NEW ZEALAND WATERFRONT RESIDENTIAL MARKET UPDATE

New Zealand's waterfront residential market in 60 seconds

Biggest trends

Wider market neutral but facing into headwinds
The wider market has seen prices tracking sideways across most regions, although the lower South Island has seen some growth. Sales volumes remain reasonable, but elevated supply is keeping pressure off prices. After a confident start to the year, the Middle East crisis and resulting oil shock introduced some hesitation to the market but this is likely to fall away as the conflict resolves.

Interest rates still the key influence
Interest rates remain well below recent peaks but have seen some upward pressure due to inflation concerns. The recent OCR increase was widely anticipated and largely reflected in mortgage rates, so is unlikely to materially shift the market. However, borrowing costs remain a key influence on affordability and buyer confidence.

Waterfront activity rebounds faster than the market
Waterfront sales increased at a much faster rate than the mainstream market over the past year. Improved buyer confidence, greater activity from cash-rich purchasers and the opportunity to secure properties with genuinely limited supply are helping drive the stronger recovery.

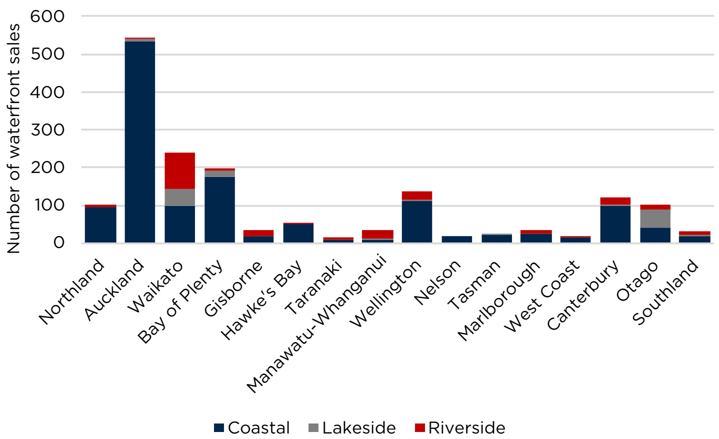
Interesting facts

Rotorua lakefront commands a standout premium
Lakefront properties in Rotorua District recorded the highest premium among the lakes analysed. This reflects the scarcity of genuine lakefront positions, expansive outlooks and direct access to recreation, supported by strong lifestyle and holiday-home demand.

Overseas buyers adapting to sensitive land rules
Waterfront property remains highly attractive to Active Investor Plus applicants, although sensitive land requirements can severely narrow the properties actually available to them. Buyers are increasingly seeking specialist legal advice early, exploring alternative visa pathways where appropriate, or focusing on properties that are not sensitive land.

Waterfront increasingly viewed as a legacy asset
Many buyers are looking beyond short-term market movements and purchasing waterfront property for long-term family use. Scarcity, lifestyle appeal and limited opportunities to buy are reinforcing its role as both a home and an asset intended to be held across generations.

Number of waterfront property sales by region and type



Data: Bayleys analysis of REINZ data

Estimated number of waterfront property sales across all price points
1,702

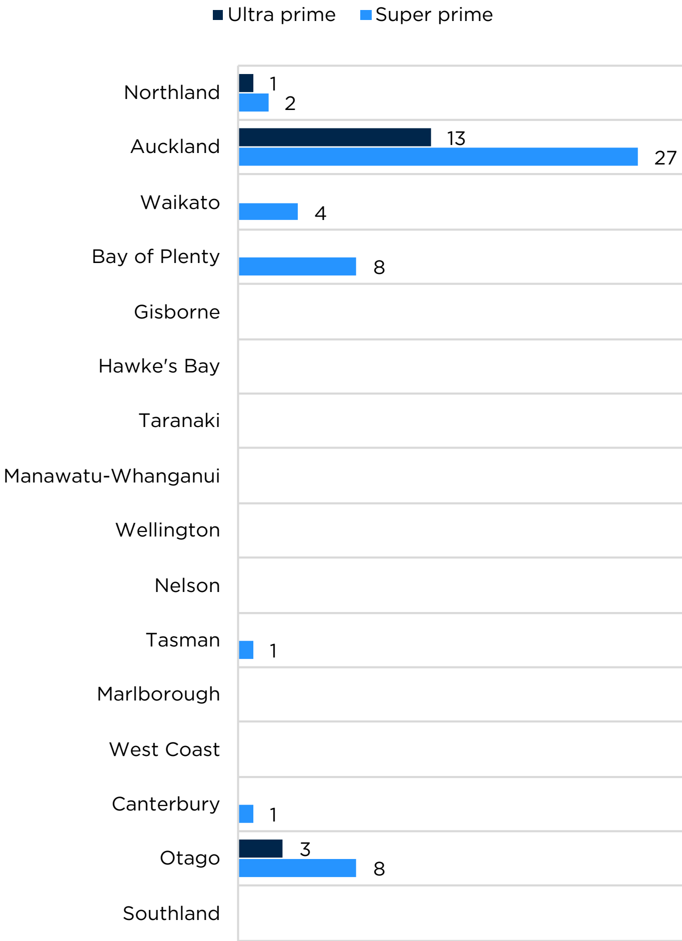
Estimated number of waterfront sales above $5M
68

