

# BNZ Weekly Overview

15 July 2010

## Mission Statement

To help Kiwi businesspeople and householders make informed financial decisions by discussing the economy and its implications in a language they can understand.

### In this week's issue....

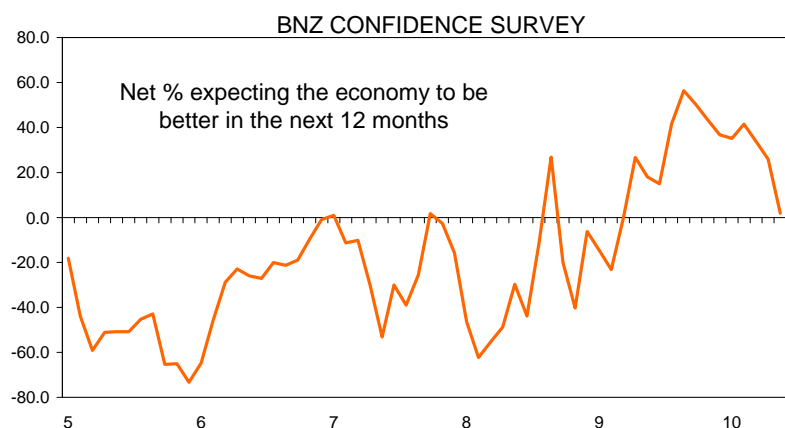
<b>Data Show Muted Economy</b>	<b>1</b>	<b>Housing Market Update</b>	<b>6</b>
<b>Interest Rates</b>	<b>3</b>	<b>FX - Foreign Economies</b>	<b>10</b>

The Weekly Overview is written by Tony Alexander. The views expressed are my own and do not purport to represent the views of the BNZ. To receive the Weekly Overview each Thursday night email me at [tony.alexander@bnz.co.nz](mailto:tony.alexander@bnz.co.nz) with 'Subscribe' in the Subject line.

## Data Show Muted Economy

This week we have learnt that in line with our own warnings and the feelings of many people out there the recovery in the New Zealand economy is proving to be a very lacklustre affair which is leaving many people scratching their heads wondering if this is as good as it gets.

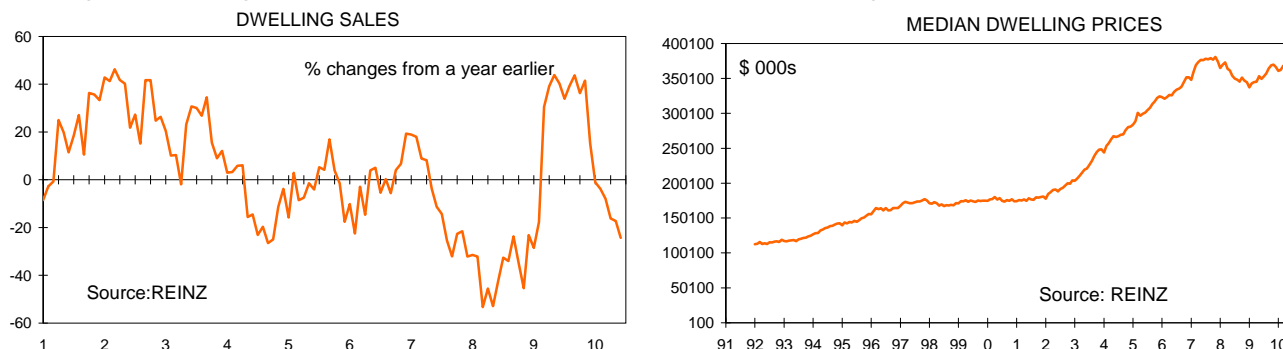
First we have the results of our monthly confidence survey released on Monday night. They show that only a net 2% of respondents feel the economy will get better over the coming year. This was down from the June result of a net 26% positive and well off September's fairly ridiculous level of +56%. Importantly when looking through the many comments submitted by respondents we find over-whelmingly negative comments including from two groups who have traditionally said that things are generally not too evil – the legal and accounting professions.



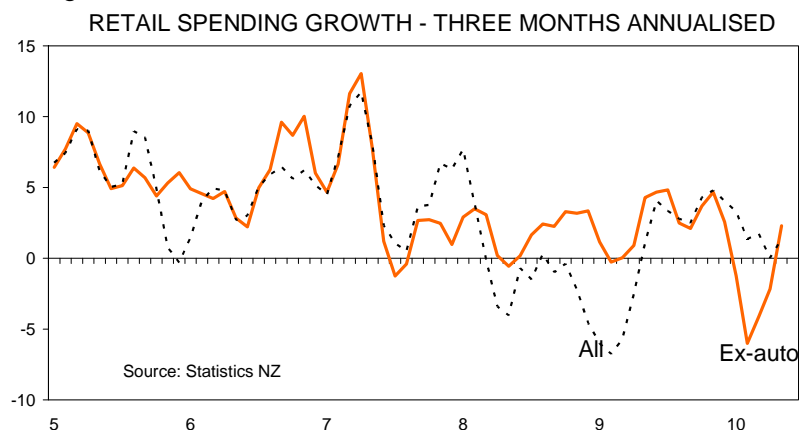
Our interpretation of the survey results is that businesses across many sectors feel the recovery is not as good as they had been expecting or hoping. However at the same time we can see labour demand picking up in many places and one suspects that in those industries where things are going well people are keeping quiet – perhaps as one emailer this week suggested trying to send a signal to the Reserve Bank that it would be good to keep interest rates low for longer.

Secondly we could see weakness in the housing market continuing in the monthly report from REINZ. Dwelling sales in June were the second lowest in the month since our records started in 1988. On average properties were sitting on the market a tad longer in the month as well.

But consistent with our long running view there is still minimal downward pressure on prices with the average sales price actually up 0.6% in the month. There is zero evidence of investors offloading properties, but the level of uncertainty out there says to us that the housing market is going to remain very subdued in turnover terms for quite a while longer before the growing awareness of inadequate construction of new dwellings (plus rising construction costs) pushes prices back upward again next year.



Thirdly we had yesterday's retail sales numbers for May. Core retail spending in seasonally adjusted terms fell 0.2% which was much worse than the rise over 0.5% expected by forecasters. The decline followed a fall of 0.1% in April and shows that over the three months to May core retail spending grew at an annualised rate of just 2.3% after falling 6% three months earlier.



