

A Guide to Singaporeans Investing in New Zealand Real Estate



WILLIAMS 
CORPORATION

The Residential Property Developer

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Summary

As per the reports you have received, New Zealand is a great place to invest in property. This document has been created to give you some practical tips for investing in property in the New Zealand market.



Accounting Advice

Everyone's situation is different – because of this, we recommend you seek financial advice both within Singapore and New Zealand.

For financial advice within New Zealand, we can recommend our accountant:

Glenn Smith

Ainger Tomlin Chartered Accountants

Phone +64 3 343 0046

Mobile +64 21 303 477

Email glenn.smith@aingertomlin.co.nz

In New Zealand, we are not aware of any Stamp Duties or taxes regarding the purchase of property.



Legal Advice

We recommend you seek legal advice within Singapore. Please see legal advice specific to New Zealand on the following page.





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lane neave.

16 August 2019

Email: blair@williamscorporation.co.nz and matthew@williamscorporation.co.nz

Williams Corporation Limited

Dear Blair and Matthew

Singapore - Purchasing Residential Land in New Zealand

1. In this letter we provide a summary of the changes to the Overseas Investment Act 2005 (OIA) which came into effect on 22 October 2018 and now preclude the majority of offshore purchasers from acquiring land in New Zealand.
2. Following the changes to the OIA coming into effect:
 - a) Residential land is classified as "sensitive land" for the purposes of the OIA. Unless the Purchaser is an eligible purchaser of New Zealand residential land (as set out in point 3 below), the consent of the Overseas Investment Office (OIO) will be required to acquire the target property.
 - b) Purchasers of residential land in New Zealand are required to complete a residential land statement on entry into the agreement for the purchase of the target property which confirms the eligibility of the purchasing entity to acquire land in New Zealand. We **enclose** a copy of the residential land statement for your reference.
3. There are three situations in which consent of the OIO is not required to purchase residential land in New Zealand. Consent is not required when the purchaser:
 - a) Is a New Zealand, Australian, or Singaporean citizen;
 - b) Holds a New Zealand, Australian or Singaporean Permanent Resident Visa and lives in New Zealand; or
 - c) Holds a New Zealand Resident Visa and lives in New Zealand.
4. To "live in New Zealand", the OIA requires that the purchaser is a tax resident of New Zealand who has been in New Zealand for at least 12 months and has spent at least 183 days of the past 12 months in New Zealand. If the purchaser does not meet the requirements of having lived in New Zealand, consent from the OIO will be required in order for the purchase of the residential land to proceed.
5. Please feel free to come back to us if we can elaborate on the above.

Yours faithfully
Lane Neave


Ashley Taggart
Partner

Email: ashley.taggart@laneneave.co.nz
Direct Dial: 03 377 6875
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Property Management

It is easy to find great property management in New Zealand with the average cost at 7%.

We include Rental Appraisals in our Property Information Packs for your consideration.



Other Costs

All other costs you can expect are:

- › Rates (costs from local government)
- › Insurance
- › Maintenance
- › Property Management
- › Annual Accounting Return

For estimates on these costs, please contact a member of our team.



How to Purchase a Property from Williams Corporation

Williams Corporation is extremely fast growing because of our honesty and integrity, plus our very simple process to purchase our properties, which is detailed below:

1

Contact your Sales Agent or a member of the Williams Corporation Team to confirm availability of the specific property.

2

Once you have selected a specific property, you are then provided with an Agreement for Sale and Purchase of Real Estate (“Agreement”) (this is the approved Real Estate Institute of New Zealand and Auckland District Law Society form of Agreement used when purchasing residential property in New Zealand) and guided through the signing process.

3

Once all parties have signed the Agreement, you then have 10 working days to conduct any due diligence and obtain finance. During the 10 working days, you need to correspond and obtain advice from your lawyer, accountant, property manager etc regarding the proposed purchase. If any queries arise, Williams Corporation are here to assist you. Just let us know the information - you’ll be surprised by all the ways we can help. If you are not satisfied, you may cancel the Agreement, for whatever reason, with no questions asked.

4

If you are satisfied, the Agreement is confirmed, then the required deposit becomes due and payable.

5

Once the property is completed and settled, Williams Corporation will be proud to provide you with your new property.

Exiting your Investment

The costs you can expect when exiting your investment in New Zealand are:

- › 3.5% real estate agent commission
- › \$2,000 marketing fee

Under current property laws, if the property is held for over 2 years there will be no Capital Gains Tax.



External and Internal Quality

Quality is paramount in our properties and only the best products are going into the construction and fit out of our developments. Starting with an engineered gravel base and concrete raft foundation, then laminated veneer framing, coupled with double glazed windows, solid air barriers, upgraded glass wool insulation, which is guaranteed for 70 years and aerated concrete intertenancy walls.

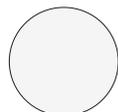
Finishing with European tiles, washable paint and upgraded magnesium oxide flooring, giving the first floor that concrete feel. All our products are purchased from large industry leading companies, to ensure reliability and quality.



Images of the living, lounge and kitchen are indicative of a 2 bedroom property. Images used throughout this Information Pack are indicative only.

