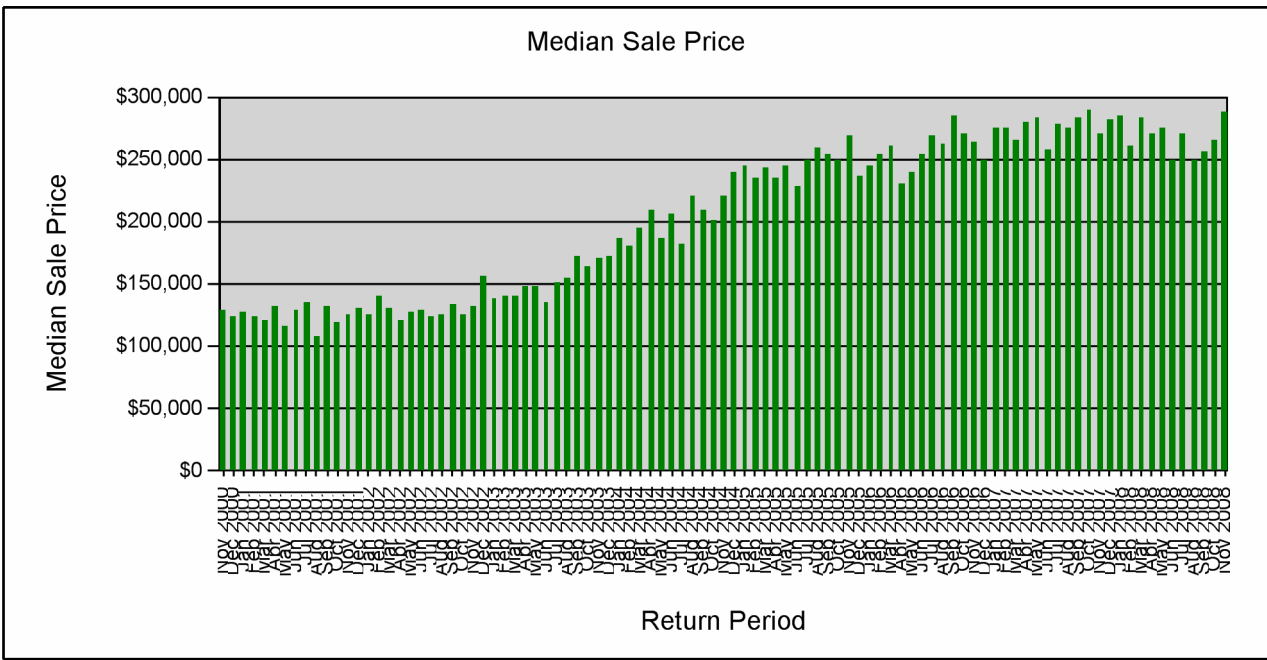


Market Facts Median Sale Price

District: Hawkes Bay From: Nov 2000
 Zone: Hastings City To: Nov 2008
 Property Type: Dwellings Medians calculated over: 1 Month