The best one can say we think is that there is no growth in retail spending and this would seem to gel with the fairly negative comments submitted by retailers in our survey.

All up the data received continue to show an economy struggling to find its legs this recovery and we put a lot of this down to simple nervousness about what is happening around the world, cost pressures on families, plus maybe – just maybe – a many decades-long overdue change in Kiwi household behaviour away from borrowing to saving.

Actually we will believe there has been a change in our dissaving behaviour only if things stay roughly this way for the next five years. It is still possible the debt demand adjustment is just a temporary thing and as the labour market improves people will borrow a lot more again. We shall see.

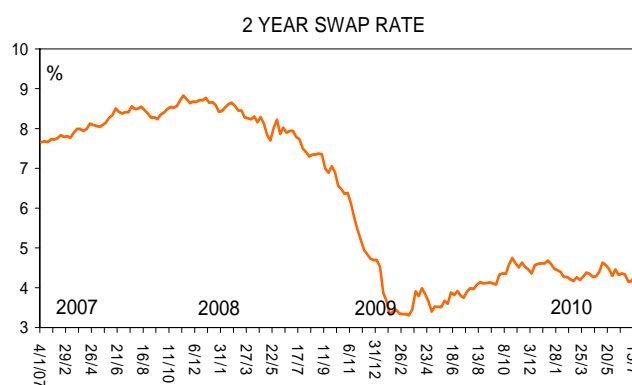
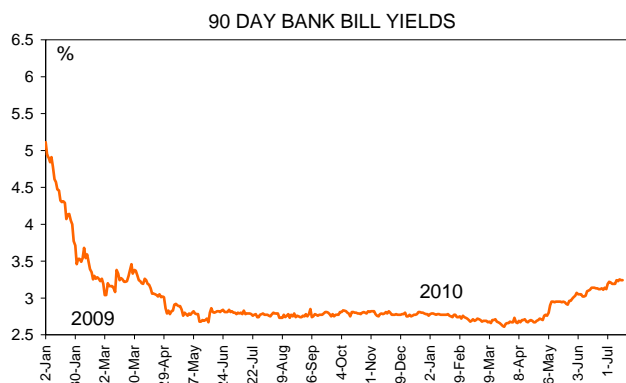
Do the data this week mean the Reserve Bank should stop raising interest rates? No. people must remember that they are taking the official cash rate away from a 2.5% level put in place as New Zealand's contribution to a global fight against a Depression scenario which disappeared off the forecast boards last year. In addition the RB has a good opportunity to promote a structural lift in household savings by raising the cost to us of borrowing before we even think about getting more of someone else's money from the bank.

Thirdly they are right to have a good look at inflation two years from now when the lack of business capital spending will have produced some potentially severe low productivity levels and therefore extra cost increases. And finally there is a need to get interest rates up just in case the world economy does tumble

back down again and it is this factor which strongly occupies the minds of central banks overseas. They want to raise their rates to create buffers in case a new bad scenario comes along and they can then cut them again. They know that if such a scenario occurs before they have raised rates then they could end up stuck with as ineffective a monetary policy as Japan has been stuck with for a couple of decades now. Add to that the inability of governments to use fiscal policy again if the stuff hits the fan and one conclude that in many ways the world economy is now more vulnerable to a shock scenario than was the case 2 – 3 years ago.

## INTEREST RATES

With things interpreted as looking a tad less worrying for the moment offshore (sharemarkets up, risky currencies appreciating) interest rates have crept a tad higher. For instance the two year swap rate has edged up to around 4.32% from 4.17% last week, 4.15% two weeks ago, and 4.33% three weeks ago. Our expectation is that the trend for swap rates and bill yields will be upward for the coming 1-2 years though the path will be very erratic and for borrowers will on occasion throw up some opportunities such as we currently have with some fixed rates.



### Key Forecasts

- Tightening through to mid-2012.

#### FINANCIAL MARKETS DATA

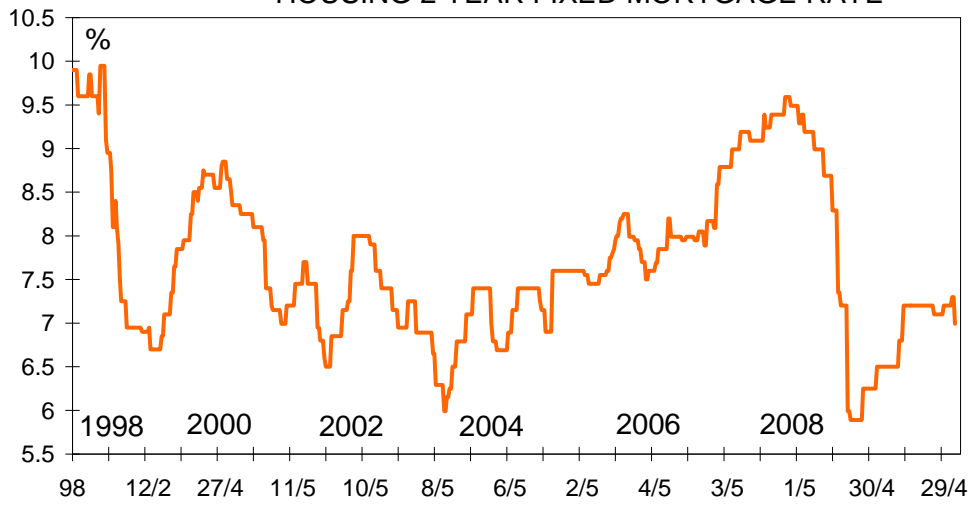
	<b>This week</b>	<b>Week ago</b>	<b>4 wks ago</b>	<b>3 months ago</b>	<b>Yr ago</b>	<b>10 yr average</b>
Official Cash Rate	2.75%	2.75	2.50	2.50	2.50	5.9
90-day bank bill	3.19%	3.19	3.02	2.69	2.80	6.2
1 year swap	3.87%	3.75	3.83	3.49	3.13	6.3
5 year swap	4.96%	4.90	5.13	5.30	5.40	6.6
180-day term depo	4.10%*	4.90	4.80	4.90	3.15	6.0
Five year term depo	6.75%	6.75	6.75	6.75	6.00	6.5

