



Pastoral property market in 60 seconds



Strong livestock returns supporting confidence
Favourable beef and lamb schedules, combined with stronger export returns, continue to support confidence across the pastoral sector and underpin demand for quality breeding, finishing and mixed farming properties.



Buyer demand remains strong
Demand for quality pastoral properties remains firm, particularly for productive grazing and finishing country. Well-located properties continue to attract strong enquiry from existing farmers, dairy operators and high-net-worth purchasers.



Policy changes reshaping land-use competition
Changes to forestry and ETS settings have eased farm-to-forest competition in many regions, helping stabilise confidence in productive farming assets. However, forestry buyers remain active in selected locations. Land values are increasingly being assessed on productive farming returns and stock carrying capacity rather than carbon potential alone.



Dairy support demand underpinning values
Strong dairy sector profitability continues to support demand for dairy support and grazing properties, particularly those offering reliable pasture production, good infrastructure and scale.

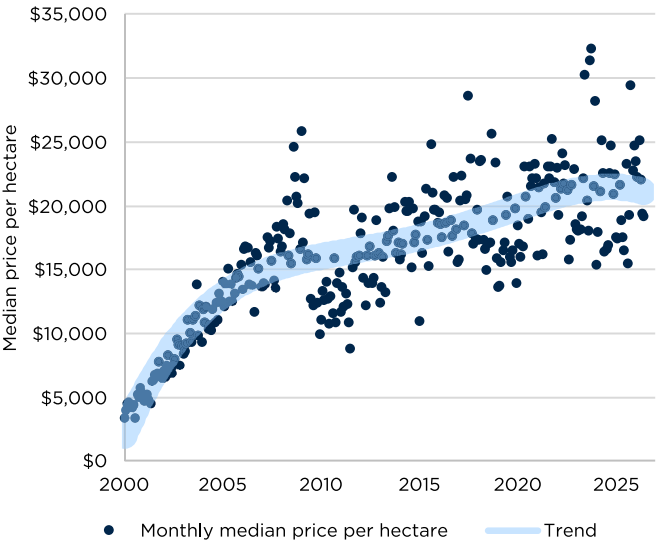


Profitability supporting market activity
Improving farm profitability and strong livestock returns are supporting renewed confidence across the pastoral sector, with existing farming families, equity partnerships and larger operators remaining active buyers. Farm succession confidence is improving, with stronger profitability and targeted lending support helping the next generation progress into farm ownership.

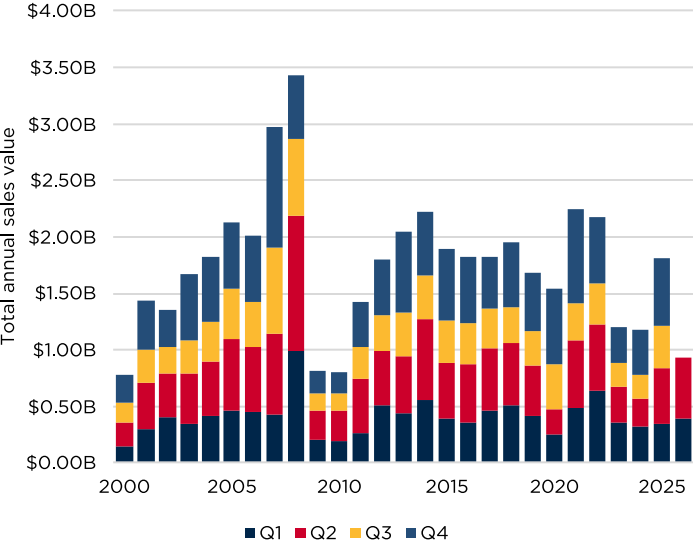


Outlook remains positive
Overall, pastoral sector sentiment remains positive. Strong livestock returns, healthy demand and limited supply continue to support firm values for quality grazing, finishing and mixed farming assets nationwide.

