

# **Retirement Village Homes for Sale**

## **Pricing Analysis**

Median advertised price over a six-month moving period

Updated to March 2025

Market Analysis

# Tracking the Market: Listing Price Trends for Retirement Village Homes

This pricing analysis provides an overview of advertised prices for retirement village homes listed on Village Guide across New Zealand, updated to March 2025. It focuses on new listings from licensed retirement villages under the Retirement Villages Act 2003, excluding category and re-listings to ensure accuracy.

Drawing on a robust dataset of over 500 new listings, the analysis tracks median prices over a six-month moving period to provide a reliable view of market trends across property types and regions. With the Golden Triangle continuing to dominate listing volumes and two-bedroom homes making up the majority of listings, the insights reveal where prices are holding and softening.

## Top 5 Key Insights



### National Median Price Holds Steady

The median advertised price for ORA retirement village homes across New Zealand was \$691,000 in the six months to March 2025 - a marginal 0.1% increase year-on-year, though down from a peak of \$718,000 in October 2024.



### Price Drop in Two-Bedroom Villas

In the Golden Triangle, this segment dropped 13.4% in just seven months, from \$865,000 in September 2024 to \$749,000 in March 2025 - the steepest fall across all categories.



### Sharpest Decline in Golden Triangle

Covering Auckland, Waikato (excluding Taupō), and Bay of Plenty (excluding Rotorua), the Golden Triangle's median price dropped 4.5% year-on-year to \$737,000 and is now 8.5% below its September 2024 peak.



### Surge in Listings Volume

Across all categories, 512 new listings were recorded in the six months to March 2025 - a 30% increase on the previous year, reinforcing Village Guide's position as the leading national source for retirement village listings.

# All New Zealand ORA Village Guide Listings

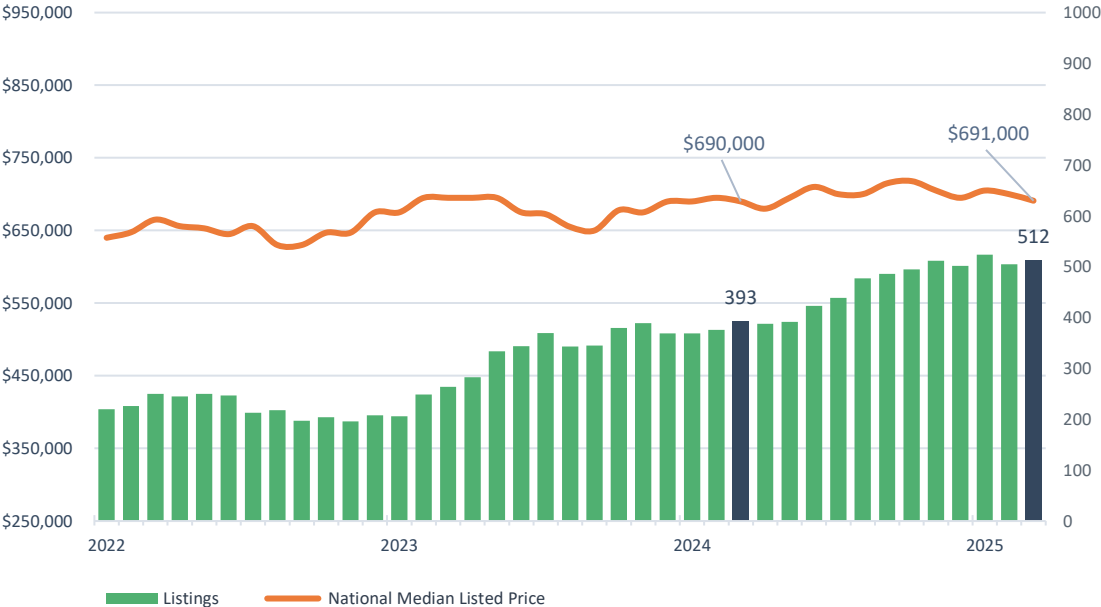
## Median price for the six-month moving period

The median advertised price for homes across New Zealand in the six months to March 2025 was **\$691,000**.

