

Sept. 2026

Pukekohe, Pokeno, Tuakau & Surrounds

Rural Market Report



Welcome to our

SOLD Pukekohe & Surrounds

Rural Market Report magazine

for September 2026

Our magazine contains the latest available information regarding property sales in the local area along with details of market trends, stats and tips.

Aucklanders continue to have an almost insatiable appetite for property market intelligence, so each month we will share details of the trends in your area. This is just part of our commitment to continue delivering you the highest level of service.

We've been locals for decades so we know the area well. Our goal is to apply this knowledge for you so you're able to make the most of the opportunity that today's and tomorrow's market presents.

Please do not hesitate to contact any of our sales team if you would like more information, we would be delighted to help you with your real estate needs.

Thank you and all the best for the coming month.

Ryan Young and the Pukekohe, Pokeno and Tuakau teams

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Signs Auckland Housing Nearing Price Tipping Point

The Auckland housing market experienced a typical end of winter sales month in August, but prices went against the normal trend by holding firm.

"The Auckland market in August showed signs that it may be nearing a tipping point," said Peter Thompson, Managing Director of Barfoot & Thompson.

"Buyers are there and interested but are yet to be convinced that the upward price cycle is about to commence. They are still waiting for confirmation that the long-awaited return of rising prices is about to get underway.

"It remains a solid buyers' market, but there are signs that prices are hardening.

"The median sales price for the month, at \$955,000, was up marginally on that for July and the highest it has been for the past three months.

"August's median price was \$15,000, or 1.6% higher than June's median, and it is unusual

for the median price to be higher in the last month of winter than the first month of the cold season. It was also 0.5% higher than August's median price last year.

"It is a solid benchmark price from which to start the arrival of the spring selling season, and a small but welcome signal to vendors that a reversal may be in the wings.

"The average price for the month at \$1,098,487 continued to sit comfortably above \$1,000,000. It was also 1.6% higher than August's average price last year.

"Sales were spread evenly across all price segments during the month, with 5% of sales being for more than \$2 million.

"We sold 787 properties in August. Although the second lowest number of sales in a month this year and down 6.9% on July's sales it is unusual for prices to rise or hold firm when sales volume declines.

"New listings for the month at 1,456 remained healthy, and month-end listings at 5,870 were in line with listings at this time last year.

"Sales turnover in the rural and lifestyle markets in the upper North Island experienced a quiet month's trading with turnover being slightly in excess of \$36 million, in line with July's trading."



Peter Thompson
Managing Director

Sales *Data*

Pukekohe & Surrounds (rural)

August 2026



SALE PRICE

Average

\$1,613,157

Highest **\$3,900,000**

Lowest **\$520,000**



MEDIAN

Sale Price

\$1,350,000

CV

\$1,355,000

Days on market: **49**

T

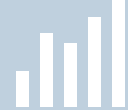
TOTAL SALES

Aug 2026 **19**

Aug 2025 **16**

▲ **18.8%***

* Total monthly sales **up/down** compared to the same period last year.



BY PRICE BRACKETS

\$0 - \$500K **0**

\$500 - \$750K **2**

\$750K - \$1M **0**

\$1M+ **17**

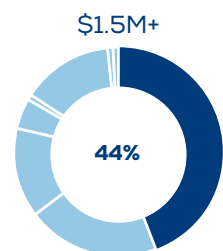
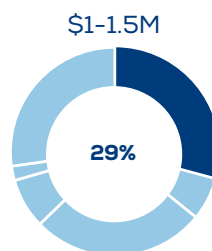
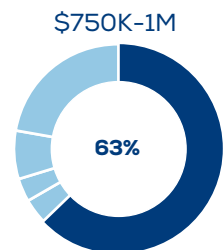
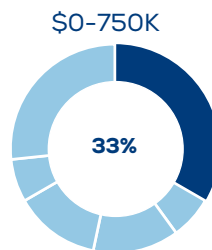
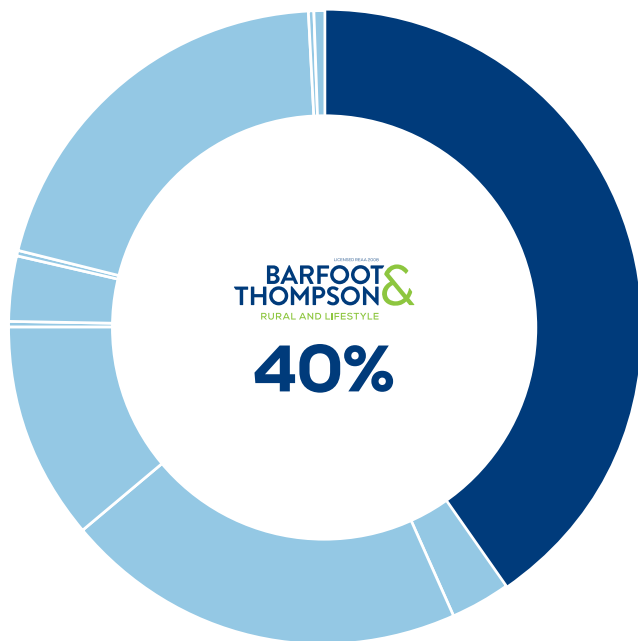
Talk to us about Barfoot & Thompson's number of days on the market for our different sale methods.

