



# Rob's propertyUPDATE

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OCTOBER 2011

CALL TODAY FOR A CURRENT MARKET UPDATE

## Steady prices and tight supply dominate the market

The Real Estate Institute of New Zealand (REINZ) data on the New Zealand housing market for August showed a slightly stronger lift than the seasonal pattern expected at this time of year.

Nationally prices were relatively steady. "The tight supply of listings across the country is the key feature of the market currently. With the arrival of spring listings are showing signs of increase, but the impact of the Rugby World Cup and the General Election soon after makes it difficult to predict how the market will respond," said REINZ Chief Executive Helen O'Sullivan. "The improvement in volumes over the past few months is a positive sign, however prices remain essentially steady.

One interesting aspect of the market is how well informed buyers appear to be. The national median 'days to sell' (measuring the number of days from listing date to unconditional date) improved by 3 days from 42 days in July to 39 days in August. The days to sell were at 43 in August 2010. Over the past five years the median days to sell has averaged 41 days across New Zealand. "The real estate market appears to be fairly well balanced at present", said O'Sullivan. "Volumes are rising, listings are short and the 'days to sell' measure is gently declining. The one piece that isn't showing any discernable trend is prices, which continue to move sideways."

### When does the "zero rating" GST rule apply to the sale of your property?

Nathan was a director of a company that owned rental properties. He made good money from the company's various properties. His company sold one of the apartments it owned to another GST registered company. He went to his lawyer and accountant to ask if he had to pay GST on the sale.

The answer is no. The transaction will be what is called "zero-rated" which means GST is compulsorily charged at 0%. Neither party can pay or claim GST.

Under recent changes to the law, any sale and purchase of land/property that meets the following three criteria must be zero-rated:

1. Both vendor and purchaser are GST registered;
2. The purchaser intends to make taxable supplies from the property;
3. The purchaser does not intend to use the property as their principal place of residence.

GST will not be relevant for any non GST-registered person or other entity selling property to a non GST-registered person or entity.

The latest Agreement for Sale and Purchase requires purchasers and vendors to answer various questions about GST which helps ascertain whether GST will be payable by either of them. Where the vendor is not GST registered these questions should be marked as not applicable. Likewise if a party is registered for GST but not for activities relating to the sale of the land, the questions will also not apply. If you are unsure whether GST is payable in relation to a particular property transaction you should speak to your accountant or lawyer before signing any agreement.

By Claire Coe Rainey Collins Lawyers www.raineycollins.co.nz and follow us on Twitter@RaineyCollins

### Mixed results throughout Region

The best description for the latest statistics for the region from REINZ is that of a very mixed result. Some areas have seen slight improvements in 'days to sell' while other areas report much longer delays in selling. Volumes in most areas however have shown a noticeable lift.

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Subject: Logan Brown contest

Email: Your name, address, and contact phone number and the name of the agent who sent you the newsletter.

Newsletter sent to me by \_\_\_\_\_ of RE/MAX Leaders

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Last month's winner was: Rob Noble-Beasley of Island Bay

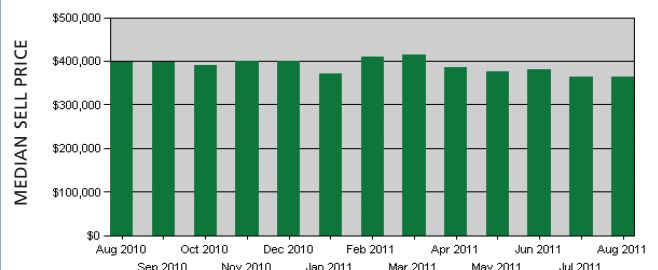


### WELLINGTON REGIONAL COMPARISON

AREA	SALES		MEDIAN DAYS TO SELL		MEDIAN SALE PRICE	
	AUG 10	AUG 11	AUG 10	AUG 11	AUG 10	AUG 11
Wairarapa	47	51	78	105	\$000s	\$000s
Wellington Central	35	32	48	77	\$428	\$425
Wellington West	29	26	22	34	\$500	\$517
Wellington East	31	33	23	27	\$465	\$501
Wellington South	33	30	43	28	\$480	\$453
Wellington North	65	59	39	31	\$460	\$450
Pukerua Bay/Tawa	53	76	57	42	\$410	\$407
Lower Hutt	79	107	40	52	\$342	\$301
Upper Hutt	49	74	46	34	\$324	\$319
Otaki/Paekakariki	80	81	54	71	\$355	\$331
Levin	20	18	46	57	\$180	\$179

Comparative sales figures compiled from the Real Estate Institute of NZ statistics

