

**BEFORE INDEPENDENT HEARING COMMISSIONERS APPOINTED BY THE  
WAIMAKARIRI DISTRICT COUNCIL**

**IN THE MATTER OF**

The Resource Management Act 1991 (**RMA** or  
**the Act**)

**AND**

**IN THE MATTER OF**

Hearing of Submissions and Further  
Submissions on the Proposed Waimakariri  
District Plan (**PWDP** or **the Proposed Plan**)

**AND**

**IN THE MATTER OF**

Hearing of Submissions and Further  
Submissions on Variations 1 and 2 to the  
Proposed Waimakariri District Plan

**AND**

**IN THE MATTER OF**

Submissions and Further Submissions on the  
Proposed Waimakariri District Plan by  
**Momentum Land Limited**

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**EVIDENCE OF RICHARD PETER WITHY  
ON BEHALF OF MOMENTUM LAND LIMITED  
REGARDING HEARING STREAM 7B**

DATED: 30 August 2024

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Presented for filing by:  
Chris Fowler  
PO Box 18, Christchurch  
T 021 311 784 / 027 227 2026  
chris.fowler@saunders.co.nz

**INTRODUCTION**

- 1 My name is Richard Peter Withy.
- 2 I am the Director and Sales / Auction manager at Ray White Metro.
- 3 I hold the qualification of Licensee Agent.
- 4 I have been involved in Real Estate Sales here in Christchurch for the past 20 years. That has included selling sections, homes and new builds across the Christchurch and Canterbury area.
- 5 Starting as a sales person in 2004, I have sold properties for Ray White both here in Christchurch and throughout the greater Canterbury region. For the past two years I have not been activity selling, but managing and running our Ray White Metro group of 4 offices.
- 6 I have read the Environment Court's Code of Conduct and agree to comply with it. My qualifications as an expert are set out above. The matters addressed in my evidence are within my area of expertise, however where I make statements on issues that are not in my area of expertise, I will state whose evidence I have relied upon. I have not omitted to consider material facts known to me that might alter or detract from the opinions expressed in my evidence

**SCOPE OF EVIDENCE**

- 7 My evidence is presented on behalf of Momentum Land Limited, a submitter in these proceedings.
- 8 In my evidence for the Stream 7B hearing I address the following matters:
  - (a) My involvement in the Beach Grove Subdivision, which has informed my view in relation to further residential development in Kaiapoi;
  - (b) Buyer demand and support for new affordable residential housing developments such as Beach Grove in the Kaiapoi area;
  - (c) Market demand for a continuation of land development of a medium density nature, similar to what has occurred within the neighbouring Beach Grove subdivision.

## CONTEXT

9 My evidence relates to the proposed rezoning of approximately 35ha (310 Beach Road and 143, 145, and 151 Ferry Road – **the Site**) of Momentum's land in Northeast Kaiapoi. The Site is zoned Rural under the Operative District Plan and Rural Lifestyle Zone in the Proposed Plan. Momentum seeks that the Site be zoned Medium Density Residential in its submissions on the Proposed Waimakariri District Plan and Variation 1.

## KEY ISSUES

- 10 Ray White has been marketing and selling sections, house and land packages, and homes within the 'Beach Grove' Subdivision over the past years, as part of our wider real estate practice in Canterbury and across New Zealand.
- 11 For the past 12-24 months, we have noticed slower market conditions and a more challenging economic environment across Canterbury and New Zealand. However, the Beach Grove subdivision has sold strongly over this period and continues to perform well, with current sales likely to reach 100 per annum if sales volumes continue.
- 12 The nature and type of residential offering available within the Beach Grove subdivision is attractive to the market and meeting a clear demand for affordable sections and new home development.
- 13 The medium density and affordable price point of Beach Grove has outperformed other subdivisions during this period and in the prevailing market conditions. This must be attributed to the quality of the Beach Grove subdivision itself, the location, and the price level at which it can supply sections and homes to the marketplace.
- 14 We have a housing shortage within New Zealand and an increasing population that is crying out for new land and housing offerings, at the most affordable levels economically possible. In my view, enabling the Momentum rezoning to proceed with similar density to what has occurred at Beach Grove will provide housing capacity which is needed and desired.

- 15 From what we are experiencing and see on a daily basis, within the Canterbury market place, there is strong demand for medium density housing developments, especially across the inner North Canterbury areas such as Kaiapoi.
- 16 This is partly because such offerings are more affordable, but also because not everyone has the time or inclination to take care of larger sections and dwellings, and because neighbourhoods that include smaller sections provide a range of living options which cater to many different types of households. Younger people, older people, and those who are living on their own need or prefer homes that are manageable in terms of affordability, accessibility and maintenance. This need and desire is clearly present now, and likely to only grow over the coming years, with predicted increases in internal migration and potentially New Zealand still to see high levels of immigration.
- 17 With the more affordable nature of Beach Grove when compared to many Greater Christchurch land developments, and the convenience and easy access that Kaiapoi now offers with the completed motorway extension, this area is more and more sought after. This is evidenced by the demand and sales volumes that have been completed to date at Beach Grove. It is in relatively close proximity to the city for employment opportunities, and has amenities which make it more attractive to many buyers than other new residential developments such as those in Rangiora, Woodend, Pegasus or Ravenswood.
- 18 There is a balance to development of land offerings, but where restrictive rules in district plans dictate larger section sizes, it drives up the prices of developed sections, and in turn, the cost of any finished new home or re-sold home. Smaller section sizes give greater opportunities for more people to be part of the housing market.
- 19 The demand for affordable land and new homes is currently at a high. The success of Beach Grove over the past two years clearly shows that there is strong demand for this type of subdivision and residential offering.
- 20 In my view, if the density of development which has taken place at Beach Grove was enabled at the new Momentum sites, it would meet what the market is currently seeking.

21 Thank you for the opportunity to present my evidence.

Richard Withy  
30 August 2024