys analysis of REINZ data (1 April 2024 to 31 March 2025).

Notable transactions



53 Long Beach Road, Russell, Far North

Features 3 bedrooms, 3 bathrooms
Sale price Confidential
Contact Irene Bremner



309 Manawaora Road, Russell, Far North

Features 5 bedrooms, 6 bathrooms
Sale price Confidential
Contact Irene Bremner



28 Beach Parade, Oneroa, Auckland

Features 4 bedrooms, 3 bathrooms
Sale price \$8,200,000
Contact Mana Tahapehi



42 King Edward Parade, Devonport, Auckland

Features 5 bedrooms, 3 bathrooms
Sale price Confidential
Contact Emma Lynskey



34 Rawene Avenue, Westmere, Auckland

Features 5 bedrooms, 2 bathrooms
Sale price \$12,500,000
Contact Vicki Wallace, Sam Wallace, Gary Wallace



8 Lilford Place, Half Moon Bay, Auckland

Features 4 bedrooms, 2 bathrooms
Sale price \$4,262,000
Contact Angela Rudling, Michael Chi



88 South Highway, Whitianga, Thames-Coromandel

Features 4 bedrooms, 4 bathrooms
Sale price \$2,895,000
Contact Belinda Sammons, Kylie Pullen



103 Patuwai Drive, Whangamata, Thames-Coromandel

Features 4 bedrooms, 2 bathrooms
Sale price \$3,325,000
Contact Dale Sholson, Gordon McGregor



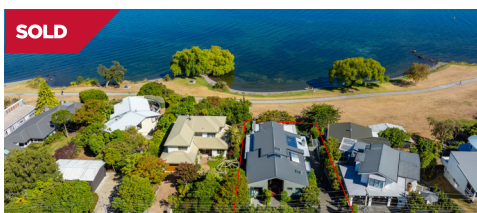
339 Oceanbeach Road, Mt Maunganui, Tauranga

Features 4 bedrooms, 2 bathrooms
Sale price \$5,370,000
Contact Richard Wright, Rebecca Wright



669 River Road, Chartwell, Hamilton

Features 4 bedrooms, 2 bathrooms
Sale price \$1,940,000
Contact John Heskett



39 Rainbow Drive, Rainbow Point, Taupo

Features 5 bedrooms, 4 bathrooms
Sale price \$4,150,000
Contact Grant Bayley, Clare Bayley



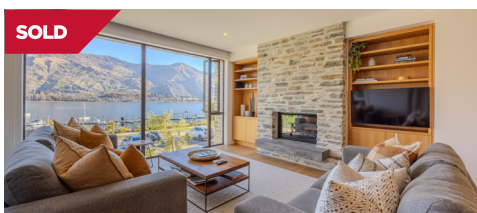
29 Gannet Heights, Kaiteriteri, Tasman

Features 3 bedrooms, 3 bathrooms
Sale price \$2,335,000
Contact Matt Galvin



228 Oriental Parade, Oriental Bay, Wellington

Features 4 bedrooms, 3 bathrooms
Sale price \$3,500,000
Contact Ann Curtis



Apt 1 Marina Terrace Apartments, Wanaka

Features 3 bedrooms, 2 bathrooms
Sale price \$2,650,000
Contact Sharon Donnelly, Jamie Askham