Return Period	Median Sale Price	No. of Sales	Median Days	% Diff Prev Mth	Total \$ Sales	Total Nat \$ Sales	% of Nat \$ Sales
Nov 2000	\$128,500.00	58	41	6.90 %	\$8,215,050	\$1,228,515,172	0.67 %
Dec 2000	\$124,000.00	59	64	-3.50 %	\$7,471,000	\$936,485,445	0.80 %
Jan 2001	\$127,250.00	52	55	2.60 %	\$7,943,250	\$994,121,763	0.80 %
Feb 2001	\$123,500.00	102	72	-2.90 %	\$14,780,250	\$1,305,299,516	1.13 %
Mar 2001	\$121,500.00	99	49	-1.60 %	\$14,595,898	\$1,385,885,191	1.05 %
Apr 2001	\$132,000.00	71	63	8.60 %	\$10,579,300	\$1,409,788,449	0.75 %
May 2001	\$116,000.00	97	61	-12.10 %	\$13,517,550	\$1,308,231,537	1.03 %
Jun 2001	\$129,500.00	78	56	11.60 %	\$11,009,850	\$1,293,270,772	0.85 %
Jul 2001	\$135,000.00	62	61	4.20 %	\$9,355,850	\$1,233,240,690	0.76 %
Aug 2001	\$107,500.00	98	52	-20.40 %	\$12,343,500	\$1,451,696,431	0.85 %
Sep 2001	\$131,500.00	82	49	22.30 %	\$11,097,300	\$1,158,915,623	0.96 %
Oct 2001	\$120,000.00	97	45	-8.70 %	\$14,276,900	\$1,433,623,485	1.00 %
Nov 2001	\$126,500.00	96	46	5.40 %	\$14,257,950	\$1,682,405,899	0.85 %
Dec 2001	\$130,075.00	80	31	2.80 %	\$11,297,510	\$1,321,976,029	0.85 %
Jan 2002	\$125,000.00	91	45	-3.90 %	\$13,357,850	\$1,408,732,170	0.95 %
Feb 2002	\$140,000.00	118	38	12.00 %	\$17,786,100	\$1,954,697,622	0.91 %



REAL ESTATE INSTITUTE OF NEW ZEALAND INC

Market Facts Median Sale Price

Mar 2002	\$130,000.00	109	31	-7.10 %	\$16,117,230	\$2,218,064,092	0.73 %
Apr 2002	\$120,500.00	100	34	-7.30 %	\$13,027,366	\$2,170,418,593	0.60 %
May 2002	\$127,250.00	140	39	5.60 %	\$19,903,745	\$2,106,307,805	0.94 %
Jun 2002	\$129,500.00	112	45	1.80 %	\$18,435,050	\$1,677,029,080	1.10 %
Jul 2002	\$124,000.00	85	37	-4.20 %	\$12,625,200	\$1,785,431,521	0.71 %
Aug 2002	\$125,000.00	118	41	0.80 %	\$17,673,150	\$1,825,131,338	0.97 %
Sep 2002	\$133,100.00	113	33	6.50 %	\$16,502,350	\$1,854,109,675	0.89 %
Oct 2002	\$126,000.00	127	31	-5.30 %	\$19,079,930	\$2,222,696,747	0.86 %
Nov 2002	\$131,500.00	137	28	4.40 %	\$23,383,750	\$2,396,345,565	0.98 %
