Memorandum

To: Duncan White, Patersons
Cc: Josh Leckie, Lane Neave
From: Natalie Hampson, Savvy Consulting Limited
Date: 16 July 2026
Subject: Response to Minute 5 – Economics – Price Points

Introduction

1. This memorandum has been prepared in response to Minute 5 from the Mt Iron Junction expert panel dated 6 July 2026. The following request has been made by the panel for further information:

> *[3g] We would be assisted by the Applicant advising the Panel of the proposed price point(s) that its housing is envisaged to be sold at compared to Wānaka's median prices. We believe this is appropriate for the Panel to understand, as one of the major benefits of the project suggested by the Applicant would be the increased housing supply at an affordable level in the Wānaka Market. However, we have no real understanding of what the Applicant says affordable means and how this would be achieved. We take Ms Hampson's points and accept that the proposal will not be for highly priced 'premium housing'; but we do not see how 'not-premium' means 'affordable'.*

2. Below I respond to the indicative price points of different dwelling typologies included in the Project (supplied by the Applicant) and the latest data on median dwelling prices within the Wānaka Ward, and associated commentary to support prior statements that the Project will deliver relatively more affordable housing to help meet housing needs. The emphasis on "more" affordable is important as the Economic Assessment has not claimed that the Project will deliver affordable housing – other than through the allotments gifted to the Queenstown Lakes Community Housing Trust (which are non-market, social housing and can be treated as affordable housing in the context of the Queenstown Lakes District).

3. This memorandum builds on my Economic Assessment report dated December 2025 and my memorandum in response to Minute 2 dated 18 June 2026 and in preparing it, I have adhered to the code of practice for expert witnesses.

Indicative Price Points

4. The Applicant has approached two local real estate agencies to get sales price appraisals of the different dwelling types in the Project. These sales prices have been tested against build cost metrics to confirm commercial feasibility. Table 1 provides the indicative sales prices adopted by the Applicant, taking into account the market information received. The quantity/mix of dwelling types in Table 1 are based on the latest amended plans being submitted to the Panel on the 20th July 2026.[1]

Table 1 – Indicative Sales Prices by Dwelling Typology in the Mt Iron Housing Scheme (July 2026)

Type	Further Description	Quantity	Share of Total	Indicative Price Point
1 Bed Apartment *	1 Car Park	10	4%	$ 625,000
2 Bed Apartment **	1 Car Park	62	25%	$ 739,000
Type D	2 brm 2bath two Level with Car Park	62	25%	$ 749,000
Type A	2 brm 2 bath single level with Garage	32	13%	$ 935,000
Type E (Dual Key)	1 brm x 10, 2 brm x 10 with 2 Car Parks	20	8%	$ 1,050,000
Type C	3 brm 2 bath two level with Garage	34	14%	$ 1,150,000
Type B	3 brm 2 bath two level With Garage	30	12%	$ 1,249,000
Total Dwellings		250	100%	
Weighted Average Sales Price				$ 903,984
Median Sales Price				$ 749,000