This is an **8%** increase over the past three years but represents a softening in prices since the October 2024 peak of **\$718,000**.

Advertised listings on Village Guide continue to grow, with 512 homes listed in the same six-month period to March 2025.

March 2025: 0.1% increase year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

# Regional Analysis

# Golden Triangle ORA Village Guide Listings

## Median price for the six-month moving period

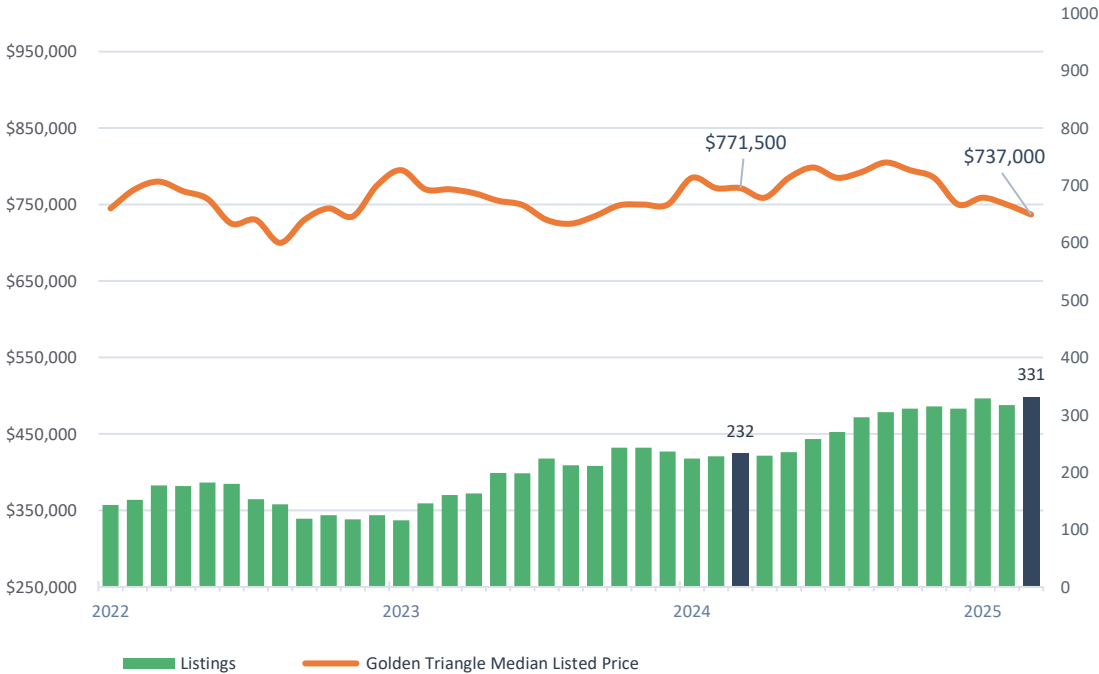
The Golden Triangle of Auckland, Waikato (excluding Taupō), and Bay of Plenty (excluding Rotorua), represents over **60%** of all advertised ORA retirement village homes listed on Village Guide.

The median listing price in the six months to March 2025 was **\$737,000**, representing a **4.5% decrease** compared to the same period in the previous year.

Since reaching a peak of **\$805,000** in September 2024, the median price has declined by **8.5%**.

Compared to three years ago, the median advertised price is also down **5.5%**.

March 2025: 4.5% decrease year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