\* 150 days = 5%

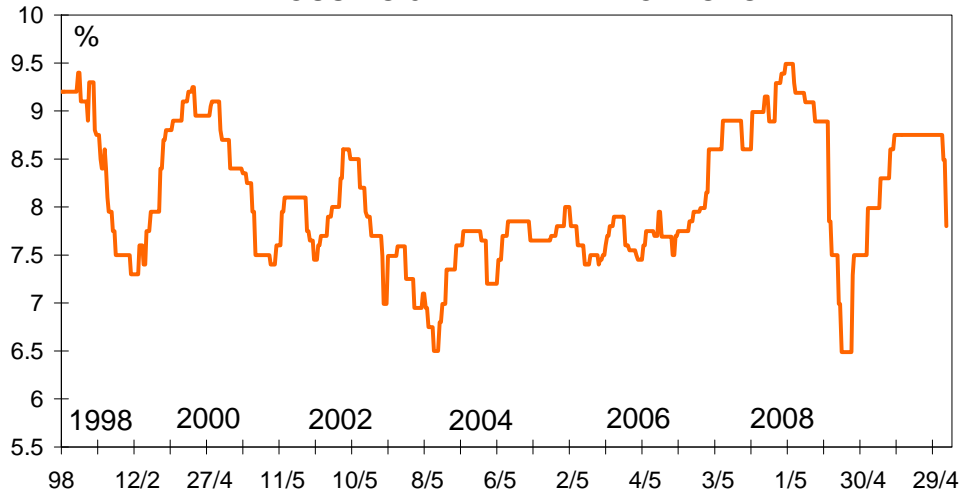
### If I Were a Borrower What Would I Do?

We wrote untold here last week and have nothing new to offer this week. The RB would have to pause in their tightening cycle for a year to make one worse off fixing two or three years than floating at the moment. So I'd veer marginally toward fixing (probably three years) but most people won't. That is because fixing at the moment involves locking in a rate well above current floating rates, and many people don't believe the RB will keep raising rates in light of weak data. Also maybe one can hold off a few weeks staying on the low floating rate hoping to jump into a fixed rate just before it rises. Good luck because we don't really know how long the round of fixed rate cuts last week will be sustained. Watch the rising swap rates.

