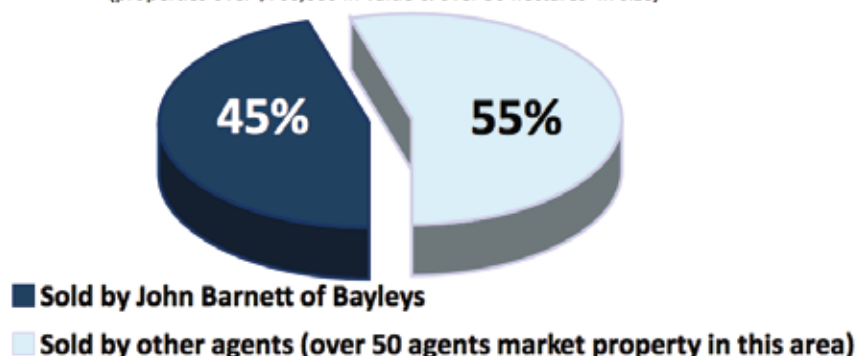


COUNTRY PROPERTY MATTERS

WINTER 2010

Farmland Sales 2009-10

Rodney District by Total Area (ha) Sold
(properties over \$700,000 in value & over 50 hectares in size)



Who says farms aren't selling? Not me!

It's no secret that the Real Estate market has tightened up in the last year and the volume of sales has fallen. Farmers have had to deal with a drought, tightened lending criteria and a firming dollar all within a world-wide recession. It has been a tough time for the farmer, and also for those charged with marketing these rural properties, and it is in these conditions that an agent's abilities and skills get really tested.

The market has changed and still remains a moving target. However, whilst some in the industry have said there are no buyers out there, I recently received six offers on a 318 hectare dairy farm that ultimately sold for over \$5 million. There are people wanting to invest in rural property - they are just being more prudent about their investment decisions and are looking for property which they believe stacks up in the new economic climate.

Analysis of sales statistics show that I sold 45% of all farms by land area and 47% by value in the Rodney district in the 2009-10 financial year (which is serviced by over 50 other agents). I believe that the results speak for themselves, and reinforce the need for a personalised marketing strategy which will elevate the property above all others on the market and maximise the results. There is no magic bullet to being successful in the rural real estate sector, but I credit my nationwide Top 10 ranking for Bayleys Country to an honest pragmatic approach to sales. In order for people to be in a position to make informed decisions, they need sound information to work from. My clients require foresight - not hindsight.

The above success and the belief that the overall outlook for agriculture in the region is positive, has also led Bayleys to recently increase its Country presence in the North to a team of 12 (with the national team of over 180 agents) providing properties more even exposure both regionally and nationally.

Emission Trading Scheme (ETS). Love it or hate it?

The ETS has certainly been a hot topic lately. And with the agricultural sector set to have full obligations by January 2015 it will be even more important to understand how to best to minimise your financial liability and how to best take advantage of it ... no matter which side of the fence you sit on.

I have listed a couple of useful websites below which may help answer some of your questions.

www.climatechange.govt.nz/emissions-trading-scheme

www.maf.govt.nz/climatechange/agriculture



John Barnett BCM Dip Ag

Country Specialist

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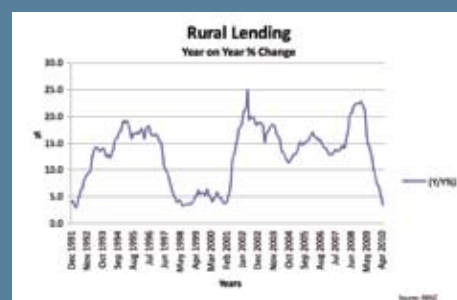
**Specialising in Rural
Properties North of Auckland**



Latest Achievements:

Top 10 Bayleys Country Salespeople 2009

Top 10% Bayleys Salespeople 2009



Rural Lending is now the lowest in over 10 Years.

The growth in rural lending in New Zealand by banks is at its lowest level in over 10 years, according to statistics compiled by the Reserve Bank (RBNZ).

The above graph reflects year on year change, within the agricultural sector, from trading bank reporting.

Wine Winners!



Congratulations to Dave Morgan, who takes away a bottle of one of the regions great vintages.

Subscribe to John's Country Views e-newsletter, stay in touch with what's going on and be into win! All this and more at www.johnbarnett.bayleys.co.nz.

To view John's current rural listings go to www.johnbarnett.bayleys.co.nz

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BAYLEYS
www.bayleys.co.nz



FARM IT OR JUST SIT BACK ON THE BEACH!

Lemon Tree Bay, Wellsford

With a prime position on the banks of the Kaipara Harbour this 81 hectare grazing farm has much to offer.

The property has a flat to rolling contour, spectacular 270° sea views, a multitude of good building sites, good internal subdivision, a range of support buildings, a 4 bedroom house and cottage and currently earns over \$30,000 p.a as a pastoral lease. Plus you have your very own private sandy beach lined with potuhukawas to either launch your boat from or just sit back and take in the view.

Located close to Wellsford, Warkworth and just over one hour from Auckland, or approximately ten minutes by helicopter from North Shore Airfield.

A rare coastal offering for the taking!

For Sale

View by appointment
www.bayleys.co.nz/30665256

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Willi Bardohl

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IMPRESSIVE COUNTRY HOME NEEDS NEW FAMILY!

Wayby Valley, Wellsford

This substantial north-facing home, set on 6.5 hectares of pasture, vineyard and established grounds has been masterfully designed with great attention to maximising the beautiful rural views and providing a home suitable to both family living and entertaining.