Average price premium for waterfront properties
45%

1 April 2025 – 31 March 2026

Super and Ultra Prime sales

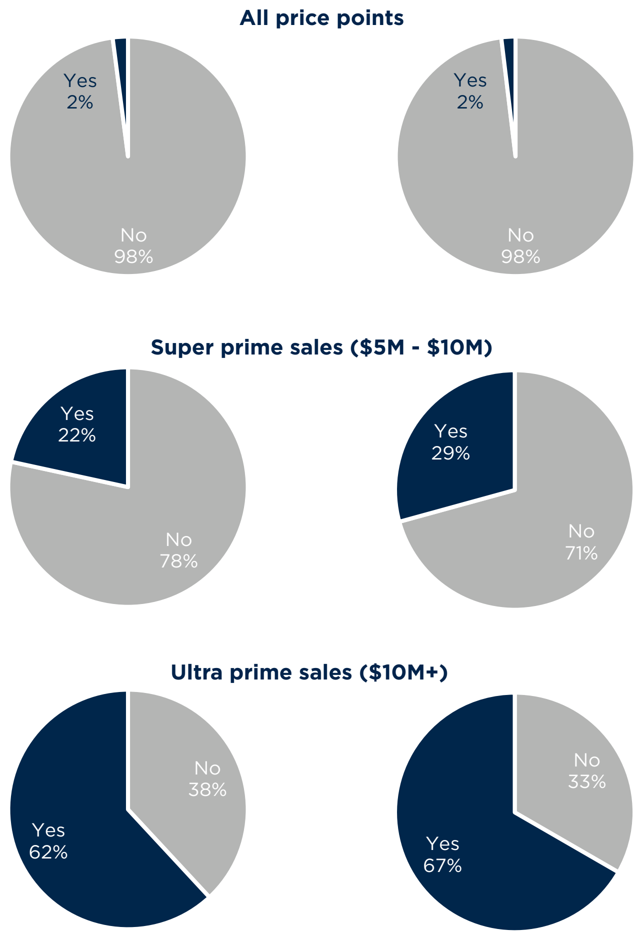
Regional split of waterfront sales: Super ($5M-$10M) and Ultra Prime ($10M+)



Waterfront sales as a proportion of all sales (Apr 2025 to Mar 2026)

Auckland region

Other regions



Data: Bayleys analysis of REINZ data (including some sales not directly reported to REINZ).

Location of waterfront sales

Sales across all prices

Super Prime ($5M-$10M) and Ultra Prime ($10M+) sales

Notable transactions

22 Quinces Landing, Kerikeri, Northland

Features 4 bedrooms, 3 bathrooms
Sale price $3,037,000
Contact Irene Bremner

3 Kuaka Grove, One Tree Point, Northland

Features 4 bedrooms, 3 bathrooms
Sale price $5,500,000
Contact Brad McKegg

10 Ida Way, Omaha, Auckland

Features 4 bedrooms, 4 bathrooms
Sale price $6,500,000
Contact Mark Bycroft, Heather Walton-Bycroft

137 Ridge Road, Scotts Landing, Auckland

Features 5 bedrooms, 3 bathrooms
Sale price $4,400,000
Contact Heather Walton-Bycroft, Mark Bycroft