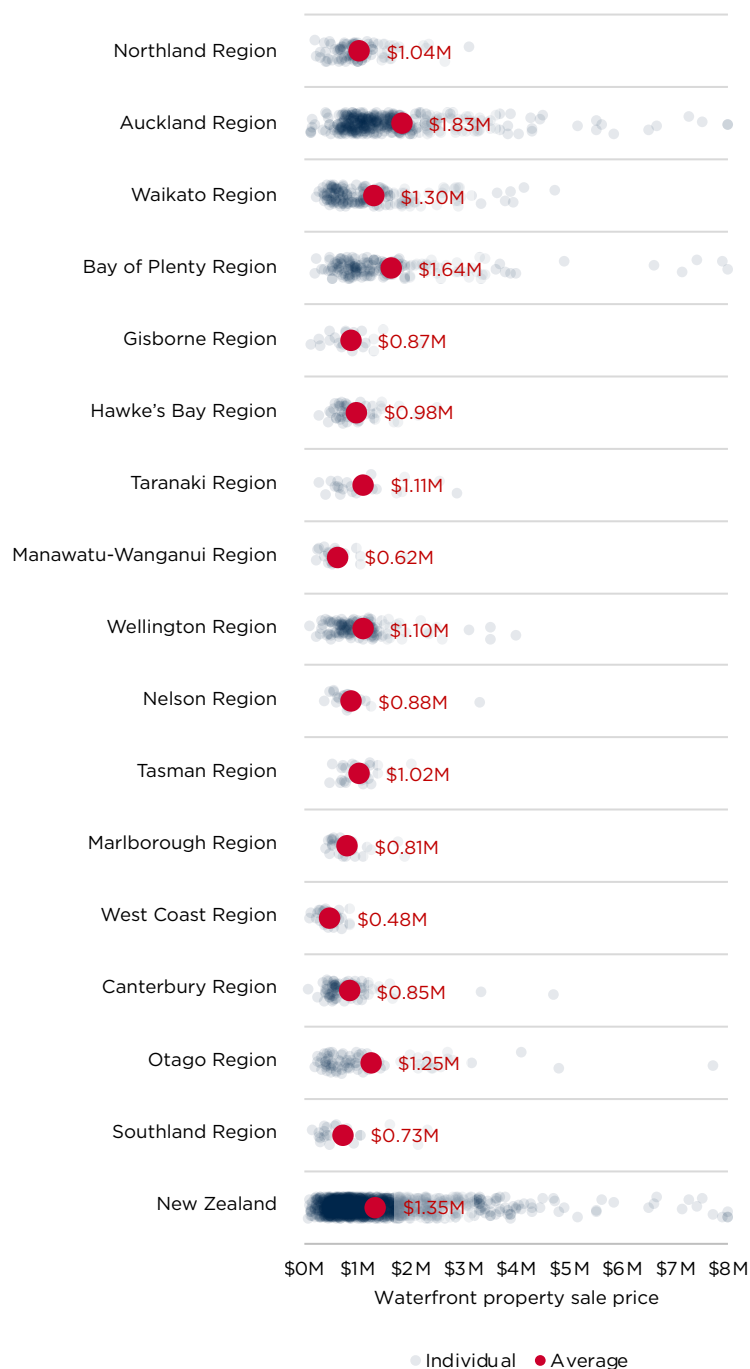


710 Lake Hayes-Arrow Junction Highway, Lake Hayes, Queenstown

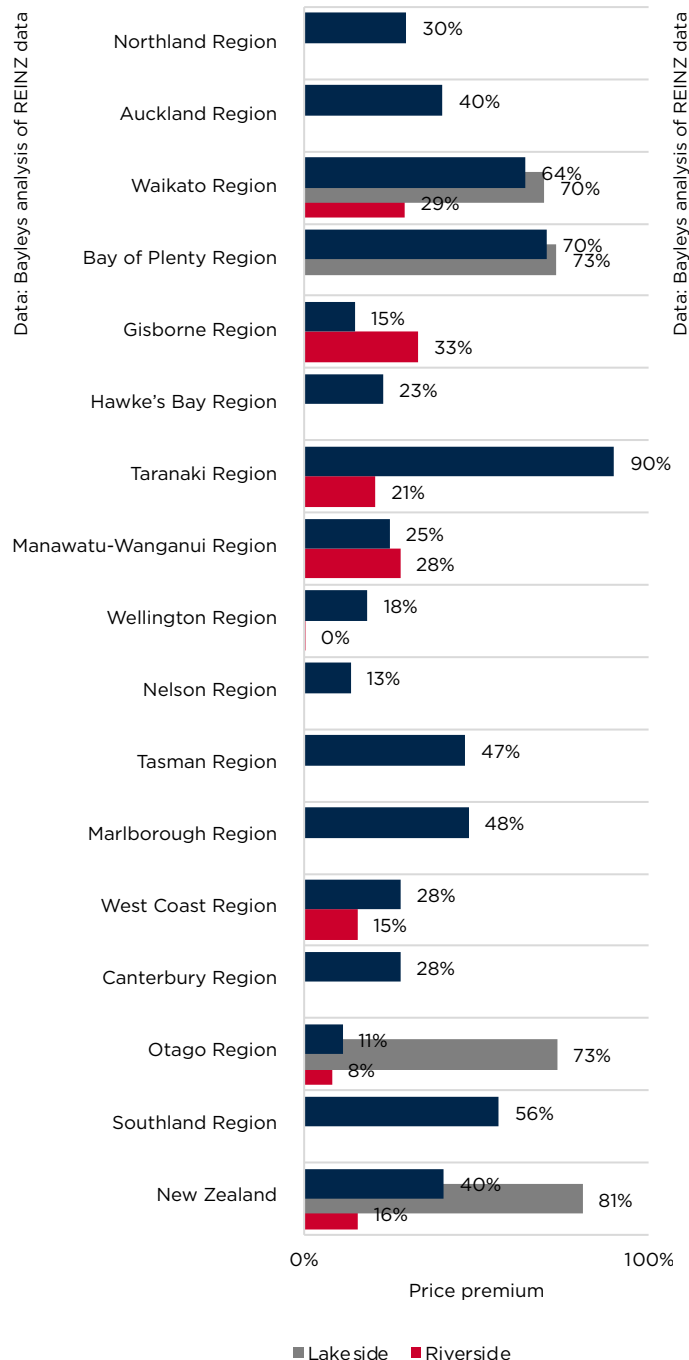
Features 6 bedrooms, 5 bathrooms
Sale price \$4,100,000
Contact Kate Walker, Chris Campbell

Market indicators

Sale prices for waterfront properties by region



Waterfront price premiums by region and type



Data: Bayleys analysis of REINZ data. Method uses various data sources and geographic systems to identify sales of waterfront properties. Price premiums are assessed by comparing the prices for waterfront properties against non-waterfront properties in the same local area. Some types of waterfront properties may not be available in some regions or there may be insufficient sales to reliably estimate price premiums. Graph (left) excludes sales above \$8M for ease of viewing. Sales with unusually low prices may involve properties that are leasehold or have defects.

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