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## What is TINZ?

Tenancy Information New Zealand, otherwise referred to as "TINZ" is New Zealand's largest tenancy database and we at Pukeko Rental Managers use it to check out all short-listed tenants before offering them a tenancy.

It's a One-Stop-Shop for tenant checking and simultaneously searches directly through five databases:

- Ministry of Justice Tenancy Tribunal Orders
- The C.I.A Debt Recovery Group Ltd
- T.I.N.Z (Tenancy Information NZ) database
- VEDA ADVANTAGE (previously known as Baycorp)
- LTNZ Drivers License national database

We also lodge tenant ratings, Tenancy Tribunal Orders, 14-day notices and photos of tenants onto TINZ.

TINZ was started in 1998 and the database currently has over 86,000 tenants records and is growing by 130 per day, meeting the needs of property managers, landlords and tenants.



Every tenant is given a score, and Pukeko Rental Managers typically only take tenants with a 400+ score and no outstanding collections,

defaults, bankruptcy or tenancy tribunal orders. The highest score I have seen to date is 756. Most tenants applying for good quality rentals are in the 400-600 range. A TINZ check costs \$22+GST, a small cost to help circumvent future problems.

## Buying Opportunity: Sales Volumes remain in the mortuary



Despite up-beat radio adverts and glowing advertorials in our media by real estate companies, things are NOT coming right, the worst is NOT over, and house prices are NOT recovering.

If you're looking to add to your rental portfolio, keep an eye out for big discounts, mortgagee sales and increasing yields because the cold hard facts are that sales volumes remain in the mortuary.

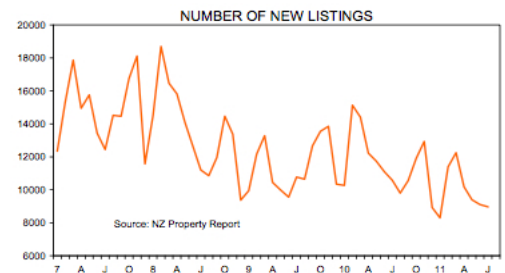
In the past six weeks I have taken three capital growth properties under management purchased by investors as rentals.

### Tony Alexander – BNZ Economist Housing Market Update – August 4th

In his latest overview, BNZ Economist Tony Alexander states "**Vendors Not Appearing**" and notes that: "during the month of July only 8,966 new listings were received compared with 10,586 in July 2010, 10,773 in July 2009, and 11,206 in July 2008. Sales may not be booming yet, but one thing appears clear – the vendors are not bringing their properties to the market and are not dumping their properties.

The price implications further down the track (rates and insurance increases) are fairly obvious though, and **before then it will be rents which move upward at an accelerating pace.**

This conclusion of vendors staying away is supported by the monthly Barfoot and Thompson data for Auckland. During July they received 1,050 new listings which was a decrease of 17.1% from a year earlier and lowest July number since records started in 2001."



property

**TIP:**

If you're among those investors taking advantage of the current buyer's market to increase your property portfolio, think about how to spread your investments across a range of property types. Seek a balance between properties with high yields and low growth vs. those with lower yields and higher potential for growth.

## Market Update : July 2011 Statistics

With "For Sale" listings down in both Hastings to 516 (a drop of 56 listings since June) and Napier 558 (a drop of 28 listings).

In July there was an average sale price in Napier of \$314,863, down \$2,139 from last month. And in Hastings the average is up \$14,867 from last month to \$304,303 in July.



### Napier House Sales Statistics:

90 houses sold in July 2011 compared to 74 in June 2011  
558 listings, down from 586 in June  
Listing to Sale ratio was 1 in 6 (16%)  
Lowest sale price was \$148K (Unit in Taradale)  
Highest Sale Price was \$800K (Bluff Hill)  
In July 2010 there were 65 sales



### Hastings House Sales Statistics:

77 houses sold in June 2011 compared to 61 in June 2011  
516 listings, down from 572 in June  
Listing to Sale ratio was 1 in 7 (14.9%)  
Lowest sale price was \$100,012 (Flaxmere)  
Highest Sale Price was \$730,000 (Havelock North)  
In July 2010 there were 72 sales