

PROPERTY Express



Southland **family focus**

Eastern Bush, Southland
See inside for details

Welcome

Positives outweigh negatives in autumn rural property market

Some districts have had spectacular climatic conditions this summer, enjoying longer sustained growth than for many years. Meanwhile, for most types of produce, returns are at excellent levels. As a consequence farmers are feeling prosperous and ready to capitalise, in which case demand for many classes of rural property is strong.

In particular, kiwifruit orchards have surpassed record values, accelerating at an unprecedented rate. In some regions, dairy property transactions have achieved levels not seen since the global financial crisis. Demand for sheep and beef properties, particularly those with scale, is surpassing the supply of such farms available for sale in almost all regions. Those listing more marginal sheep and beef country are finding support forthcoming from forestry interests, underpinning that particular market.

Of course, beyond the farm gate, plenty of factors provide cause for anxiety. Staff shortages, concerns around environmental compliance, financing challenges, and Covid inflicting logistical impositions on red meat processing companies will all take the edge off farmer confidence. Further out still, global and economic insecurity, including the situation in Ukraine, rising interest rates, and the reappearance of inflation in the national and international domain creates additional layers of doubt.

How much this uncertainty inhibits action for anyone contemplating buying or selling rural property in the next few months is largely a matter of personal interpretation.

Because the positive side of the formula is in such a sweet spot, and because in the majority of instances, buying or selling land is determined by succession planning and 'age and stage' considerations, the upside of the cycle should prevail for a while yet and the market will likely deliver positive outcomes for both vendors and purchasers for the rest of 2022.

This edition of Property Express, PGG Wrightson Real Estate's premier rural property listings publication, will give you a good deal more food for thought on these issues, alongside plenty of examples of excellent properties available to purchase.

Whether you come to the rural property market to buy or to sell, PGG Wrightson Real Estate's nationwide network of specialist rural property salespeople is standing by with expert guidance to help you achieve your objectives this autumn and beyond.

We await your call.



Peter Newbold


General Manager
Real Estate

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This page:

Edgecumbe 'kiwifruit combo' for sale

WHK35866, 439 West Bank Road, Edgecumbe
(See page 29 for details on this property)

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Our company

PGG Wrightson Real Estate Limited is one of New Zealand's largest single full-service real estate companies and is well-placed to offer exceptional specialist service throughout the nation. With 14 regional offices plus an additional 38 offices covering every region of New Zealand, our 13 managers and over 170 sales specialists span the country ready to work together with you to exceed your best outcome.

As an organisation, our mission is to help grow the country – helping farmers to become successful. Ultimately our ability to do this comes down to the products and services that we provide and, in particular, the capability and integrity of our people. While we are a big company, we value the importance of the local touch and encourage our people to bring fresh thinking to “go the extra mile” to help our clients succeed.

An outstanding brand

The PGG Wrightson Real Estate brand stands out from all the others – signifying trust, integrity and remarkable results.

A network that really works

When you deal with us you are dealing with one company and one team, not a

group of franchised operators and offices. This means you get access to our national network, with salespeople covering the entire country, who really do work together to achieve the best possible outcome for you.

Specialist knowledge and world-class service

Our experienced, specialist staff will go out of their way to ensure your property objectives are met, delivering the very best service for your entire real estate experience, whether your property choice is urban, lifestyle or rural.

People focused

Our clients and our staff mean everything to us. This is our company's hallmark and we are proud of it. Our clients are the

core, the heart of our business, and the very reason for our success. Our staff are among the best and most accomplished in the real estate industry. Together, they have made us who we are today and we recognise their importance in every aspect of our business.

Unbeatable track record

We aim to be the best in what we do and we have been focused on achieving this since our business was founded almost 170 years ago. Added to this is a genuine desire to make the process of buying and selling property an exciting and seamless experience for everyone.

A national team of expert locals.



Our offices

For specialist knowledge on buying and selling rural, lifestyle and rural-residential real estate throughout New Zealand, contact your local PGG Wrightson Real Estate branch.

North Island

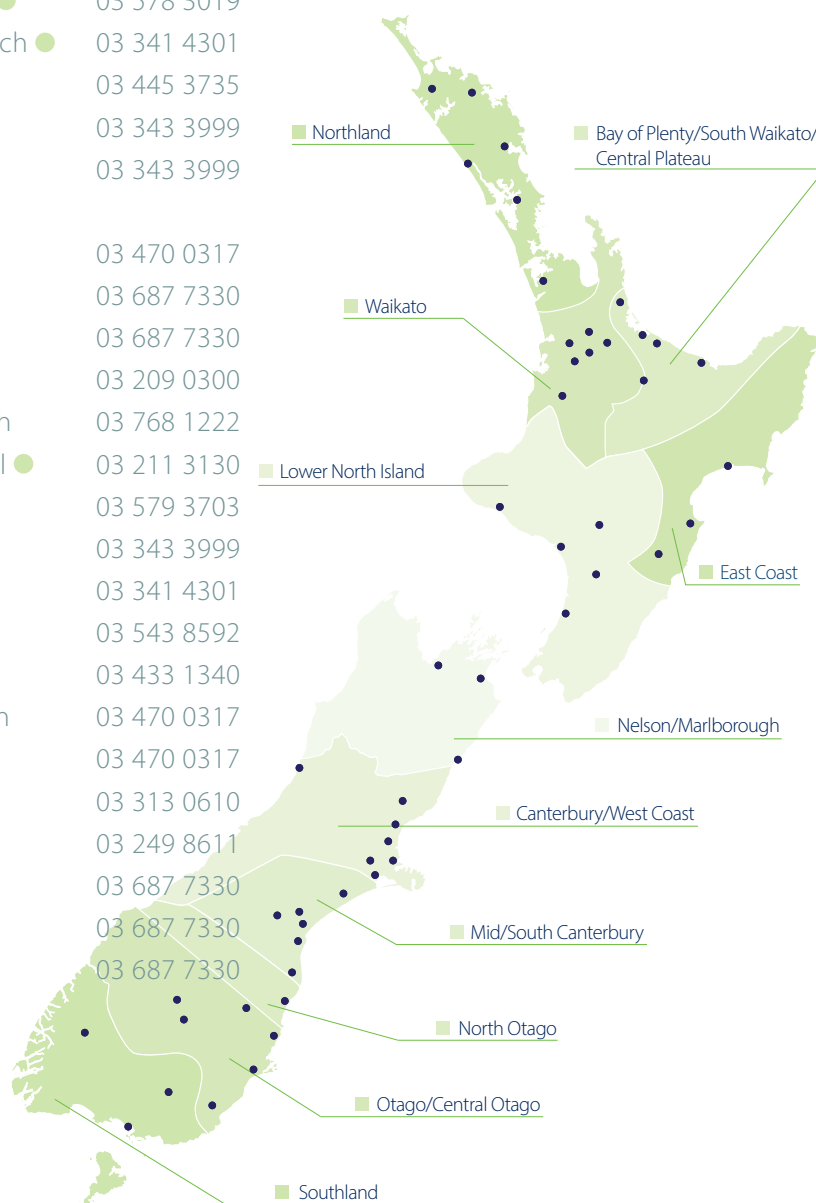
Cambridge	07 823 0647
Dargaville	09 439 3342
Feilding ●	06 323 0076
Hamilton ●	07 858 5338
Hastings ●	06 878 3156
Kaitaia	09 408 6130
Katikati	07 571 5795
Kerikeri	09 407 4832
Levin	06 367 0820
Masterton	06 370 1867
Matamata	07 858 5338
Morrinsville	07 889 0171
Pukekohe	09 237 2014
Rotorua	07 349 5486
Taihape	06 323 0076
Tauranga ●	07 571 5795
Te Awamutu	07 858 5338
Te Kuiti	07 878 0265
Te Puke	07 573 0243
Waihi	07 863 6589
Waipukurau	06 858 6073
Wairoa	06 873 7701
Whakatane	07 349 5486
Whangarei ●	09 470 2522
Wellsford	09 423 9712

South Island

Alexandra	03 440 2380
Amberley	03 313 0610
Ashburton	03 307 8700
Balclutha	03 418 1381
Blenheim ●	03 578 3019
Christchurch ●	03 341 4301
Cromwell	03 445 3735
Culverden	03 343 3999
Darfield	03 343 3999
Dunedin/	
Mosgiel ●	03 470 0317
Fairlie	03 687 7330
Geraldine	03 687 7330
Gore	03 209 0300
Greymouth	03 768 1222
Invercargill ●	03 211 3130
Kaikoura	03 579 3703
Leeston	03 343 3999
Lincoln	03 341 4301
Nelson	03 543 8592
Oamaru ●	03 433 1340
Palmerston	03 470 0317
Ranfurly	03 470 0317
Rangiora	03 313 0610
Te Anau	03 249 8611
Temuka	03 687 7330
Timaru ●	03 687 7330
Waimate	03 687 7330

● PGG Wrightson Real Estate Regional Office

● PGG Wrightson Real Estate office locations



Significant sales

The following is a sneak peek into the past few months' successful sales from our top regions nationwide. If you are after local knowledge, experience and the best outcome, contact our real estate specialists today to get your property listed and sold!

Date Range: October 2021 - March 2022.



Orton, Timaru 573ha
Calvin Leen & Simon Richards

Waybrooke is a self-contained dairy unit milking 1650 cows. A modern tier one farm, infrastructure consists of an automated 80 bail rotary shed, a 600 cow yard and a two pond effluent system with distribution via pivot. It is irrigated from ground water and the Rangitata South Scheme, augmented by on-farm storage.



Taumarunui, Waikato 1562.94ha
Peter Wylie

A top class property with fertility, infrastructure and scale, this is a magnificently contoured farm with extensive flats and easy hill country, running up to the Matiere hills. With excellent fencing and lane-ways, benefiting from a strong fertiliser plan and a first class water supply, it previously wintered over 3000 cattle.



Carew, Ashburton 297.83ha
Tim Gallagher

Aberystwyth Dairies represents dairy farming's future. A hybrid calving system with productivity through long days-in-milk, management of the 1100 cow farm is aided by a stall barn and a loafing barn. Productivity, environmental resilience, and animal welfare characterise its operation, combining to make for a premium unit with enviable scale.



Culverden, Canterbury 247.08ha
Peter Crean

Held in the same family since it was balloted in 1908, Auchtercairn's modern irrigation infrastructure, Amuri Basin location and high specification 60 bail rotary dairy shed, alongside a large assortment of support buildings, five houses, and an excellent record of productivity, make it one of North Canterbury's most admired dairy properties.



Matamata, Waikato 340.57ha
Trevor Kenny

Mainly easy hill country on predominantly fertile ash soils, this property has run as a 500-cow dairy farm on a 200 hectare platform, with young stock grazed on farm. Infrastructure, including housing, buildings, tracks, fencing and water, is of a high standard. Has potential for sub-division of smaller parcels with minimal impact on production.



Crookston, Otago 295.38ha
Craig Bates & Dave Hardy

Averaging annual production of 376,000 kilograms of milk solids from 720 cows, Reayburn's performance is based on good soils with a sound fertiliser and maintenance history, resulting in reliable pasture production. A 54 bail rotary shed, two herd homes, and three bores comprise excellent infrastructure, along with two homes.

**SOLD****Invercargill, Southland**

1324.83ha Andrew Patterson & Ian Russell

Re-developed in recent years, including new fencing, re-grassing and stock water supply, this farm includes excellent farm buildings, comprising a large covered cattle yard, a four stand woolshed, a new four bay implement shed, a large lock-up workshop, plus a truck wash, and a satellite set of sheep yards.

SOLD**Wellsford, Auckland** 551.4ha

Scott Tapp

A coastal harbour-side property handy to Auckland, running approximately 6000 stock units. Infrastructure consists of two woolsheds, support sheds, airstrip and fertiliser bin, good farm sheds, plus excellent fences and wide access ways. Ample accommodation includes a magnificent renovated six bedroom kauri villa, along with two other homes.

SOLD**Karaka, Auckland** 32.16ha

Adrian van Mil

A dairy farm held in the same family for three generations, since the vendors' grandparents cleared it of native bush 100 years ago. In the heart of Karaka, surrounded by lifestyle properties and thoroughbred horse studs, it presents other opportunities such as horticulture, kiwifruit, avocados, alpaca, deer, beef, and sheep farming.

SOLD**Whakatane, Bay of Plenty** 314ha

Phil Goldsmith

Fertile loam soils, reticulated water to most paddocks and a strong fertiliser history make this a top producing dry stock farm in a lively community. Currently finishing cattle and dairy grazing, it also has a South Suffolk sheep stud. Includes two residences, one of which is recently renovated.