We *Do* make a difference.

* Bombay, Buckland, Drury, Glenbrook, Hunua, Kaiaua, Kingseat, Mangatangi, Mangatawhiri, Mauku, Mercer, Onewhero, Otatau, Paerata, Patumahoe, Pokeno, Port Waikato, Pukekawa, Pukekohe, Pukekohe East, Puni, Pukekohe, Ramarama, Runciman, Tuakau, Waiiau Pa, Waiuku & Whakatiwai.

This publication shows data regarding a wide selection of published residential property sales that have recently occurred. It includes information from multiple sources and published reports of sales made by most Real Estate agencies and may include private sales. Where data is not publicly available, an individual sale may have been excluded from the average results and tallies shown in this report. Every reasonable effort has been made to ensure the accuracy of the information. Barfoot and Thompson Limited (REA2008) accepts no responsibility should the contents of this market report prove to be incomplete or incorrect.

Market *Share and Figures*



Market Leaders

We sell across all price brackets and types of property.

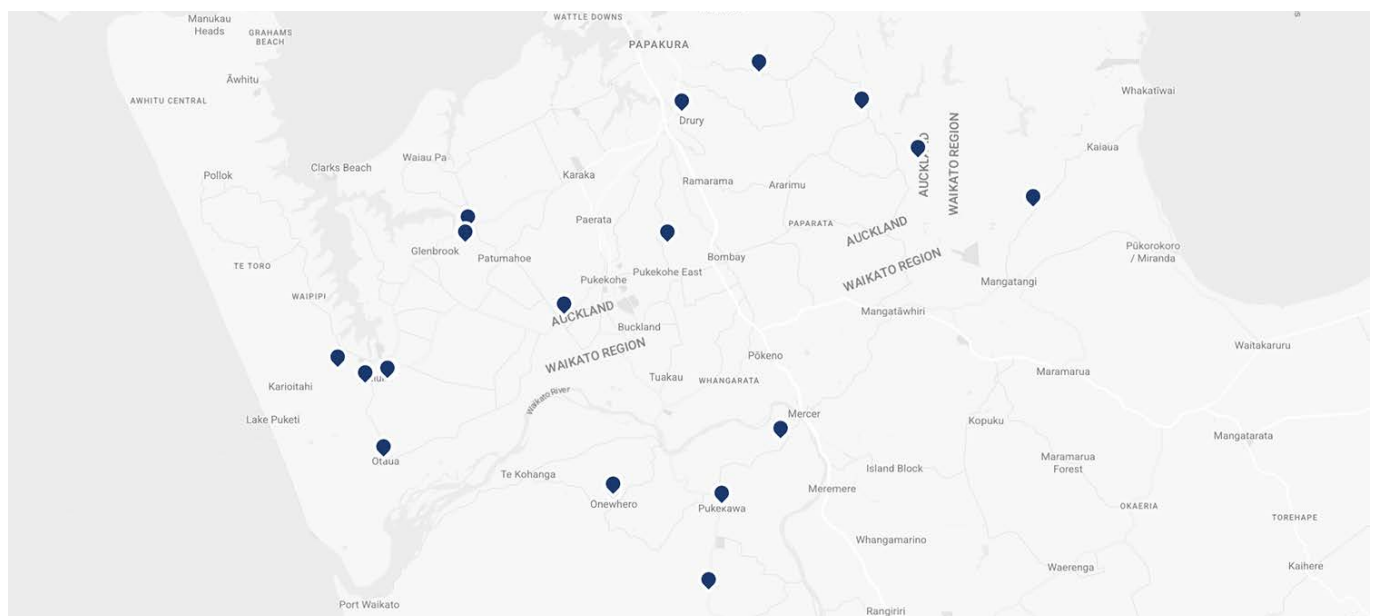
Here's proof why people continue to list and sell with Barfoot & Thompson.

Overall Market Share

Over the last 12 months, Barfoot & Thompson sold far more property in our area than any competitor.

