

Investing in New Zealand

A Guide to Singaporeans Investing
in New Zealand Real Estate



WILLIAMS
CORPORATION



BUILDING THE MOST LIVEABLE COUNTRY

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Investing in New Zealand

Summary

New Zealand is a great place to invest in property, with a secure, vibrant, business and lifestyle economy that will ensure lifelong returns and enjoyment of your purchase.

Secondly, Singapore is one of only two countries in the world allowed the unique opportunity to invest in New Zealand property.

This document has been created to give you some practical tips for investing in the New Zealand property market.



Investing in New Zealand

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

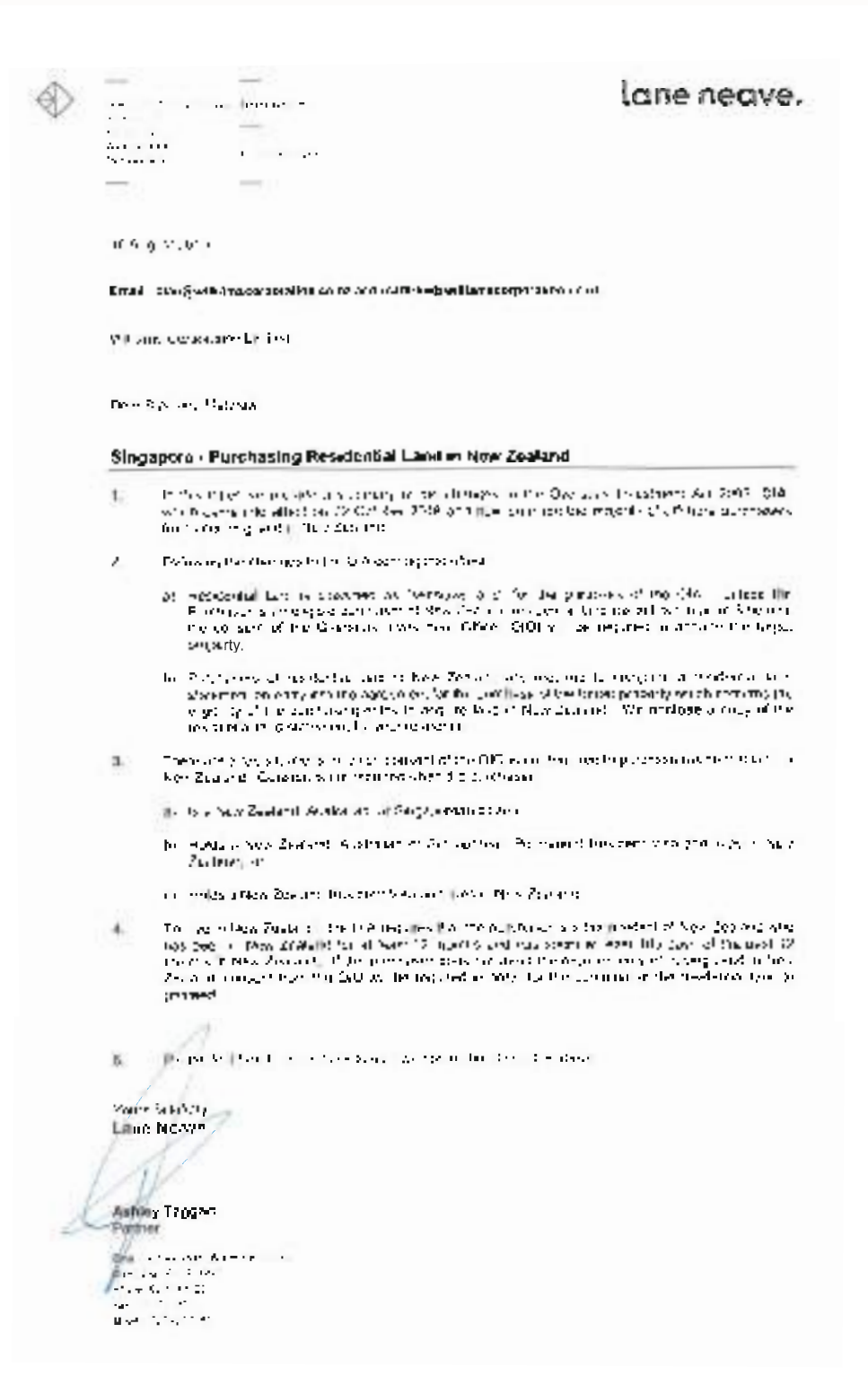
Email glenn.smith@aingertomlin.co.nz



Investing in New Zealand

Legal advice

We recommend you seek legal advice within Singapore.
Please see legal advice specific to New Zealand here:



Investing in New Zealand

Property management

You will want to know your property is being managed by experience property professionals.