SOLD**Wairau Valley, Marlborough** 1069ha

Joe Blakiston & Greg Lyons

An easily managed family farm, predominantly on medium to steep hill, with 90 hectares of flats. Running breeding cows and a mix of crossbred ewes, this 4500 stock unit has a 20 hectare water consent for future irrigation development. One of the last farms of scale left available in Marlborough.

SOLD**Katikati, Bay of Plenty** 8.21ha

Sue McNeil

Situated on ultra-fertile Waihi ash soil and surrounded by top-producing orchards, this virtually level bare block rates as ideal for horticultural or agricultural production, particularly when premium kiwifruit country is currently so scarce. In addition, the property's location, near the town boundary, also offers land banking potential.

SOLD**Kaipara, Northland** 154.08ha

Megan Browning

Currently milking 215 cows on a low input, once-a-day system, this farm is fed by dam water with two pump sheds. Sound calf and storage sheds, a tidy cowshed, good fertiliser application, and sturdy fencing, plus two three bedroom homes and proximity to the coast, add to its appeal.

SOLD**Timaru, Canterbury** 224.33ha

Simon Richards

Fertile soils, reliable irrigation, excellent infrastructure, compliance, housing and location make this property an attractive proposition for progressive farming. Previously it combined mixed cropping, specialised small seeds and onions, plus lamb and beef finishing. Featuring two residences, its main homestead is a well maintained, modernised, three bedroom home set in established grounds.

SOLD**Te Anau, Southland** 48.66ha

Nick Robertson

Currently used to fatten dairy heifers and bulls, this well fertilised and recently re-grassed block includes a deer shed and covered yards, a four bay shed, two hay barns and a workshop, along with two separate bores for irrigation and a stock water system. Its hill block has potential building sites.

Regional Update



Northland

Northland's spring and summer rural property market featured interest in grazing and dairy support farms. Commodity prices, particularly for dairy, generated confidence and farmers are willing and able to buy. Dairy properties in Dargaville, Ararua and Karaka were among notable summer sales, selling firm on current pricing expectation. A 551 hectare Taporā sheep and beef property, close to the coast and harbour and handy to Auckland, sold in excess of \$1500 per stock unit carrying capacity. A 192 hectare Dargaville dairy and kumara unit, listing for sale in April, well drained, excellently located and with multiple income streams, is set attract plenty of attention. As elsewhere in the country, strong demand prevails for dairy support blocks. Through the rest of autumn and into winter the Northland market should hold steady, with prices remaining stable.

Waikato/King Country

Excellent returns are encouraging farmer confidence in Waikato and King Country, driving interest in the rural property market: horticulture is ascending, carbon and forestry continue to push up values, and dairy returns have never been higher. Recent sales include a 1563 hectare Mahoenui property with fertility, infrastructure and scale that sold in November for \$19 million; a 341 hectare 500-cow Matamata dairy farm, which changed hands in December for \$11 million; and a 299 hectare Maihihi cattle property auctioned in March for \$5.6 million. Autumn interest in rural property should remain elevated and anyone looking to exit the market could not wish for better conditions. Properties available include a 200 hectare Maungatautari dairy property offering potential alternative uses; an 819 hectare Taumarunui breeding and finishing farm; and a 136 hectare Cambridge grazing and calf rearing unit.

Bay of Plenty, Central Plateau and South Waikato

Kiwifruit's influence on the Bay of Plenty's rural property market continues with several transactions around \$2 million per canopy hectare, a new benchmark. An orchard planted in 21.26 hectares of gold kiwifruit sold for \$38 million, placing it among the highest value rural property transactions nationwide. Demand to grow gold kiwifruit should remain elevated, particularly with the newly licenced area reduced to half last year's allocation. A 60 hectare organic low input, low cost Whakatane dairy unit sold in late summer \$5000 per hectare above recent values, indicating currency with environmental compliance and investment in modern systems will be well rewarded. Demand for 3000 plus stock unit farms is strong, both from sheep and beef farmers and those milking between 800 and 1000 dairy cows seeking winter grazing, to grow supplements, and to rear young stock.

Lower North Island

Taranaki, Whanganui, Wairarapa, Manawatu and Horowhenua districts were the focus for a strong summer rural property market, with demand for farms with scale and location particularly notable. Farmers in receipt of elevated and sustainable returns, derived from favourable commodity prices, particularly for dairy and red meat, mean that when farms with the appropriate characteristics are offered for sale, they will be enthusiastically received by the market. Several dairy properties transacted in the region in recent months, the first such sales for a few seasons. Farmers seeking to increase their holdings, especially larger family corporates, are driving the lower North Island market. This demand for scale will not likely be met during the coming months as insufficient suitable farms are currently on offer. As a consequence, firm pricing is likely to prevail at least through and probably beyond the winter.

Hawke's Bay

Forestry continues to influence the sale of most farms north of Napier, whether that be for conversion of sheep and beef property to production forestry, or for the carbon market. With new legislation in prospect however, this may change in the coming months. Several Central Hawke's Bay farms were offered for spring sale. Some Waikato and King Country dairy farmers are also looking for property in the region suitable for support and winter grazing. Hawke's Bay, at least this summer, offers some respite from the dry conditions those regions are suffering. Farmer sentiment in the region is positive, supported by commodity prices and outstanding growing conditions, although external factors such as Covid, rising interest rates, and the war in Ukraine give rise to some general concern, including around the red meat industry's capacity to keep plants operating.

Tasman

A favourable season for viticulture with an encouraging summer and high yields in prospect suggests that, subject to suitable harvest conditions, this will be a vintage year for Marlborough grape growers. As a consequence of the sector's optimism, the market for vineyards set new benchmarks during the summer. Recent notable sales of grazing properties in the region include 1009 hectare St Arnaud property Lake Station, and a 1070 hectare Wairau Valley property carrying 4500 stock units, rated as one of Marlborough's last farms of scale left available. Some Nelson dairy farms have also sold. Through the rest of the autumn and winter a shortage of listings across most categories is likely as farmers wait to see how the rural economy will perform. A shortage of available farms and vineyards will therefore characterise the market, with strong demand remaining largely unfulfilled.



Canterbury

Several high quality North Canterbury sheep and beef properties were offered to the spring market. All sold promptly and firm on pricing expectations. Demand for farms carrying 5000 to 6000 stock units remains unmet. Any such farm offered in the region will sell well this year. Demand for dairy property is rising. One of North Canterbury's most admired dairy farms, Auchertcairn, an Amuri Basin property held in the same family since 1908, sold in October for \$54,000 per effective hectare, demonstrating that the high payout has reinvigorated dairy industry confidence. Dairy support properties are also enthusiastically sought after. Recent listings have been of smaller properties: around the 350 hectare mark. Despite caution around global security and rising interest rates, good quality North Canterbury farms should remain in demand through the rest of autumn and winter.

West Coast

Activity in the West Coast rural property market has increased significantly in recent months as well located properties with sound infrastructure are commanding values not seen since the Global Financial Crisis. Particularly well received by the market were two substantial predominantly deer properties deemed surplus to requirements from the Landcorp portfolio: Raft Creek Farm, a 482 hectare, Hokitika property; and 1453 hectare Mawheraiti Farm at the top of the Grey Valley. Based on relatively low per hectare values and the region's climatic advantages, investors are looking at the West Coast favourably. While Yili's 2019 acquisition of Westland Milk and subsequent investment in the company has instilled greater confidence in dairy, fewer first time buyers are entering the market than historically, leading to an excess of supply over demand, magnified by the region's aging farming population.

Mid and South Canterbury

Sales activity for Mid and South Canterbury and North Otago farms was lively through the summer. Several notable transactions were completed in various sectors: Netherton, an 837 hectare Maungati property carrying 8000 stock units; a 577 hectare intensive Makikihi cropping, fattening and breeding property; 298 hectare Aberystwyth Dairies, Carew, utilising a hybrid calving system and barns; and a 224 hectare Milford mixed cropping, small seeds and onions, plus lamb and beef finishing property all sold promptly and firm on price expectations. All dairy properties presented to the market sold or were under contract by summer's end. A shortage of sheep and beef and dairy support listings is likely to inhibit the market through the rest of autumn and winter: based on excellent commodity prices, demand for these properties remains elevated, though seems set to go unrequited.

Otago

Otago's rural property market was buoyant through summer with demand for all classes of land use exceeding supply. Several dairy farms were offered in spring with most selling by the end of summer. Demand for sheep and beef properties greater than 5000 stock units was not satisfied; demand for arable and finishing properties exceeded expectation, with most properties listed receiving multiple offers; forestry buyers were also active and in most cases underpinned the market. A shortage of farms offered for autumn and winter sale will hold prices firm through the rest of the year, particularly in dairy, where optimism is substantiated by a record pay out. Attadale Station, a 2391 hectare Middlemarch, Strath Taieri sheep and beef property in close proximity to Dunedin, extensively used for dairy grazing and listed for autumn sale will attract significant attention.

Southland

Enthusiasm for dairy has returned strongly in Southland. Sales volumes for dairy farms are approximately 50 per cent ahead of last year. Purchasers include local farmers seeking to upscale and sharemilkers who have obtained the financial resource, possibly with an investor or family, to fund a first farm purchase. Recent sales include tier one farms well located and with sought after improvements, selling between \$40,000 and \$45,000 per hectare. Most farms offered for spring and summer sale have now sold. Those remaining unsold may be withdrawn from the market by owners more inclined to take the returns present commodity prices offer for an extra season. Southland dairy run off country is highly sought after, while sheep and beef listings with winter dairy grazing potential should command premium prices in the coming months.



North Island





DARGAVILLE, NORTHLAND

4 2 3

One of the Very Best - Dairy/Cropping Unit

Rare opportunity to purchase 192 hectares (in ten titles), 95% flat with 105 paddocks, all well raced and watered. 34ASHB shed, two herd shelters (400 cows), effluent bunkers, calf shed, workshop, seven bay implement and kumara storage shed. Two dwellings with the main superior dwelling set in park-like surroundings. This property is well located and offers the best of both worlds of dairying and cropping, which gives multiple income streams. It is being offered with several purchasing options. Call your local PGG Wrightson Rural Agent to view this exciting property.

Megan Browning

M 027 668 8468

E mbrowning@pggwrightson.co.nz

Ron Grbin

M 027 471 6388

E rgrbin@pggwrightson.co.nz

Tender

Plus GST (if any)

(Unless Sold By Private Treaty)

Closes 4.00pm, Tuesday 26 April

www.pggwre.co.nz/DAG35890

Barry Banicevich

M 021 999 591

E bbanicevich@pggwrightson.co.nz



RUAWAI, NORTHLAND

Dairy Farm - Ruawai Flats

This property consists of a 248 hectare dairy farm plus a 92 hectare cropping block and also a 128 hectare runoff - giving a total of 468 hectares more or less. Currently milking 640 cows with a dairy platform of 226 hectares. 40 bail herringbone with in shed feeding and a yard that can hold 640 cows. There are two smart shelter feed houses that can house 350 cows per barn, the property has good infrastructure with lots of support buildings and a large workshop area. The property has four homes supplying ample accommodation options. The property is situated in a desirable location in an established dairy and cropping area which will attract a range of buyers.

Ron Grbin

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Dennis Wallace

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Expressions of Interest

Plus GST (if any)

www.pggwre.co.nz/DAG30812



RUAWAI, NORTHLAND

Dairy Farm with Cropping Block

This property consists of 339 hectares plus a 30 hectare cropping block giving a total of 369 hectares more or less. Currently milking 940 cows with a dairy platform of 336 hectares. 60 bail rotary dairy shed, in shed feeding and a yard that can hold 600 cows, there are also three smart shelter feed houses that can house 350 cows per barn as well as excellent calf rearing sheds all located near the cowshed. The property has four homes supplying ample accommodation options. This property is in a desirable location in an established dairy and cropping area which will attract a range of buyers.

Ron Grbin
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Dennis Wallace
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Expressions of Interest

Plus GST (if any)

www.pggwre.co.nz/DAG31161



OTAUA, FAR NORTH 274 Ninihi Road

6 3 1

Motivated Vendors Ready to Sell

This 139.7 hectare dairy farm is on offer. A proven performer currently milks 360 cows and is on target for approx 80,000 plus kgMS. 2x lease blocks increase farm to 146ha effective. Contour is flat to rolling and as well as native bush, there is a reliable water supply via the Otatau stream. Infrastructure is good with a 20 aside herringbone with teats sprayer, two dwellings both with three bedrooms, PKE shed, workshop and calf sheds. PKE inputs vary depending on the season with 20ha of maize grown on farm. Turnips are also used for re-grassing and summer crops. Herd possibility available. This property will sell!