# Auckland ORA Village Guide Listings

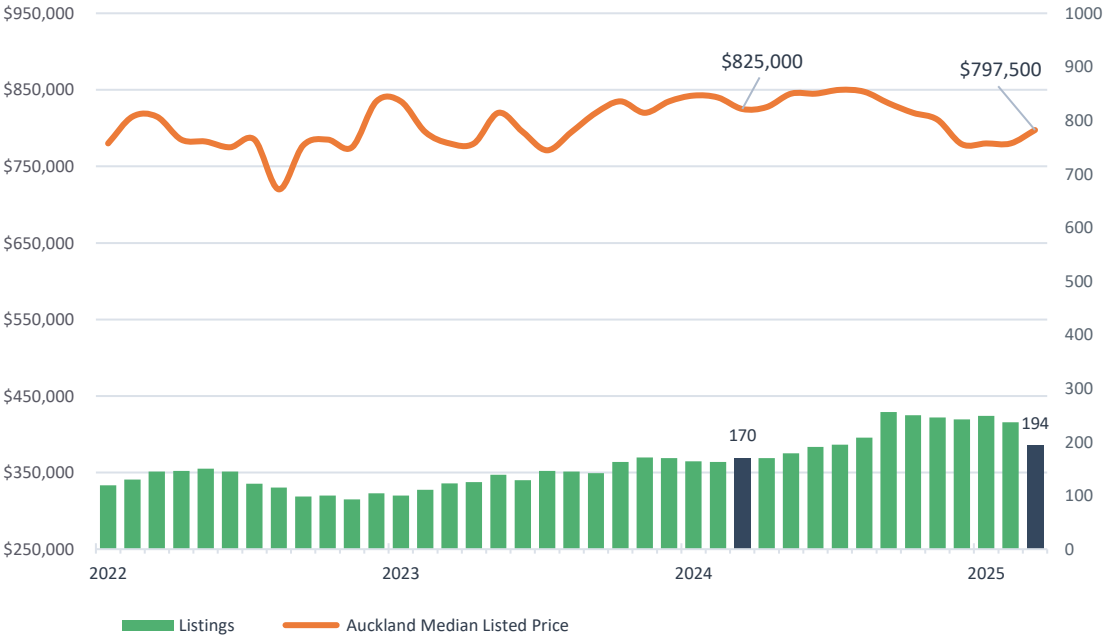
## Median price for the six-month moving period

Advertised prices for listings in Auckland were down **3.3%** compared to a year ago, with a median price of **\$797,500**.

Since peaking at **\$850,000** in July 2024, the median price has declined by **6.2%**, although there has been some strengthening over the past three months.

Compared to three years ago, the current advertised price is down **2.1%**.

March 2025: 3.3% decrease year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

# Category Analysis



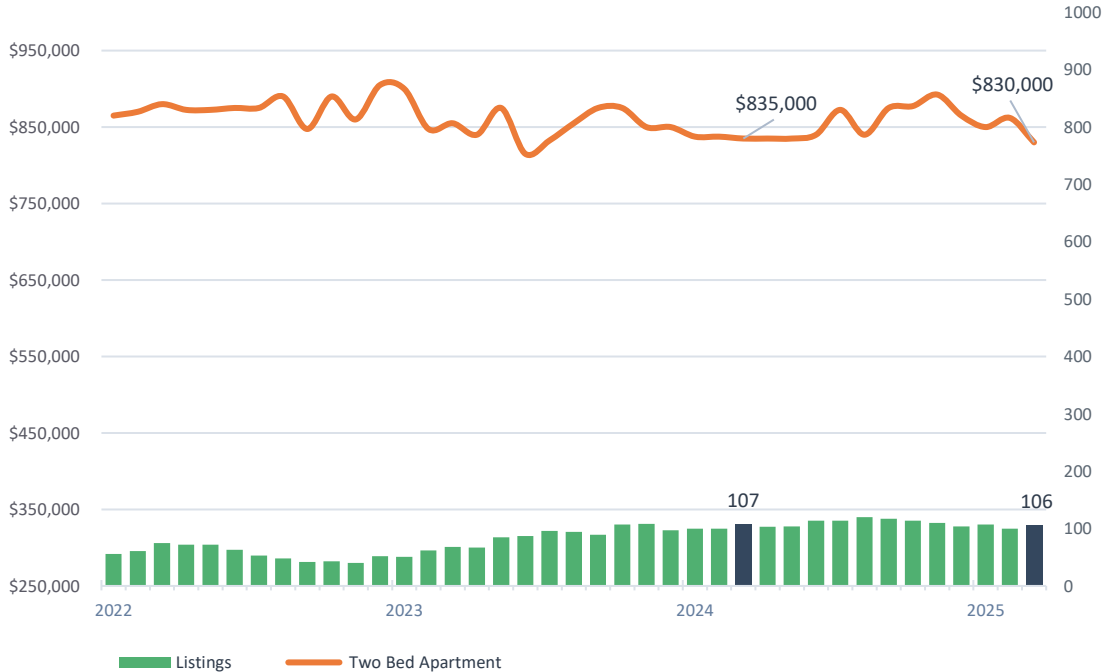
# Two Bedroom Apartment ORA Village Guide Listings