27 Marine Parade, Herne Bay, Auckland

Features 5 bedrooms, 6 bathrooms
Sale price $38,000,000
Contact Edward Pack

4 Margaret Place, Hahei, Waikato

Features 5 bedrooms, 3 bathrooms
Sale price $6,990,000
Contact Belinda Sammons, Kylie Pullen

101 Beach Road, Whangamata, Waikato

Features 4 bedrooms, 3 bathrooms
Sale price $4,600,000
Contact Dale Sholson, Gordon McGregor

553 River Road, Fairfield, Waikato

Features 5 bedrooms, 3 bathrooms
Sale price $2,600,000
Contact Rachel Waldegrave

144 Marine Parade, Mt Maunganui, Bay of Plenty

Features 5 bedrooms, 3 bathrooms
Sale price $7,800,000
Contact Sharon Hall

20 Okawa Bay Road, Lake Rotoiti, Bay of Plenty

Features 4 bedrooms, 2 bathrooms
Sale price $2,950,000
Contact Beth Millard, Jacquie Bishop, Rebecca McMaster

4/308 Oriental Parade, Oriental Bay, Wellington

Features 3 bedrooms, 3 bathrooms
Sale price $3,200,000
Contact Ann Curtis

1 Ruakaka Bay, Marlborough Sounds, Marlborough

Features 6 bedrooms, 4 bathrooms
Sale price $2,750,000
Contact Jeremy Ryan

11 Beach Road, Akaroa, Canterbury

Features 4 bedrooms, 2 bathrooms
Sale price $3,100,000
Contact Chris Mangels, Chris Jones

12 de Bettencor Place, Cromwell, Otago

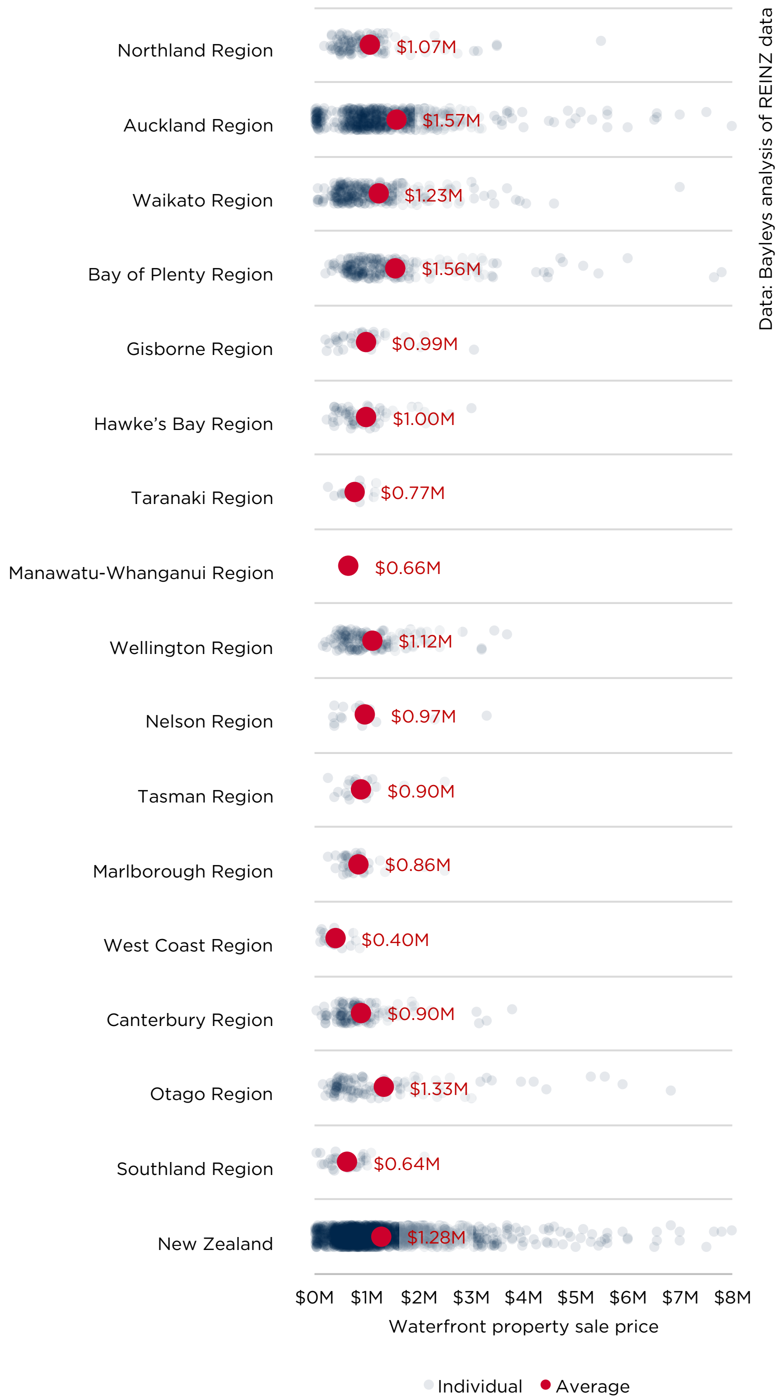
Features 5 bedrooms, 3 bathrooms
Sale price $3,300,000
Contact Renee Harrold