Median price per hectare



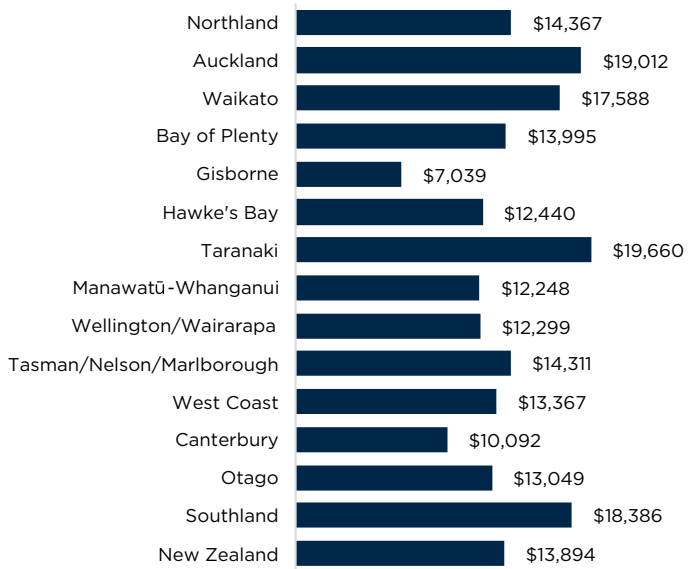
Annual value of sales



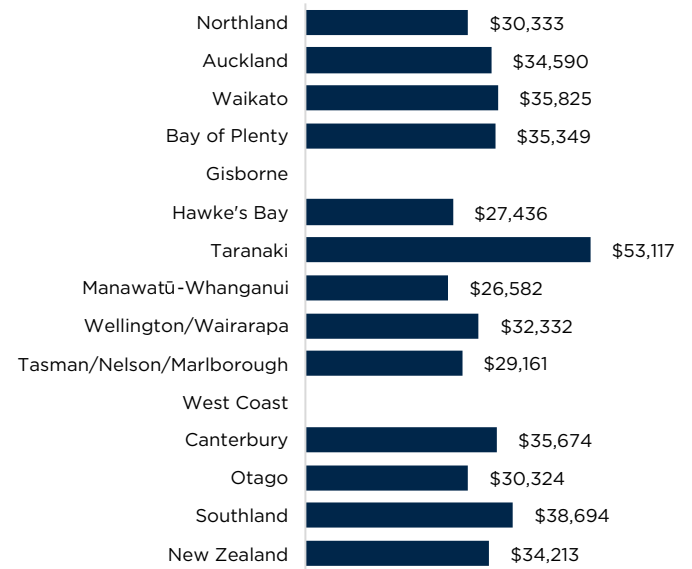
Data: REINZ. Livestock (all categories) and dairy support. "Mid-range" levels based on lower and upper quartiles (middle 50% of the market). They do not represent the minimum or maximum rates in the market, and are based on total land area inclusive of any buildings, improvements and infrastructure.

Market indicators

Median price per hectare by region: grazing



Median price per hectare by region: finishing



Market indicators by region

Region	Grazing		Finishing	
	Mid-range price per hectare	Total land area sold (hectares)	Mid-range price per hectare	Total land area sold (hectares)
Northland	\$10.4K - \$17.7K	1,300	\$23.6K - \$47.7K	626
Auckland	\$18.7K - \$19.4K	191	\$30.5K - \$54.2K	340
Waikato	\$16.5K - \$27.3K	1,236	\$29.8K - \$52.2K	1,256
Bay of Plenty	\$8.2K - \$22.1K	1,184	\$33.1K - \$57.7K	499
Gisborne	\$7.0K - \$7.0K	1,378	-	-
Hawke's Bay	\$10.8K - \$14.7K	4,200	\$22.3K - \$36.3K	835
Taranaki	\$14.4K - \$46.2K	776	\$35.9K - \$64.7K	309
Manawatū-Whanganui	\$9.2K - \$17.9K	7,162	\$21.1K - \$44.0K	3,854
Wellington/Wairarapa	\$7.3K - \$12.9K	1,189	\$21.6K - \$46.4K	2,682
Tasman/Nelson/Marlborough	\$12.0K - \$16.3K	1,544	\$25.8K - \$36.6K	455
West Coast	\$11.5K - \$15.2K	457	-	-
Canterbury	\$7.4K - \$17.0K	6,689	\$27.5K - \$59.0K	3,219
Otago	\$9.7K - \$16.8K	4,209	\$23.5K - \$43.2K	1,064
Southland	\$12.7K - \$22.0K	2,640	\$25.9K - \$43.7K	1,858
New Zealand	\$9.9K - \$17.7K	34,155	\$25.2K - \$47.6K	16,998

Data: REINZ. Livestock (all categories) and dairy support. "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 June. Price per hectare is calculated on overall land area without adjustment for variations in canopy areas, dwellings or other improvements.