## Median price for the six-month moving period

Advertised prices for two-bedroom apartments have edged down to **\$830,000**, representing a **0.6%** decrease compared to a year ago.

Over the past three years, prices have remained steady at around **\$850,000**, with a consistent flow of new listings.

March 2025: 0.6% decrease year-on-year



## Two Bedroom Villas & Townhouses ORA Village Guide Listings

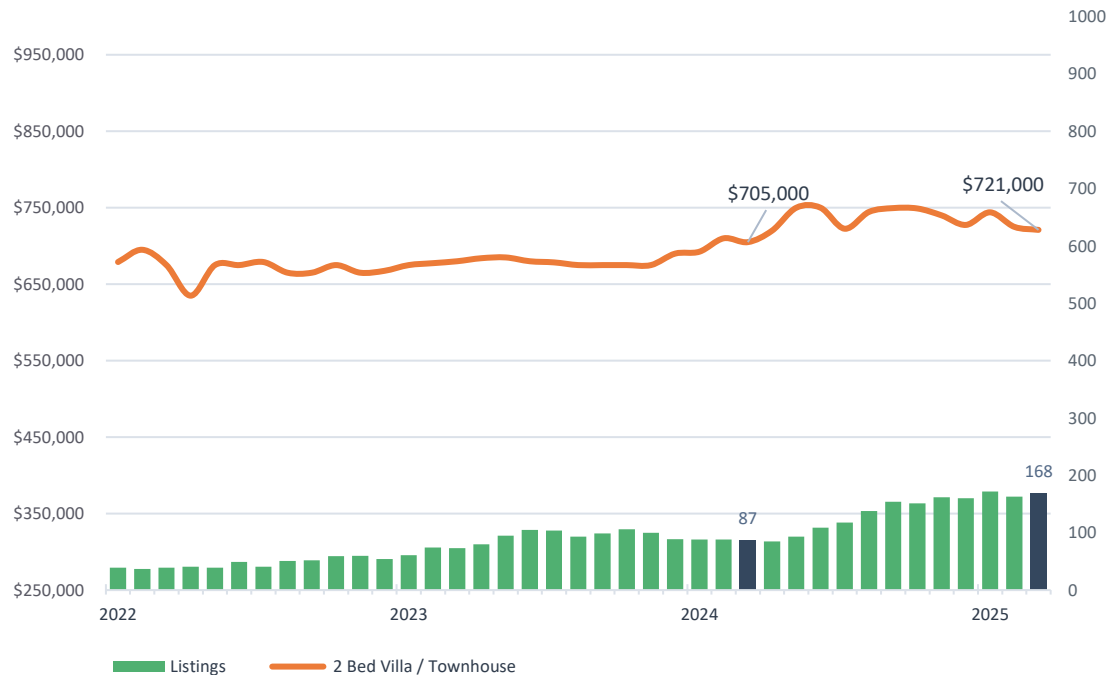
### Median price for the six-month moving period

Advertised prices for two-bedroom villa and townhouses rose **2.3%** compared to a year ago, reaching **\$721,000**.

Prices have shown a slight easing since peaking at **\$750,000** in late 2024.

This category remains the most numerous, with over 325 new listings in the past year, providing a robust data set.