It is easy to find great property management in New Zealand with the average cost at 8%.

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

Sample appraisals and estimates for your prospective property are available on request from our team.

Finance and other costs

You will find obtaining finance in New Zealand is different to what you are used to in Singapore. There are a few more steps to go through along the way. However this is normal and by using our recommended brokers, we will make the process as hassle free as we can.

We have pre-negotiated rates and options to make the whole process easier than doing it yourself.

You can be sure that our expert team will be with you every step of the way!

Other Ongoing Costs

Some other costs you should allow for 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.

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 5 years there will be no Capital Gains Tax.

Investing in New Zealand

How to Purchase a Property from Williams Corporation

1

Contact one of our Client Consultant 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, mortgage broker 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 20% deposit becomes due and payable. This deposit is transferred to our solicitors trust account, we do not touch it, for the duration of the build.

5

During the construction of the property, use our Hassle Free Service to guide you through the opening of a NZ bank account and NZ IRD (Inland Revenue Department) Number.

6

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

7

Now you are ready to enjoy the financial benefits of your own New Zealand investment property!

8

Repeat!



Internal and External Quality

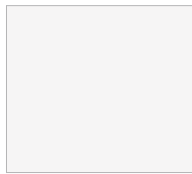



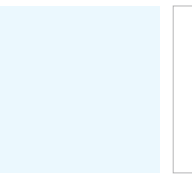
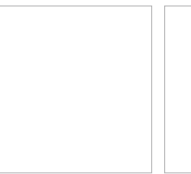

We take great pride in our homes. Quality is paramount in our properties and only the best products are going into the construction and fit out of our developments. Starting with an engineered gravel base and concrete raft foundation, then laminated veneer framing, coupled with double glazed windows, 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.

EXAMPLE EXTERNAL COLOURS

| | | | | | |
|---|---|---|--|---|---|
|  |  |  |  |  |  |
| AUSTRAL BRICKS Limewash | CEMINTEL TERRITORY PANEL Savanna Haze | WINDOWS, FRONT DOOR Silver Pearl | ROOF, FASCIA, GUTTER, DOWNPIPES Gull Grey | SOFFITS Resene Half Black White | PERGOLA Timber Posts with Galvanised steel brackets painted Black |

EXAMPLE INTERNAL COLOURS

| | | | | | | |
|---|---|---|---|--|---|---|
|  |  |  |  |  |  |  |
| TILES Off White | CARPET Dark Tapa | KITCHEN Cabinetry Timber Veneer | KITCHEN BENCH Engineered Stone | SPLASHBACK Clear Glass | CEILING, TRIM, DOORS, WALLS Resene Half Black White | BLINDS Block Out |



Build Specifications

Example Specifications, Colour Schedules and Chattels List

GENERAL SPECIFICATIONS

| | |
|-----------------|---|
| Internal Doors | Paint finish flush panel MDF doors Plasterboard sliders to robes |
| Entry Door | Powder coat aluminium |
| Hardware | Schlage |
| Windows | Double glazed, powder coated aluminum |
| Electrical | LED lighting, sockets, general connections, phone and tv jacks, towel rails and bathroom fans |
| Heating/Cooling | 5.4kw Split System |
| Water Heater | 160L hot water cylinder |
| Paint | Resene Spacecote |
| Roof | 0.4mm Colour Steel corrugated roofing |
| Fascia | Colour Steel |
| Gutter | Colour Steel |
| Downpipes | Colour Steel |
| Cladding | 'The Husky Theme' – A combination of Austral Bricks and Cemintel Territory Panels |

