Future Urban Newsletter

JULY 2026

New Zealand
Sotheby's
INTERNATIONAL REALTY

Dairy Flat Market Update – Quarter Ending June 2026

As we move through another quarter, one thing has become increasingly clear: while buyers are active and inspections continue, decisive action remains slow. The market is still firmly in buyers' favour... for now.

The reason is simple. Stock levels continue to outweigh buyer demand, resulting in little pressure on purchasers to make quick decisions. Hence why, althought sales are still occurring, sale prices have generally remained flat and, in some areas, appear to have softened further.

One of the biggest differences between today's market and the markets we've experienced over the past decade is buyer psychology. There is little fear of missing out. In fact, buyers who have waited have often been rewarded with more choice, stronger negotiating power, and better value. As a result, purchasers are becoming increasingly selective, only committing when they believe a property represents clear value compared with competing opportunities.

While this isn't ideal for sellers, it's important to remember that if your property offers true value and this can be coveyed correctly in marketing and more importantly through in person talks by your chosen representative. Then you can still attain a good result.

So, what changes the market in general?

The answer is demand, and even more so in the Future Urban Zone.

Reducing supply is unlikely to be the catalyst in our area. Instead, stronger demand is what will ultimately improve values, and in Dairy Flat that demand is closely linked to confidence in future development.

Our market is unique. Many purchasers here are not simply buying a home. They are investing in Future Urban land. These buyers are effectively landbanking, making decisions based on when they believe development is likely to occur. The shorter that timeframe becomes, the more attractive the investment becomes.

A property expected to benefit from development within five years is naturally more appealing than one expected to wait twenty years. That is why major projects and planning milestones matter. Initiatives such as the proposed Surf Park, infrastructure investment, and rezoning activity involving major developers like Fletcher Living and Fulton Hogan all contribute to strengthening confidence in the long-term future of Dairy Flat. More of this is good as every step forward reinforces the area's growth story.

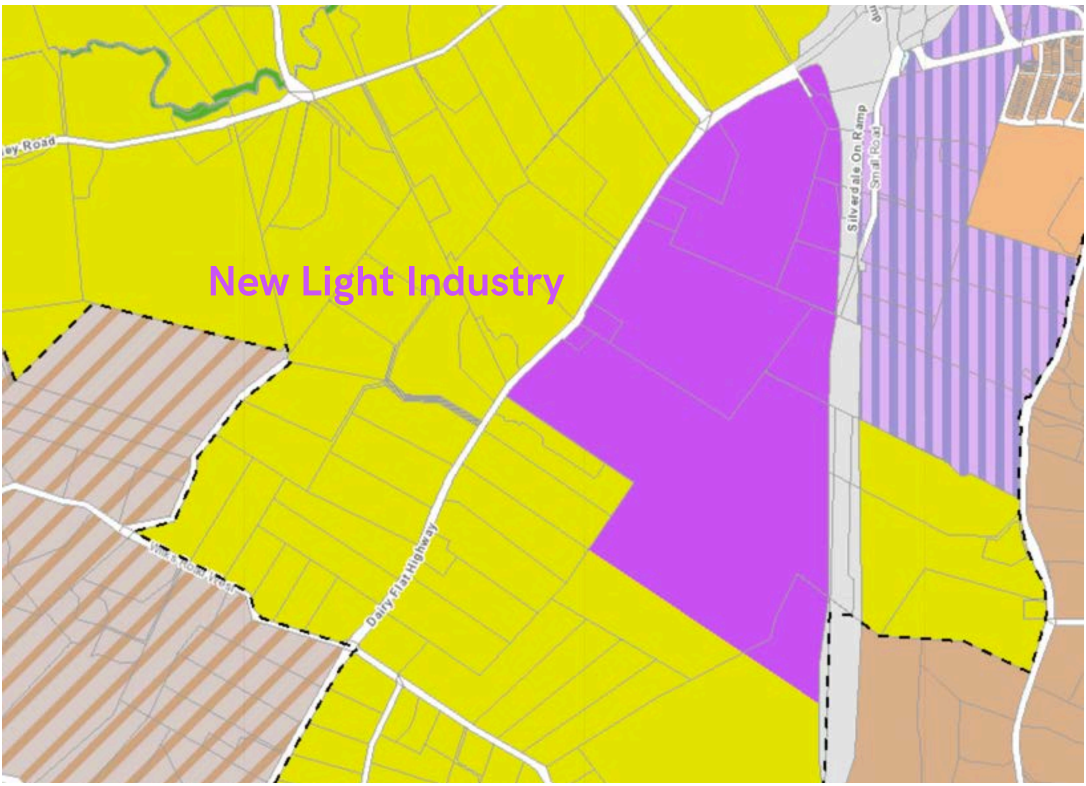
Ultimately, continued development throughout our surrounding area benefits everyone. It supports those holding Future Urban land today while also creating the communities, businesses, infrastructure and amenities that future residents will enjoy. Put simply, the more quality development that occurs around you, the stronger the long-term outlook for your property's value.

