



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 sold at Waipu, Parahi, Ruawai, Dargaville and Matakohe. 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.

Tony Grindle
Northland Area Manager
M 021 432 308
B 0800 80 20 40
E tony.grindle@bayleys.co.nz
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 Bayleys 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



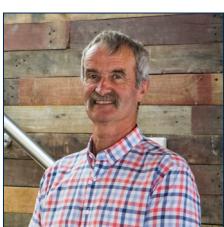
Alex Smits
021 273 6975
Recipient of Bayleys NZ Country scholarship – an investment in the future



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.