

Bayleys Northland Country

Who Wants My Dairy Farm?

March 2016

Northland Dairy Farms – Extracts From Country Report

Looking at TradeMe or the NZFarms websites, one could be forgiven for thinking that Northland is awash with dairy farms for sale. Currently TradeMe displays 65 farms for sale in Northland and Rodney, NZFarms displays 73 dairy farms for sale in the same area. Are these farms really for sale or are they just sitting on the market? My suggestion is that unless they are in an active marketing campaign they are not genuinely for sale. A marketing campaign makes our vendors properties stand out from the dozens of other dairy farms competing for buyers, and secondly, it gives buyers an indication that the vendor is serious and will listen to the market.

Buyers

The massive Pinny portfolio created serious interest on both occasions and has sold to NZ interests, likewise the Webster portfolio sold after receiving multiple offers. In the past few weeks dairy farms and dairy support blocks have have sold at Waipu, Parahi, Ruawai, Dargaville and Matakohē. Despite the latest downgrade in the dairy payout, buyers are still engaging on Northland property. We have strong enquiry for large scale dairy farms from NZ corporate investors and off shore interests.

Calculating the Value of Dairy Land

The median price of dairy farm land in Northland on a 'land-only' basis remains in the vicinity of \$15,000 per hectare. Tier 1 Northland farms continue to trade at a level in excess of \$22,000 per ha, the opinion of value is extremely subjective. One of the main factors governing price is the introduced supplementary feed that raises the gross production of each farm, analysts and financial commentators are all about the grass efficient nature of the farms.

The North is looking a picture, summer rains have pastures looking better than any summer in the last few years, and production levels are at their peak with autumn calving dairy farms having good levels of saved pasture.

Now is the time to place your rural property on the market, buyers are keen to enter the market at the current cycle in the rural economy. Surprisingly, land prices for dairy units on a per ha basis have not dropped, Autumn 2016 is the best time to sell your dairy unit.

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Mackys Real Estate Limited, Bayleys,
 Licensed under the REAA 2008



Dairy - Parahi Outlet Road, Ruawai



Dairy - Durham Road, Waipu

Our Bayleys Country Offices:

Kerikeri

09 407 9221

Whangarei

09 470 0960

Dargaville

09 439 4297

Mangawhai

09 431 5415

Warkworth

09 425 7640

Orewa

09 426 5911

Finding the perfect buyers



Northland Country Team



Lin Norris

021 959 166

*Vastly experienced
and professional*



Neil Sinclair

0800 293 620

*Lives at Baylys
Beach and rules
Dargaville and the
west coast*



Stewart Ruddell

027 273 6860

*Owns a dairy farm,
works the land and
sells all styles of
farms*



**Catherine
Stewart**

0800 422 959

*Lives and farms in
Ruawai and sells all
over the Kaipara*



John Barnett

021 790 393

*Lives in Rodney and
has sold all over
Northland*



Vinni Bhula

022 632 0630

*A qualified
wine maker and
horticulturalist – a
specialist in the
industry*



Alex Smits

021 273 6975

*Recipient of
Bayleys NZ Country
scholarship
– an investment in
the future*



Steve McNally

027 497 8633

*Based in Kerikeri,
Steve sells rural
property North of
Whangarei*



Alan Broadbent

027 441 8149

*A name that is
synonymous with
real estate in the Far
North*



Tim Holgate

021 475 465

*Operating out of
Rodney, Valuer and
Real Estate Agent.*