For the period from 1st September 2025 to 31st August 2026, we sold 40% of all rural and lifestyle properties for sale in the local area – that's over 95 sales made by Barfoot & Thompson!

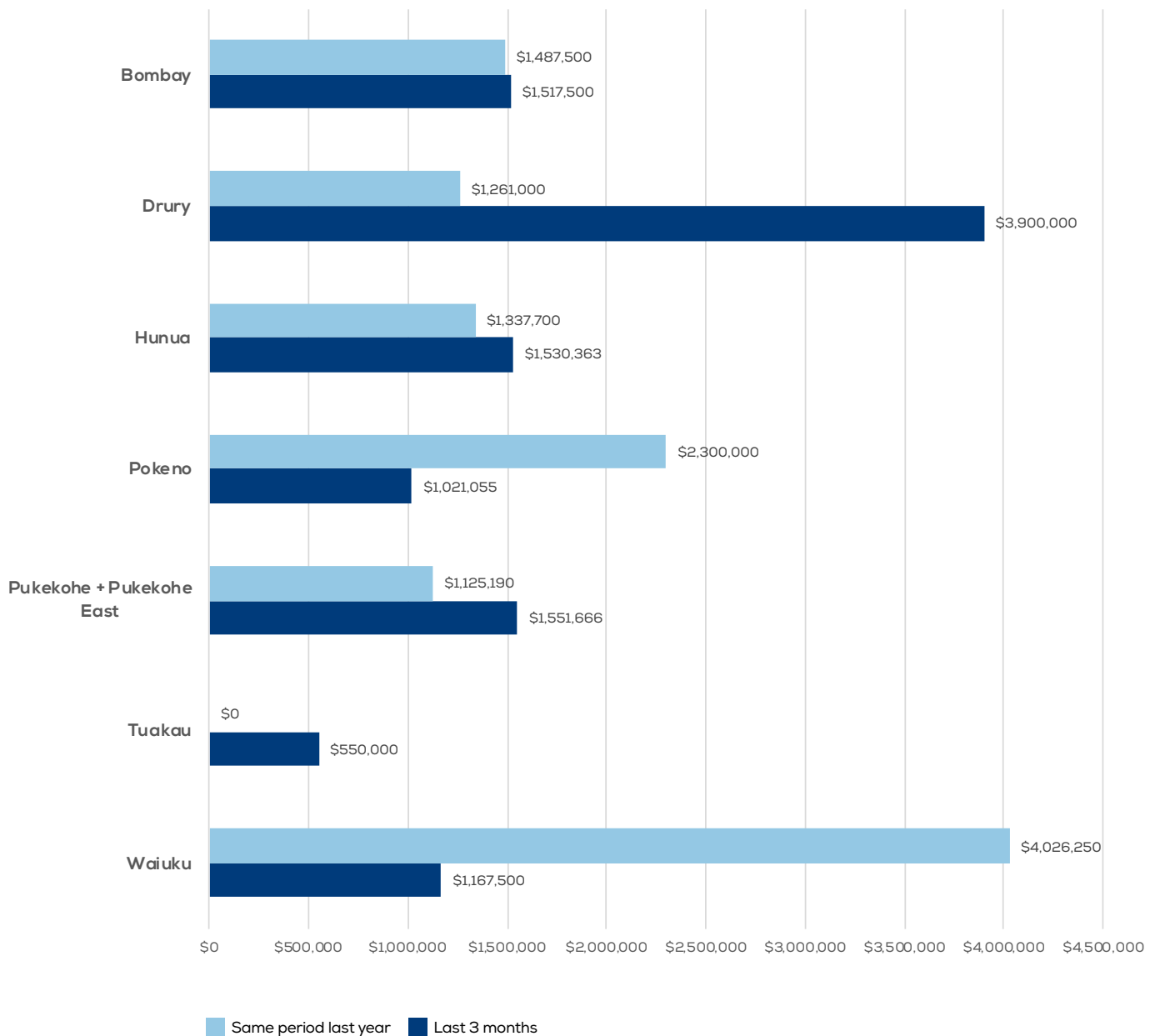
Monthly sales overview in the local area* (*Recent Sales)



*Figures shown on this page include information from multiple sources and published reports of rural sales made by most Real Estate agencies and may include private sales. The area shown includes Bombay, Buckland, Drury, Glenbrook, Hunua, Kaiua, Kingseat, Mangatangi, Mangatawhiri, Mauku, Mercer, Onewhero, Otua, Paerata, Patumahoe, Pokeno, Port Waikato, Pukekawa, Pukekohe, Pukekohe East, Puni, Ramarama, Runciman, Tuakau, Waiuku & Whakatiwai. Totals are cumulative, baselined on the 13th of each month for the available results made in the previous calendar month. Every reasonable effort has been made to ensure the accuracy of the information. Barfoot and Thompson Limited (REA2008) accepts no responsibility should the contents of this market report prove to be incomplete or incorrect.