** Refers to APT 3 on the architectural plans. ** Refers to APT 1,2 & 4 on the architectural plans.*

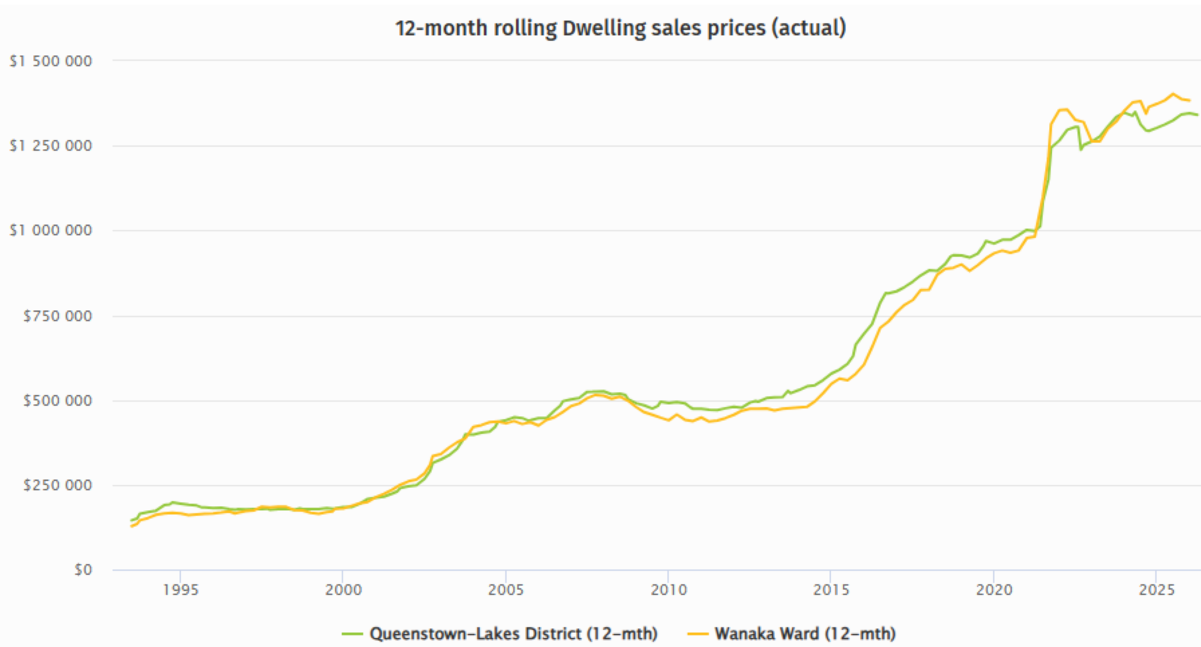
5. Table 1 shows that sales prices are expected to indicatively range from $625,000 through to $1,249,000. The weighted average sales price across the development is just under $904,000. The median sales price across the development is $749,000. The latter reflects the fact that 54% of total dwelling units are indicatively priced less than or equal to $749,000.

[1] I note also that this analysis considers the indicative market price of all 250 dwellings which includes those circa 13 dwellings that will be owned by the Housing Trust (and built at cost rather than being sold).

Median Residential Dwelling Prices

6. At the time of preparing the Economic Assessment Report, the median house price taken from the MHUD Housing Market Indicators Dashboard for the total Wānaka Ward was $1.35 million (December 2024).[2] The MHUD data is periodically updated and it is not uncommon for results to be revised. Extracted today (from that same source), the median sales price for the Wānaka Ward in December 2024 was revised upwards to $1.373 million. The latest data on the Dashboard for the Wānaka Ward (December 2025) shows a median dwelling price of $1.384 million – still higher than the district median (Figure 1).

Figure 1 - 12 Month Rolling Median Dwelling Sales Price (Actual Prices) – QLD and Wānaka Ward Comparison