March 2025: 2.3% increase year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

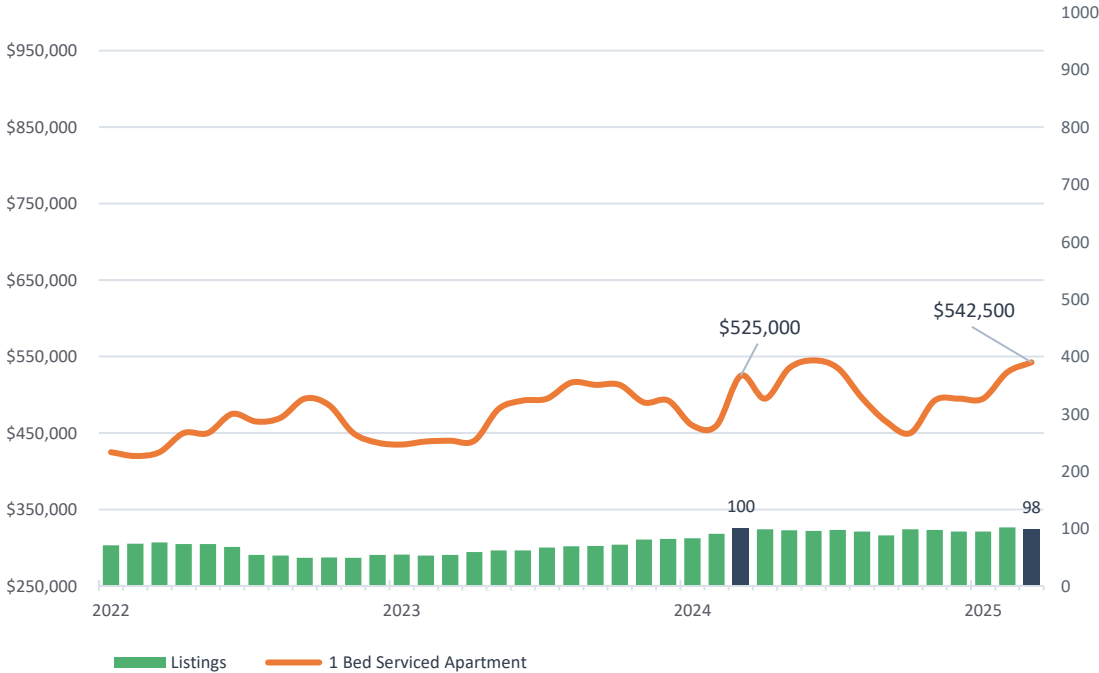
# One Bedroom Serviced Apartment ORA Village Guide Listings

## Median price for the six-month moving period

Advertised prices for one-bedroom serviced apartments were up **3.3%** compared to a year ago, reaching **\$542,500**.

Prices have shown a recovery after declining through mid-2024, reaching a low of **\$450,000** in October before rallying at the end of the year.

March 2025: 3.3% increase year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

# Two Bedroom Homes

With two-bedroom home making up over half of all advertised listings on Village Guide, it's important to analyse regional trends in this category.