This is also why choosing the right representative for a real estate agent in Dairy Flat is so important. Selling Future Urban property is very different from selling a standard suburban home. Buyers ask technical questions about planning, zoning, structure plans, infrastructure, servicing, development sequencing and long-term growth. If your agent cannot confidently explain these factors fast, they cannot effectively build buyer confidence or maximise the value of your property.

In an area as specialised as Dairy Flat, staying in touch is only part of the job. Knowledge is what creates results.

If you'd like to have a discussion about where your property sits within the changing landscape, or simply want to understand what today's market means for your home, I'd be happy to have a confidential conversation with you.

Matthew Wafer - Exceptional Real Estate. Expertly Advised.



Future Urban Market Breakdown

QUARTER TWO 2026

ADDRESS	SALE PRICE	VALUATION	SALE DATE	DAYS TO SELL	FLOOR	LAND	SQM RATE
23 Whiteways Drive, Dairy Flat	$2,595,630	$3,100,000	4 Apr 2026		438 sq m	0.3096 ha	$838.38
37 Green Road, Dairy Flat	$2,478,000	$3,100,000	5 May 2026		230 sq m	2 ha	$123.90
153H Green Road, Dairy Flat	$3,775,000	$4,575,000	16 May 2026		387 sq m	2.66 ha	$141.92
102 Kennedy Road, Dairy Flat	$2,427,000	$3,125,000	04 Jun 2026	35	247 sq m	2.32 ha	$104.61

$11.27M
Total Sales Volume

4
Sales

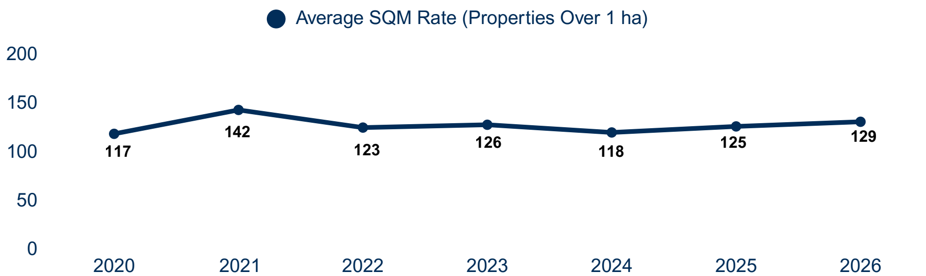
$3.77M
Highest sale price

$2.82M
Average sale price

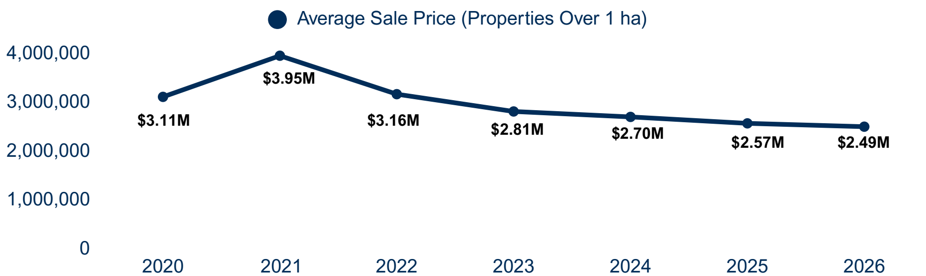
-19%
Average sale price over Average valuation (CV)