Andrew Ludbrook
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Auction

Plus GST (if any)
 (Unless Sold Prior)
 11.00am, Saturday 30 April
 PGG Wrightson Whangarei Offices

www.pggwre.co.nz/WEL35057

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TUAKAU, WAIKATO 1020 Tuakau Bridge - Port Waikato Road

6 1

Pukepapa Farms - Dairy

Looking for a dairy farm opportunity? Then you will be hard pressed to go past this farm. In a good location this 99 hectare dairy farm consists of two titles. The current owners have developed and invested into the farm infrastructure and set-up. With the river on one of the boundaries, this farm has water rights which enables it to irrigate the farm. Central raceway, and under road laneway all making sure the farm flows. The contours are flat to medium rolling. Currently milking 235 cows, approximately, through its 18 ASHB shed and averaging 78,000kg MS over the past three seasons, supplying Fonterra.

Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/PUK35370

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TE KAUWHATA, WAIKATO 159 Plantation Road

5 3 1

Best Of Both Worlds

Tired of the commute? Looking for that lifestyle change with income (grosses \$100,000) then you should consider these 10 hectares with two canopy hectares of green kiwifruit. The balance of the land has grazing for the kid's pony's plus native bush and wetland, great for building tree huts and catching eels. Excellent water supplies, you will never be short of water. To complete this lifestyle change is a five-bedroom Lockwood home with an in-ground swimming pool set in established gardens. Other improvements comprise a two-car garage with attached workshop for Dad or Mother's craft studio. Do not delay - owner wants action!

Adrian van Mil

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/PUK35510



WAITERIMU, WAIKATO 189 Hoult Road

5 bedrooms 1 bathroom 2 car spaces

Rural Escape

Set in the quiet hills of Waiterimu this 109ha sheep and beef property has plenty of appeal. Featuring a comfortable five bedroom home with lovely rural views, set in mature grounds with privacy. The farm currently runs 600 ewes, 750 lambs, 15 Angus breeding cows and 30 r2 dairy heifers. This farm could continue as it is but would equally make a great hunting retreat with approximately 70ha of the property deer fenced. Much of the property is surrounded by native bush with bushwalks on the boundary, this creates potential for hosting farm stays/tourism. With pockets of native bush, excellent tracks and reliable spring water - this farm is a real pleasure to work.

Richard Thomson

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\$2.2M

Plus GST (if any)

www.pggwre.co.nz/HAM35338



Celebrating 40 years!

www.pggwrightson.co.nz/community/key-sponsorships/ihc-calf-rural-scheme

This year marks the fortieth anniversary of the IHC Calf and Rural Scheme, which has raised some \$40 million in that time.

PGG Wrightson Livestock has been a principal sponsor since the beginning, working alongside the IHC to encourage farmers to donate or pledge stock for offer at auction, with proceeds going to support people living with intellectual disability and their families. Virtual donations are also part of the scheme.

PGG Wrightson Livestock General Manager Peter Newbold says the company gains great benefit from its relationship with the IHC Calf and Rural Scheme.

"We are proud and humble of our long association with this fantastic cause. IHC and PGG Wrightson working together is one of New Zealand's most enduring charitable relationships.

"From its origins the scheme has always been about rural people doing their practical best to support a community need. One big advantage is that farmers who give to the scheme can see the impact of their donations put to good use in their local area. PGG Wrightson has been there since the

beginning, helping people by making the most of the many connections our brand has to the rural sector throughout the country.

"Congratulations to IHC on the scheme and the great work it does," he says.



The IHC Calf and Rural Scheme is incredibly grateful for the generous support of PGG Wrightson Livestock



IHC's National Fundraising Manager Greg Millar says the charity's long association with the company has helped the scheme immensely.

"The IHC Calf and Rural Scheme is incredibly grateful for the generous support of PGG Wrightson Livestock, right from the very beginning 40 years ago.

"That support goes way beyond a straight sponsorship: from the beginning PGG Wrightson has helped us understand dairy farmers and livestock, nationally and at a local level, particularly when selling calves each year through local saleyards.

"That expert support was so valuable when the scheme had to navigate Mycoplasma Bovis, helping us survive the impact of the disease, and enabling the scheme to return to where we were before that crisis year with minimum disruption," says Greg.

IHC also acknowledges the many farmers who have supported the scheme.

"Some dairy farmers have been giving from the beginning and some have given through generations of farming.

"PGG Wrightson plays a central part in the history and story of the IHC Calf and Rural

Scheme. This is a story of community impact on rural people with intellectual disabilities and their families. Each individual farmer, facilitated by the support of PGG Wrightson, has made a real difference in the lives and futures of rural people with intellectual disabilities," says Greg.

Taranaki farmer Norm Cashmore had the original idea behind the scheme in 1984 when he offered a pair of gumboots to every farmer donating a calf to the local branch of IHC.

He organised canvassers to visit other farmers and sign them up to donate a calf. Then he persuaded local livestock agents to auction

the calves for free, and transport companies to carry them at no cost.

Initially stock agents Dalgety was the company involved with the sales and logistics that make the scheme work.

After company mergers PGG Wrightson took over as sponsor. PGG Wrightson Livestock works with transport companies to co-ordinate pickups and to sort the animals into saleable lots for regional auctions throughout the country, with the company's auctioneers urging prospective buyers to support the bidding at each auction.

Proceeds raised go toward IHC activities in local areas. IHC has more than 30 community

associations throughout the country, supporting local initiatives to meet the needs of people with intellectual disabilities:

- Running online sessions to connect people and help them learn something new;
- Assisting people to meet up through face-to-face and online friendship programmes.
- A library responding to information needs, providing a friendly ear all over the country;
- Employing family/whanau liaison staff in several local communities;
- Supporting online forums and a wide range of community events; and
- Advocating for a good life for all.





NGAHINAPOURI, WAIKATO 59 Fletcher Road

4 2 2

Great Find on Fletcher

59 Fletcher Road makes for excellent living with its proximity to Hamilton, Cambridge and Te Awamutu, great schools, large floorplan and 7.1896ha (more or less) to farm. You will be taken away by the beauty of the colonial style home with fantastic modern touches.

The land is divided into 18 paddocks. The land is flat and quality Waikato sandy loam soil, making it useful for grazing, equestrian and horticulture. Each paddock has a trough that is fed via a reliable bore. There's plenty of room here to make further use of the land for more sheds or possibly a second dwelling.

Richard Thomson

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E richard.thomson@pggwrightson.co.nz

\$2.3M

GST Inclusive

www.pggwre.co.nz/HAM35858



MATAMATA, WAIKATO State Highway 29

Gilt Edged Location

A unique and rare opportunity to acquire a 7.5955 hectares (18.77 acres more or less) of bare land in an excellent location in central Waikato. The flat contour block is currently used for fattening and cut and carry of pasture and is part of a larger land holding. Soils are Tirau ash on a flat contour, and will command many options to life-stylers, retired farmers, and equine, as examples. A feature is the location with proximity to Cambridge, Tirau and Matamata, and its commanding views over the surrounding countryside, and close to recreational pursuits, such as water sports, walking and biking tracks, with Lake Karapiro only minutes away.

Trevor Kenny

M 021 791 643

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Auction

Plus GST (if any)

(Unless Sold Prior)

3.00pm, Thursday 14 April

J Swap Function Centre Cafe, 5 Pepper Street, Matamata

www.pggwre.co.nz/MAT35736



CAMBRIDGE, WAIKATO 1/81, 2/81, 3/81 Norwegian Road

Mortgagee Sale

This land-based investment gives farmers or developers with creative thought and an eye to the future plenty to consider with the sale of three properties. Although the properties – a 136ha farm, 8ha lifestyle block, and 1.1ha lifestyle block - have been farmed as one, they are being sold individually. Situated in an established dairy support and grazing locality, the 136.1627ha grazing and calf rearing property includes a four-bedroom home, a 100m x 30m calf rearing shed and a good level of other farm support buildings. The 8.0040ha elevated lifestyle/grazing property has a 1990 styled two-bedroom dwelling and two bay workshop. The third property is a 1.1330ha bare lifestyle block.

Martin Lee

M 027 497 0830

E martin.lee@pggwrightson.co.nz

Auction

11.00am, Wednesday 13 April
PGGWRE, 87 Duke St, Cambridge

www.pggwre.co.nz/CAM35639



CAMBRIDGE, WAIKATO 90 Tirohanga Road

Well Located Grazing

A superb elevated pre-prepared huge building site on 16.9ha. Key features of this property include a five bay lean-to shed with two-bay unconsented living accommodation and cattle yards. Potential for passive income from carbon credits. An opportunity to further plant your own lifestyle or continue grazing. Asking \$1.7M plus GST. Call Martin for more information.

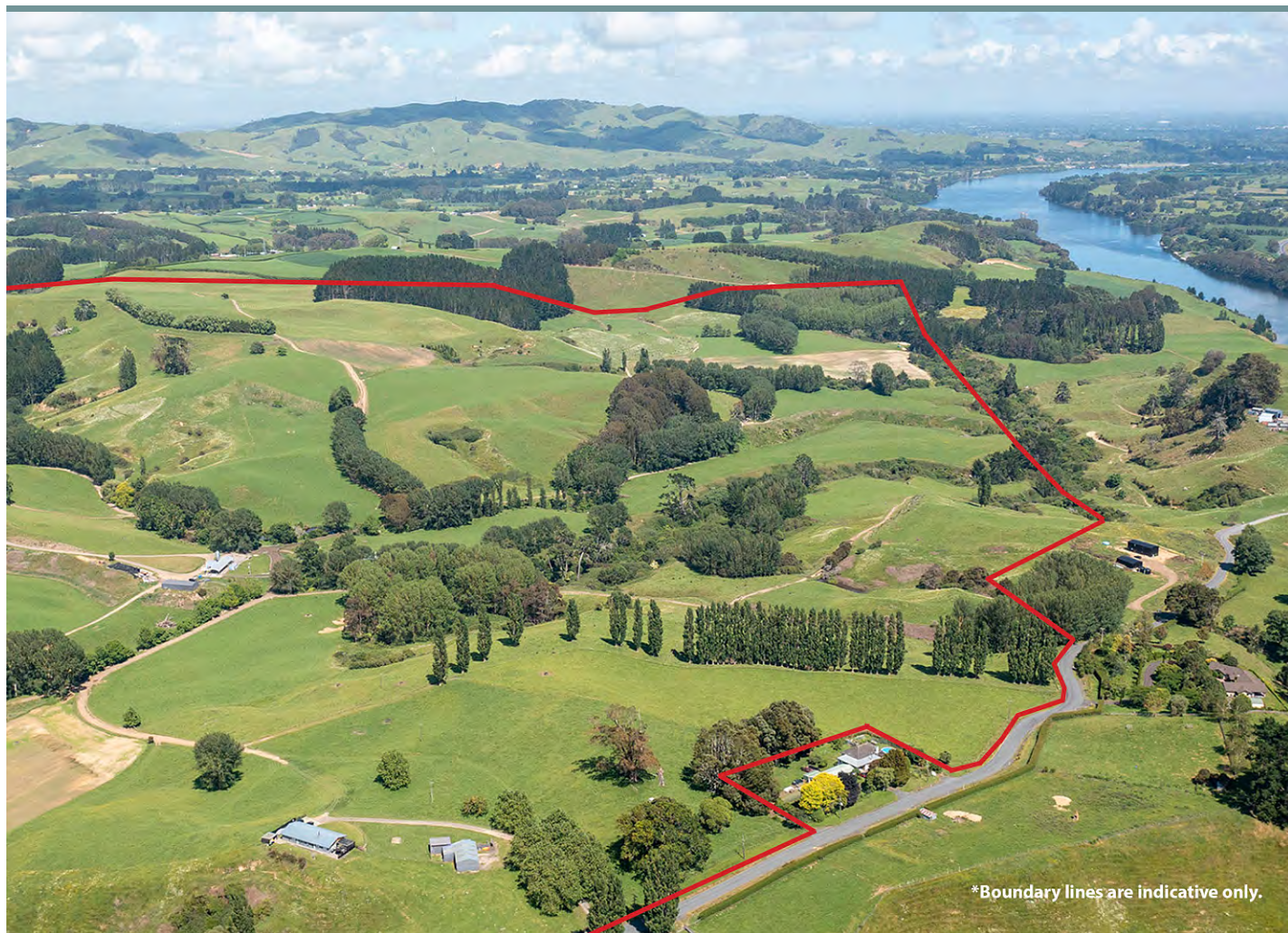
For Sale

www.pggwre.co.nz/CAM35071

Martin Lee

M 027 497 0830

E martin.lee@pggwrightson.co.nz



*Boundary lines are indicative only.