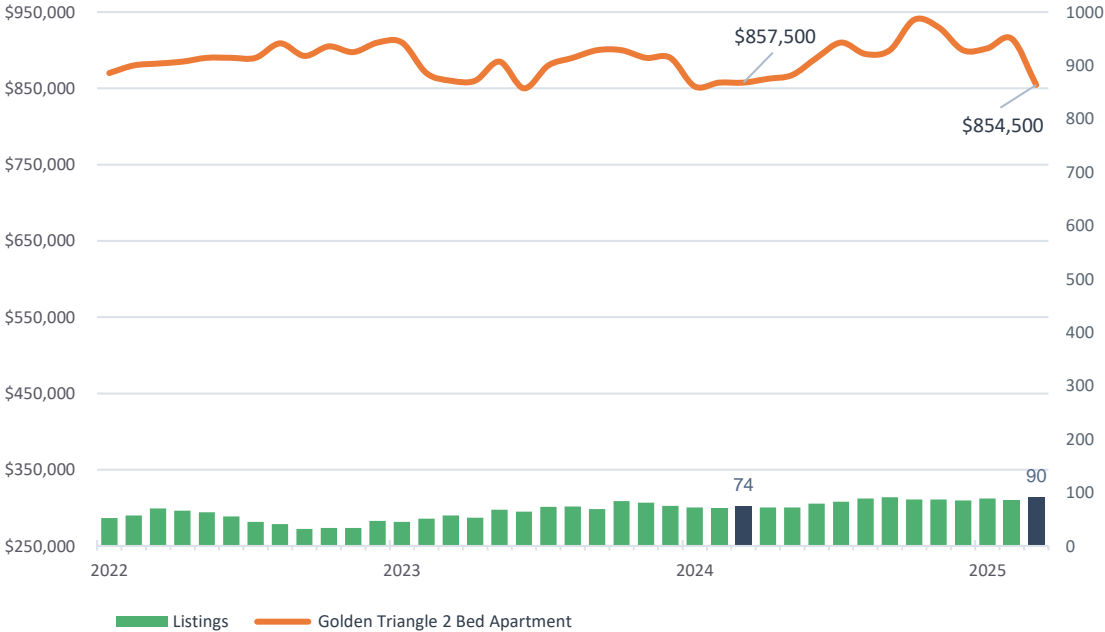
# Golden Triangle Two Bedroom Apartments

## Median price for the six-month moving period

For two-bedroom apartments in the Golden Triangle, the median advertised price edged down to **\$854,500**, reversing the increases seen during 2024 and leaving it **0.3%** lower compared to a year ago.

The peak was recorded in October 2024 at **\$940,000**. Since then, prices have fallen by **9.1%**.

March 2025: 0.3% decrease year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

## Golden Triangle Two Bedroom Villas and Townhouses

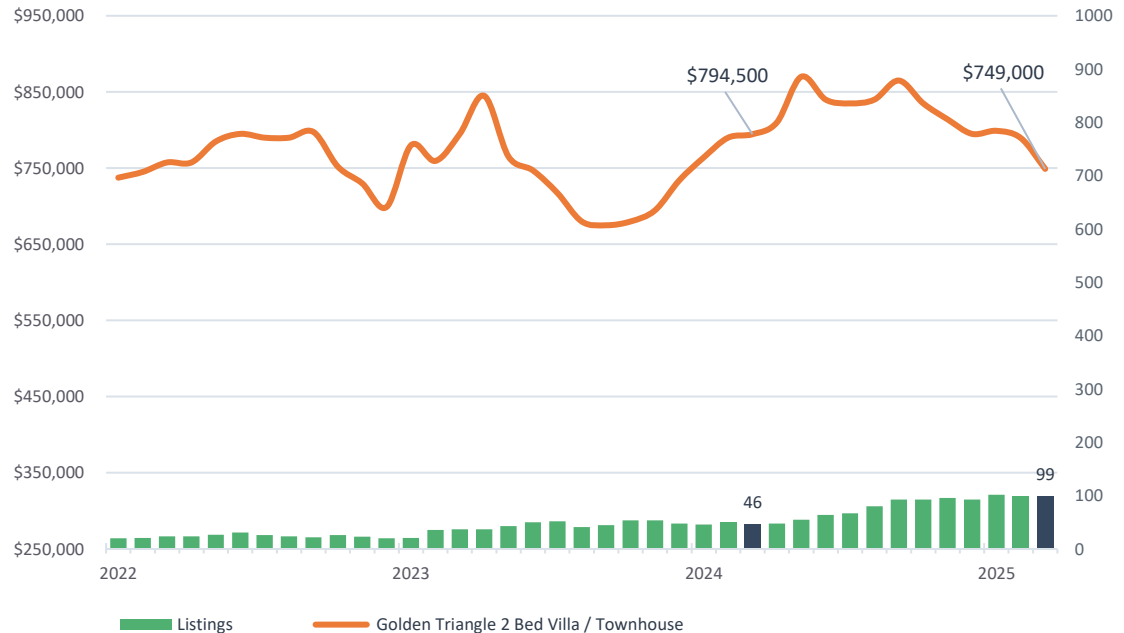
### Median price for the six-month moving period

The median advertised price in March for two-bedroom villas & townhouses across the Golden Triangle **was \$749,000**, continuing a decline from the peak in September last year, when prices reached **\$865,000**.