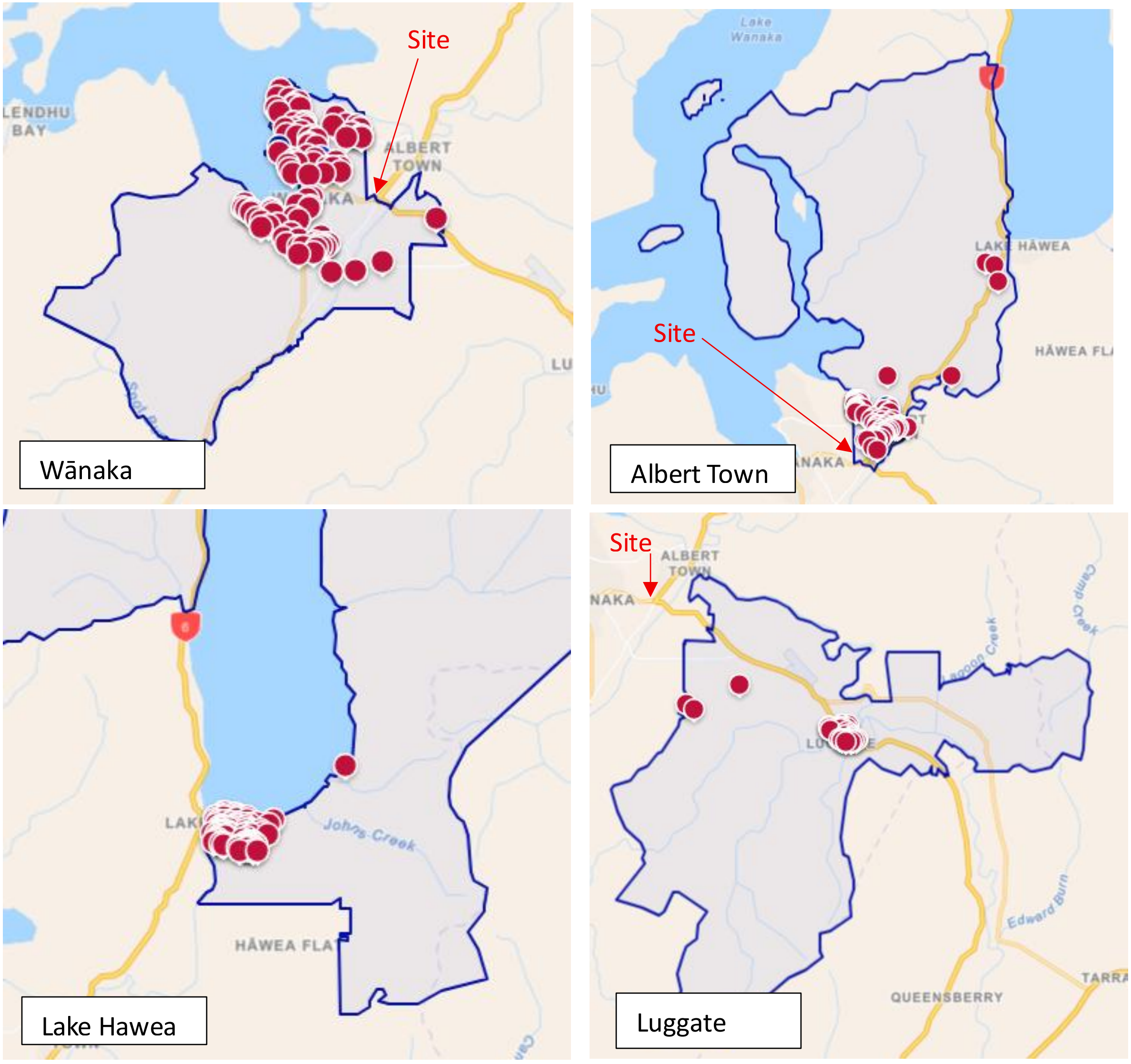
7. Relative to the December 2025 median for the total Wānaka Ward, the median indicative sales price for the Project of $749,000 is nearly half that value (54%). Even the most expensive dwelling type in the Project (Type B dwellings), will sit below the total Ward median (at 90% of that value).

8. To provide a more granular look at median residential sales prices across the Wānaka Ward, I have extracted (7 July 2026), market insights from www.realestate.co.nz. Figure 2 below compiles images of the catchments against which market insights are reported. I have considered Wānaka, Albert Town, Lake Hawea and Luggate – which combined

[2] Refer page 30 of the Economic Assessment Report.

capture the majority of the Ward's suburban housing stock. The dots on the map represent resident properties sold in the last 12 months in each catchment from which median house sales prices are calculated. The Project Site sits right at the juncture of the Wānaka and Albert Town catchment areas.[3]

Figure 2 – Market Insight Catchments www.realestate.co.nz Assessed in the Wānaka Ward



9. Table 2 includes the median sales price for each of the catchments in the 12 months leading up to July 2026. The Wānaka catchment median sales price is the highest at $1.578 million, well above the median dwelling price for the total Wānaka Ward. This is followed by Albert Town catchment at a median price of $1.330 million. Both Lake Hawea and Luggate catchments have a lower median price close to $1.100 million – both relatively more

[3] Based on these maps, I'd estimate that the site would be included in the market insights for Albert Town in the future.

affordable catchments but this is a reflection of their greater distance from the employment, shopping, schools and amenities of the Wānaka urban area.

