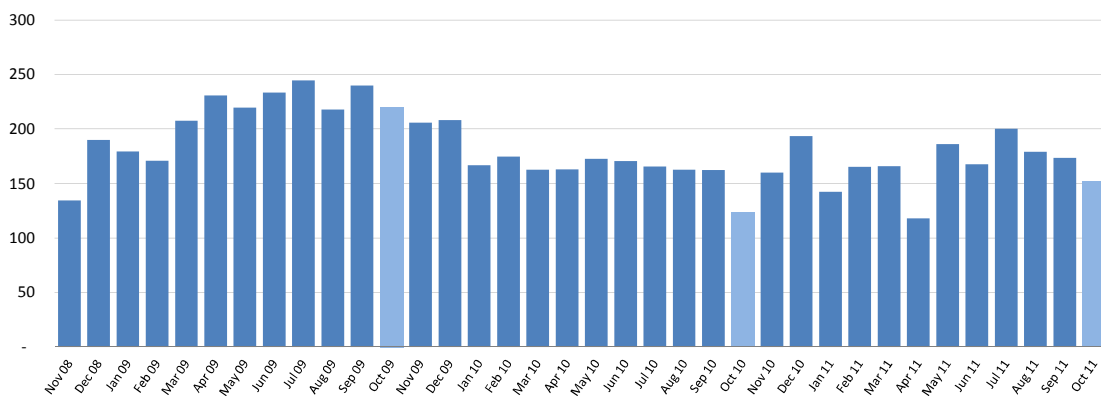


	Aug 11	Sep 11	Oct 11
Property sales	175	170	155
% change vs prior year	+10%	+7%	+23%
Inventory of property for sale (# of weeks)	42.5	45.5	44.4
% change vs prior year	-7%	-9%	-13%
Median sales price	\$250,000	\$270,750	\$259,500
% change vs prior year	-8%	+2%	-10%
Number of new listings	380	400	346
% change vs prior year	-18%	-12%	-38%
Asking price of new listings	\$331,107	\$325,009	\$338,835
% change vs prior year	+7%	+7%	-2%

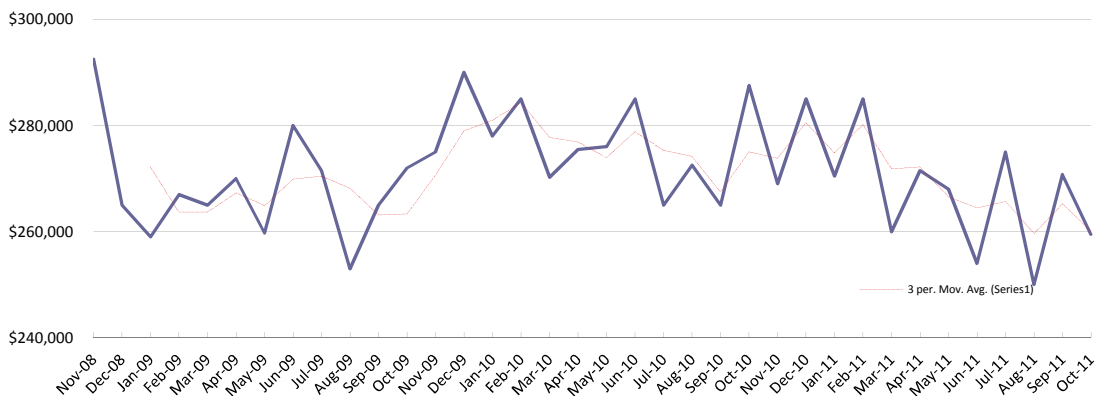
Property sales

(Seasonally adjusted - Hawkes Bay)



Median Sale Price

(Hawkes Bay)



Inventory of Unsold Homes

(Weeks of equivalent sale - Hawkes Bay)