Dec 2002	\$157,000.00	127	33	19.40 %	\$22,827,135	\$1,846,021,505	1.24 %
Jan 2003	\$138,000.00	145	39	-12.10 %	\$23,842,350	\$1,939,431,080	1.23 %
Feb 2003	\$140,000.00	143	36	1.40 %	\$24,513,250	\$2,301,186,294	1.07 %
Mar 2003	\$140,500.00	150	30	0.40 %	\$24,457,000	\$2,662,329,963	0.92 %
Apr 2003	\$148,500.00	125	27	5.70 %	\$22,679,868	\$2,286,043,586	0.99 %
May 2003	\$148,700.00	152	30	0.10 %	\$27,072,331	\$2,924,812,111	0.93 %
Jun 2003	\$135,000.00	133	26	-9.20 %	\$21,201,982	\$2,493,952,673	0.85 %
Jul 2003	\$152,125.00	154	22	12.70 %	\$27,939,425	\$2,635,758,318	1.06 %
Aug 2003	\$155,000.00	139	21	1.90 %	\$25,737,044	\$2,705,117,597	0.95 %
Sep 2003	\$172,000.00	163	23	11.00 %	\$32,537,175	\$2,828,242,432	1.15 %
Oct 2003	\$165,000.00	166	18	-4.10 %	\$33,272,788	\$3,068,019,983	1.08 %
Nov 2003	\$170,000.00	130	23	3.00 %	\$27,905,033	\$3,028,646,674	0.92 %
Dec 2003	\$172,500.00	144	22	1.50 %	\$30,152,350	\$2,413,031,768	1.25 %
Jan 2004	\$187,500.00	121	33	8.70 %	\$25,214,875	\$2,310,184,738	1.09 %
Feb 2004	\$180,200.00	141	25	-3.90 %	\$31,602,085	\$2,758,234,661	1.15 %
Mar 2004	\$195,250.00	148	27	8.40 %	\$33,289,583	\$3,299,144,744	1.01 %
Apr 2004	\$210,000.00	143	29	7.60 %	\$35,073,675	\$2,817,130,071	1.25 %
May 2004	\$186,000.00	105	28	-11.40 %	\$23,461,200	\$2,797,608,745	0.84 %
Jun 2004	\$206,000.00	115	25	10.80 %	\$29,376,300	\$2,448,118,219	1.20 %
Jul 2004	\$182,000.00	101	28	-11.70 %	\$23,671,000	\$2,338,761,863	1.01 %
Aug 2004	\$220,000.00	108	31	20.90 %	\$25,572,691	\$2,439,929,259	1.05 %
Sep 2004	\$210,000.00	107	32	-4.50 %	\$27,981,050	\$2,336,106,623	1.20 %
Oct 2004	\$200,500.00	89	36	-4.50 %	\$21,995,900	\$2,490,068,104	0.88 %
Nov 2004	\$220,000.00	123	33	9.70 %	\$30,390,242	\$3,008,383,348	1.01 %
Dec 2004	\$240,000.00	118	38	9.10 %	\$31,292,835	\$2,687,741,945	1.16 %
Jan 2005	\$245,250.00	104	39	2.20 %	\$28,116,845	\$2,163,790,625	1.30 %
Feb 2005	\$235,000.00	143	38	-4.20 %	\$37,447,961	\$3,201,456,217	1.17 %