Internal Colours

All properties are painted in beautiful modern tones to create a feeling of warmth and space throughout. The neutral tones allow you to add your own unique touch with furniture, artwork and other accessories.



Tiles



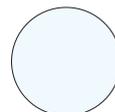
Carpet



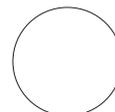
Kitchen Cabinetry



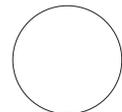
Kitchen Bench



Splashback



Ceiling/Trim/Doors/Walls



Blinds



Build Specifications

Specifications, Colour Schedule and Chattels List

General Specifications

Internal Doors Paint finish flush panel MDF doors Gib sliders to robes

Entry Door Latitude panel

Hardware Schlage

Windows Double glazed, powder coated aluminum

Electrical LED lighting, sockets, general connections, phone and tv jacks, heated towel rails and bathroom fans.

Heating Fujitsu 5kw heat pump

Water Heater 180L hot water cylinder

Paint Resene Spacecoat

Roof .4mm Colour Steel corrugated roofing

Fascia Colour Steel

Gutter Colour Steel

Downpipes Colour Steel

Cladding Hebel

Interior Lining

Insulation Batts R 2.6 wall batts, R 3.6 ceiling batts

Gib Walls and ceilings, standard gib to engineer requirements

Gib Stopping Level 4 finish, square stop to ceiling

Skirting and Architraves MDF 60mm square finish skirting, 40mm square finish architraves, pine skirting to wet areas

Kitchen

Oven Fisher and Paykel 60cm built-in oven

Hob Fisher and Paykel 60cm ceramic cook top

Dish draw Fisher and Paykel stainless steel dish draw

Rangehood Fisher and Paykel built in Power Pack

Washer/Dryer Fisher and Paykel Washer/Dryer Combo

Refrigerator/Freezer Haier Top Mount

Microwave Fisher and Paykel 60cm Built-In Combination

Bathroom

Shower Acrylic shower tray, tiled walls

Vanity Brighton 900mm wall hung vanity white gloss

Heating Chrome heated towel rail

Mirror Mirror over vanity

Tapware Metro series basin, shower, kitchen mixer

Toilet Back to wall soft close with integrated bidet

Build Specifications

Specifications, Colour Schedule and Chattels List

Internal Colours

Tiles European off white tile

Carpet Virga Cloud

Kitchen Cabinetry Bestwood Dusky Elm

Kitchen Bench Engineered Marbello Snowdrop

Splashback Clear glass

Ceiling/Trim/Doors/Walls Resene Half Black White

Blinds Chalk block out blinds

External

Exterior Cladding Hebel wall panels of white plaster finish and routed groove with black plaster finish

Roof, Fascia, Gutter, Downpipe colour Ebony

Soffits Resene Half Black White

External Joinery and Front Door Ebony

Tap(s) x2 for Townhouses and as per the Plans for Apartments

Chattels List

Letter box

Clothes line

Garden/bike shed

Blinds

Cook top

Range hood

Dish draw

Refrigerator/Freezer

Microwave

Fixed floor coverings

Light fittings

Heat pump and remote

Bathroom heater

Towel rail

Mirrors above vanity

Wardrobe joinery

Satellite dish

Washer/Dryer Combo

Smoke alarm/s pursuant to Building Code requirements

About Williams Corporation

Williams Corporation do property development and investment in Auckland and Christchurch. Our well-built Townhouses and Apartments are the future for New Zealand housing and a desirable solution to the housing crisis.

Williams Corporation see both Auckland and Christchurch as world class cities with exceptional value moving forward. We are totally committed to building Auckland and Christchurch into the most liveable cities. Meet our team below and reach out to discuss your next property investment.

Meet the Management Team

Matthew Horncastle

Managing Director



Matthew manages, on a daily basis, land acquisition, development design, resource consents, development sales, marketing and finance. Matthew is a qualified builder and has been in the construction industry for over 9 years. Matthew is extremely high energy and passionate about Williams Corporation's purpose to build Auckland and Christchurch into the most liveable cities.

Blair Chappell

Managing Director



Blair is responsible for product and contractor procurement, pricing, site management along with building consents. As a qualified business analyst and having been in the construction industry for over 7 years, Blair loves everything about development, including watching a development go from an idea on a set of plans to a finished product, complete with home owners and tenants.

Kathryn Marshall

Managing Director



Kathryn has a 32 year career in construction. Kathryn overviews the company finances and cashflow position and is responsible for company systems, processes, controls and oversees legal and technical documents. Kathryn has a Bachelor of Agricultural Science Degree, including business subjects. Kathryn creates the vision, along with Matthew and Blair and forms highly skilled teams to deliver the outcomes ethically.

Scott Barclay

Group Accountant



Scott manages all the finances including creditors, purchase orders, payments, office administration and IRD compliance. As a qualified Accountant, Scott has had extensive experience in the construction industry, having prior roles with both main contractors and suppliers. In previous lives, Scott worked as a Market Gardener and High School Teacher.