### Wellington Region Median Sales Price



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Leaders in Real Estate

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# Recent Wellington Residential Property Sales

Street Name	Suburb	SOLD	Beds	RV
Holloway Rd	Aro Valley	\$350,000	3	\$410,000
Aro St	Aro Valley	\$660,000	5	\$600,000
Edinburgh Tce	Berhampore	\$312,550	1	\$310,000
Jaunpur Cres	Broadmeadows	\$420,000	3	\$425,000
Nebraska Way	Brooklyn	\$480,000	3	\$420,000
Ashton Fitchett Dr	Brooklyn	\$542,000	3	\$540,000
Mitchell St	Brooklyn	\$575,000	3	\$620,000
Sugarloaf Rd	Brooklyn	\$620,500	3	\$565,000
Ohio Rd	Brooklyn	\$698,000	3	\$490,000
Goddard Gr	Churton Park	\$428,000	4	\$450,000
Longmont Tce	Churton Park	\$688,000	5	\$700,000
Didsbury Gr	Churton Park	\$790,000	6	\$770,000
Churchill Dr	Crofton Downs	\$511,000	4	\$570,000
Sandhurst Way	Crofton Downs	\$545,000	4	\$530,000
Woodman Dr	Grenada North	\$470,000	3	\$470,000
Hamilton Rd	Hataitai	\$560,000	2	\$500,000
Overtoun Tce	Hataitai	\$686,500	4	\$730,000
Hamilton Rd	Hataitai	\$705,000	3	\$670,000
Highbury Rd	Highbury	\$405,000	2	\$375,000
Buckley Rd	Island Bay	\$490,000	3	\$500,000
Melbourne Rd	Island Bay	\$541,000	3	\$410,000
Jackson St	Island Bay	\$590,000	5	\$730,000
Arapiko St	Johnsonville	\$225,000	2	\$225,000
Earp St	Johnsonville	\$302,000	2	\$300,000
Monowai Rd	Johnsonville	\$325,000	3	\$350,000
Cortina Ave	Johnsonville	\$326,000	2	\$370,000
Bassett Rd	Johnsonville	\$331,000	3	\$370,000
Peter Button Pl	Johnsonville	\$350,000	2	\$385,000
Bassett Rd	Johnsonville	\$382,500	3	\$395,000
Macaulay St	Johnsonville	\$387,000	2	\$400,000
Flinders Pl	Johnsonville	\$408,000	3	\$385,000
McLintock St	Johnsonville	\$410,000	3	\$410,000
Cresswell Pl	Johnsonville	\$435,000	3	\$400,000
Truscott Ave	Johnsonville	\$445,000	5	\$460,000
Cresswell Pl	Johnsonville	\$448,000	3	\$450,000
Bathgate St	Johnsonville	\$450,000	4	\$450,000
Dominion Park St	Johnsonville	\$505,001	5	\$475,000
Onehunga Rd	Karaka Bay	\$573,000	3	\$570,000
Nevay Rd	Karaka Bay	\$1,250,000	4	\$1,275,000
Parkvale Rd	Karori	\$375,000	2	\$360,000
Hathaway Ave	Karori	\$390,000	2	\$390,000
Chamberlain Rd	Karori	\$440,000	4	\$490,000
Epsom Way	Karori	\$445,000	4	\$435,000
St Albans Ave	Karori	\$445,500	3	\$440,000
St Albans Ave	Karori	\$450,000	4	\$455,000
Hatton St	Karori	\$538,000	4	\$600,000
Karori Rd	Karori	\$635,000	4	\$580,000
Kelburn Pde	Kelburn	\$645,000	3	\$660,000
Shastri Tce	Khandallah	\$370,000	3	\$400,000
Mandalay Tce	Khandallah	\$485,000	2	\$600,000
Nicholson Rd	Khandallah	\$490,000	2	\$500,000
Omar St	Khandallah	\$495,000	3	\$470,000
Cockayne Rd	Khandallah	\$530,500	3	\$510,000
Mandalay Tce	Khandallah	\$538,000	3	\$540,000
Satara Rd	Khandallah	\$590,000	4	\$585,000