Average sale *Price*

1st June to 31st August 2026
compared to the same period last year.



40%

**of properties in the Pukekohe area*
sold for \$1.5M or more over the
last 3 months.**

(Pukekohe & Surrounds*, Rural Sales)

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Different Ways To Sell

Top Tips

When Selling Your Home

You have decided to sell your home, but now you are wondering 'How'?

At **Barfoot & Thompson** you have a choice of different methods to best suit you. This month we discuss the main sale methods and different agency types.





Remember we have more information and a range of tips and guides to help you make the very best choice on our website

barfoot.co.nz/sell/selling-methods



Auction

A real estate auction is a method of selling a property through the process of public negotiation to determine the true market value of the property at that time.

Not only is Barfoot & Thompson Auckland's largest real estate company, but it is also Auckland's leading auction house - holding more auctions than any other real estate company.

Some benefits of selling by Auction include:

You market your home without a price – the sky's the limit.

You have 3 opportunities to sell your home by auction:

a) pre-auction

b) under the hammer or

c) post-auction

An Auction sale is unconditional, you know your settlement date and how much you have sold for when the hammer falls.

We have a team of seven auctioneers that do auctions – and only auctions. They're not part-time sales people or managers. That means when you sell your house through a Barfoot & Thompson auction, you've got the most dedicated and experienced team possible working for you.

Tender

When selling by Tender, your home is sold by way of private and confidential offers that buyers make by a set deadline.

Offers are opened at the same time in the presence of a Barfoot & Thompson Manager or Auctioneer and you have five working days from the Tender Date to decide if you will accept an offer. You have the right to negotiate with just one of the buyers and once accepted, the buyer is bound by the terms and conditions of the Tender document.

While any property can be sold by tender, it is particularly suitable for:

- Properties where a number of parties must be consulted, for example, properties owned by a family trust or deceased estate.
- Properties where potential customers would expect to have to do due diligence before submitting an offer, for example, properties with strong development potential.



Promotion

Your home is offered to the market at a fixed price that you determine or by negotiation. Potential buyers can make offers for you to consider, these offers are usually conditional on various factors the buyer needs to investigate such as finance, builders report, council Lim report contents etc. Your Barfoot & Thompson Salesperson will assist with negotiations and represents your interests throughout the process.

Sole vs. General Agency

If you have a sole agency agreement, then only the real estate company named on the agreement can do real estate agency work (i.e. market and sell) on the property identified in the agreement. This type of agreement encourages the agency to work harder on your behalf.

If you sign a sole agency agreement, you should not sign up to another agent, as you may have to pay commission for both.

A general agency allows a number of real estate companies to do real estate work for the same property, at the same time.

If you sign a general agency agreement with more than one agency, you would only pay commission to the agency which succeeds in selling your property.

With this type of agreement, every agent has the listing but nobody has responsibility of selling the property.

Why list as a sole agency versus a general agency? There is an obligation placed on the salesperson to provide a sale, which encourages them to work harder for it.

Thinking of selling your home or just curious about its market value?

Contact us today for a **free property appraisal**.

Want more tips on how to decide the best way to sell your property?

Our salespeople share their top tips on how to decide what method of sale is right for your home.

Visit our website **[barfoot.co.nz](https://www.barfoot.co.nz)** or feel free to drop in at a branch for more information about our sale methods.



Our branches and agents have all the experience you need and are happy to provide you with more advice and information.

With Barfoot & Thompson, not only do you have the strength of Auckland's largest and most trusted real estate company behind you, you also have 1,800+ salespeople working for you.

Recent Sales

The following pages show a summary of rural sales in Pukekohe & Surrounds* made by all selling agencies during August 2026.

Our sales data includes information submitted by the selling agency and may include some private sales. Where details of a particular sale may not have been able to be fully verified, it may be omitted from our reports.

Please do not hesitate to contact any of our sales team if you would like more information, we would be delighted to help you with your real estate needs.



* Bombay, Buckland, Drury, Glenbrook, Hunua, Kaiaua, Kingseat, Mangatangi, Mangatawhiri, Mauku, Mercer, Onewhero, Otatau, Paerata, Patumahoe, Pokeno, Port Waikato, Pukekawa, Pukekohe, Pukekohe East, Puni, Pukekohe, Ramarama, Runciman, Tuakau, Waiau Pa, Waiuku & Whakatiwai.