Hannah Turner

Customer Relations Manager



Hannah is responsible for client relationships, assisting sales and general enquiries. As a recent University graduate with a Bachelor of Arts, Hannah contributes a high level of literacy and communication to the team. Hannah is passionate about helping people gain a firm foothold on the property ladder and ensuring customer satisfaction remains a priority and a point of difference for Williams Corporation.

Meet the
Property
Consultants
Team

**Greg
Freeman**

Property Consultant

Greg has 11 years of relevant experience and proven history in directing and selling investment property, helping over 1000 clients from around New Zealand. Greg loves helping others to achieve their dreams and believes with having the right advice, plus the correct structures implemented, these factors are key to making this happen.



**Sharaine
Barrett**

Property Consultant

Sharaine has over 10 years experience in the real estate and sales industry. She is very passionate about property and has developed great knowledge and understanding due to purchasing and renovating a number of properties from the age of just 19. Sharaine's consultative approach ensures her clients feel comfortable to make decisions with ease, and is dedicated and committed to creating an exceptional experience when it comes to buying property.



**Ben
Cloake**

Property Consultant

Ben has over 15 years experience in the sales industry, with a background in solar, insulation, heating and home efficiency. Ben is very passionate about helping first home buyers and investors get onto the property ladder. Ben's collaborative approach helps his clients feel informed to make decisions with confidence.



**Stephen
Pike**

Property Consultant

Stephen has over 15 years experience in property sales and has helped over 1000 customers either invest or own residential real estate. Stephen's professional approach and strong knowledge of market opportunities, ensures that his customers get the best advice and information to enable a sound decision is made. Achieving financial security for his customers is of utmost importance.



**Maxine
Thomas**

Property Consultant

Maxine has over 10 years experience in property investment, including acting as a buyer's agent sourcing suitable property, enabling others to grow their wealth. Prior to property, Maxine travelled the world as a Flight Service Manager. Maxine is extremely passionate about people and property and gets immense satisfaction combining the two together to achieve exceptional results.



**Dee
Bull**

Property Consultant

As a down-to-earth Mum of five sports-mad kids, Dee is all about community with a huge heart for helping people grow their security. With a background in design and experience in the building/joinery industry, Dee is passionate about sustainable living and all things eco-friendly and energy efficient. Dee's appreciation for clever and innovative spaces means she understands big is not always best, we just need smarter homes for living and to live smarter.



**Carl
da Costa**

Property Consultant

Carl has over 15 years in real estate sales along with extensive experience as a property investor, business owner, entrepreneur and public speaker. Carl's passion is helping others achieve personal and financial freedom by providing enthusiastic support, encouragement and expertise. Carl's belief is that nothing is impossible by maintaining a positive can-do attitude. Let Carl share his enthusiasm to support your goals and property aspirations.



**Matt
Withington**

Property Consultant

As a licensed builder, experienced new-home consultant, homeowner and property investor, Matt brings a wealth of technical know-how to the Williams Corporation team. Matt has a trusted reputation, built on positive communication and assists customers with options that will perform best now and into the future. Matt genuinely loves talking about property and is passionate about helping people achieve their goals.



**Mitchell
Podmore**

Property Consultant

Mitchell has been in the sales game for 5 years plus 2 years in construction. As a Property Consultant, Mitchell provides a great understanding, by listening to customers' needs, then putting it all together, to provide amazing results. Mitchell is very active, being a competitive cyclist to all kinds of other sports, that provide grounding and knowledge to work hard and achieve great goals.



**Scottie
Muirson**

Property Consultant

Scottie has nearly 10 years experience in property investment and sales. Property and finance runs in his blood. Scottie entered the property industry full time after investing in property during his successful and adventurous military career in the Air Force. Scottie is driven to help people achieve their life goals and to be able to live the life they dream of. Scottie loves to assist first home buyers and investors get into the best housing possible.