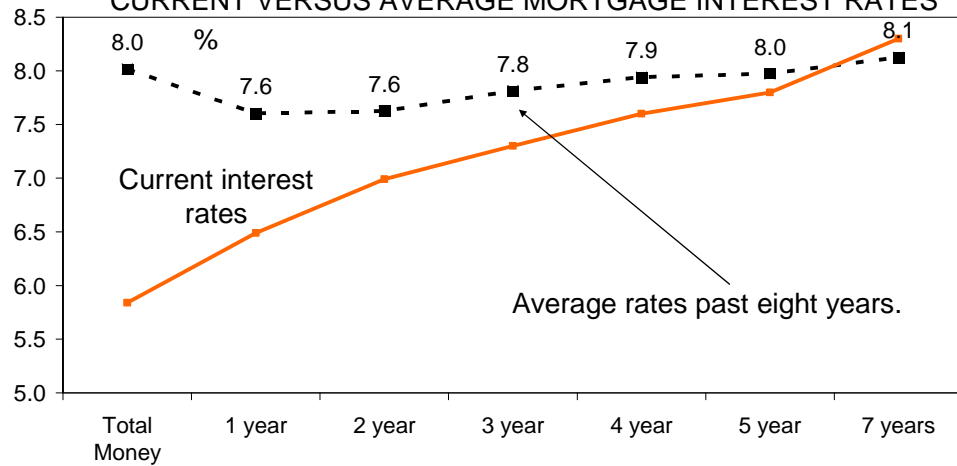
HOUSING 2 YEAR FIXED MORTGAGE RATE

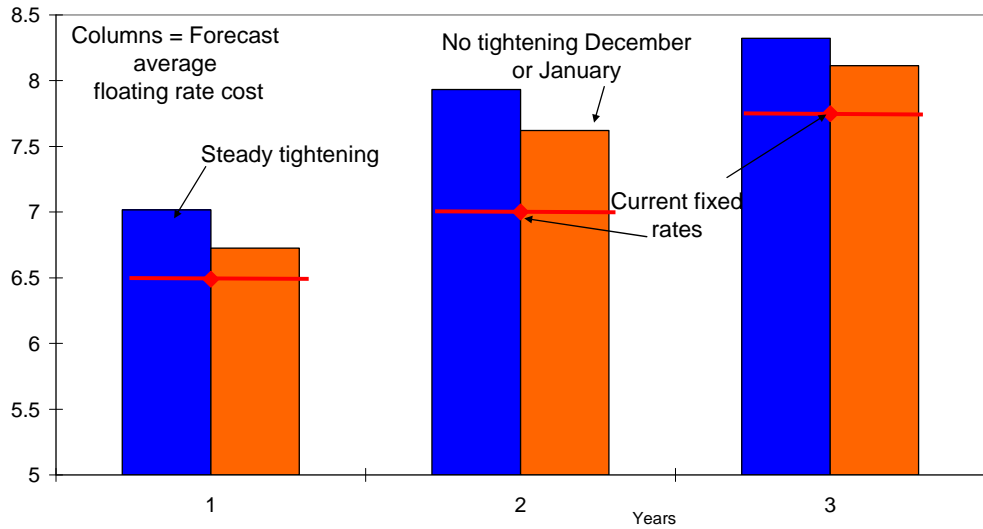


HOUSING 5 YEAR FIXED MORTGAGE RATE

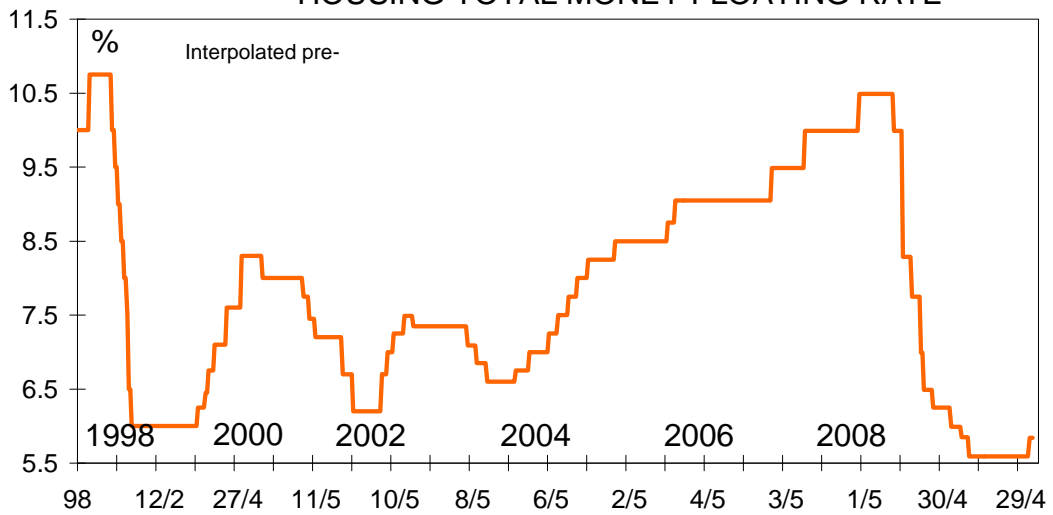


CURRENT VERSUS AVERAGE MORTGAGE INTEREST RATES



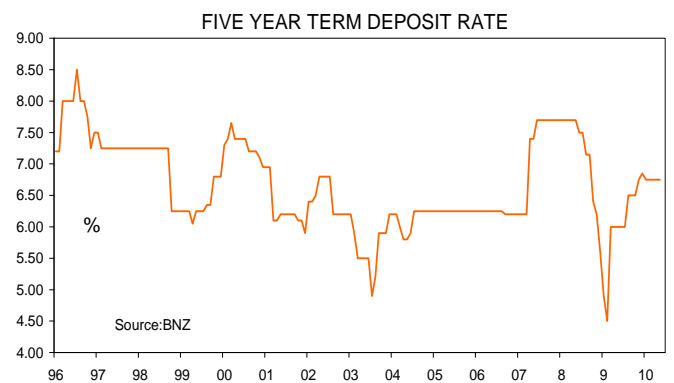
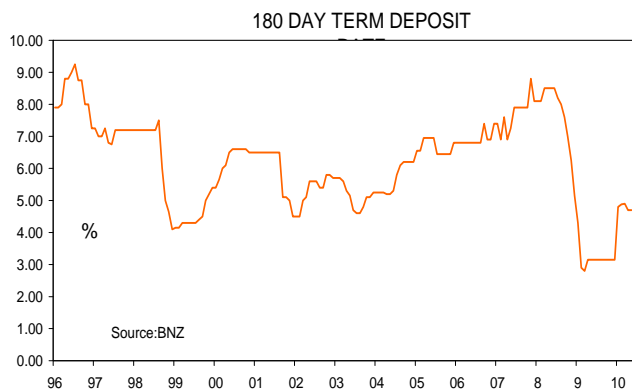


HOUSING TOTAL MONEY FLOATING RATE



**If I Were a Term Deposit Investor What Would I Do?**

Keep an eye out for some attractive short term specials. I would be inclined to put some funds out long term but personally am keeping the bulk short looking to ride the short end of the curve upward and hoping for better long term rates further out. Hoping.



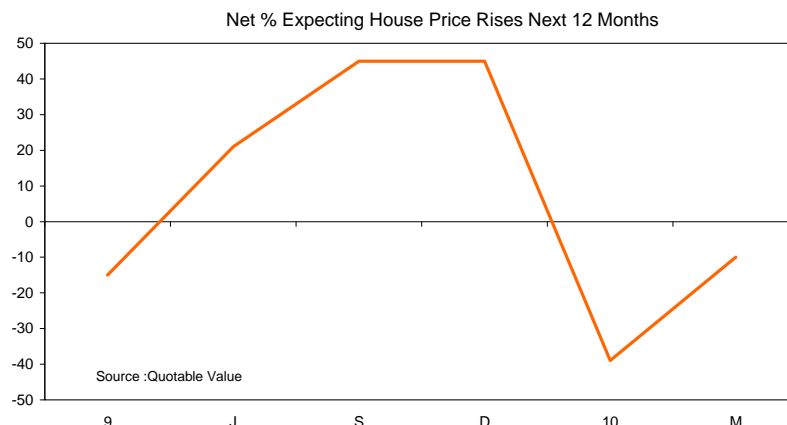
# HOUSING MARKET UPDATE

## Market Going Nowhere

Last Thursday night we ran our monthly survey of Weekly Overview readers and sent the results out on Monday night. With respect to housing they showed that vendors are only selling if they have to and most are not willing to cut prices for a quick sale. Buyers know they have the power and are taking their time. But listings are becoming in short supply with no evidence of a rush of investors offloading their properties. In fact we have evidence of this absence as it were not just from our survey, and not just from the Barfoot and Thompson Auckland data last week showing a large fall in fresh listings in June. We also have results of a special survey conducted by Quotable Value New Zealand.

Key results of the QVNZ survey are as follows.

- A net 10% in June expected house prices to fall over the coming year, down from a net 39% expecting falls in the March survey. In other words price expectations have improved.
- A net 31% think it is a good time to buy from 23% in March.
- Only 8% of investors say they intend selling, 12% intend buying, and 8% intend selling then rebuying.



It is actually hard to figure out exactly what these numbers mean because this is the first time QVNZ have asked specific investment market questions in their very short running survey. But the results do seem to gel with the other indicators suggesting no flood of sellers.

For the record here are the housing responses we received in our monthly survey for those who didn't get around to reading them in the survey results released earlier this week.