While the March figure is down **5.7%** year-on-year, the drop from the peak represents a more significant **13.4%** decline over seven months.

Two-bedroom villas and townhouses are a core segment of the region, with over 190 listings advertised in the past year.

March 2025: 5.7% decrease year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

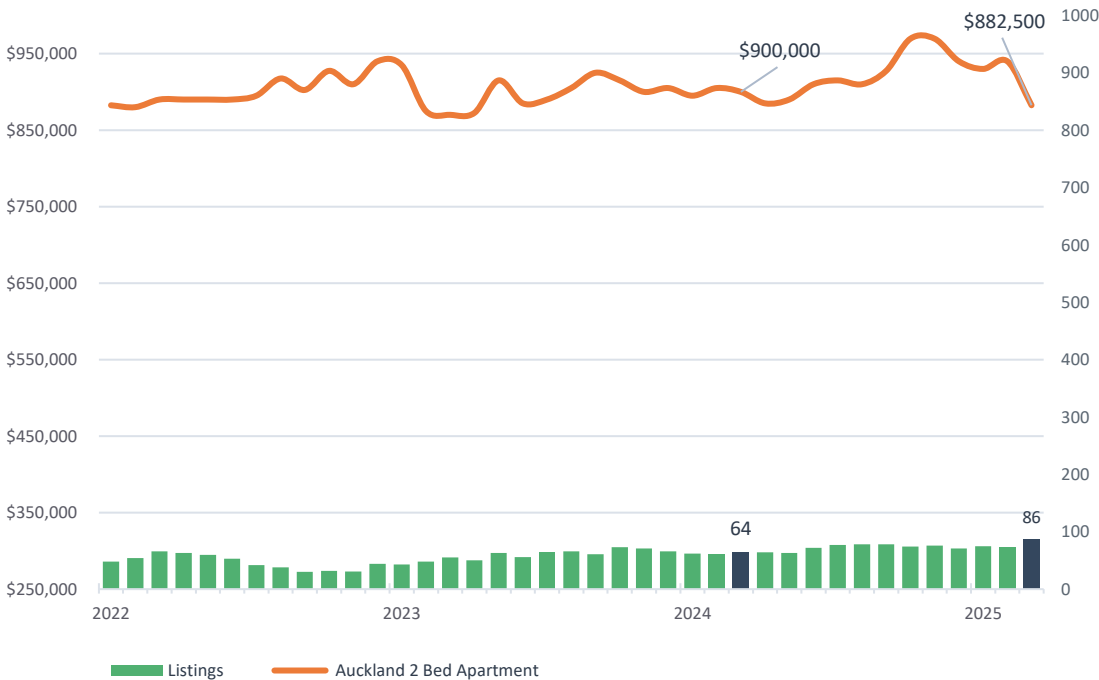
# Auckland Two Bedroom Apartments

## Median price for the six-month moving period

The Auckland market has twice as many apartment listings as standalone villas, making the apartment market a key indicator of regional trends.

The median price for two-bedroom apartments in Auckland decreased significantly to **\$882,500**, representing a **1.9%** drop compared to a year ago. However, since peaking in November last year at **\$969,500**, the March figure reflects a **9%** decline.

March 2025: 1.9% decrease year-on-year



Listings added to Village Guide | Median advertised price using 6 month moving period

# About the Data Set



# This analysis is based on the following criteria:

- The median price over a six-month moving period is used for each data point.
- Listings are from retirement villages licensed under the Retirement Villages Act 2003.
- All village types are included – national groups, regional operators, independents, and lifestyle villages (where licensed under the Act).
- Only new listings are included; re-listings are excluded.
- Only listings with a displayed price are included.
- Category listings with 'starting from' prices are excluded.



In the most recent 12-month period, 204 of the 460 licensed villages in New Zealand listed at least one property on Village Guide.

**The Top 6 operators accounted for 74% of these villages.**