MAUNGATAUTARI, WAIKATO Head Road

3 1

Location and Lifestyle

Located east of Cambridge and close to town, this attractive 200ha dairy farm is an exciting opportunity for those seeking a larger block with multiple potential land uses, with a good mix of contour and soil types from sand loam to ash over clay, this farm is equally as suitable for finishing beef, equine, cropping, horticulture as it is for dairy. This property features excellent infrastructure with a tidy 34 ASHB with newly installed meal feeding system, large implement sheds, barns, a massive calf rearing shed, silage bunkers and effluent irrigation system.

Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/HAM33991

Richard Thomson

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E richard.thomson@pggwrightson.co.nz



PIOPIO, WAIKATO 786 Tikitiki Road

Production Plus in Piopio

289 hectares (more or less). This very well located farm is running at the top of its game, approximately 53 hectares of maize country, 23 hectares easy rolling, 190 hectares medium hill, 40 hectares steep and 12.5 hectares of bush. Excellent livestock production due to the management of this property utilising the good fertiliser history, good water, fencing is very good, all with the great contour balance. Three bedroom dwelling and more than ample farm shedding. A very well farmed and balanced property. Open days 10.00 am to midday, 20, 27 April and 4 May. Please bring your own bike to Open Days.

Peter Wylie

M 027 473 5855

E pwylie@pggwrightson.co.nz

Auction

Plus GST (if any)

(Unless Sold Prior)

11.00am, Friday 6 May

Panorama Motor Inn, 59 Awakino Road, Te Kuiti

www.pggwre.co.nz/TEK35489



'Kiwifruit property values break new barriers'

pggwre.co.nz | Stan Robb M027 473 9322 & Dave McLaren M027 223 3366

Several significant recent Bay of Plenty orchard sales have established a new benchmark for kiwifruit property values.

For the best producing, most sought after properties, in favoured locations, at the right altitude and growing gold kiwifruit, transactions have reached the \$2 million per canopy hectare threshold.

Five Te Puke kiwifruit orchards in a combination of green and gold varieties were offered for tender in early February by Stan Robb of PGG Wrightson Real Estate, Te Puke, selling as a whole to a partnership of well-established kiwifruit growers for \$36.7 million, equivalent to \$2 million per canopy hectare for the land planted in gold vines, comfortably exceeding the previous benchmark value of \$1.8 million for a sale in December last year.

A few days later Dave McLaren, also of PGG Wrightson Real Estate, Te Puke, sold another Te Puke orchard planted in 21.26 hectares of fully producing gold kiwifruit in excess of \$38 million, purchased by an orchardist investment group, also exceeding the

previous \$1.8 million benchmark, putting it among the year's highest value rural property transactions nationwide and making it Te Puke's highest priced rural property transaction ever.

Then, in mid-March to underline the bona fide credentials of these values, Stan Robb sold two properties: of nine and 5.5 canopy hectares, both fully in gold kiwifruit, also at \$2 million per canopy hectare.

Other recent sales include a 4.12 canopy hectare green orchard, which sold in early March for \$3.4 million, or \$824,000 per canopy hectare, a new benchmark for green and a 62 per cent increase on the previous time the same property sold, two years ago. At around the same time, a 0.5 canopy hectare gold orchard, with house and shed, sold at auction for \$1.96 million.

Stan Robb said recent sales indicate the market's strength.

"Orchards with particular productivity, water,

altitude, infrastructure and location are in extreme demand. For the five properties sold in early February we received more than 20 tenders, all close in value, resulting in at least 15 unsatisfied parties. Although some of that demand was met by the subsequent sales in March, some of those potential buyers remain active.

"There is no shortage of competition for the very best properties, particularly at this time of the year, with the crop just hanging there.

"Whether the market is exhausted for now remains to be seen. Willing buyers are still looking. Whether we can find willing sellers prepared to meet them, even at these prices, we shall have to wait and see," said Stan.

Dave McLaren said the Te Puke orchard sale also attracted intense interest.

"Only relatively few buyers can seriously consider purchasing a property of this size. However, we received at least half a dozen



tenders, all at a similar level. Offered as two separate adjoining titles, the vendor preferred to sell the orchard as a single entity, which influenced the decision on the successful tender," said Dave.

For the 2020/21 season Zespri reported the average orchard gate return for SunGold was \$12.46 per tray, and \$177,846 per hectare. However, the more successful orchards are capable of doubling that performance.

Although kiwifruit land values continue to rise and rise, 11 years ago prospects were starkly less appealing. When the Psa virus hit vines in November 2010, grower confidence, and property values went into freefall. Pre-Psa, in the first seven months of 2010, 80 kiwifruit orchards changed hands, while from January to July 2011, the equivalent figure was seven. At that point, for the few orchards that changed hands, prices were on par with bare land blocks.

By late 2013 control and containment measures for the Psa virus were proving effective and prices for orchards began to re-energise. Initially, however, because gold kiwifruit had been hit hardest by the virus, green kiwifruit orchards sold better. By the end of 2013 the benchmark value for gold orchards was \$300,000 per canopy hectare. Some growers were achieving a 25 per cent

return on investment at that value, however, there was still plenty of room for growth. Within a year the benchmark had climbed to \$450,000, by late 2015 to \$600,000. In early December 2016, a few weeks after an 11.5 hectare Te Puke property sold for \$7.68 million, a recently developed 6.2 hectare orchard in the Te Puke-Paengaroa area was the first to hit the \$800,000 per canopy hectare mark.

There is no shortage of competition for the very best properties, particularly at this time of the year.

Within a year, the \$1 million barrier was reached when a 5.76 canopy hectare Te Puke property sold for \$5.76 million in October 2017. In early November 2018 a 5.02 canopy hectare Te Puke gold kiwifruit orchard at

optimum altitude, with early start fruit and producing around 20,000 trays per hectare, therefore commanding premium returns, sold at auction for \$6.135 million.

In June 2019 one of the country's largest and best kiwifruit orchards sold for a value equating to \$1.25 million per canopy hectare for the gold kiwifruit portion.

Since covid however, values have accelerated once again. By late winter 2021, low interest rates and hesitancy around other assets resulted in fully developed gold kiwifruit orchards in the most sought after Bay of Plenty districts selling at \$1.7 million per canopy hectare.

From the final quarter of 2013 to the final quarter of 2021, the Reserve Bank calculates that the general rate of inflation was 15.8 per cent.

Values rising yet again in the past few weeks continue that seemingly unbounded trend. Now, however they have reached a point where more orchardists are willing to cash in.

Demand for licences to grow gold kiwifruit, issued by Zespri, is likely to remain elevated this year, particularly with the available licences reduced from 700 hectares last year to 350 in 2022. Last year the median price to grow a hectare of gold kiwifruit was \$550,000, up from \$400,000 in 2020.





KATIKATI, BAY OF PLENTY 17 McMillan Road

2 1

Orchard Escape

9.7367ha in two titles. 2.31 can ha of kiwifruit - 0.48 can ha G3 Gold, 1.83 can ha green; 144 mature and 127 young avos and a lusitanica forest. A stylish, rustic cottage, sheds for the boat, workshop and more. Kiwifruit is currently leased to DMS, proceeds of the crop are included. Water consent for frost protection. Around 100 delicious mature, mixed home orchard trees for friends and the fruit bowl. An exclusive no exit road location with a great swimming hole. Minutes to the boat ramp, walk to a cafe, 14km to great surf at Waihi Beach and 6km to Katikati town.

Andrew Fowler

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Tender

Plus GST (if any)
(Unless Sold By Private Treaty)
Closes 4.00pm, Thursday 7 April

www.pggwre.co.nz/TAR35699



AONGATETE, BAY OF PLENTY 329C Thompsons Track

Kiwifruit and Much More

Total land area 17.475ha, approximately (subject to title). 4.59ha rising three year green kiwifruit vines, double planted, ag-beam, irrigation, great shelter and perfectly north east facing. Bonuses include: 3ha, approximately, further plantable land, bush with stream, outstanding building platform, 203m² implement shed.

There are options available to a purchaser, orchard or the entire property. Please talk to the agent to express your interest.

Sue McNeil

M 021 748 200

E sue.mcneil@pggwrightson.co.nz

Anton Terblanche

M 021 324 702

E anton.terblanche@pggwrightson.co.nz

Auction

Plus GST (if any)

(Unless Sold Prior)

1.00pm, Thursday 21 April On Site

www.pggwre.co.nz/KAT35560



WHAKATANE, BAY OF PLENTY 682 Thornton Road

3 1

Good Summer Location - Dairy

Contour is all flat 59 hectares (more or less).

Four-year production average of 74,684kg MS, milking 210 cows.

Improvements include a 20 ASHB dairy, calf rearing and storage sheds and a half round barn. There is a newly commissioned above ground Kiptank effluent system.

Main accommodation is a three bedroom home with triple garaging.

Lease land support blocks are in close proximity to the farm and Whakatane is only 12km away.

Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/WHK31579

Phil Goldsmith

M 027 494 1844

E pgoldsmith@pggwrightson.co.nz



EDGE CUMBE, BAY OF PLENTY 439 West Bank Road

4 3

Sungold G3 and Ruby Red Combo

Well developed to a high industry standard, this orchard will appeal to the discerning buyer wanting to enter the kiwifruit industry or simply add to an existing property portfolio.

With 4.5522 hectares total land area, the entire orchard is developed to a high standard. There are 2.32 canopy hectares of G3, fully covered (Netpro) overhead shelter and 0.9 canopy hectares of R19 grafted 2021 onto mature Bruno rootstock. An additional 0.3 canopy hectares of R19 new plantings were grafted 2021 onto Bruno root stock. Fully automated water frost protection and irrigation system from consented bore. The home is two storey, split level, with four bedrooms, set in mature grounds.

Phil Goldsmith

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Deadline Private Treaty

Plus GST (if any)

(Unless Sold Prior)

Closes 4.00pm, Wednesday 20 April

www.pggwre.co.nz/WHK35866



WAINUI, BAY OF PLENTY 560 Stanley Road

Ohope - Most Appealing Grazing/Finishing Property

Located 12km from Ohope Beach, cited as NZ's most loved surf beach, where you're spoiled for choice with great coffee, cafe's and restaurants, is this immaculately presented 120 hectare grazing/finishing property. Good summer farming area, contour is mostly easy with the steeper sidlings retired and supporting attractive Kanuka woodlots and native tree stands with no less than 25ha (more or less) mowable. Well built yards with scales, crush, load out facilities, yards, implement shed and workshop are just some of the improvements.

Attractive four bedroom home and second one bedroom cottage complete the picture.

Phil Goldsmith

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/WHK34972



CROWNTHORPE, HAWKE'S BAY 150 Ohiti Road

Farm Park Development

A unique opportunity to add value. This farm park is fully consented. Stage 1 has been completed with executive style dwellings built or being built. Stages 2, 3, 4 and 5 are available to be developed with 13 stunning sites available across 102.15 hectares. Views across the lake, ranges in the west and to the east, all an easy 13.5km drive west of Hastings.

Outstanding opportunity is presented here.

Paul Harper

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Mark Johnson

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Deadline Private Treaty

Plus GST (if any)

Closes 4.00pm, Friday 29 April

www.pggwre.co.nz/HAS35884



HAVELOCK NORTH, HAWKE'S BAY 324 Napier Road

3 2

Premium Havelock North Lifestyle

Very rarely do we find a property like this one which is close to Havelock North, has a fabulous family home in a well-established setting, and land with unlimited opportunities. The orchard can produce a passive income if leased, or the trees can be removed and the land returned to pasture. It would be a great property for horses, especially with all that shedding! The house is very spacious with three double bedrooms, a large office or spare bedroom, plus an open-plan living/dining/kitchen area which opens out to a superb deck. 5.33 hectares (13.16 acres) it's the perfect size for a lifestyle property!

Peter Dick

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Tender

Plus GST (if any)

(Unless Sold By Private Treaty)

Closes 4.00pm, Thursday 21 April

www.pggwre.co.nz/HAS35668



Meeting the challenges of 'working alongside Iwi'

pggwre.co.nz | Wayne Brooks - M 027 431 6306

Wayne Brooks is Iwi Liaison Manager for PGG Wrightson Real Estate, also serving as the company's Lower North Island Sales Manager.

For Wayne, who traces his whakapapa to Ngāti Kahungunu and Whakatōhea, the importance of his role within the company is best summarised by a traditional proverb: 'Te toto o te tangata, he kai; te oranga o te tangata, he whenua,' which translates as 'While food provides the blood in our veins, our health is drawn from the land.'

"Family ownership and affiliation to the land over many generations are among the strongest drivers for anyone in agriculture. That kaupapa, those values, are central for Māori, even more profoundly than they are elsewhere," he says.

Māori own \$13 billion in primary sector assets, including 30 per cent of all beef and lamb production. According to a report published by leading economic research and analysis agency BERL in 2020, Māori agriculture grew 300 per cent in the preceding 12 years.