- Real Estate Sales in Queenstown are very soft
- Auckland ,Eastern Beaches - Dearth of listings but some excellent sales values being achieved , especially in low and high ranges, middle suffering. Sales tend to be one off, we are not seeing the chains so volumes are low. Buyers easily deterred so property not permitted/passing building inspections etc are falling or not attracting offers. Harder than I have seen it in quite some time
- Real estate in the eastern Bay of Plenty. Very slow, having two consecutive bad months for low sales volumes. Owners not selling rather than selling at greatly reduced prices.
- Real estate Queenstown. Slightly more enquiry (from diabolical last 18 months) particularly from Australians on holiday. Apartment sales not in management picking up.
- Residential Real Estate Eastern suburbs Auckland - market tough, both buyers and sellers aggressive, everyone seems stressed at the moment. Sellers will not go on the market until they find what they want to buy, problem is there is nothing much available to buy !! Demand still high while supply still low
- Real Estate, Apartments Wellington City. Total crisis time for the apartment market with values collapsing, big money being lost, tenants cannot be found etc, etc. Total over supply of both apartments for sale and rent and many owners/landlords not willing to meet the market reality. Some big losses

likely - probably a 25% value drop ahead at this rate or bigger drop if even more apartments are constructed. People who purchased in Soho off plans have lost on average \$50,000 per apartment.

- Real Estate - Central Auckland suburbs. Phones ringing more frequently since the banks slashed long term fixed interest rates. In the central suburbs within 7 to 9kms of the CBD there are simply not enough family homes currently available to meet the strong buyer demand - most homes getting multiple offers and strong bidding in the auction rooms this past week. Very low level of new listings coming onto the market over the last 6 weeks and as a result sellers are achieving great prices.
- Real Estate - Eastern Beaches. All of a sudden there are twelve properties on the market in our street. One month ago there were five. Seven of the twelve are owned by investors, three are owners and two are developers. One of the investor owned properties has sold for about \$30,000 less than what others on the market are/were hoping for. So that's what the market is doing in our street!
- Real Estate, Christchurch. Slow but steady. Some properties are still selling but they have to be something special, or the price has to be sharp.
- Real Estate Johnsonville: Still quiet with buyers taking a while to make decisions. There are new buyers coming to the market including one or two investment buyers. Listings are slow to come in. This months listings are next months sales so possibly remain the same for a while but ultimately will improve towards spring and Summer.
- I work in the Real Estate industry in Hawkes Bay. Residential property has been "patchy" all year, with a slight increase in interest from both buyers and sellers within the past couple of weeks. There are plenty of buyers out there and if there is a shortage of housing due to lower levels of construction, I believe this will mitigate price drops and increase demand for houses. In the regions I believe, we are the last to go into recession and the last to come out.
- Holiday Home Real Estate - has been poor for last 24 months, first sale this year this month.
- Real estate Auckland Eastern Suburbs - flat lining
- Real Estate. Well priced, well presented properties are still selling well. Winter doesn't encourage the sellers and yet there are a number of buyers who simply cannot find what they want.
- Residential real estate Ponsonby. Listing numbers are down as vendors don't have the confidence to trade upwards as they'd do if the confidence levels were high. Good properties are being competed for by purchasers so prices remain very firm- for good properties. Properties with "issues" are languishing unsold or are being discounted heavily.
- Real Estate - Residential and lifestyle, Christchurch, winter has seen quite a drop off in sales and interest. Good homes in good areas still attract good buyer interest and results in the \$500-800,000 range. Old homes in average-poor areas that have in the past been the domain of investors are dreadful. Little or no demand for development land in the inner-city. Overall sales appear to be down dramatically even from two months ago.
- My real estate company in Hamilton is seeing a very depressed sales market. In Hamilton on 2009 sales for the 1st 6 months of that year averaged 230 for the city - this year 2010 they are averaging 165 for the same six month period.
- Real Estate- Waiheke Island It is worse now than any time in the last 2.5 years and prices are falling for those who want to sell. Listings also falling.
- Residential Real Estate in Kerikeri is still very slow. Buyers are being very particular and are looking in some cases as including "swaps" in their offers
- Residential Real Estate Napier the market continues to be slow but this week has seen some movement with multi offers on properties.
- Real estate Queenstown... hugely improved, with buyers making decisions, and in many cases fast decisions at that. Mostly offshore buyers, Kiwis still tending to procrastinate. No market for managed apartments as yet.
- Real Estate - Slow at present, room for improvement next 12 months
- Very slow, general apathy out there in the real estate sector in the bay of Plenty, plenty of empty commercial space and more coming, house sales volume lowest in 20 years ,local body authorities lifting rates by 10% equates to 450% increase in rates in the last 15 years, councils out of control, these are recessionary times, talk to retailers, solicitors etc.
- Investment Property. Some astute investors are buying properties obviously below value but in the lower price ranges. Many would be investors are still sitting on their hands waiting for better economic and employment certainty.

## BNZ WEEKLY OVERVIEW

- Residential real estate Howick/Pakuranga - Mid winter & school holidays are usually quiet but we're quieter than usual! A reasonable number of sellers looking to sell but many not prepared to meet the market so consequently many properties just sitting on the market; some buyers unrealistic also. No sign yet of investors selling off because of the budget.
- Property lending and investment After a noticeable pickup last 2009 buyers have retreated awaiting the budget and concerns over rising interest rates. Buyer confidence is yet to return
- Real estate not good number of sales down listings down people unsure
- Real estate sales flat to falling
- Real Estate - very quiet at present with few sales happening but once we get through winter I would expect things will lift. Listings are a little harder to get as well
- Residential Real Estate Central Otago - steady with no signs of things picking up any time soon. Vendors starting to get more realistic
- The property investment market is a buyers market.
- Real Estate. Slow start to month but large numbers of international visitors have bolstered inquiry which will lead to sales eventually. First home buyers have disappeared and replaced with buyers in the 700-1m bracket. Shortage of good stock is hampering sales.
- Residential housing (Wellington) Some houses selling quickly others hang round. Cost of building materials i.e. timber, steel, concrete rising and rising leading to more expensive building costs.
- Residential Real Estate Christchurch ,we are a lot busier than we were .Doing a lot more appraisals .Still very difficult to get purchasers on paper, but this will gradually become easier as vendor expectations drop back more in line with the market conditions .Our sales were up for June and July is looking ok also, but we are no-where at the levels we were at during 2007/2008.
- Real Estate Apartment Sales in AKL CBD Less Stock, Less Buyers, Typical School Holiday Winter Slowdown. Well presented plus 50sqm properties selling at a premium, ex conrad "shoebox"37-41sqm 2brms popular showing 8-9% net.
- Residential Real Estate - Hawkes Bay (Hastings / Havelock North) Sales volumes are still generally low for time of year (about 60% of norm for previous "pre crisis" years). Activity levels are definitely up in the past 3 weeks, after 2-3 very slow months prior. Still largely a "buyers" market, but the right houses will attract multiple party interest and achieve premium prices.
- Very flat in the real estate sector here on the North Shore, Auckland.
- Residential real estate in Auckland pretty quiet
- Residential Real estate Wellington. Market weakening. Buyers very slow. Limited stock. May be winter/school holidays, but weak.
- Real Estate Residential. Auckland Eastern Suburbs. June another good month and up 20% on June 09. The Auckland or national trend does not always reflect the micro picture. Still plenty of good buyers, but we now face a listing shortage. This is a normal winter trend and supply will increase again come September.
- Real Estate - vendors are still not accepting the drop in values. our office competes against 2 other companies - prior to the recession we all sold 20 + properties a month -not bad for a small town we now fight over 8 - 10 sales per month between us.
- Very few listings, buyers are reluctant to commit, even if represents a good buy, buyers are looking for pain. One specific high end buyer (\$7m) said "I am surprised that there is not more pain being shown in the market at the high end". Global picture of major concern to most of the clients that I deal with
- Real Estate - reduced listings as people hunker down for difficult period ahead. Vendors unwilling to reduce their price expectations at present. Buyers are selective and are in no rush to sign.