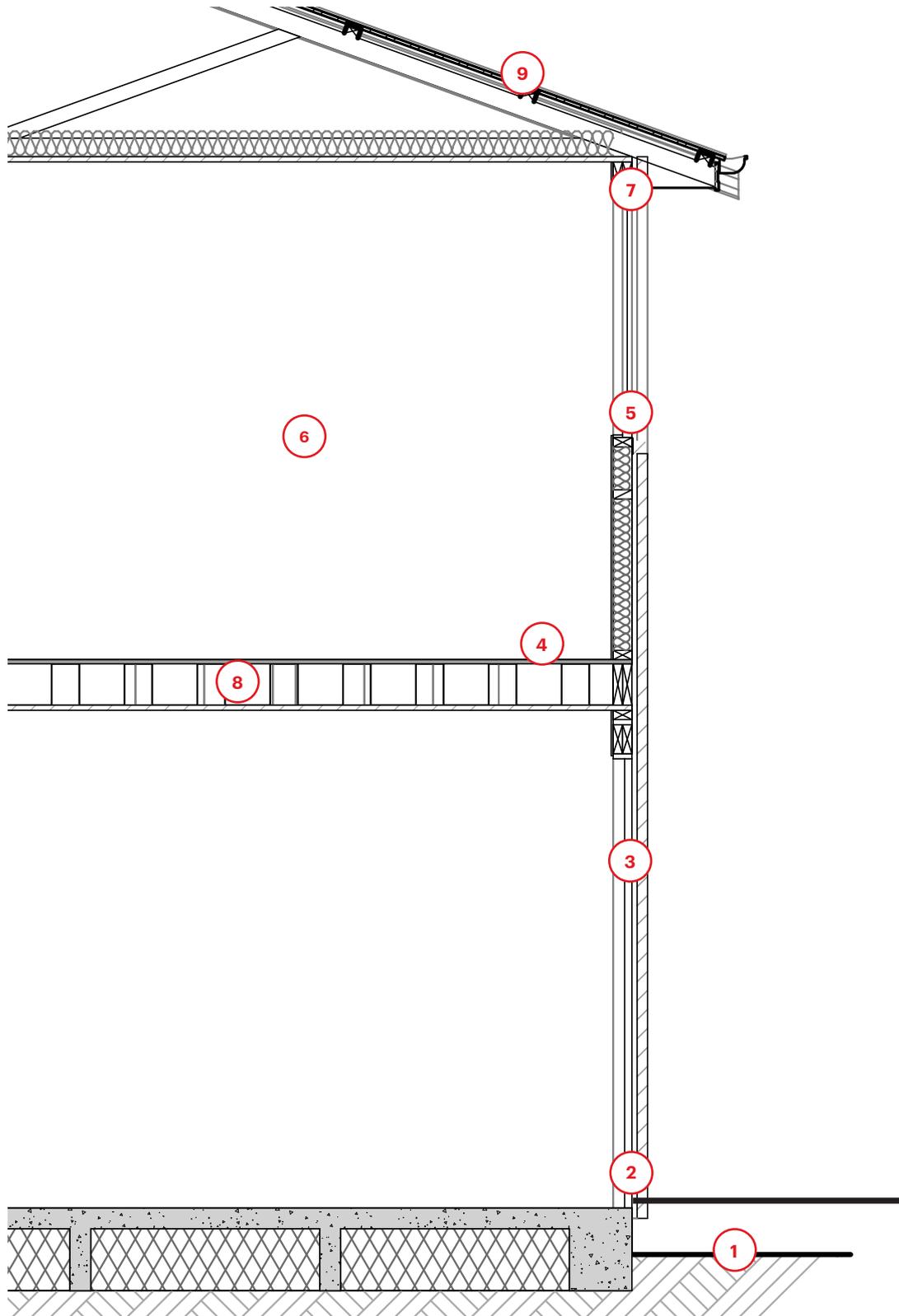
**Mandi
Ussher**

Property Consultant

Mandi has over 15 years in sales and has focussed her career over the past three years in real estate, working with first home buyers and investors alike. With a creative flair and passion for design, Mandi has previously worked as a kitchen and bathroom designer. Through the consultation processes of creating beautiful interior spaces, it soon became evident that Mandi's greatest enjoyment was derived from the management of relationships with clients and successful outcomes on projects.



How We Build Homes Better



How We Build Homes Better



1

Gravel Raft

Soils are stripped down and replaced with compacted gravel, the entire process is signed off and overseen by an engineer. A gravel raft provides a stable platform and strengthens the ground under your home.



2

Engineered Slab

Constructed on top of the gravel raft an engineered slab provides the benefits of the concrete foundation sitting on the ground instead of in it. Constructed with concrete, steel and polystyrene pods, with the process being signed off by an engineer.



3

LVL Frames

LVL stands for laminated veneer lumber, LVL timber is dimensionally accurate, straighter and meets or exceeds equivalent stress tests when compared to standard SG8 and SG10 pine framing.



4

Plywood Flooring

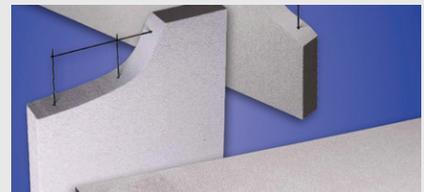
Manufactured from sustainably grown New Zealand Pine, plywood flooring has improved structural benefits when compared with particle board flooring and feels fantastic to walk on.



5

Insulation

With warm dry homes being paramount for our construction methodology, we use a R3.6 ceiling batt with an R2.2 ceiling blanket on top, providing nearly double the building code requirements. For the external walls, we use a R2.6 wall batt to achieve 30% over building code requirements. With a 70 year product warranty and being owned by CSR Group, we have partnered with Bradford Gold to provide this industry leading insulation solution.



6

Hebel Intertency Wall

Hebel Powerpanel XL is made out of aerated concrete and provides fantastic acoustic and fire resistant properties. This ensures the product separating you from your neighbours is of the highest quality in the market place. Because the Hebel sits between the timber framing you have full use of the intertency wall in your home without comprising your fire and acoustic rating.



7

Solid Air Barrier

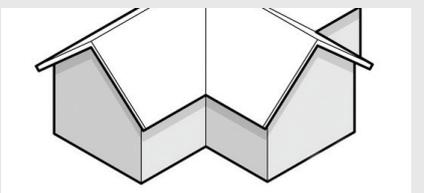
It is no surprise that the building code requires a solid air barrier in extra high wind zones, when compared to building paper a solid air barrier offers a more robust cavity and extra structural bracing on the home.