"That amounts to a massive opportunity. With tens of thousands of hectares in iwi ownership, the challenge lies in improving performance on farm. There is a huge amount of under-utilised iwi land throughout the country. Ensuring that land provides better returns for its owners, without

compromising their kaitiakitanga, or long term stewardship, is the essence of this challenge and opportunity," says Wayne.

He speaks from personal experience, via his own ties to Māori land in Wairoa and Opotiki, property held in multiple ownerships, with his stake sitting alongside thousands of others. Wayne's professional background and experience mean he is often called on to serve a broad range of committee and governance functions.

"Governance is the key to success for iwi organisations. Many have had challenges bringing appropriate governance expertise to the board table. Those that are doing well are real powerhouses. For others, it is a work in progress that can be a struggle," he says.

Māori agribusinesses include iwi entities, Māori trusts, organisations and companies with interests in the primary sector, natural products and related agri-food businesses. That includes large corporate performers like Tainui and Ngāi Tahu that each have agricultural holdings worth hundreds of millions of dollars, through to much smaller whanau incorporations, trusts or entities comprising a few families. While many of

these organisations are involved in more traditional farming industries, others are at the cutting edge, leading innovation in the likes of sheep milking and manuka.

"From a real estate perspective you have to understand an iwi will almost never sell land, generally opting to hold such a major asset rather than regarding it as transferable. Once you go past that, the question is how do we work together? For PGG Wrightson, there is no single simple answer, so from my perspective, it means wearing the different hats of our many different business units, rather than just real estate. So whether that be livestock, wool, FruitFed, farm supplies or irrigation: for iwi organisations I become a one-stop shop for expertise, building relationships and putting them in contact with whichever part of our company can best meet their needs," says Wayne.

It's a big and ongoing challenge, though Wayne wouldn't have it any other way.



HUNTERVILLE, WHANGANUI 179 Leedstown Road

4 1 2

Small Farm With Equine

Situated only 3km from State Highway 1 nestled between Marton and Hunterville, this family oasis awaits. This 17.67 hectare lifestyle property sits over four titles on the highly sought after free draining Kiwitea silt loam. Numerous trees and park like plantings provide privacy to this 1930s homestead. Hosting four generous size bedrooms, multiple living areas, a home office and, if you are not hooked yet, an entertainment room boasting a beautiful full size slate billiard table and bar area. There is loads of space to be enjoyed, even a spa pool to relax in at the end of a hard day. The four stallion boxes, multiple day yards and mare boxes will thrill the equestrian family.

Wayne Brooks
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Jacqui Campion
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Tender

Plus GST (if any)
 (Unless Sold by Private Treaty)
 Closes 4.00pm, Wednesday 6 April
 18 Manchester Street, Feilding

www.pggwre.co.nz/FDG35731



MARTON, WHANGANUI 417 Turakina Valley Road, Turakina

Quality Soils

92.33ha approx. (subject to survey) in two titles.

Situated 25km from Whanganui and 16km from Marton, is this bareland property in two titles (subject to survey)

Featuring quality soil types consisting of Te Arakura silt loam and Halcombe silt loam.

Good water from two bores.

An opportunity to suit all farming operations, finishing, cropping, in a great location

Tender

Plus GST (if any)

Closes 11.00am, Friday 29 April

18 Manchester Street, Feilding

www.pggwre.co.nz/FDG35184

Wayne Brooks

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Michael Campion

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LEVIN, MANAWATU 25 Ryland Park

4 2 2

Relax in Blissful Serenity

Immerse yourself in panoramic scenery from your very own piece of paradise, perched upon 5.0724ha of land with panoramic views of the hills and your own native NZ bush. This feature property is simply unsurpassed for location and lifestyle. Four good sized bedrooms are complemented by a well-appointed bathroom and an ensuite off the master, while the modern kitchen ensures the ability to cater to any and every occasion. A heatpump and log burner in the open-plan living area augments the home's inherent warmth, while seamless indoor/outdoor flow promotes easy access outside. Outside, the expansive grounds enjoy spectacular rural views enjoying ample room for the adults to relax.

Cher McCartney

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Price by Negotiation

GST Inclusive

www.pggwre.co.nz/LEV35887



MANAKAU, MANAWATU 385 Waikawa Beach Road

 6  2

Horowhenua Dairy Farm - 216 Hectares (534 Acres)

Check out the location! Check out the milk solids payout!
Far larger farm than usually available in the district (three titles). Central location, in a fast-growing area south of Levin and adjacent to a popular lifestyle block development area strongly influenced by the proximity to Wellington and the Kapiti Coast. Contour is estimated 60% flat/undulating with the balance mainly rolling. Good grass cover from well managed fertiliser history and a regular regrassing program. Above average infrastructure includes 24 ASHB dairy shed, farm sheds, good races and water system. Conscientiously farmed by the vendors with most of the hard work done.

Ian Ross

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/LEV30599

South Island





RAI VALLEY, MARLBOROUGH 989 Opouri Road

Opouri Valley Bare Land Property

Consisting of 145ha (360 acres) this property is presently used as a dairy runoff, the vendor is retaining milling rights to forestry with 11 years to run. There is an area still to be planted. Good fertile flats which lends itself to make good baleage. Great road access and internal access by fenced laneways. Buildings include a large smoko hut that will give the new purchaser options and a four-bay hay shed/super shed. Situated in a high rainfall area.

\$2.1M

Plus GST (if any)

www.pggwre.co.nz/BLE35674

Ken McLeod

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One of Tasman's 'best' changes hands for first time in 86 years

pggwre.co.nz/BLE34975 | Joe Blakiston M 027 434 4069 & Greg Lyons M 027 579 1233

A farm rated as one of the Tasman region's best grazing properties sold in January for the first time in 86 years.

Mal and Doug McConochie farmed 1009 hectare Lake Station, 10 kilometres west of St Arnaud in a family partnership with their wives Ingrid and Jane. Mal says when his grandfather Alex first took on the property in 1936, the banks were not interested.

"He was unable to raise a mortgage from any of the banks, who were not prepared to lend him the money to buy the farm. Even his brother, who was an assessor for State Advances, wouldn't recommend him for a loan, which left that relationship a bit tense for a few years. Although he did raise the money eventually, Alex refused to ever allow a bank manager onto the farm from that day on," says Mal.

When nobody else would support him, Alex borrowed the money to buy Lake Station

from Levin and Co, which later became part of National Mortgage, one of the companies that merged over the years to form PGG Wrightson, making it apt that Joe Blakiston of PGG Wrightson Real Estate, Blenheim handled the sale of the farm for the McConochies.

Joe describes Lake Station as a truly remarkable grazing property in terrific heart.

"First impressions count, and this property creates those in abundance. Comprising mainly extensive river flats and elevated terraces, with predominantly developed pastures plus some steeper hill faces and native bush, it has been conservatively farmed. Between 65 and 70 per cent of Lake Station is mowable," says Joe.

Since Mal took over the management of the farm in 1977 he says the most satisfactory

achievement has been raising the lambing percentage from the 90s to between 150 and 160. He has also followed a recommendation of grandfather Alex, who told him: 'always embrace technology.'

"We achieved much greater productivity after we started direct drilling, doing away with 400 to 500 tractor hours per year. When you think things might be tight in the winter, you can whip out another paddock and put in a crop. That would be impossible if you had to cultivate.

"We've also concentrated on genetics, aiming for sheep and cattle fertility and growth rates: two things that will make you money. Make sure your ewe or cow is in lamb or calf, then that the progeny can grow as quickly as possible. That has absolutely been our focus, both with sheep and Herefords," says Mal.

Lake Station, which includes the local airstrip and the home of Nelson Lakes Gliding Club, was originally the homestead block of a much more extensive property in the 1800s, which included all other farms in the valley. The McConochies have retained a 160 hectare portion for themselves, which includes bush and wetlands, aiming to build a home, run a few stock, and maintain ties to the local community that the family has been

part of for four generations.

Greg Lyons says Lake Station attracted strong interest when offered to the market in the spring.

"This was the largest genuine pastoral property offered for sale in the Top of the South for many years. Marketed via a deadline sale process, we received an excellent response from across New Zealand, including



This was the largest genuine pastoral property offered for sale in the Top of the South for many years.



multiple offers, reflecting Lake Station's fine quality, and illustrating the high levels of confidence in pastoral farming at present," says Greg.

New owner Hadleigh Bognuda grew up on a farm at Gladstone, Wairarapa. Last year

the start-up company he led, developing software for veterinary practices, sold successfully. Hadleigh is committed to investing a proportion of the proceeds into agriculture, including the purchase of Lake Station. He plans to appoint a farm manager able to use technology and regenerative farming practices to continue the 86 year legacy the McConochie family established on the property.

Also a keen glider pilot himself, Hadleigh flew the approximately 375 kilometres from Omarama to Lake Station on the day the purchase was finalised. He looks forward to continuing the property's relationship with the gliding fraternity.





CANVASTOWN, MARLBOROUGH 52 Daltons Road

5 2 2

Late Season Dairy Opportunity

Dalton Downs is widely regarded as one of Marlborough's premium dairy farms. An opportunity now exists to secure this 313 hectare (774 acre) top performing dairy property for possession in May 2023. Our vendors will look at other purchase options from qualified buyers. Located in the heart of dairying in Marlborough, Canvastown this dairy operation nestled in a sheltered valley adjacent to the Pelorus River. The farm is predominantly flat with gentle slopes on the valley and consists of four titles.

Enquiries Over \$8.5M

Plus GST (if any)

www.pggwre.co.nz/BLE34969

Greg Lyons

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E greg.lyons@pggwrightson.co.nz

Joe Blakiston

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THORPE, TASMAN 1517 Dovedale Road

Dovedale Dairy

Dovedale Dairy is a 161ha mixed contour dairy farm centrally located between Richmond and Motueka for all services and to get the best out of the Nelson Lifestyle. The A2 herd of 380 cows is milked once a day, and supplies Fonterra and a local liquid milk processor for a premium return. A dam supplies irrigation water over the 50ha of flats, and the property could be utilised for horticulture. The hub of the operation is a 54 bail high spec rotary cow shed centrally placed with the other farm improvements. There is a four bedroom bungalow homestead.

\$4.25M

Plus GST (if any)

www.pggwre.co.nz/NEL34789

Doug Smith

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Joe Blakiston

M 027 434 4069

E jblakiston@pggwrightson.co.nz



MURCHISON, TASMAN 1153 Shenandoah Highway

114 Hectares - First Farm Dairy Unit

Very tidy well maintained dairy unit comprising approximately 83ha platform area. Improvements include 22 ASHB shed with 250 cow yard, three bay implement shed and four bay calf/hay shed. The appealing family home includes modernised kitchen, three double bedrooms, updated bathroom and sunny lounge with log burner and wetback. This is an entry level unit supplying Westland Milk Products.

\$2.3M

Plus GST (if any)

www.pggwre.co.nz/NEL33233

Peter Evans

M 027 224 9798

E pevans@pggwrightson.co.nz



MURCHISON, TASMAN 2678 Shenandoah Highway

Very Motivated Vendors

186.3955ha - Located in the very picturesque Lower Maruia Valley and approx 36km to Murchison. Comprises a high ratio of flat to easy terrain of quality pasture interspersed with pockets of native bush. Recent extensive development programme undertaken including pasture renewal, capital fertiliser application, major new fencing, gravity water supply into new concrete cattle troughs and new hard surface access tracks throughout. Other improvements comprise three-bay equipment shed, three-bay hay shed, cattle yards, two solar powered fencing units, and a three-room utility shed partially converted as accommodation. Maruia Valley enjoys a great annual rainfall of approx 1,900mm.

Peter Evans

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Enquiries Over \$2.075M

Plus GST (if any)

www.pggwre.co.nz/NEL28237



Pāmu West Coast properties attract strong interest

pggwre.co.nz/GRE35392 & [GRE35391](http://pggwre.co.nz/GRE35391) | Shari Ferguson M 027 266 6850 & Austen Russell M 027 441 7055

Interest in two West Coast farms offered for sale by Pāmu illustrates the reanimation of the region's rural property market.

Mawheraiti Farm, a 1453 hectare property located at the top of the Grey Valley 66 kilometres north of Greymouth, 16 kilometres south of Reefton and currently running predominantly deer and beef, while also fattening lambs and ewes, attracted multiple offers, with a sale due for confirmation by early April, for 30 June takeover.

Meanwhile Raft Creek Farm, which sold via a deadline private treaty process in March, is a 482 hectare Kokatahi property, 15 kilometres south east of Hokitika, also mainly in deer, plus a small number of cattle and sheep.