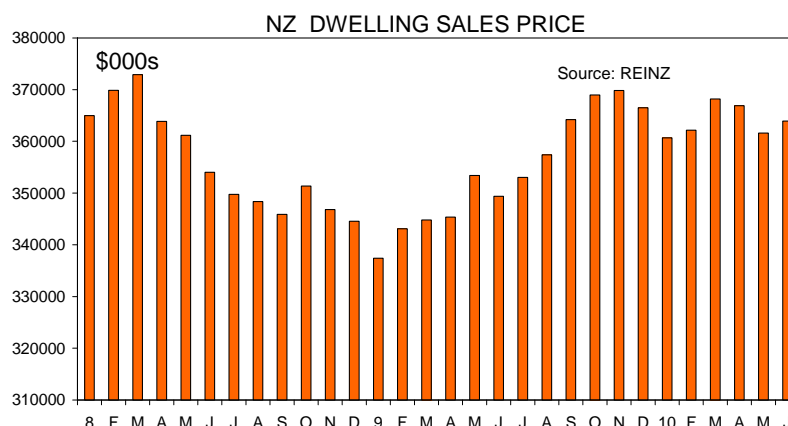
### Monthly REINZ Data

Yesterday REINZ released their nationwide housing numbers for June and they show things chugging along at weakish levels but with no great evidence of fresh deterioration. In June there were 4,575 dwellings sold around the country. This was a decrease of 24% from a year ago and for the June quarter sales were down 19% from a year ago and about flat from the March quarter in seasonally adjusted terms. In the month of June seasonally adjusted sales were also about flat after falling near 6% in May. So activity is best described as not really trending anywhere at the moment but with total activity levels very low by standards

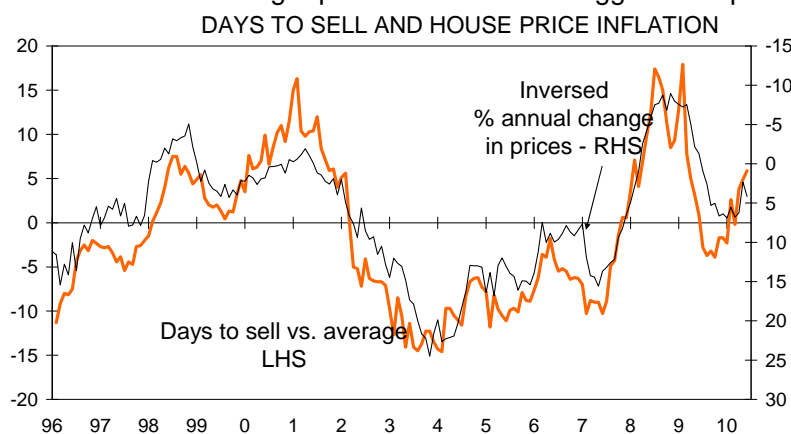


of the past few years. Note that June quarter sales of 14,988 were actually higher than in 2008 (13,142) but with our data series going back to 1990 we can find no other June quarter of weaker sales.

In terms of prices things are static. The stratified average price in June was up 0.6% from May and ahead 4.2% from a year ago. Average prices are still down about 4.5% from their late-2007 peak.



On average in June it took 45 days to sell a dwelling. This was 5.9 days above the average for the month whereas the May result was 4.9 days above average, April 3.8 days, and March 0.2 days below. So properties are sitting on the market for a longer period of time. This suggests flat prices.



All up we see a housing market in New Zealand with weak levels of activity, static prices, listings in increasing short supply – but not because buyers are snapping up places as was the case when things were strong, but because vendors are not selling if they do not have to. And as each month goes by the big underlying fundamental for the housing market bespeaks more and more of prices edging lower to only a minimal extent at all for the remainder of this year then creeping up over 2011.

Specifically, we need around 23,000 dwellings to be built each year to house normal population growth and yet consents totalled only 15,894 in the year to May. Annual consent issuance has been below the 23,000 level since July 2008 and we expect this slowly growing fundamental shortage of property will produce accelerating rent increases and a growing socioeconomic problem for those seeking low-priced accommodation. But that is a bit further down the track. For now things are fundamentally weak and largely directionless.

### Are You Seeing Something We Are Not?

If so, email us at [tony.alexander@bnz.co.nz](mailto:tony.alexander@bnz.co.nz) with Housing Comment in the Subject line and let us know.