Some of the superb features include: a 3 metre stud height throughout which provides a light and airy feel, 3 large bedrooms, master ensuite, 2 bathrooms, formal dining, formal family room, kitchen with butler pantry, open plan living room and a large conservatory which flows out onto expansive decks and enjoys stunning sunsets. Three-car garaging and a two-car carport provide all the housing and workshop area you'll ever need for your cars, boats or toys. Plus, upstairs is your games room (complete with Snooker Table) with an extra bedroom and bathroom for those unexpected guests...so there is certainly a lot of house on offer.

Situated down a quiet rural road just 7 kilometres south of Wellsford, 15 kilometres from Warkworth and less than an hour to Auckland.

Realistic vendors have their packed their bags packed and want to move on!

Forthcoming Auction

View by appointment
www.bayleys.co.nz/183963

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PRODUCER OF FINE BEEF! - 225 ha

Waioitira, Whangarei Surrounds

For the last 48 years this 225 hectare beef farm has been the source of high quality beef stock in the North.

Currently operated as a beef stud, the property has a good mix of undulating and easy hill contour with a good fertiliser history and a reliable all year round water supply, which is reticulated around the property from its spring fed dams. The farm is well subdivided into 37 paddocks by a combination of traditional and good quality permanent electric fencing, and has a large set of cattle yards, a 5 bedroom homestead and a good range of support buildings.

With schooling and farm supplies & services nearby and only 35 kms to Dargaville and 43 kms to Whangarei there is plenty to consider.

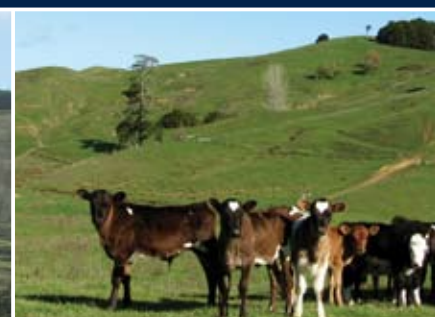
Motivated vendor wants to retire and says bring me the market!!

For Sale

View by appointment
www.bayleys.co.nz/183970

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PROVEN PROTEIN PRODUCER - 400 ha

Waioitira, Whangarei Surrounds

Situated in the beef producing capital of the North, lies this 400 hectare grazing farm.

It's mix of fertile river flats and easy to medium hill contour, spring fed dams, native and popular shelter provide the ability to grow and finish stock of all ages and classes. Whilst currently used for finishing bull beef, the property is also well setup for farming sheep or as dairy support, with possible cropping options on the flats.

The property is well sub-divided into 48 paddocks by traditional 7 wire fencing and is supported by good infrastructure such as 2 sets of cattle yards, a woolshed with covered yards and a 3 bedroom house and cottage.

Located close to schools, saleyards and services and within 30 minutes of Whangarei and Dargaville.

Vendor wants to downsize and says "Sell!"

For Sale

View by appointment
www.bayleys.co.nz/183971

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BEEF IT UP OR GO FISH! - 304 ha

Tinopai, Omatatea Surrounds

Located on the western shores of the Kaipara Harbour inlet lies this attractive 304 hectare grazing farm.

Having been well sub-divided into 54 paddocks by a mix of traditional and good quality semi-permanent electric fencing and a "Techno Grazing System" with 10 lanes (each containing 48 cells) the building blocks are already in place to intensify your beef program. With a central racing system, two sets of cattle yards, 2 hay barns, a 3 stand woolshed, mature native bush and magnificent views from both sides of the farm over the Kaipara Harbour, there is a lot here on offer.

Situated minutes from the seaside town of Tinopai, 19 kms from the Matakohu sale yards and within 30 minutes of Ruawai, Paparoa and Maungaroto's farm supplies & services and schools. This beef farm provides a great opportunity to purchase a property with both potential and location.

Motivated vendor wants to focus on his other business and says "Sell!"

For Sale

View by appointment
www.bayleys.co.nz/183969

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Kaye McElwain

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Farm with a View to the Environment!

Run Road, Wellsford

Positioned high above the Kaipara Harbour lies this 59.5 ha (147 acre) grazing farm. The property has 180° water views from its cute 2 bedroom cottage, good subdivision into 27 paddocks, a spring fed dam which supplies year round water to the entire farm, a mixed contour providing good haymaking ability, a good set of support infrastructure, neighbouring DOC native reserve, the ability generate your own power and only 25 minutes from Wellsford and an hour to Auckland.

The Vendors are very realistic to current markets conditions and want this property sold!

For Sale

\$795,000 +GST
View by appointment
www.bayleys.co.nz/183700

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LIVE ON TOP OF THE WORLD!

Pakiri

Ideally nestled in between Omaha and Pakiri beaches are 1.1 & 1.8 hectare lifestyle blocks offering spectacular coastal views. Situated less than 8 kilometres from the white sands of Pakiri beach, Goat Island Marine Reserve and Leigh; within easy reach of Matakana, Omaha and less than hour from Auckland. These are unique offerings and must be seen to be fully appreciated.

The Vendor has given clear instructions to sell!

For Sale

1.1ha \$375,000
 1.8ha \$395,000
www.bayleys.co.nz/183294
www.bayleys.co.nz/183512

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Production, Position, Potential!

- 318 Ha
- 4 Titles
- Production high of 188,623 Kg MS
- Good Dairy farm infrastructure
- Harbour Views

Tender

www.bayleys.co.nz/183369

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WHO SAYS FARMS AREN'T SELLING?

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