35
Average Days to Sell

AVERAGE SQM RATE - YEARLY TREND



AVERAGE SALE PRICE - YEARLY TREND

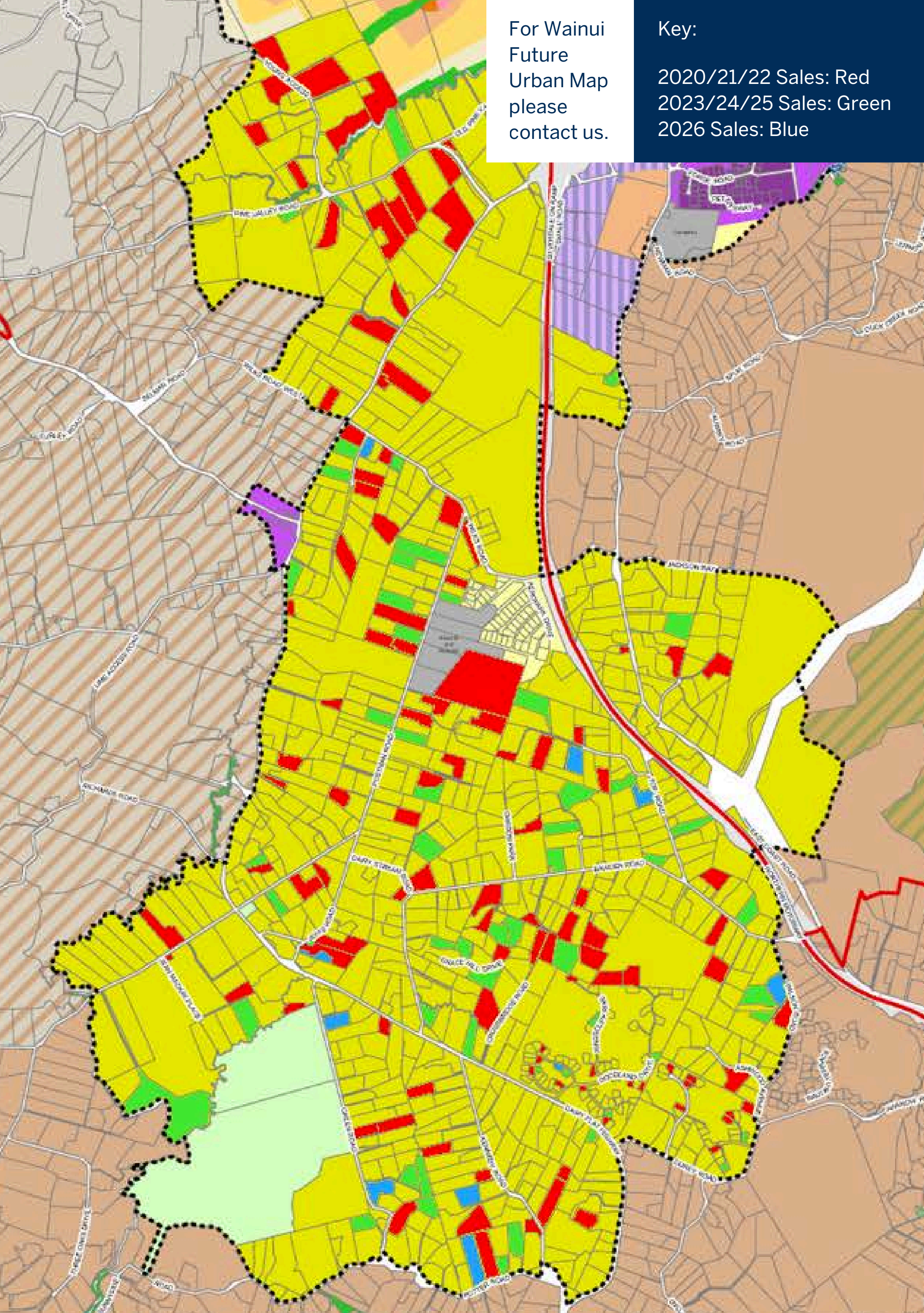


All data and statistics have been taken from REINZ.

For Wainui Future Urban Map please contact us.

Key:

2020/21/22 Sales: Red
2023/24/25 Sales: Green
2026 Sales: Blue



Featured Listings

In the area

153 Bawden Rd, Dairy Flat

nzsir.com/NLA01104

4 Bed | 3 Bath

Floor: 447 sqm Land: 2 ha

55 Postman Rd, Dairy Flat

nzsir.com/NLA00988

6 Bed | 3 Bath

Floor: 486 sqm Land: 8.46 ha

75 Wright Rd, Dairy Flat

nzsir.com/NLA00977

5 Bed | 2 Bath

Floor: 175 sqm Land: 4.56 ha

49 Haigh Access Rd, Redvale

Off-market

7 Bed | 5 Bath

Floor: 585 sqm Land: 1 ha

165 Pine Valley Rd, Dairy Flat

nzsir.com/NLA01141

5 Bed | 3 Bath

Floor: 360 sqm Land: 7.95 ha

73 Warman Rd, Okura

nzsir.com/NLA00976

7 Bed | 3 Bath

Floor: 424 sqm Land: 1.82 ha

Recent Sales

1 Old Pine Valley Road,
Dairy Flat

1232 East Coast Road,
Redvale

Recent Testimonials

"Matt was professional, friendly and easy to work with throughout the process. He communicated well keeping us informed and listening to our needs. He demonstrated honesty and integrity throughout. His market knowledge and excellent marketing expertise gave us confidence. We appreciated his hard work and dedication. We highly recommend Matt."