#### Key Forecasts

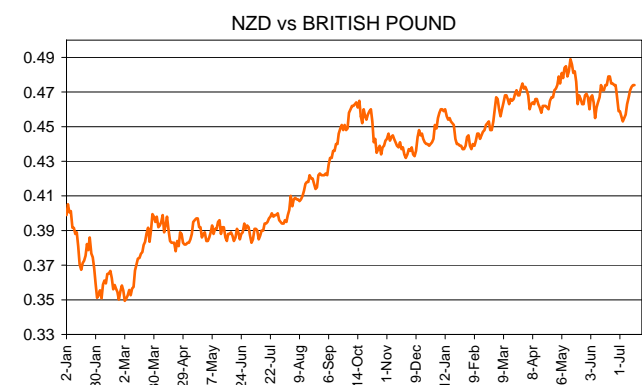
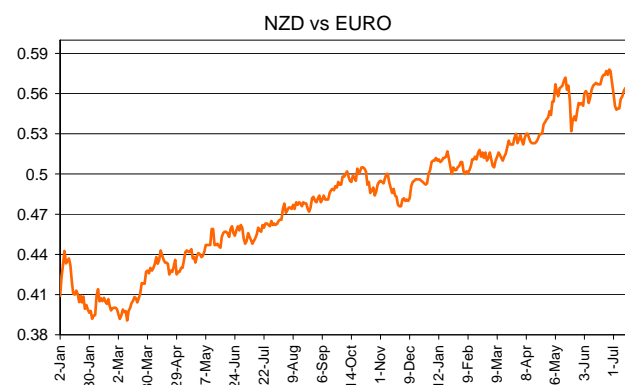
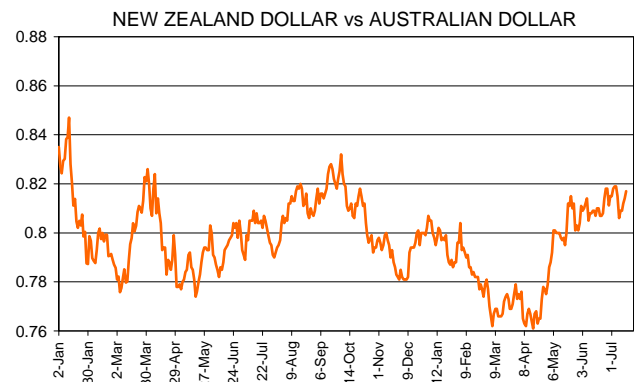
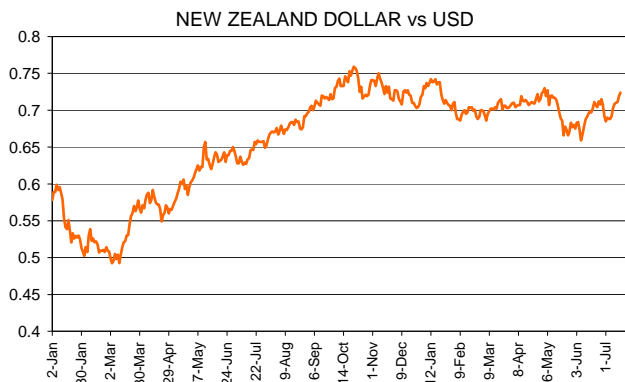
- Dwelling consent numbers to recover now with potentially good activity from late-2010.
- House prices edging higher after tax change effects wend their way through.

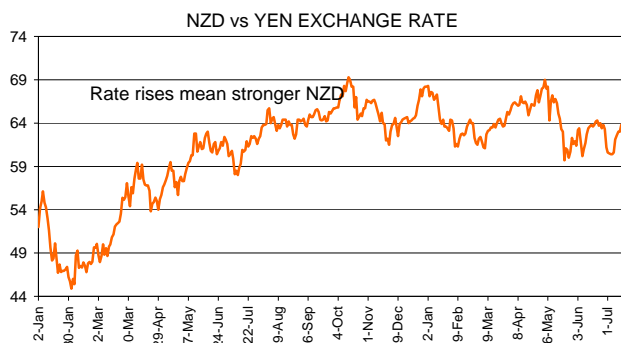
# Exchange Rates & Foreign Economies

Exchange Rates	This Week	Week Ago	4 wks ago	3 mths ago	Yr ago	Consensus Frcsts yr ago*	10 yr average
NZD/USD	0.720	0.703	0.695	0.714	0.635	0.610	0.592
NZD/AUD	0.818	0.806	0.809	0.764	0.804	0.770	0.856
NZD/JPY	63.40	62.10	63.60	66.50	59.3	61.366	66.8
NZD/GBP	0.472	0.463	0.471	0.461	0.39	0.380	0.345
NZD/EUR	0.565	0.556	0.568	0.523	0.455	0.445	0.51
USD/JPY	88.05	88.33	91.51	93.13	93.38	100.600	113.9
USD/GBP	1.525	1.518	1.476	1.549	1.628	1.607	1.709
USD/EUR	1.274	1.264	1.224	1.365	1.396	1.372	1.156
AUD/USD	0.880	0.872	0.859	0.935	0.790	0.792	0.69

## NZD At US 72 cents

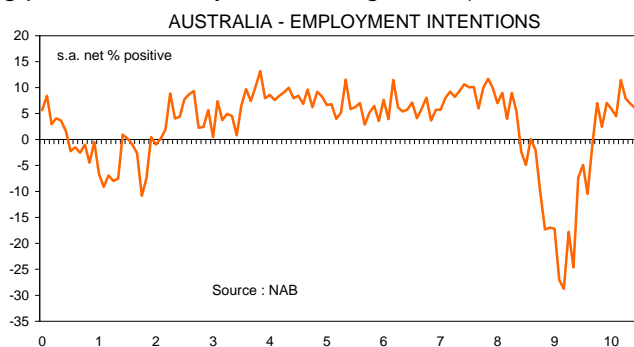
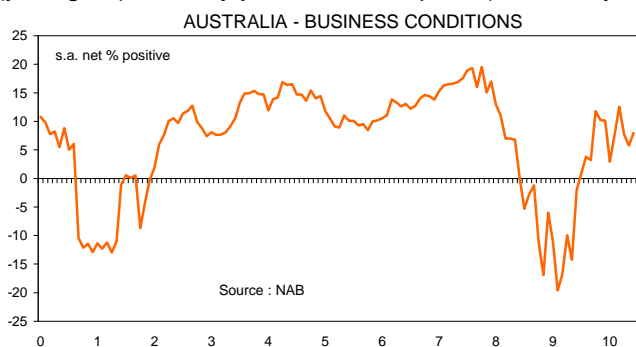
The Kiwi dollar has risen this week to sit this afternoon near US 72.0 cents from 70.3 cents last week. This is the highest exchange rate since a brief surge in early May and before that mid-January. Gains on the crosses have also been registered with a rise to 63.4 yen from 62.1, 47.2 pence from 46.3, 56.5 centimes (Euro) from 55.6, and 81.8 against the Aussie dollar from 80.6.