Notable transactions



SOLD

6926 Mangakahia Road, Kaikohe

Land area 53.3226ha
Sale price \$2,680,000
Price per ha \$50,260.11
Contact Kyal Collins & Craig De Goldi



SOLD

131 Taipuha Road, Waitotira

Land area 291.24ha
Sale price \$2,600,000
Price per ha \$8,927.62
Contact Todd Skudder



SOLD

1232A State Highway One, Wellsford

Land area 25.2701ha
Sale price \$6,300,000
Price per ha \$249,306.49
Contact John Barnett & Kellie Bissett



SOLD

41 McNaughten Road, Karioitahi

Land area 12.108ha
Sale price \$1,125,000
Price per ha \$92,913.78
Contact Ben Jameson



SOLD

1338 State Highway 25, Pipiroa

Land area 48.4914ha
Sale price \$1,950,000
Price per ha \$40,213.32
Contact Sam Aislabie & Karl Davis



SOLD

3331 Cambridge Road, Cambridge

Land area 63.6027
Sale price \$4,544,000
Price per ha \$71,443.51
Contact Dave Kilbride



SOLD

Fernside Station, 1555 Fernside Road, Tokomaru Bay

Land area 1,378.0307ha
Sale price \$9,700,000
Price per ha \$7,039.03
Contact Stephen Thomson & Simon Bousfield



SOLD

1678 Tiniroto Road, Waerenga-O-Kuri

Land area 475.8826
Sale price \$6,700,000
Price per ha \$14,079.10
Contact Stephen Thomson & Simon Bousfield



SOLD

683 Bush Road, Wallingford

Land area 913.884ha
Sale price \$8,750,000
Price per ha \$9,574.52
Contact Tony Rasmussen & Andy Hunter



SOLD

34 O'Neills Road, Kakatahi

Land area 1,111.9845ha
Sale price \$14,200,000
Price per ha \$12,679.96
Contact Knud Bukholt & Jens Bukholt



SOLD

1905 Ridge Road, Pohangina

Land area 632.5433ha
Sale price \$6,120,000
Price per ha \$9,675.23
Contact Jack Monckton & Mark Monckton



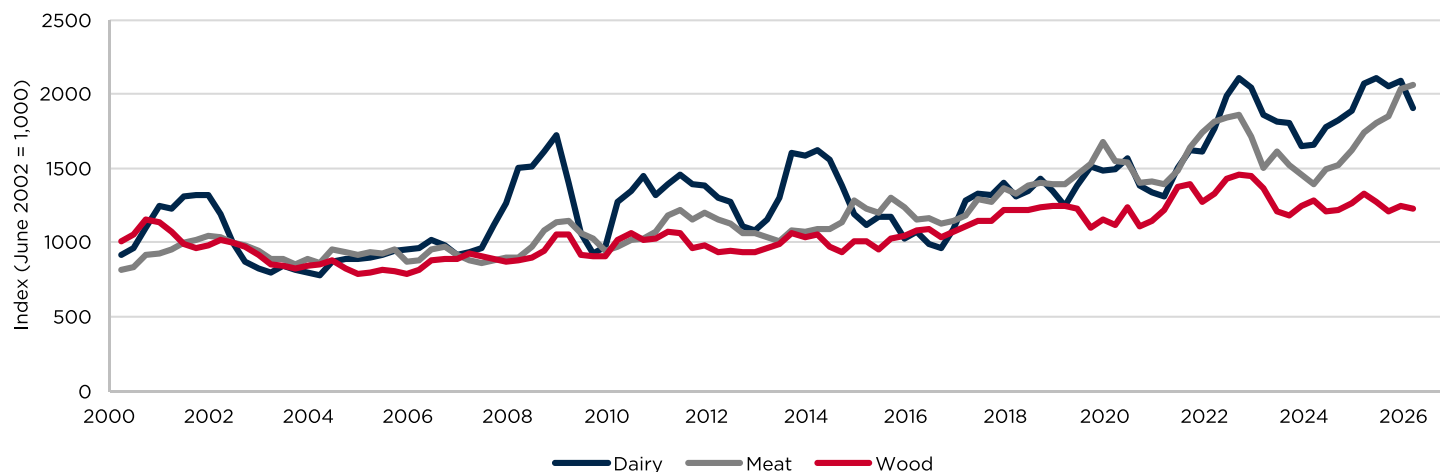
SOLD

671 Hinds Lismore Road, Lismore

Land area 157.39
Sale price \$11,600,000
Price per ha \$73,702.27
Contact Mike Preston

Market indicators

Commodity prices



Carbon price



Interest rates



Data: Stats NZ, RBNZ, GitHub, RBNZ.

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