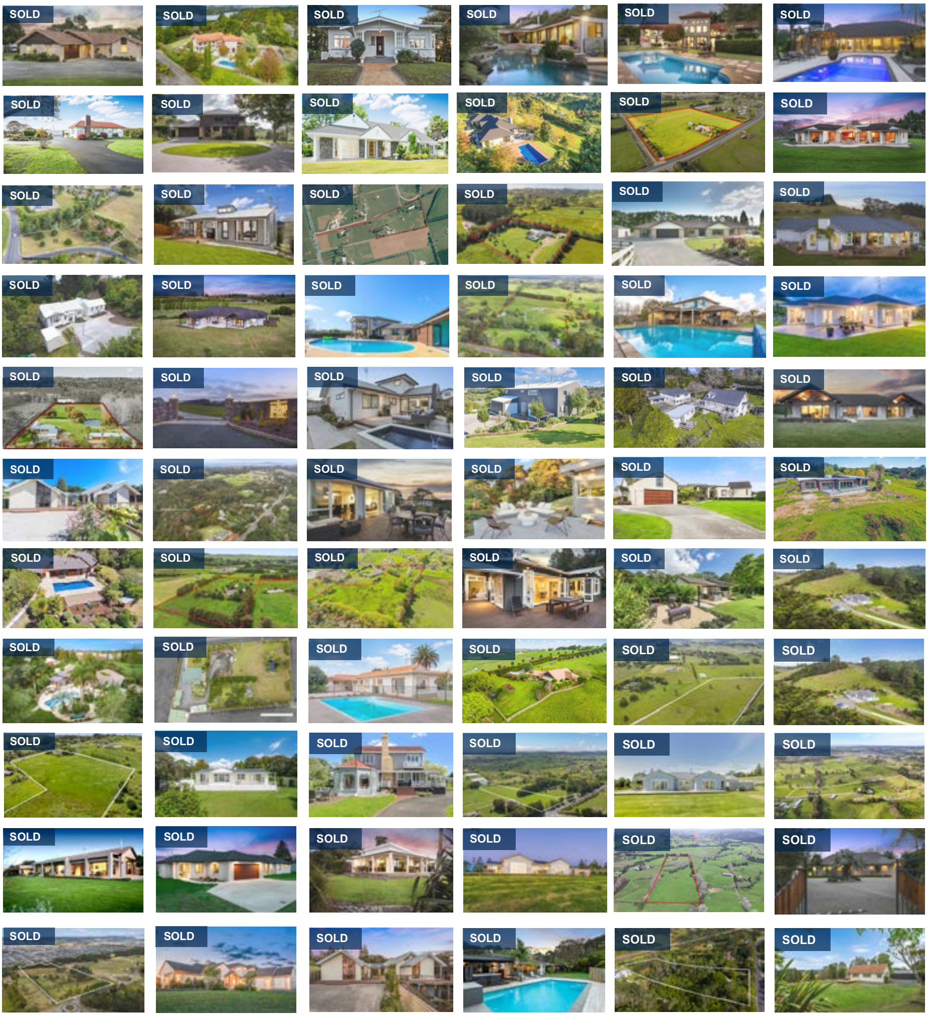
- Sharon from Old Pine Valley Road, Dairy Flat

"Great communication throughout the entire process. Professional, approachable, and always available to answer questions or have a chat. Made everything easy and stress-free. Highly recommend!"

- Claire & Peter from Wilks Road, Dairy Flat

"Matt was absolutely wonderful to deal with, he kept us informed all the way through the sale of our home. We would highly recommend Matt and Sotheby's and will definitely use them again."

- Jan and Steve from Foley Quarry Road, Dairy Flat



Matt Wafer

021 501 337 | matt.wafer@nzsir.com

mattwafer.co.nz | nzsir.com

New Zealand | Sotheby's INTERNATIONAL REALTY