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Market Facts Median Sale Price

Mar 2005	\$243,500.00	148	28	3.60 %	\$41,366,050	\$3,526,633,657	1.17 %
Apr 2005	\$235,000.00	121	40	-3.50 %	\$32,027,179	\$2,869,916,499	1.12 %
May 2005	\$245,000.00	141	34	4.30 %	\$37,728,350	\$3,018,908,058	1.25 %
Jun 2005	\$228,000.00	120	34	-6.90 %	\$30,945,461	\$2,677,547,168	1.16 %
Jul 2005	\$249,000.00	107	44	9.20 %	\$28,226,255	\$2,694,916,753	1.05 %
Aug 2005	\$259,000.00	123	34	4.00 %	\$35,950,650	\$2,895,264,833	1.24 %
Sep 2005	\$255,000.00	120	39	-1.50 %	\$33,151,376	\$3,111,109,070	1.07 %
Oct 2005	\$250,000.00	131	29	-2.00 %	\$35,547,300	\$2,920,789,673	1.22 %
Nov 2005	\$269,500.00	146	32	7.80 %	\$44,417,800	\$3,317,975,081	1.34 %
Dec 2005	\$236,250.00	106	29	-12.30 %	\$29,044,862	\$2,441,613,387	1.19 %
Jan 2006	\$245,000.00	95	45	3.70 %	\$27,644,111	\$2,156,751,887	1.28 %
Feb 2006	\$254,000.00	114	43	3.70 %	\$33,817,850	\$2,726,977,988	1.24 %
Mar 2006	\$261,000.00	123	35	2.80 %	\$35,678,625	\$3,642,588,020	0.98 %
Apr 2006	\$230,000.00	123	36	-11.90 %	\$31,629,950	\$2,765,380,586	1.14 %
May 2006	\$240,000.00	137	42	4.30 %	\$37,409,850	\$3,443,100,067	1.09 %
Jun 2006	\$254,000.00	139	47	5.80 %	\$39,167,725	\$3,065,823,868	1.28 %
Jul 2006	\$269,000.00	105	40	5.90 %	\$30,719,849	\$2,840,066,918	1.08 %
Aug 2006	\$262,000.00	141	36	-2.60 %	\$41,706,400	\$3,144,183,499	1.33 %
Sep 2006	\$285,000.00	116	38	8.80 %	\$37,413,000	\$3,158,205,617	1.18 %
Oct 2006	\$270,000.00	121	44	-5.30 %	\$38,421,888	\$3,345,413,560	1.15 %
Nov 2006	\$264,000.00	158	39	-2.20 %	\$45,404,100	\$3,907,314,743	1.16 %
Dec 2006	\$250,000.00	90	31	-5.30 %	\$27,291,800	\$3,238,012,215	0.84 %
Jan 2007	\$275,000.00	125	50	10.00 %	\$38,741,000	\$2,842,189,755	1.36 %
Feb 2007	\$275,000.00	109	54	0.00 %	\$35,935,820	\$3,725,714,450	0.96 %
Mar 2007	\$266,250.00	140	36	-3.20 %	\$42,508,900	\$4,534,699,905	0.94 %
Apr 2007	\$280,000.00	98	37	5.20 %	\$32,840,505	\$3,394,822,216	0.97 %
May 2007	\$282,500.00	120	36	0.90 %	\$37,164,399	\$3,867,735,793	0.96 %
Jun 2007	\$257,000.00	119	42	-9.00 %	\$33,992,321	\$3,099,286,491	1.10 %
Jul 2007	\$279,000.00	98	51	8.60 %	\$33,341,340	\$2,763,617,537	1.21 %
Aug 2007	\$275,589.00	89	30	-1.20 %	\$27,939,889	\$2,655,528,722	1.05 %
Sep 2007	\$283,250.00	76	35	2.80 %	\$23,923,050	\$2,440,402,914	0.98 %
Oct 2007	\$289,500.00	103	43	2.20 %	\$34,418,201	\$2,826,047,762	1.22 %
Nov 2007	\$270,100.00	117	39	-6.70 %	\$36,488,300	\$3,282,807,212	1.11 %
Dec 2007	\$281,000.00	81	49	4.00 %	\$27,733,650	\$2,307,364,297	1.20 %
Jan 2008	\$285,000.00	87	52	1.40 %	\$27,617,000	\$2,054,469,162	1.34 %
Feb 2008	\$260,000.00	105	62	-8.80 %	\$30,349,646	\$2,508,468,037	1.21 %



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Market Facts Median Sale Price

Mar 2008	\$284,000.00	63	41	9.20 %	\$20,052,350	\$2,106,520,863	0.95 %
Apr 2008	\$270,000.00	63	56	-4.90 %	\$19,550,818	\$1,809,532,746	1.08 %
May 2008	\$275,000.00	79	44	1.90 %	\$24,808,500	\$1,807,272,754	1.37 %
Jun 2008	\$250,000.00	57	78	-9.10 %	\$18,816,125	\$1,740,988,366	1.08 %
Jul 2008	\$270,000.00	56	61	8.00 %	\$18,995,350	\$1,760,905,249	1.08 %
Aug 2008	\$249,000.00	74	60	-7.80 %	\$21,195,600	\$1,649,634,630	1.28 %
Sep 2008	\$255,500.00	68	66	2.60 %	\$19,820,620	\$1,722,254,557	1.15 %
Oct 2008	\$265,000.00	51	59	3.70 %	\$14,547,500	\$1,745,762,225	0.83 %
Nov 2008	\$287,500.00	58	52	8.50 %	\$17,832,850	\$1,709,644,740	1.04 %

Suburbs covered: Akina, Bridge Pa, Camberley, Fernhill - Hastings District, Flaxmere, Frimley, Hastings Central, Havelock North, Karamu, Longlands, Mahora, Mangateretere, Mayfair, Omaha, Pakipaki, Pakowhai, Parkvale, Raureka, St Leonards - Hastings District, Tomoana, Twyford