Shari Ferguson of PGG Wrightson Real Estate, Greymouth marketed the farms, alongside colleague Austen Russell. She said interest in the properties has been positive.

"Mawheraiti Farm is a large, well-developed breeding property, predominantly deer fenced. With 64 hectares of remnant bush including 56 hectares under QEII Covenants, Mawheraiti has an extra dimension. A rare opportunity to acquire a West Coast farm with size, scale and multiple options, it drew strong interest, both from within and beyond the region," she says.

Raft Creek Farm also attracted multiple offers.

"Its scale and proximity to Hokitika were strong selling points, and although this property has several other options, under new ownership it is set to remain predominantly in deer," said Shari.

Pāmu is the brand name for Landcorp Farming Limited, a state-owned enterprise

with a nationwide portfolio of farms that include dairy, sheep and beef, venison and forestry.

Pāmu Head of Communications Simon King said offering the two properties for sale was a strategic decision by the company.



After a long period with little activity on the West Coast, cautious optimism has begun to emerge.



"Pāmu engaged PGG Wrightson to market two substantial West Coast properties that had become surplus to the company's requirements due to changes in the company's strategic focus.

"PGG Wrightson undertook a thorough and well-targeted marketing approach, tailored to the individual characteristics of each property, and the overall requirements of Pāmu as a

state-owned enterprise.

"Both properties received good offers, and we are pleased with the work that PGG Wrightson has done on our behalf to ensure these excellent properties are sold to passionate farmers, who will look after them and grow their potential even further," he says.

According to Shari Ferguson, attention paid to the two Pāmu listings is in line with a broader lift in the region's rural property market.

"After a long period with little activity on the West Coast, cautious optimism has begun to emerge. We received genuine significant interest in these two properties from parties throughout New Zealand enthusiastic about the opportunities this region has to offer.

"Per hectare values for rural property here compare highly favorably with most other parts of the country, while our climate presents options that are not possible elsewhere.

"Well located West Coast properties with sound infrastructure are now commanding values not seen since before the Global Financial Crisis," she says.





ATARAU, WEST COAST 333 Slaty Creek Road

470 Cows, Prime Location, No River

182.5 hectares effective. Converted in 2015 this property is very well appointed. The 50 bail Waikato rotary shed is automated and has in-shed feeding. Three homes accompany the property and all located in the prime Grey Valley. Consistently achieving over 200,00kg MS.

Enquiries Over \$3.725M

Plus GST (if any)

www.pggwre.co.nz/GRE35563

Shari Ferguson

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MOANA, WEST COAST 236 Kotuku-Bell Hill Road

Investment Hideaway

183.8616 hectares in two titles with majority of land in native bush (re-generated) and scrub. Fresh water springs near front of block. Access off Kotuku-Bellhill Road.

This property offers an opportunity as a native forestry investment, bees and some rough grazing as a bonus. These opportunities don't come up often.

\$800,000

Plus GST (if any)

www.pggwre.co.nz/GRE30981

Shari Ferguson

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Austen Russell

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'Lifetime of farming' reflected in exceptional result

pggwre.co.nz/RAN35214 | Bruce Hoban M 027 588 8889 & Austen Russell M 027 441 7055

Alan Davis served in the Royal New Zealand Air Force 75th Squadron in World War II.

After training in Canada he was based in England, flying over Europe as a wireless operator.

When he returned to North Canterbury he was eligible to go for a ballot farm, as his daughter Barbara explains.

"Resettlement farms were offered by ballot to returned servicemen. Usually they had been farmed by men or kept for sons who never came back from the war. Dad put his name in the ballot in 1949. Although there were no guarantees, on the second farm he registered for, his name came out. It was like winning lotto."

Mt Brown at Broomfield nine kilometres north of Amberley had originally been a large station. Alan Davis won the right to farm half of the remaining land, which he spent the rest of his long life doing, still farming 72 years later when he died in August 2021 at the age of 99.

"Harry Denton won the other half. Harry had also returned from the war. Dad, Harry and Harry's wife Enid first briefly lived together in the homestead at Mt Brown, while a cottage from Dad's farm was taken to their land adjoining Mt Brown. However, the cottage didn't end up where they originally planned after it fell off the traction engine they were using to transport it," says Barbara.

Before, during and after his war service, Alan always loved anything mechanical.

"Among other machinery, he owned two traction engines and a threshing mill. He would use these at farm open days when wheat and barley were harvested. He joined Steam Scene, a local club for vintage enthusiasts, generously donating time, equipment, materials and money, and was similarly involved with the Weka Pass Railway," says Barbara.





He also loved fast cars and was driving his last Mercedes until shortly before he died.

After they met several years earlier, in 1951 Alan married Lily Crampton, from Okuku. Daughters Anne and Barbara were born in the early 1950s and Sarah in the late 60s.

Alan and Lily worked hard on the farm. Starting with sheep, they also moved on to cropping, pigs and cattle.



At auction we had ten registered bidders, including neighbours, developers, other local farmers and a phone bidder from Australia.



“Although he loved animals, he never farmed with dogs. Dad started out with horses. In 1935, at age 13 he left school to work on his uncle’s farm, learning to drive a team of six horses. In 1939 he worked on Grizz Wylie’s family farm for six months, driving a team. He drove his team on land where Canterbury House and Pegasus Winery are now, when it took a whole day to plough the paddock perimeter,” says Barbara.

Alan enjoyed building.

“In 1966 he built the district’s first set of covered sheepyards. Because the yards were

right alongside the road, everyone knew they were being built and plenty of admirers stopped by to look at them,” says Barbara.

Alan and Lily paid off the government lease in the 1970s, giving them freehold ownership of Mt Brown Farm.

Alan took every opportunity to recognise the war, including several reunion trips to Europe and Canada. He represented New Zealand as one of 12 remaining veterans at the June 2014 70th anniversary of the Normandy landings, where he met the Queen, the Duke of Edinburgh, President Obama, German Chancellor Angela Merkel, and French President François Holland.

Lily died in 2019.

After Alan’s death, the three daughters decided to sell Mt Brown Farm, which was listed by Austen Russell and Bruce Hoban of PGG Wrightson Real Estate, Amberley, selling at auction in late February for \$5.45 million. Austen describes it as an exceptional sale.

“This is a much admired North Canterbury property, featuring excellent infrastructure, complemented by a modern, double-glazed three bedroom home, built to replace the homestead after the Canterbury earthquakes. In his 90s Alan briefly leased part of the farm out, still retaining some paddocks for his own stock. He took the farm back again in his last years and re-stocked with cattle.

“At auction we had ten registered bidders, including neighbours, developers, other local farmers and a phone bidder from Australia. An established farmer previously based in Middlesbrough, downscaling to a more manageable property, was the purchaser. Almost \$24,800 per hectare is an exceptional price for a North Canterbury sheep and



beef farm, giving anyone considering selling confidence that interest in good rural property is solid.

“This sale also demonstrated the power of auction, quickly and efficiently establishing the best possible price for the farm, with minimum hassle for all parties,” he said.





MOTUNAU, NORTH CANTERBURY 420 and 422 Glendhu Road

4 2

Lifestyle Retreat and Forestry

This well-appointed lifestyle (6.9260ha) or small farm block with forestry (38.2280ha), can be purchased separately or as one property comprising 45.154ha. There is a modern four-bedroom home, a good array of outbuildings and approximately 31.5ha of established forestry. Modern fencing around the property and paddocks is a feature. With its excellent private and secluded location, the work is done here – sit back and enjoy it.

Deadline Private Treaty

Plus GST (if any)
(Unless Sold Prior)
Closes 2.00pm, Friday 22 April

www.pggwre.co.nz/CHR35863

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Mark Clyne

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OMIHI, CANTERBURY 793 Omihi Road

'Cranston' Top Finishing and Cropping Farm - 46 Hectares

The sale of this 46ha small farm offers a rare opportunity to acquire an outstanding cropping and finishing property, located in the heart of the Omihi Valley. Farm improvements include the two-stand raised board woolshed with covered yards and a small range of utility buildings. A good stock water supply system, a high standard of fencing and established shelter are found across the whole property.

Offers Over \$1.3M

Plus GST (if any)

www.pggwre.co.nz/CHR35493

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Mark Clyne

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OXFORD, CANTERBURY 130 Glentui Bennetts Road

Irrigated Farming / Dairy Support Opportunity - 179 Hectares

'Ashley Grange' is a wonderful 179ha irrigated dairy support unit, irrigated finishing or cropping farm with modern irrigation infrastructure. Part of the Waimakariri Irrigation Scheme, with shares included in the sale, approximately 136ha are irrigated with two Valley pivot irrigators and a further 25ha (approx) gun irrigated planned for future development. There is a good standard of infrastructure and the four bedroom home offers superb views.

Deadline Private Treaty

Plus GST (if any)
(Unless Sold Prior)
Closes 2.00pm, Friday 29 April

www.pggwre.co.nz/CHR35848

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WEST MELTON, CANTERBURY 150 Thompsons Road

Perpetual Leasehold For Sale in West Melton

102.6182 hectares bare land of which approximately 14ha is in trees. Annual rental of \$9,432.96 set 01/04/2019 until next rent review in 2026. Well-fenced into 11 paddocks with mainly post and netting. Recently installed solar-powered stock reticulation system supplying troughs. Easily accessible cattle yards and covered sheep yards in a central sheltered setting. Extensive work has been carried out over the last 12 months. Our vendors are motivated to move on to their next project, leaving this property surplus to requirements and the sale of this lease gives incoming purchasers the opportunity to benefit from all of their hard work.

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Mark Clyne
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E mark.clyne@pggwrightson.co.nz

\$1.1M

Plus GST (if any)

www.pggwre.co.nz/LCN35359



LOWCLIFFE, MID CANTERBURY 221 Drain Road

Pivot Irrigated Intensive Dairy Support Unit - 115ha

115ha dairy support unit located 13km East of Hinds and 34km from Ashburton presently wintering 1,500 plus cows. Cheap groundwater put on via pivot with sprinklers in the corners covering approximately 110ha. Set up for ease of management with all weather laneways, cattle yards and supplement storage. Large array of quality ancillary buildings including a 1,300-bale hay shed, seven-bay implement shed and workshop. Solid brick three bedroom home, double glazed, modern kitchen, carpet and paint with a 240m² colorsteel garage. A-grade on FEP Audit and able to grow up to 55.5ha of winter crop under the N.E.S for Fresh Water 2020.

Tim Gallagher

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Dan van der Salm

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Deadline Private Treaty

Plus GST (if any)

(Unless Sold Prior)

Closes 3.00pm, Wednesday 13 April

www.pggwre.co.nz/ASH35574



COLDSTREAM, MID CANTERBURY 185 Stevens Road

Arable, Lamb Finishing and Dairy Support - 294ha

Very well presented 294ha arable, lamb finishing and dairy support property in five titles. Spray irrigated with cheap water being a mix of long-term surface and MHV scheme water. 132,000m³ storage pond with outstanding duck shooting, boat ramp and jetty. Over 1500T of grain storage and a drying elevator capable of drying over 10T/hr (at 5% moisture reduction). Two homes, numerous implement/storage sheds and a two-stand woolshed and sheep yards. A-grade FEP Audit with max winter grazing area of 117.3ha under NES Fresh Water 2020 regulations. Well balanced mixture of soil types from heavy Watertons to beautiful Templetons. Outstanding production history of vegetable and specialty seeds.

Tim Gallagher

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Dan van der Salm

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Deadline Private Treaty

Plus GST (if any)

(Unless Sold Prior)

Closes 1.00pm, Thursday 14 April

www.pggwre.co.nz/ASH35715



'New Zealand's laziest farmer' selling premier arable property

pggwre.co.nz/ASH35715 | Tim Gallagher - M 027 801 2888

Graeme Harris claims he is New Zealand's laziest farmer. "I've never worked a day in my life," he says.

Anyone looking at Graeme and wife Gillian's immaculate Coldstream, Mid Canterbury arable farm Terrace View might disagree. Graeme however is sticking to his story: "When you love something as much as I love farming, it's not work, it's pleasure."

Gillian has a family tale about the young Graeme that makes a similar point.

"According to his Mum, one of his early primary school teachers saw he was distracted in class one day, and said: 'What's the trouble, Graeme?' He told her he was worrying about what his Dad was doing on the farm, so the teacher phoned home to find out what Dad was up to that day. Once the teacher let Graeme know, he was happy to concentrate properly on his schoolwork again."

"He never had teddy bears then, he had toy tractors, which he took to bed, and fell asleep playing with them," says Gillian.

"Everyone knew I was going to be a farmer as soon as I popped out of the shell," says Graeme.

Graeme's grandfather Arthur and great uncle Ray bought the farm's original 101 hectares in July 1920.