Table 2 – Indicative Price Point of Mt Iron Junction Housing Scheme Supply Compared to Latest Median Sales Price Data in the Wānaka Ward

Type	Quantity	Share of Total	Indicative Price Point	*Extracted 7 July 2026, Realestate.co.nz, Medians based on Last 12 Months*			
				$ 1,578,380 Wanaka	$ 1,330,000 Albert Town	$ 1,080,000 Lake Hawea	$ 1,100,000 Luggate
1 Bed Apartment *	10	4%	$ 625,000	40%	47%	58%	57%
2 Bed Apartment **	62	25%	$ 739,000	47%	56%	68%	67%
Type E	62	25%	$ 749,000	47%	56%	69%	68%
Type A	32	13%	$ 935,000	59%	70%	87%	85%
Type D (Dual Key)	20	8%	$ 1,050,000	67%	79%	97%	95%
Type C	34	14%	$ 1,150,000	73%	86%	106%	105%
Type B	30	12%	$ 1,249,000	79%	94%	116%	114%
Total Dwellings	250	100%					
Weighted Average Sales Price			$ 903,984	57%	68%	84%	82%
Median Sales Price			$ 749,000	47%	56%	69%	68%

** Refers to APT 3 on the architectural plans. ** Refers to APT 1,2 & 4 on the architectural plans.*

There was insufficient sales in the Hawea Flat catchment to calculate a robust median sales price.

10. Table 2 provides a comparison of Project indicative sales prices (by type) against the median sales prices in each catchment. It shows that the price points are comparatively much lower than the median sales price for Wānaka and Albert Town across all dwelling types. While Types B, C and E are on par or above the median prices in Lake Hawea and Luggate, the smaller dwelling types (including apartments) are still much lower relative to the median prices in those locations.

11. Notwithstanding that Type B dwellings in the Project are attached housing (i.e. terrace/town house design) and not standalone dwellings, as 3 bedroom, 2 bathroom dwellings with garages, they are likely to be most representative of the significant majority of housing supply across urban areas of the Wānaka Ward (and that contribute strongly to the median house prices). These 'family' sized homes in the Project site are valued slightly higher than the median sales price in Lake Hawea and Luggate which is not unexpected given the location of the Site relative to central Wānaka, but are still moderately lower than the median sales price for the Wānaka catchment (at 79%). This difference is directly attributable to the attached nature and density at which these family-sized homes will be delivered by the Project (as a point of difference from typical standalone dwelling market supply to date).

12. In my previous memorandum, I discussed the recently consented 'The Links' development in Three Parks, a short distance from the Project site. There are an estimated thirty 2 bedroom duplex dwellings being offered (out of a total of 257 dwellings), priced "from $699,000". All remaining dwellings (n=227) are priced from $899,000 (first release prices). This means that the Project offers some price overlap with this soon to be developed medium density residential subdivision but also delivers 1 bedroom dwellings not offered by The Links, and a much greater share of dwelling yield at prices less than $899,000 (i.e. 54% or 112 dwellings, compared with 12% or 30 dwellings).

Closing Comments

13. The core reason for the Project dwelling supply being relatively more affordable than the median dwelling prices evident across the Wānaka Ward is because it delivers typologies that are poorly represented in the existing housing stock.

14. As discussed in my earlier memorandum, outside of the Project, there is no tangible evidence that smaller, more compact attached housing typologies are likely to be supplied in the short-term at least (at any useful scale)[4] to materially alter the average dwelling stock mix in the Wānaka Ward. This means that the median house price(s) across the Ward can be expected to prevail at or above current levels during that time.

15. It is only through projects such as that proposed that deliver attached medium and/or high density housing that the dwelling profile will start to become more diverse and therefore more balanced relative to current and future housing needs, and for the median dwelling price to start to drop (notwithstanding continued inflationary pressures/and across the board land value rises).

16. Overall, the indicative price points identified by the Applicant confirm that the Project will make a material contribution to relatively more affordable dwelling supply over its development period.

[4] With the exception of the lower priced dwelling types in The Links.