8

LVL I-Joists

Manufactured from sustainably grown New Zealand Pine, LVL I-joists are half the weight of conventional softwood joists and are straight, uniform and dimensionally stable. This provides a lighter, stronger midfloor that has less chance of long term deflection.



9

Safe Building Envelope

All of our homes have longevity in mind, we do not use internal gutters, flat roofs or other high risk design elements. We use leading products both on the walls and behind them to create a low maintenance home that will last the test of time.

House prices nationwide are tipped to soar by 20 per cent over the next four years

Article originally appeared on stuff.co.nz on June 16, 2019

After a long overdue pause in the most overheated parts of the market, house prices are again tipped to soar by an average of 18.3 per cent in the next four years.

That is how much Treasury is predicting house prices will rise between now and 2023 - a rise of about \$125,000 on the average residential house values cited by Quotable Value for March 2019.

In Auckland that figure is even higher, adding about \$190,000 to the average house value of \$1.03 million.

For prospective first time buyers like Nelson mother of two Anastazja Fastier, 38, it's putting the dream of home ownership further out of reach.

Fastier said she and her husband had been saving up for a deposit to buy their first home for the past six years.

They've noticed a major increase in house prices in the past three years in the Nelson region where the average house price went from \$350,000 to over \$500,000.

"We've been scratching our heads thinking that maybe if we started saving earlier we would've been on the property ladder three years ago."

She said they are searching for the right house, but noticed that more people are showing up to open homes nowadays.

"I think house prices will increase again when spring comes around. There's going to be a mad rush and panic.

"We may end up having to wait for a few more years before we find the right place," Fastier said.

Stricter rules around foreign ownership and loan to value ratios (LVR) have helped slow growth in recent years.

But in this recent Wellbeing Budget, Treasury forecast a return to large increases over the next four years. There is disagreement among property experts on how far and how fast prices will rise.

Senior property economist at property data provider CoreLogic, Kelvin Davidson, said if Treasury's forecast was correct, it would reflect growth in regional New Zealand.

Property values in some parts of regional New Zealand are already booming - the latest Real Estate Institute report revealed a new record median price in Gisborne, which recorded a staggering 54.4 per cent year-on-year rise to \$440,000 up from \$285,000 last May. That's a \$155,000 increase, or \$2645 a day.

Median house prices across New Zealand increased by 3.2 per cent in May to \$578,000, up from \$560,000 in May 2018 - and are even stronger once Auckland is excluded, increasing by 7.2 per cent to \$487,770 up from \$455,000 in May last year.

CoreLogic said it preferred to use the House Price Index as a comparison, because it measures the value movement of all properties in an area, not only those that happen to have sold in the month.

By that measure the housing market recorded a "slow and steady" rise of 1.8 per cent year on year, but the regions were still outperforming many of the larger centres. Some of that growth is attributed to an exodus of Aucklanders to cheaper locations.

There are signs, however, that the recent fall in Auckland property values may have been arrested, with property values up 0.5 per cent in May, according to CoreLogic.

Davidson is more cautious than Treasury on how fast and how high prices might rise - but agrees that prices are more likely to rise than fall.

"Even if it's not quite 20 per cent across the mark as a whole, I still anticipate prices rising to some degree," Davidson said.

"The credit environment isn't as easy as it has been in the past, so there are still hoops people have to jump through to get those mortgages and that would be the reason I'd be a bit cautious," Davidson said.

House prices nationwide are tipped to soar by 20 per cent over the next four years

Article originally appeared on stuff.co.nz on June 16, 2019

“If you’re a first home buyer or would-be first home buyer who is currently renting and wants to buy – any house price growth is not the greatest for you because it means you’ve got to save that bit more of a deposit.”

“If you’re looking at it from a purely financial point of view, then the incentive is to get in as fast as you can in a rising market.”

However, a house was more than a “financial thing” and other factors had to be taken into account such as budget, location and what felt right for a buyer, he said.

A lot of home owners at the moment were choosing to sit tight and renovate, rather than trade-up, he said.

“Our expectation is that the market ticks along for a year or two, not going too far in any direction – not going down but not going up too strongly.”

Bindi Norwell, chief executive of the Real Estate Institute of New Zealand (REINZ), said Treasury’s forecast was not unreasonable.

The economy was good and despite it being difficult to get funding from the bank, interest rates were low, she said.

With Capital gains tax off the table, people were probably continuing with their purchases, especially investors, she said.

Buying a house was a long term gain so she suggested people took their time and entered the market when it was right for them.

Predicting house prices was extremely difficult, according to Andrew King, executive officer of the New Zealand Property Investors’ Federation.

There were many variables - with human nature being the biggest.

He believed the forecast was on the high side, with properties prices seeming to be stabilising.

King did not think people should panic but suggested it was a good time to get into the market or start looking.

“For people who are investing, there’s not so much competition at the moment,” King said.

“People are in different situations and the type of property you buy varies – you have to think about your own circumstances and take into account the political environment.”