BATHROOM

| | |
|---------|---|
| Shower | Acrylic shower tray, tiled walls |
| Vanity | Wall hung vanity, white gloss |
| Mirror | Mirror over vanity |
| Tapware | Caroma metro series basin, shower, kitchen mixer |
| Toilet | Back to wall soft close with integrated bidet |

EXTERNAL

| | |
|---------------------------------------|---|
| Exterior Cladding | 'The Husky Theme' – A combination of Austral Bricks coloured Limewash and Cemintel Territory Panels coloured Savanna Haze |
| Roof, Fascia, Gutter, Downpipe colour | Gull Grey |
| Soffits | Resene Half Black White |
| External Joinery and Front Door | Silver Pearl |
| Taps | x2 |
| Electric Car Charger Unit | 1 per dwelling |

*Subject to availability, products/finishes may vary. Where possible products to be replaced with a similar or equal product.

INTERIOR LINING

| | |
|---------------------------------|--|
| Insulation Batts | To meet energy efficiency requirements |
| Plasterboard Walls and Ceilings | Standard Plasterboard to engineer requirements |
| 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 |

APPLIANCES

| | |
|----------------------|--|
| Oven | Fisher and Paykel 60cm built-in oven |
| Hob | Fisher and Paykel 60cm ceramic cooktop |
| Dishdrawer | Fisher and Paykel stainless steel dishdrawer |
| Rangehood | Fisher and Paykel built in Power Pack |
| Washer/Dryer | Washer/Dryer Combination |
| Refrigerator/Freezer | Haier Refrigerator/Freezer |
| Microwave | LG |

INTERNAL COLOURS

| | |
|--------------------------------|-------------------------|
| Tiles | European off white tile |
| Carpet | Dark Tapa |
| Kitchen Cabinetry | Timber Laminate |
| Kitchen Bench | Engineered Stone |
| Splashback | Clear glass |
| Ceiling, Trim, Doors, Walls | Resene Half Black White |
| Blinds | Block out blinds |

CHATELS LIST

| | |
|---------------------------|--|
| Blinds | Oven |
| Electric Car Charger Unit | Rangehood |
| Clothesline | Refrigerator/Freezer |
| Cooktop | Aerial |
| Dishdrawer | Smoke Alarms Pursuant to Building Code Requirements |
| Fixed Floor Coverings | Storage/Bike Shed |
| Letterbox | Wardrobe Joinery |
| Light Fittings | Washer/Dryer Combination |
| Microwave | Fans bedroom and living areas, plus AC units |
| Mirror above Vanity | |

About Williams Corporation

With over 10 years in the construction industry we are passionate about providing homes for New Zealand.

Williams Corporation have now delivered over 1000 homes across the country with no sign of slowing down anytime soon!

Our refined build process is clear and efficient, ensuring we deliver high quality homes on time and to budget, using proven reputable contractors and suppliers. All our homes have been thoughtfully designed and executed so that they are affordable to live in and affordable to maintain.

We believe that owning a home that you can be proud of, an investment that increases your wealth, or a space where you can grow your business shouldn't be so difficult. That is why we carry the same unwavering commitment to quality and affordability through every property we build.

Together we can make New Zealand the most liveable country.

"We believe that owning a home that you can be proud of, an investment that increases your wealth, or a space where you can grow your business shouldn't be so difficult."

WILLIAMS CORPORATION
MANAGING DIRECTORS
BLAIR CHAPPELL and
MATTHEW HORNCastle



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 10 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 10 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
General Manager

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.

Our Values

Williams Corporation now trades in the infill development space buying old homes that require redevelopment and replacing them with high-quality townhouses. We are strongly driven by the values that we were founded on by Matthew & Blair. We will always conduct our business and property developments in a way that delivers on our vision of building a more liveable country. That means we are committed to:

INNOVATION AND DESIGN

To push boundaries, not accept the status quo, improve housing development processes and producing homes that will stand the test of time.

LEADERSHIP

To be leaders in our industry through high-quality developments and the sharing of our knowledge to better both our cities and those that play in them.

TRUST

To build trust through a wholehearted commitment to our vision and the service we provide to our customers and those we interact with.

COMMUNITY

To support the communities we build our developments in and enable our customers to live work and play doing things they love!