"Along with another brother and sister, they left the rest of the family behind in England. They wanted to settle in Australia, though fortunately came to New Zealand instead. They were butchers and worked at the Fairton freezing works, saving to buy the farm."

"Back then the land was swampy. They put in a lot of tile drains," says Graeme.

Graeme's father Pete and mother Jill took over the farm in 1964, then in 1982, Graeme went into partnership with Pete before taking over completely in 1996. In 1989 Graeme's brother Warren and wife Suzanne bought a neighbouring block and they all farmed as a partnership until 2005.

"I was always going to be an arable farmer. I was never a livestock person. That was Warren, who took after Dad more. We worked well in partnership, though split up amicably."

Warren converted his half of the farm to dairy.

Graeme and Gill stopped breeding stock, though still finish lambs, bringing them in from April, then selling by October. Although their Farm Environment Plan allows for winter dairy grazing, they focus more on lambs. Otherwise they concentrate on cropping: wheat, barley and oats to ryegrass, rape, lucerne and vegetable seeds.

"Some crops are high value and high risk. Some years they come off and make good money, other years not. I like that challenge. This year has definitely been a challenge, though we take it in our stride.



When you love something as much as I love farming, it's not work, it's pleasure.



"The first combine on the farm was a six foot Case bought in the early 1950s, pulled behind the tractor. Grain was bagged off the header, bags were sewed up by hand and stored in the shed. Our first silos went up in the early 80s, with capacity for 35 tons of wheat. We thought the silo was huge, and took all day to fill it. Now we fill it in 90 minutes," says Graeme.

Water also marks Terrace View's progress.

"Grandad was one of first in the district to irrigate, in the early 1950s. He irrigated lucerne, making hay for winter. Since then we have come a long way. We have spring fed water plus shares in the Mayfield Hinds Valetta scheme. We built a pond to ensure a secure water supply. It gives us reliable, good value irrigation."

Recently water has taken on an additional role.

"We worked with John Harding of the University of Canterbury on riparian planting and with macrophytes. Using us to experiment, he developed tools to improve environmental practices. I was hesitant at first, though now I'm pleased we did it. Farmer groups visit the project and have come on board, doing the same for themselves," says Graeme.

They also have a 0.9 hectare QE2 covenanted area of original native flax and rare plants: a Canterbury Plains rarity.

"We want to leave the land better than when we came onto it," says Gill.

When Graeme met Gill she was nursing in Christchurch. Originally from a Southland sheep and beef farm, they married in 2002. Their daughter Sara is now at university in Christchurch. Gill stays involved with the stock, and the couple talk through the big decisions.

Their biggest recent decision is to sell the farm. Although Graeme loves it as much as ever, they decided it is time to move on in their lives. Tim Gallagher of PGG Wrightson Real Estate, Ashburton is presenting Terrace View to the market. Tim says it is well set up and presents extremely well for sale, even after this trying season we've had.

"Mid Canterbury arable farms have some of the country's most fertile soils. Cost efficient irrigation makes them highly sought after. At 294 hectares Terrace View is no exception: most of the farm is spud country.

"Established Mid-Canterbury farming families understand the value of these properties. Those looking to expand holdings, or progress succession plans for the next generation, will see this listing as an excellent opportunity," says Tim.

Once the Harrises sell, Gill wants Graeme to take a holiday.

"He's never had a summer holiday, in 47 years on the farm. He's always too busy to take time off, either heading or shifting irrigation, there is always something to do" she says.

Because he loves it so much though, Graeme reckons he doesn't need a holiday: he says he's been on holiday the whole time.





Boundary Indicative Only



WAITOHI, SOUTH CANTERBURY 359 Goodwin Road

Affordable Dairy with Excellent Infrastructure - 103ha

An ideal smaller unit with excellent housing and farm infrastructure that will support a family partnership, first farm owners or investors. Milking 345 cows this season and on target to produce 140,000kg MS. Irrigated via two pivots with VRI and balance via k-line, plan available for third pivot. 30 aside herringbone shed that can be extended to 36, ACR's, in shed feeding and snap chill. Upside within the effluent consent to milk more cows, and two stand-off pads. Low labour inputs - one manager, one 2IC and one relief milker.

Deadline Private Treaty

Plus GST (if any)
(Unless Sold Prior)
Closes 1.00pm, Wednesday 6 April

www.pggwre.co.nz/TIM35570

Calvin Leen

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Simon Richards

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OMARAMA, NORTH OTAGO 1 Pinot Noir Court

Motivated Vendors Moving On

Where else could you have 26ha of ultimate kiwi paradise only a short walk to town. A natural local quarried stone home surrounded by beautiful, landscaped gardens and two stunning mountain fed ponds that are home to resident trout. All this accompanied by a magnificent Tuscan style complex with a fully equipped commercial kitchen. There is a custom made themed playground, petanque setting, large outdoor chessboard and a fully certified CAA Heliport. Also cherry, walnut, almond and fruit trees, a variety of grapevines and a hot house with hydroponic set up. The private walking track winding through the property captures stunning views of the surrounding mountain vista.

Barry Kingan

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/OAM35095



KIA ORA, NORTH OTAGO 191 Cowans Road

St Helens Dairy Farm

Located close to Oamaru this 189ha (180ha effective) property creates an affordable opportunity milking 621 cows through a 46 ASHB with auto cup removers and auto wash system and protrack drafting. There are two three bedroom houses each with detached versatile garages. Pivot irrigation covers 148ha approximately with the balance K-line. Also there is excellent feed utilisation with a large feed pad next to the dairy shed capturing the ultimate conversion of feed to milk production supporting a future proofed investment.

Dave Heffernan

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/OAM35827



KIA ORA, NORTH OTAGO 277 Cowans Road

Sunset Dairy Farm

Sunset is a large dairy (236ha effective) unit close to Oamaru which would comfortably milk 800-850 cows. Highest production 479,000kg MS milking 910 cows 2019/20 season. 60 bail rotary shed recently upgraded Waikato plant, ACR, auto wash in shed, feeding and protrack drafting, 950 cow feed pad next to dairy shed, four houses and excellent managers dwelling. Pivot irrigation covering 135ha with balance K-line and sprinklers.

Opportunity to maximise your return with the efficient use of supplements enabling maximum production. Do not let the sun go down on this opportunity.

Dave Heffernan

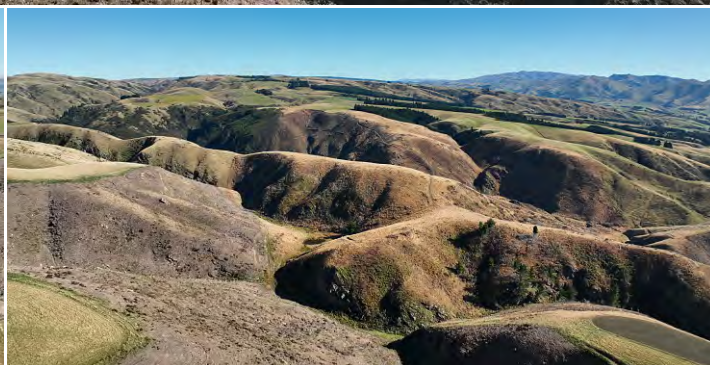
M 027 215 8666

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/OAM35826



STONEBURN, OTAGO Stoneburn Road

Forestry Block

269.5691 hectares. Approximately 22 hectares planted in 2021, 98 hectares ready to plant 2022, tree stocks on hand if required.

11 hectares 12 year old pines, 100 hectares paddocks, 39 hectares gullies.

Access off Stoneburn Road and Ritchie Road. Altitude 70 to 285m ASL and rainfall 450mm.

A lot of the hard work has been done, this block is ready to be taken to the next level.

Deadline Private Treaty

Plus GST (if any)

(Unless Sold Prior)

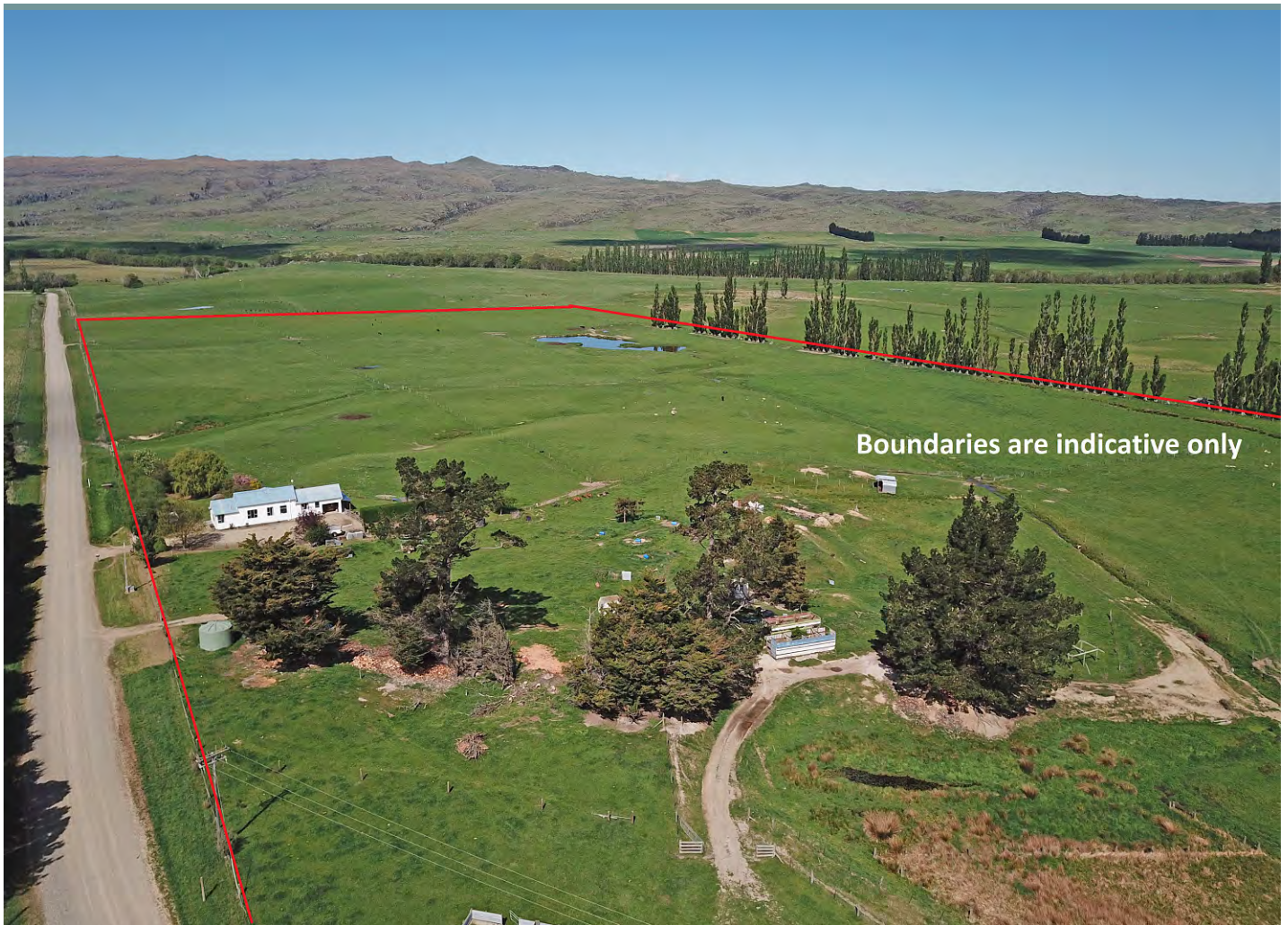
Closes 12.00pm, Thursday 21 April

www.pggwre.co.nz/DUN35835

Roger Nicolson

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MIDDLEMARCH, OTAGO 410 Ngapuna Road

3 bedrooms, 1 bathroom, 1 car

Productive Small Farm

21.2839 Hectares Freehold

Productive small farm opportunity just 7km from Middlemarch on Ngapuna Road opposite the Ngapuna Rail Trail siding.

Well subdivided into 12 paddocks by permanent fencing, running 25 - 30 bulls and 50 in lamb ewes. Tidy three bedroom weatherboard home, open plan kitchen / dining and living space, sun room, bathroom, laundry and single garage. Great opportunity to enter farming or larger lifestyle - the choice is yours!

Craig Bates

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Roger Nicolson

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Enquiries Over \$970,000

Plus GST (if any)

www.pggwre.co.nz/DUN35125

Paul Thomson

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MIDDLEMARCH, OTAGO 177 Bald Hill Road

Attadale Station

Large Strath Taieri sheep and beef property of 2,391 hectares freehold. Has undergone development programme including fencing, fertiliser and lime. Average stocking rate last three years 12,000 SU. Two homes, woolshed with covered yards, cattle yards. Second set of sheep yards plus full complement of outbuildings. The property has been utilised as winter dairy grazing in the past. Excellent opportunity to purchase a large scale sheep and beef unit. Close proximity to Dunedin city.