First home buyers are being pushed to the rural outskirts of the region by house prices that refuse to budge, according to data from the Real Estate Institute.

Figures released yesterday reveal a 30 percent increase in first home buyer demand in the Franklin region over the last 12 months. Franklin is a predominantly rural area located at the southernmost edge of Auckland.

House prices have meanwhile stagnated, with a median price of \$860,000 a slight increase of 1.2 percent from 12 months ago.

More than 30,000 people have already left Auckland for other parts of the country for cheaper housing in the four years to 2017.

Economist Benje Patterson said two thirds of the exodus were to Northland, Waikato and Bay of Plenty, he said after publishing a report on the topic.

Aucklanders heading to the regions caused an increase in property prices in regional New Zealand, but they would also be spending money and adding to the local economy, Patterson said.

A lot of people moving were young and “industrious” with working years ahead of them, he said.

This would keep regional enterprises going in regions where there was an older workforce, he said.

“There is a net benefit for districts even though there is an increase in cost of housing in the short run,” Patterson said.

Patterson encouraged people to not be shortsighted in their decisions and to think about making a “sustainable life choice” instead of just looking at cheaper house prices, he said.

A Big Problem We Are Solving...

An Opinion by Matthew Horncastle, Managing Director

There is a big problem and culture shift across the Western World, but especially strong in New Zealand. This big problem is long term and will take generations to resolve.

-
- › People are wanting a lower mortgage, so they can invest more in the things that stimulate them emotionally, mentally and spiritually
 - › We are having smaller families
 - › There are more single people
 - › People want higher quality homes
 - › There is a waiting list of migrants wanting to move to New Zealand
 - › There is poor quality housing in existing suburbs that need replacement
 - › We have accepted an inefficient standard of housing as the norm
 - › People want a lower environmental impact
 - › People want to spend less time commuting
 - › The cost of land and construction continue to rise
 - › Trending loneliness, when people want stronger communities
 - › Global population will exceed 11 billion before the end of the Century
 - › The Cities are attracting the majority of population growth
 - › People with money, want a better return than the Banks offer and tenants want a rental they can afford
-

We feel our homes do an amazing job of helping this big problem and really appreciate our customers for being the solution.



Why Buy in Christchurch?

Thousands of jobs, billions of dollars of growth - the new blueprint to revitalise Christchurch

Article originally appeared on stuff.co.nz on September 12, 2018

Ambitious new plans for Christchurch that could lead to 15,000 new jobs and increase economic growth to \$24 billion have been unveiled.

The blueprint outlines proposals for everything from property development to ways to boost housing and bring in major events in a bid to drive a fresh wave of regeneration.

Experts have warned that Christchurch faces a period of economic vulnerability as construction projects begin to tail off following a peak.

Growth has more than halved over the last four years, from a high of 5.5 per cent in 2014 to two per cent in the year to June, while unemployment is also rising.

The plan, being considered by councillors on Thursday, draws on analysis by rebuild planning body Regenerate Christchurch and economic development and promotions organisation ChristchurchNZ.

Built on five key pillars, it aims to deliver major facilities and venues quickly, stimulate investment and unlock sites for development, redefine leadership roles among city authorities and “relentlessly pursue residents and visitors”, marketing Christchurch both nationally and internationally.

How these goals are achieved is still being hammered out, but advice from Regenerate Christchurch and ChristchurchNZ that the plan leans on outlines key ambitions:

- › Bringing 6,000 new residents to the central city within the next five years to support a self-sustaining economy - previously outlined in the council’s Project 8011 plan - with a longer-term goal of 24,000 more people
- › Increasing the Canterbury population by 16 per cent to 707,000 over the next decade
- › Grow Christchurch’s gross domestic product by 24 per cent to \$24 billion
- › Create 15,000 new jobs within the central city in the next five years
- › Support 500 businesses and 200 entrepreneurs for each of the next three years
- › Set up a major events strategy and bring global business events to the city
- › Establish a fast-track residential consenting process, with lower costs to reflect the priority of inner-city development

› Encourage pop-up accommodation, retail sites and semi-permanent installations to make the most of vacant central city land

› More investment in neighbourhood services and amenities, with potential amendments to school zones

In a report to the Crown and the council outlining the problems faced by the city and the potential solutions, Regenerate Christchurch admits there is “no silver bullet” in its recommendations.

“Ultimately it will be a result of the interaction between the public sector, private sector, communities and households - all of whom will make decisions, over time, in respect of their willingness to contribute to, participate in and benefit from regeneration.”

Writing to Regeneration Minister Megan Woods and Christchurch Mayor Lianne Dalziel, Regenerate Christchurch chairwoman Sue Sheldon said the advice was a “call to action’ which challenges the status quo”.

“There is a necessary and legitimate case for a sharper focus on the central city to ensure we maximise the opportunities created by this progress,” she said.

“The opportunity presented by the investment in the city is yet to be fully realised and a new point of vulnerability is emerging.”

A final version of the strategy will be presented to council in November.

Dalziel said the plan was about “creating a reason to come to town and spend time there”.

“We all know that the key to a thriving central city is people. We need people living, working, visiting and doing business in the central city.”