Street Name	Suburb	SOLD	Beds	RV
Mandalay Tce	Khandallah	\$620,000	3	\$620,000
Agra Cres	Khandallah	\$650,000	4	\$740,000
Waru St	Khandallah	\$660,000	5	\$740,000
Cockayne Rd	Khandallah	\$737,500	4	\$730,000
Simla Cres	Khandallah	\$775,000	3	\$790,000
Everest St	Khandallah	\$1,155,000	4	\$1,100,000
Simla Cres	Khandallah	\$1,175,000	5	\$1,250,000
Duncan Tce	Kilbirnie	\$390,000	3	\$385,000
Coutts St	Kilbirnie	\$510,000	3	\$540,000
Tacy St	Kilbirnie	\$575,000	3	\$560,000
Montreal Gr	Kingston	\$452,500	3	\$440,000
Anthony St	Linden	\$211,000	3	\$220,000
Palm Ave	Lyall Bay	\$511,000	3	\$470,000
Akaroa Dr	Maupuia	\$465,000	3	\$435,000
Broadway	Miramar	\$364,000	3	\$410,000
Park Rd	Miramar	\$390,000	2	\$380,000
Argentine Ave	Miramar	\$440,000	3	\$395,000
Weka St	Miramar	\$447,000	3	\$435,000
Revens St	Miramar	\$485,000	3	\$475,000
Otaki St	Miramar	\$500,000	2	\$485,000
Kauri St	Miramar	\$501,111	3	\$485,000
Darlington Rd	Miramar	\$514,750	4	\$435,000
Darlington Rd	Miramar	\$515,000	3	\$520,000
Hobart St	Miramar	\$575,000	3	\$500,000
Totara Rd	Miramar	\$615,000	3	\$620,000
Totara Rd	Miramar	\$720,000	3	\$660,000
Roxburgh St	Mt Victoria	\$658,000	3	\$610,000
Roxburgh St	Mt Victoria	\$2,100,000	6	\$1,150,000
Bracken Rd	Newlands	\$255,000	2	\$350,000
Cotswold Cres	Newlands	\$400,000	4	\$410,000
Forbes Lane	Newlands	\$571,500	3	\$580,000
Adelaide Rd	Newtown	\$443,000	2	\$350,000
Daniell St	Newtown	\$451,311	2	\$385,000
Owen St	Newtown	\$531,700	4	\$560,000
Heke St	Ngaio	\$545,000	3	\$520,000
Imlay Cres	Ngaio	\$555,000	3	\$550,000
Cockayne Rd	Ngaio	\$710,000	4	\$700,000
Pembroke Rd	Northland	\$492,500	3	\$475,000
Northland Rd	Northland	\$510,000	3	\$490,000
Sydenham St	Northland	\$525,000	3	\$530,000
Owhiro Bay Pde	Owhiro Bay	\$525,000	3	\$560,000
Mark Ave	Paparangi	\$382,000	3	\$380,000
Pelorous St	Paparangi	\$385,000	3	\$380,000
Robieson St	Roseneath	\$900,000	4	\$950,000
Palliser Rd	Roseneath	\$986,000	5	\$2,100,000
Ludlam St	Seatoun	\$750,000	4	\$690,000
Elphinstone Ave	Strathmore	\$456,000	3	\$405,000
Cavendish Sq	Strathmore	\$497,000	2	\$490,000
Glamis Ave	Strathmore	\$595,000	3	\$580,000
Patanga Cres	Thorndon	\$420,000	2	\$465,000
Upton Tce	Thorndon	\$511,000	3	\$540,000
Moffitt St	Vogeltown	\$520,000	3	\$540,000
Oban Cres	Wadestown	\$645,000	4	\$650,000
Thompson St	Wellington Central	\$950,000	4	\$810,000
Rochester St	Wilton	\$610,000	4	\$570,000

## Chris Ritchie

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## RESIDENTIAL LANDLORDS FACING RATES INCREASES

As a result of the Wellington City Council enforcing its policy on rating of apartments available for short stay rentals, many apartment landlords face significant increases in annual rates. For example, a property with a capital value of \$500,000 that is currently liable for rates of \$2,366 pa will soon have to pay \$8,019 pa (commercial rates). If you are likely to be impacted on by these rate hikes, there is an option; hands-off stress free management of your rental investment can be managed by Wellington's longest serving property management company.

### Minimal rental income disruptions

Leaders Property Management rent arrears: (12 months) 0.01%

Leaders Property Management occupancy: (12 months) 99.8%

TOTAL INCOME PROTECTION available with optional

100% RENTAL RECEIPTS GUARANTEE

### Maximum landlord peace of mind

- Minimum 6 month tenant leases
- Stringent tenant vetting procedures (one of lowest rates of Tenancy Tribunal disputes referral nationwide)
- Highest frequency property inspections with prompt and comprehensive maintenance service
- Detailed monthly financial reports from quarterly audited rental Trust Account

### 30 year history of success

Leaders Property Management  
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Contact:  
Marie Baker

(04) 494 1174 or (0274) 838 815

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