Every reasonable effort has been made to ensure the accuracy of the information presented. Land and floor sizes are approximate, sourced from REINZ, Auckland Council or other public sources and may contain inaccuracies. Barfoot & Thompson Limited (REA2008) accepts no responsibility should the contents of this market report prove to be incomplete or incorrect.



6 Fitzgerald Road, Drury

Sale price \$3,900,000
Land Size 1.21 ha
Bedrooms 3

CV \$2,575,000
Floor size 120

Other Agency
Sale



343B Gelling Road, Hunua

Sale price \$2,020,000
Land Size 22.01 ha
Bedrooms 4

CV \$2,200,000
Floor size 275

Other Agency
Sale



1001 Hunua Road, Hunua

Sale price \$1,025,000
Land Size 1.20 ha
Bedrooms 4

CV \$875,000
Floor size 133

Other Agency
Sale



120A Wilson Road, Hunua

Sale price \$3,660,000
Land Size 4.72 ha
Bedrooms 4

CV \$2,525,000
Floor size 4075

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79 Patullo Road, Kingseat

Sale price \$1,720,000
Land Size 4.56 ha
Bedrooms 3

CV \$1,820,000
Floor size 200

Other Agency
Sale



111 Pearson Road, Kingseat

Sale price \$1,850,000
Land Size 4.78 ha
Bedrooms 5

CV \$2,010,000
Floor size 381

**BARFOOT
THOMPSON &**



2 Fern Road, Mangatangi

Sale price \$1,790,000
Land Size 5.56 ha
Bedrooms 4

CV \$1,690,000
Floor size 223

Other Agency
Sale



242 Mercer Ferry Road, Mercer

Sale price \$520,000
Land Size 1.07 ha
Bedrooms n/a

CV \$530,000
Floor size n/a

Other Agency
Sale



216C Kaipo Flats Road, Onewhero

Sale price \$1,150,000
Land Size 1.82 ha
Bedrooms 5

CV \$1,010,000
Floor size 160

**BARFOOT
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41 Kauri Road, Onewhero

Sale price \$1,250,000
Land Size 4.07 ha
Bedrooms 3

CV \$1,220,000
Floor size 199

**BARFOOT
THOMPSON &**



64 Maioro Road, Otua

Sale price \$715,000
Land Size 0.13 ha
Bedrooms 3

CV \$815,000
Floor size 198

Other Agency
Sale



1372 Highway 22, Pukekawa

Sale price \$1,640,000
Land Size 2.97 ha
Bedrooms 3

CV \$1,620,000
Floor size 247

**BARFOOT
THOMPSON &**



63 Sharpe Road, Pukekawa

Sale price \$1,600,000
Land Size 73.42 ha
Bedrooms n/a

CV \$2,560,000
Floor size 219

Other Agency
Sale



153 Waiuku Road, Pukekohe

Sale price \$1,350,000
Land Size 2.04 ha
Bedrooms 3

CV \$1,355,000
Floor size 220

Other Agency
Sale



144B Runciman Road, Pukekohe East

Sale price \$1,320,000
Land Size 1.15 ha
Bedrooms 3

CV \$1,320,000
Floor size 170

Other Agency
Sale



15 Awaroa Stream Drive, Waiuku

Sale price \$1,265,000
Land Size 0.25 ha
Bedrooms 4

CV \$1,150,000
Floor size 260

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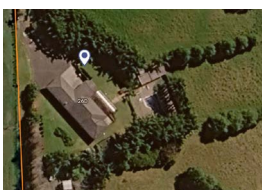


27 Awaroa Stream Drive, Waiuku

Sale price \$1,285,000
Land Size 0.56 ha
Bedrooms 5

CV \$1,250,000
Floor size 170

Other Agency
Sale



26D Pacific Street, Waiuku

Sale price \$1,190,000
Land Size 2.23 ha
Bedrooms 4

CV \$1,250,000
Floor size 262

Other Agency
Sale



89 Park Road, Waiuku

Sale price \$1,400,000
Land Size 4.04 ha
Bedrooms 5

CV \$1,375,000
Floor size 246

Other Agency
Sale

Looking for a home? Get a *First Look*.

House hunting can take over your weekend. The endless scrolling through listings, making enquiries and going from one open home to the next. First Look can help with that.

Every day, our network of 88 branches and more than 1,800 salespeople help bring new properties to market. With First Look, you'll be able to see selected properties earlier.

The way it works is simple. Register for free, tell us what you're after and save your preferred location, price range and property features. We'll email you when a property matches your search. Then you have the chance to enquire, arrange a viewing or make an offer.



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