Our Why

We will develop our cities with beautiful homes that are affordable to buy, affordable to live in and affordable to maintain.

Everyone that works towards it can buy the property they live in and property for investment, creating affordable homes for others. We want these people to become wealthy for themselves, their families and their communities. Our homes will be located where we can live work and play, creating happier and healthier communities that can focus on doing the things they love. Through stopping the sprawl of our population we can protect our natural environment and have it grow even better than we could imagine.

This all starts with the homes we create together.

Meet the Client Consultants Team

Singapore

Shirley Chua
Singapore Sales
Manager



+65 8112 2040

Shirley has an in-depth understanding of overseas investment as she is a foreign property investor and owner of multiple properties in Australasia. With her wealth of knowledge over the years helping Singaporean purchase and have the units tenanted, she understands the market demand and conditions to assist investors expand their property portfolio, through key identification theory to find the ideal property with the least fuss that delivers higher demand hence better return on investment. Shirley is passionate about helping clients achieve financial independence and she is conversant in English, Mandarin, Cantonese, Thai and Bahasa Indonesia.

shirley.chua@williamscorporation.com

Ryan Quah
Client Consultant



+65 8923 2832

Ryan is an entrepreneur and a property investor at heart. He is passionate about helping investors and home owners to preserve and grow their long-term wealth in a safe and secured way. His extensive background in banking shaped his data driven approach to capturing opportunities for his clients in the real estate market. His warm and charismatic personal connects with people and he loves to create long lasting relationship.

ryan.chin@williamscorporation.com

Ho Chii Fei
Client Consultant



+65 9489 3145

In his over 27 years of working in corporate IT and owner of photography retail and distribution business, Chii Fei understands the importance of sound investment and improving one's financial health through stable and tested instruments. Being a landlord for over 20 years in residential properties, he understands tenant needs and how residential property market works over the years. A firm believer in ethical business practices and environmental causes, he strives to build a sustainable future for the next generation.

chiifei.ho@williamscorporation.com

Arthur Lin
Client Consultant



+65 9006 4704

Arthur's experience and passion for property investment allows him to enjoy a steady stream of passive income at a young age of 35. Hence, many investors trust his strategies on quality property investing. He is armed with more than a decade of experience in the construction industry. Arthur is fluent in English and Chinese.

arthur.lin@williamscorporation.com

Eugene Cheng
Client Consultant



+65 9797 2774

An ex-aerospace engineer with a penchant for mathematical formulas and calculations, Eugene is highly skilled in using real estate investing formulas and careful research to help clients diversify their real estate investment portfolios overseas. Having previously assisted clients in purchasing properties in Singapore, Eugene is looking forward to offering his expertise to Singaporeans looking to purchase their first overseas property in New Zealand or Australia.

eugene.cheng@williamscorporation.com

Gerry Yeo
Client Consultant



+65 8733 1173

Gerry has over 25 years of sales and marketing experience and had worked in a number of industries including brewing, graphic packaging, aerospace and building. Before joining Williams Corporation, he was working as a real estate agent with Knight Frank primarily in the leasing and sales of commercial and industrial property. He has previously lived and worked in Sydney and Perth, where he has gathered some real experience in building and property investments. Additionally, with an up-to-date real estate sales qualification along with tertiary qualifications in the fields of commerce, telecommunications, sales and marketing, he is in a good position to help new home buyers and investors.