Despite the decline in economic growth and slight rise in unemployment which has seen Christchurch above the national average for the first time in six years, ChristchurchNZ believes the “economic fundamentals of the city and regional economies remain strong”.

Its quarterly economic report argues that “while the central city has some short-term challenges, its rapid redevelopment over the past year significantly enhances Christchurch’s offering as a city open for business and people”.

ChristchurchNZ senior economist Dr Peter Fieger said: “Christchurch clearly has the capacity and platform for growth. Acting on this is the key to the city’s future success.”

Why Buy in Auckland?

What the Property Market Holds in Store for 2019

Article originally appeared on nzherald.co.nz on December 29, 2018

Auckland home buyers need to get in quick - city house prices could leap to record highs by this time next year, one property pundit predicts.

Infometrics economist Paul Barkle says that while Auckland house prices have stagnated for close to two years they are set for an almost 10 per cent jump next year followed by sustained increases through to mid-2022.

Behind the forecast price rise is an acute shortage of houses. By Barkle's estimate the city needs at least 45,000 more homes.

But the news is not so rosy for homeowners outside the Super City, with national prices poised to ease next year from current record highs.

"By the end of next year we expect house prices in Auckland to be 9 per cent higher than in December 2018 compared to a slight decline in national prices of roughly 1 per cent over the same period," Barkle said.

Should Barkle's forecast play out, it would push Auckland property values to new highs.

Last month, the city's median price reached \$867,000 - or 3.7 per cent below the record price of \$900,000 set in March 2017, according to the Real Estate Institute of NZ.

National house prices, meanwhile, are already at record highs with a November median price of \$575,000.

Not all pundits agree with Barkle's upbeat forecast.

Devon Funds managing director Slade Robertson said New Zealand's housing market was due for a fall, with the real question being: 'Will it be a crash or a correction?'

He said strong economic growth since the Global Financial Crisis had been driven by central banks cutting interest rates and printing money.

This access to cheaper loans helped send house prices skyrocketing in many Western countries, including New Zealand where Kiwis have become so heavily mortgaged that they labour under a household debt to income ratio of 166 per cent.

Robertson noted that the growth cycle had turned in Sydney, Melbourne, London, New York and Vancouver where property prices were falling.

If this sag in investor confidence hit New Zealand and combined with rising interest rates, then the housing market could take a slump as Kiwi families falter under their high debt loads, he said.

Dominick Stephens, chief economist with major bank Westpac, also believes a fall could be coming.

He said while there had recently been a small uptick in Auckland prices due to buyers having access to record low interest rates, his team "unambiguously" anticipated this would be temporary.

"Later next year, changing tax policies will impact the market, and we firmly anticipate that house prices will fall when mortgage rates (eventually) rise," Stephens said.

OneRoof editor Owen Vaughan also believed the greatest risk to prices could come from the introduction of new taxes.

"The big unknown for Auckland, and the rest of the New Zealand, is whether the Government will apply a capital gains tax across the board and remove the current tax breaks property investors enjoy," he said.

"Both moves could suck the oxygen out of the market."

Nick Goodall, head of research for analysts CoreLogic, on the other hand, expected prices to gently rise across New Zealand by between 3 to 5 per cent next year.

He said Government moves to ban foreign buyers, impose new taxes on home owners and ensure landlords spent money on their properties so they were healthy and warm for tenants all acted as brakes on house prices.

However, he tipped these would be offset by continued low interest rates in 2019, a slight loosening on lending criteria allowing banks to more easily approve home loans and Auckland's continued undersupply of housing.

The key thing to watch would be whether new Government taxes and regulations drove property investors out of the housing market or not, he said.

James Wilson, valuation director for analysts Valocity, echoed this sentiment, saying he expected Auckland property values to remain subdued in 2019.

"Overall value growth will be in line with what we saw in 2018 - between 1 per cent and 2 per cent," he said.

"However, we may see more growth in fringe suburbs and in certain sub-markets, such as flats and apartments, which are comparatively more affordable than other property types."

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Here's How New Zealanders Get Rich

Article originally appeared on stuff.co.nz on February 26, 2019

Property investment is probably the closest anyone can get to a legitimate “get rich quick” scheme.

It's generally not all that quick to begin with, but once the returns start rolling, investors increase their net worth at speed.

Success often goes something like this: You save a deposit to buy an investment property (or use the equity in your own home). You ride the wave as property values rise and give you more equity, or you renovate and add value to the place yourself.

You then use the equity in that property to buy another, then possibly another.

There are risks, of course. The market could tank and you could be left holding houses that are worth less than the mortgages you owe against them. You might have dodgy tenants trash the place.

But it's the main way that most New Zealanders get from “average” to “pretty well-off, thanks for asking”.

Of the top 20 people on New Zealand's rich list, almost half built their wealth through property investment.

Among them is Sir Michael Friedlander, worth \$1.85 billion with an “empire of office buildings, retail strips and industrial properties,” according to the Rich List.

Even Rod Duke, who is better known for his investment in retail business Briscoe Group, owns \$50 million of residential and commercial property.