The rise has come in spite of the weak data discussed above and seems to more reflect a fairly strong round of short-covering than anything truly substantive. In addition however there was a small amount of support from a slight improvement in global risk sentiment this week as seen in the likes of the Dow Jones Index gaining 3.5% from a week ago, the Nikkei 5.5% in spite of worries about a newly unstable government following last week's elections, a 4.7% rise in the Footsie 100 in spite of Moody's warning about the UK credit rating, and a 4.9% rise in the ASX200.

At least in Australia during the week some of the data releases were acceptable including business sentiment and subsidiary indicators holding up in the latest NAB survey, plus of course last week's stellar (yet again) monthly jobs market report. (Go west young person is clearly the message here.)



For more detailed commentaries from BNZ and the NAB group on foreign currencies, commodities, etc click on the following link.  
<https://research.bnz.co.nz/Research/Pages/default.aspx>

\*Sourced from Consensus Economics. <http://www.consensuseconomics.com/>

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**ECONOMIC DATA**

All %		Latest qtr only	Previous qtr only	Latest year	Year ago	2 Yrs ago
Inflation	RBNZ target is 1% - 3% on average	0.4%	-0.2	2.0	3.0	3.4
GDP growth	Average past 10 years = 2.6%	+0.6	0.9	-0.4	-1.4	2.8
Unemployment rate	Average past 10 years = 4.7%	6.0	7.1	.....	5.1	3.9
Jobs growth	Average past 10 years = 2.0%	1.0	0.0	-0.1	0.7	-0.3
Current a/c deficit	Average past 10 years = 5.9% of GDP	2.4	2.9	.....	7.9	7.8
Terms of Trade		5.8	-1.6	-8.2	1.8	8.8
Wages Growth	Stats NZ analytical series	0.4	0.8	2.7	5.4	5.0
Retail Sales ex-auto	Average past 9 years = 3.9%	1.3	0.7	1.3	-0.6	2.8
House Prices	REINZ Stratified Index	0.7	-1.2	5.1	-5.0	-1.9
Net migration gain	Av. gain past 10 years = 13,900	+17,967	21,618yr	.....	11,202	4,938
Tourism – an. av grth	10 year average growth = 3.2%. Stats NZ	3.1	2.4	3.1	-2.6	1.3
		Latest year rate	Prev mth year rate	6 mths ago	Year ago	2 yrs ago
Consumer conf.	10 year average = 3%. Colmar survey	46	36	57	3	-34
Business activity exps	10 year average = 19%. NBNZ	39	45	37	8	-4
Household debt	10 year average growth = 10.3%. RBNZ	2.5	2.7	2.7	2.6	9.4
Dwelling sales	10 year average growth = 2.5%. REINZ	-24.2	-17.2	15.2	40.3	-42.4
Floating Mort. Rate	(Total Money) 10 year average = 7.9%*	5.84	5.59	5.99	5.99	10.49
3 yr fixed hsg rate	10 year average = 7.8%	7.30	7.75	7.95	6.99	9.09

**ECONOMIC FORECASTS**

Forecasts at July 1 2010	March Years					December Years				
	2008	2009	2010	2011	2012	2007	2008	2009	2010	2011
<b>GDP - annual average % change</b>										
Private Consumption	3.2	-1.1	0.6	3	2.1	3.9	-0.3	-0.5	2.9	2.3
Government Consumption	4.9	4.2	1.4	2.8	1.7	4.4	4.8	1.6	3.1	1.7
Investment	5.5	-7.2	-9.5	6.1	8.6	5.5	-3.6	-12	3.1	9.3
GNE	4.7	-1.5	-3.2	5.7	3.2	4.7	0.4	-5	5.3	3.6
Exports	3.1	-3.4	2.9	1	5.7	3.8	-1.4	0	1.9	4.8
Imports	10	-4.7	-9.6	8.7	5.2	8.9	1.9	-14.9	9	5.1
GDP	2.9	-1.5	-0.4	3.3	3.3	2.8	-0.2	-1.6	2.9	3.4
Inflation – Consumers Price Index	3.4	3	2	4.6	2.8	3.2	3.4	2	4.3	2.7
Employment	-0.2	0.7	-0.1	2.6	2.8	2.3	1	-2.4	2.7	3.2
Unemployment Rate %	3.9	5.1	6	6.1	5.4	3.5	4.6	7.1	6.3	5.5
Wages	4.3	5.1	1.6	2	3.6	4	5	3.1	1	3.2
<b>EXCHANGE RATE ASSUMPTIONS</b>										
NZD/USD	0.8	0.53	0.7	0.72	0.66	0.77	0.56	0.72	0.73	0.68
USD/JPY	101	98	91	99	105	112	91	90	97	103
EUR/USD	1.55	1.31	1.36	1.21	1.25	1.46	1.34	1.46	1.21	1.24
NZD/AUD	0.87	0.8	0.77	0.83	0.84	0.88	0.83	0.79	0.82	0.83
NZD/GBP	0.4	0.37	0.47	0.47	0.4	0.38	0.37	0.44	0.48	0.42
NZD/EUR	0.52	0.41	0.52	0.6	0.53	0.53	0.41	0.49	0.6	0.54
NZD/YEN	81.1	51.8	63.7	71.3	69.3	86.3	50.9	64.2	70.8	69.5
TWI	71.6	53.8	65.1	70.9	66.3	71.6	55.1	64.7	71.4	67.4
Official Cash Rate	8.25	3	2.5	4.25	6	8.25	5	2.5	3.75	5.75
90 Day Bank Bill Rate	8.91	3.24	2.67	4.57	6.15	8.9	5.23	2.78	4.12	6.07
10 year Govt. Bond	6.36	4.77	5.86	6.3	7	6.4	4.88	6.02	6	6.8

All actual data excluding interest & exchange rates sourced from Statistics NZ.

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\*extrapolated back in time as Total Money started in 2007