8 Mission Cove, Company Bay, Otago

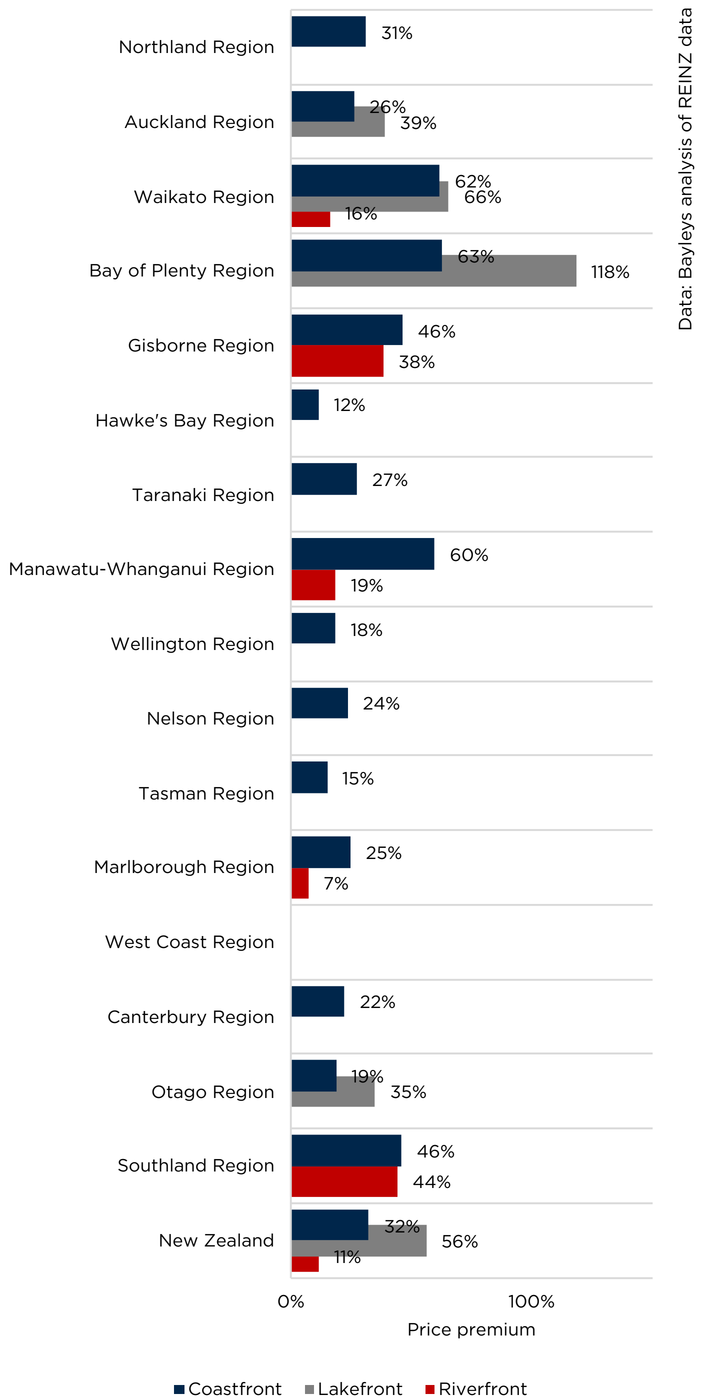
Features 3 bedrooms, 2 bathrooms
Sale price $2,096,000
Contact Alice Munro, Abbey Cochrane

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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