WHY?

Property is such an effective route to wealth because you don't always have to have a lot of money to start off with.

Unlike shares, which you generally buy outright, you can borrow a significant amount against a property.

That leverage brings risk - if you had a 10 per cent deposit and prices fell 10 per cent, your money would be wiped out.

But it also amplifies gains. If you had bought a median-priced Auckland house in 2012 with a 10 per cent deposit, you'd have turned that \$55,000 deposit into \$300,000-odd of equity.

Economist Brad Olsen, of Infometrics, said people who hit major financial success usually did so via property or a successful business. But starting a business is less accessible to most.

“A small business is also a lot more intensive in terms of workload - you have to continue to innovate, otherwise you'll be left behind or a competitor will muscle you out, and to be fair you also need a dose of luck with business generally. Whereas with housing you can simply just sit there and watch it increase in value - in a growth market - after you've invested.

“The effort to reward ratio is a lot lower for housing, so it's simpler to invest and make good returns for limited effort compared to small business.”

He said many people felt there was more domestic control over housing than other forms of investment, such as buying shares.

“Housing is driven by local construction, bank lending and the like, whereas stock markets can shift based on sentiment and a critical news story.”

Olsen said the stock market crash of 1987 had influenced a generation of New Zealanders away from shares.

“They were uninformed about shares then and made bad investment decisions, are still uninformed about shares, but feel that they understand property much better, or at least feel they have better information or control over their investment.”

But investor Graeme Fowler, author of *20 Rental Properties in One Year*, cautioned there was a lot to learn about investing. “There are a lot of potential things that can go wrong. If you look at any product, service, industry, there are people that become multimillionaires through it and also those that don't do well or even lose everything.”

WEALTH CREATION

Mortgage adviser Glen McLeod, of Edge Mortgages, said there was a “direct correlation” between property investment and wealth creation.

“The wise investor tends to know when to purchase and collect property. They also know when to develop and sell to continue to be able to grow the portfolio. Not every investor understands what is required to build wealth.

“I believe that property has been for a long time the best way to build wealth. When the market has dips and recedes, the investor can ride it out with time and continue to grow the asset value.”

He said the most important thing was to reduce debt and have strong cash flow to enable the portfolio to continue to grow.

WOULD A CGT CHANGE ANYTHING?

McLeod said he was unconvinced that a capital gains tax, as recommended by the Tax Working Group, would mean any fundamental change.

“It may just be a mindset change, and realising that paying tax on profit would now be part of the state rug. If losses are ring-fenced to the company that may yet offset any tax liability faced. I'm personally not a fan of CGT. I feel that if a New Zealander works hard to get ahead and builds wealth by working hard and taking a risk to invest in property and uses their income to reduce debt and see their capital value grow then those are the perks of working hard.”

Olsen said it should not be assumed a lack of capital gains tax was what had fuelled investment in property.

“Investing in property in New Zealand is often seen as a final nest egg people can invest in. It's viewed as more secure.”

Testimonials



Reviews taken from Google.

The game changers. Making likely the biggest positive impact in the housing sector in NZ. Well done. With their amazing quality at the most affordable level, delivered in a straight up, no nonsense manner, it's not surprising. You can't go wrong. 5 stars++.

— *Steve Rolston*

I have dealt with Matthew and Blair on different occasions and have found them very approachable and down to earth. I strongly believe in their vision in building Christchurch a very affordable place for home buyers. The quality of their build is very solid, design is quite modern and I will personally recommend anyone to buy a property through them.

— *Nathan Miglani*

As a supplier to the Williams Corp team we have found them great to work with! Love what they are doing to our city, they are helping to make the city better than it ever was. They use high quality products and are always striving to find new products and innovative ways to build better homes but also working hard to keep the price affordable. Well done team.

— *Nathan Moore*

Truly a world class organization. Their loyalty to their craft, artistry, Market knowledge, skill, and customer service is second to none. I've done a lot of Business internationally with many different companies and I couldn't speak more highly of Matt/Blair and the team at Williams Corp.

— *Marcus Frisby*

I have Always found this company to conduct themselves and build their properties to a very high standard. They make a priority in making sure both their housing and customer service is the optimum. Great people that go above and beyond and so very personable as well.

— *Yvonne Wallis*

A property development company that captures all levels of generations and provides unique innovative design of central city accommodation. The 2 Masterminds behind this are Matt and Blair, who have great passion in living in the Christchurch city CBD. With some anchor projects finishing, their projects are likely to prosper and re-breathe new lives into the Garden City.

— *Pleayo Tovarantonite*

Great team, great product, great passion. Their amazing success is not an accident and they deserve to do really well. Keep it up.

— *John Lodge*

Recently attended a public presentation by Matthew and Blair. A couple of young guys with a great vision. They spoke from the heart and shared personal highs and lows. Insightful to understand their view point - very impressed.

— *Craig Haywood*

Great team to work for, love seeing what they're doing around Christchurch. Exceptional businessmen that really know what works. And love to get behind a good cause too! Thanks for your sponsorship of our team in the 2019 Relay for Life, raising money for Cancer Society.

— *Zoe Robertson*

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