Roger Nicolson

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Craig Bates

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Deadline Private Treaty

Plus GST (if any)
(Unless Sold Prior)
Closes 12.00pm, Thursday 28 April

www.pggwre.co.nz/DUN35648



TAIERI PLAIN, OTAGO 411 Gladstone Road

3 2 2

Not Your Ordinary Lifestyle - 9.7 Hectares

This property is unique in many ways. The home sits on an elevated site with awesome views over the Taieri Plain. A great place to work from home. Not only do you have the perfect place to live you have two income streams, one from the green fees on the 9 hole golf course and the other from the function centre which has a commercial kitchen and capacity for 99 guests. Let your imagination run wild with the potential here!

\$2.25M

Plus GST (if any)

www.pggwre.co.nz/DUN32921

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Donna Tisdall

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TE HOUKA, SOUTH OTAGO 31 Whitiker Road

 3  1  2

Springbank

167.7548 hectares. Situated 5km from Balclutha, just off State Highway One. Quality homestead and very good supporting farm building including piggery. The property has a north east aspect with a very good balance of finishing and cropping contoured land. Presently running a Charolais cattle stud, sheep and pigs to a high level of production. Water fed by the Richardson water scheme by 11 units with on farm system up graded and on pressure pump. An opportunity to secure a mixed farming business with excellent location.

Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/BAL35350

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PARETAI, SOUTH OTAGO 799 Kaka Point Road

3 1

Paretai Dairy Unit-Motivated Vendor

142.7796 Hectares

136 hectares effective (approximately)

Situated 5km to Kaka Point and 15km to Balclutha in a summer safe location. Improvements include a 50 bail rotary shed with ACRs. Seven bay implement shed with two x three bay calf rearing sheds with enclosed runs, four bay implement/calving shed and the old cowshed used as a loafing barn along with a three bedroom home. Calving 438 cows-all DNA tested, milking 420 with budget 170,000kg MS 2021/22 season. 27 units water from the Richardsons scheme.

Brent Irving

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Dave Hardy

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\$4.25M

Plus GST (if any)

www.pggwre.co.nz/DUN34801



Family focus, and PGG Wrightson team, ensures successful move for Waimara Angus

pggwre.co.nz/INV34986 & [DUN35275](http://pggwre.co.nz/DUN35275) | Andrew Patterson M 027 434 7636, Craig Bates M 027 489 4361 & Roger Nicolson M 027 886 0618

If farming and family go together, Tom and Sally Law provide an ideal example.

They are fully family focused, and have been since before they founded their business, Waimara Angus, in 1988 on a small Te Anau property.

Their daughter Kate Pont explains.

"Mum and Dad began with eight cows. In the early days they bought five more cows each year from Te Mania into the stud.

"All the way through they have been driven to build a business that can include the whole family. Now, along with my brother Andrew, sister Becky and each of our partners we all share in the business with our parents. We all now have children, ranging in age from 12 down to four years, so nine grandchildren in nine years. All are really into the business in different ways, especially at our annual bull

sale, and we reckon at least half will end up as farmers," says Kate.

PGG Wrightson has been alongside Sally and Tom since the beginning, initially via well-known South Otago based livestock agent Roger Keach, who was aligned with PGG Wrightson at the time, advising on stud stock purchases and sales.

From its origins Waimara Angus gradually grew. In 2006 the stud moved to a new lease at Tumai, a 560 hectare coastal property in East Otago. Once again, PGG Wrightson was there, first via one of the company's real estate salespeople Alan Turner, now retired, setting up the lease, then another livestock agent Mark Yeates, at the time Palmerston based, now Area Livestock Manager in Oamaru, overseeing it.

"Alan introduced us to the owner of Tumai, our Waikouaiti lease property. Initially it was a five year lease, which ultimately extended to 16 years. It turned out to be a really important opportunity. When my husband Chris and I came home to the lease property in 2010, we purchased a 50 hectare bull unit at Goodwood, also through Alan Turner," says Kate.

By 2017 the Laws were able to purchase their own standalone block, farmed in conjunction with the lease: a 610 hectare property in Middelmarsh on the Rock and Pillar range, growing the stud to almost 200 in-calf cows as well as heifers, and selling 25 to 30 beef bulls plus yearlings every year.

They used artificial insemination from the beginning, emphasising American bulls in the early 90s to a point where their herd comprised approximately 80 per cent American genetics, before reverting back to New Zealand bloodlines, albeit incorporating overseas genetics with a proven New Zealand track record.

In the meantime Kate and Chris were working for an Italian suit making company on an Otematata farm; brother Andrew and his wife Jayne were managing a property in Lumsden, where they are still based; while sister

Becky and her husband Gene Runga were in Dunedin, Becky working as a mortgage broker and Gene as a builder.

In recent years Waimara Angus has outgrown the Middelmarsh property, and operating additional leased properties meant spending ten to 15 hours per week traveling.

"We needed to find a property with capacity for the business and the family. We looked at several in Otago, and were close with offers, though never quite managed it," says Kate.

Looking nearer to Tom and Sally's original home base, in Western Southland, though, they found an ideal option: an 823 hectare Eastern Bush farm on flat to easy contoured mostly cultivated paddock country, adjoining the Wairaki river and looking into the scenic Takitimu mountains, offered for sale by Andrew Patterson of PGG Wrightson Real Estate, Invercargill.

"It was just what we needed, particularly located around 40 minutes' drive from Andrew and Jayne on their Lumsden property. And it was just over the Takitimu range from where Sally and Tom started the business," says Kate.

However, while they were able to make an offer on the Eastern Bush farm, it was conditional on selling in Middelmarsh.

"Andrew Patterson put us in contact with Roger Nicolson and Craig Bates of PGG Wrightson Real Estate, Otago to market the Middelmarsh farm, and by working closely together, they were able to achieve what we needed. We were certainly motivated vendors: selling so we could finance the purchase of the new farm. At times it was

Without the three of them working together as a team, it wouldn't have been possible.

stressful, and without the three of them working together as a team, it wouldn't have been possible. Having them all part of the same company was essential, and between them they kept it on track, and made sure we could achieve our objective.

"After the earlier disappointments, missing out on other properties, I never thought we could pull it off. While it will be a few years before we build the business to the next level, the whole thing is evolving and we are now in a great position to further consolidate Waimara Angus, welcoming our clients to a new location at our next bull sale," she says.

PGG Wrightson Livestock is also part of the picture, with Callum McDonald continuing to look after the Laws as genetics representative for Otago and Southland, while Palmerston based Gerard Shea will pass Waimara Angus over to Otautau based Willie Swale as their PGG Wrightson commercial livestock representative when they make the 300 kilometre move.





ROXBURGH, CENTRAL OTAGO 3598 Fruitlands - Roxburgh Rd

Fairview Orchard With Thriving Shop - 20.1496 Hectares

A great opportunity on offer to own a busy Central Otago business which is long established and well known not only locally but throughout New Zealand. The large well equipped shop stocks a wide variety of local and NZ wide produce and products, real fruit ice creams and a coffee shop.

The home orchard consists of three titles and features a spacious four bedroom 1890s homestead which has been updated over the years plus numerous out buildings throughout the property. Across from Fairview is another block of 4ha which complements the business well, this is predominantly planted in cherries and has staff accommodation onsite. Enquire to find out sale options.

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Shane Turfus

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/ALE34537



ETTRICK, CENTRAL OTAGO 5104 Roxburgh - Ettrick Road

3 1

Excellent Income, Excellent Location, Excellent Opportunity

8.96 hectares. 'Ettrick Gardens', a very successful Central Otago business is seeking its new owners. A fantastic opportunity presents itself to make money and spend time with family. A wise investment in land and an essential food-producing business. The profitable turnover is a testament to its extensive and loyal customer base. This long-established business grows a superb array of fruits, berries and vegetables with minimal to no use of sprays. Run the figures, reap the rewards, and move forward with this outstanding opportunity that the long-standing vendors due to retirement are making available. Centrally located in a well-renowned area for growing quality produce.

Sally Taylor

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Shane Turfus

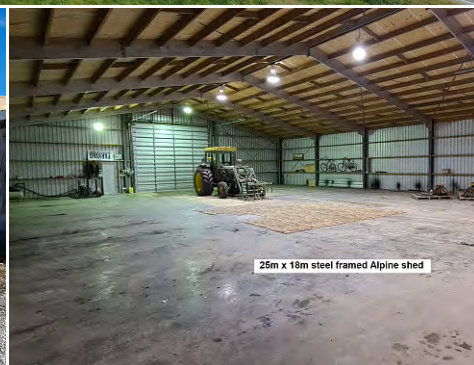
M 021 246 6383

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Price by Negotiation

Plus GST (if any)

www.pggwre.co.nz/ALE35000



GORE, SOUTHLAND 27 Mandeville Kingston Crossing Road

4 2 2

All Your Bases Covered!

Check out this fantastic opportunity to purchase a recently subdivided two hectare property with a substantial, elevated four bedroom home along with a huge selection of sheds! This property would be ideal for storing vehicles or equipment securely, starting a commercial business or as a contractors base, run a few livestock, the options are endless! To build these sheds today would be a huge cost, which makes this a bargain!

\$950,000

Plus GST (if any)

www.pggwre.co.nz/GOR35306

Derek Ayson

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THORNBURY, SOUTHLAND 176 Endowment Road

125 Year Old Grass Factory

123ha - Well located addition with options to utilise for horticulture, grain, grass production, fattening or breeding and finishing, this versatile unit is presented in first class order.

The property includes a well presented four bedroom home set in an established garden with an excellent range of farm buildings including a three stand RB woolshed, large covered yards, three bay enclosed grain or fertiliser shed plus two hay sheds and an eight bay implement shed.

Flat land with 70 hectares of Southlands premium Edendale soils, this property will be a valuable asset for the future as it has been for the Ronald family over the last 125 years.

Andrew Patterson

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\$4.25M

Plus GST (if any)

www.pggwre.co.nz/INV35886



WRIGHTS BUSH, SOUTHLAND 410 Waimatuku Bush Road

Established Dairy Grazing Unit

68 hectare well located to both Invercargill and Riverton, this very well presented dairy grazing opportunity has become available due to our vendors retiring from farming. The property contains two homes. Excellent lanes provide access to most paddocks with two independent water schemes available for stock. Covered cattle yards and a large workshop are a feature amongst the numerous buildings on the farm.

Great opportunity to purchase a high producing grazing opportunity in a desirable area with an excellent range of buildings.

Andrew Patterson

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Tender

Plus GST (if any)

Closes 1.00pm, Wednesday 13 April
232 Dee Street, Invercargill

www.pggwre.co.nz/INV35805



MENZIES FERRY, SOUTHLAND 294 Matai Road

Immaculate Lifestyle Block

8.8490ha - Well presented lifestyle block situated in a great location on tar-sealed road handy to Edendale, Wyndham and only 42km to Invercargill and 33km to Gore. Great home with pool room, office and three spacious bedrooms, sheds aplenty include a seven bay implement - hayshed, two stand woolshed, covered yards, two stables and an old milking shed.

Deadline Private Treaty

Plus GST (if any)
Closes 4.00pm, Thursday 5 May

www.pggwre.co.nz/INV35878

Robin Greer

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PINE BUSH, SOUTHLAND 988 Waimahaka Fortification Road

4 1 2

Peaceful Lifestyle

Nestled in the quiet Waimahaka Valley is this well sheltered 16.1384 hectare block with north facing four bedroom brick home with large games room and double garage, three stand woolshed, covered yards plus a six bay shed, and of course the duck pond. Well subdivided with troughs in most paddocks.

Enjoy this great place to live and farm or there is the option to lease the land to the neighbour.

Enquiries Over \$600,000

Plus GST (if any)

www.pggwre.co.nz/INV35888

Robin Greer

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KAPUKA SOUTH, SOUTHLAND 235 Waituna Lagoon Road

Large Scale Dairy Heifer Grazing Unit

529 hectare.

Control your grazing of young stock summer grazing 2,700 R1 + R2 heifers. Two comfortable spacious brick homes. Excellent lane system and water system covering entire property, two silage bunkers with concrete base and surround, under cover wintering for 900 R1 cattle with a seven million litre lined effluent pond. Pad consented to winter 1000 cows until September 2025.

\$8.5M

Plus GST (if any)

www.pggwre.co.nz/INV35584

Andrew Patterson

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Back cover image: **'Arable, Lamb Finishing and Dairy Support'** ASH35715
185 Stevens Road, Coldstream (see inside for details on this property)