gerry.yeo@williamscorporation.com

May Low
Client Consultant

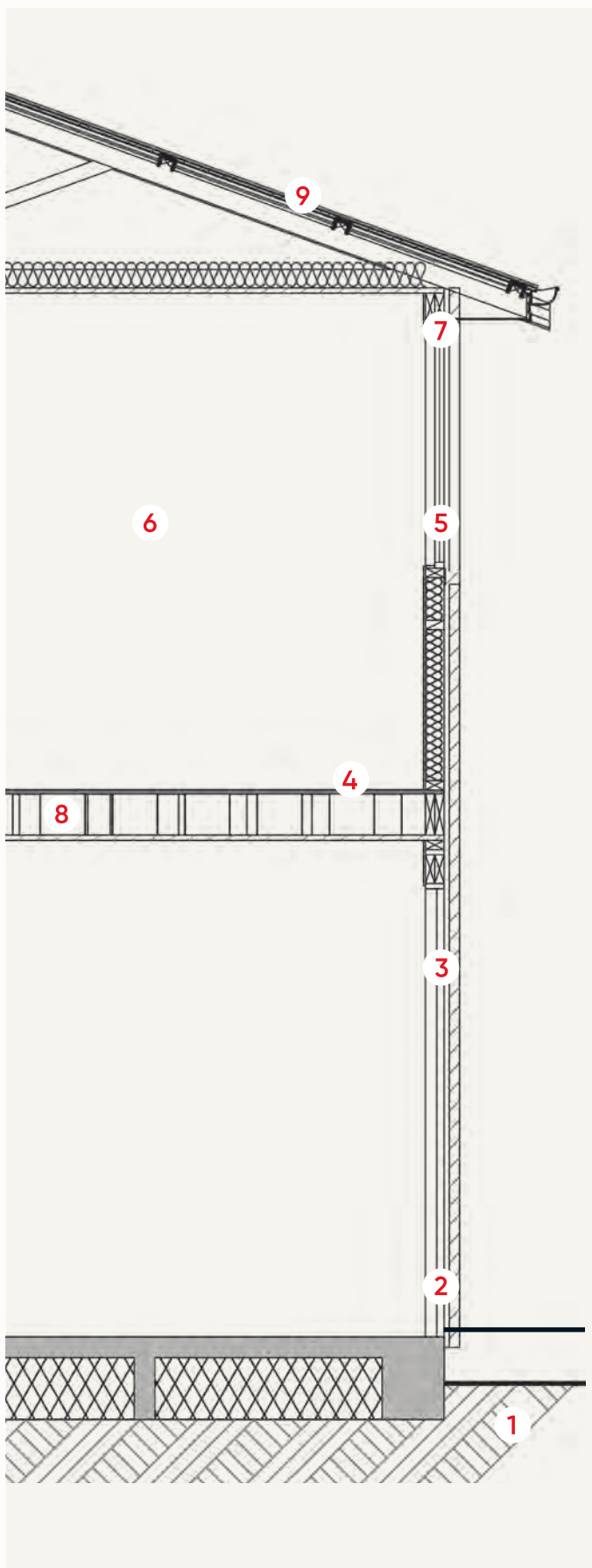


+65 9466 9988

May has over 20 years of Regional Sales experience for a large Japanese MNC. She has a friendly and sociable personality, which gave her the assets to communicate with all class of people. Her regional sales experience enhancing her communication skills by dealing with people from different countries. Her current focus is to help clients to reach their real estate goals, by seeing her clients' dreams come true, that is where one of her sources of happiness comes from. Fluent in English, Mandarin and Cantonese.

may.low@williamscorporation.com

How we build better homes



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.



4

MAGLOK DRAGONBOARD FLOORING

Constructed out of magnesium oxide, MagLok Dragonboard Flooring has a concrete like feel, can't squeak and has higher fire and water resistance when compared to particle board.



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.



2

ENGINEERED SLAB

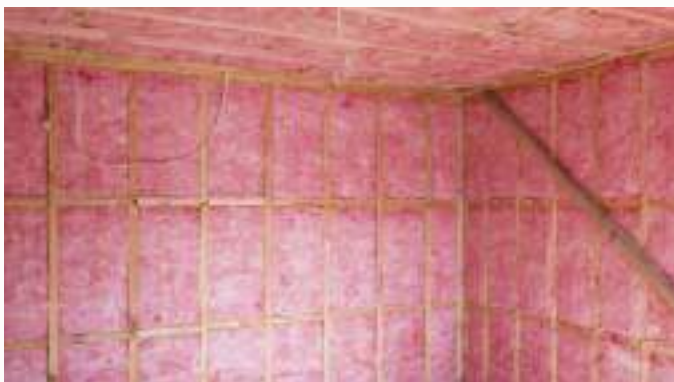
Constructed on top of the gravel raft an engineered slab provides the benefits of the concrete foundation sitting on the ground instead of in it. Constructed with concrete, steel and polystyrene pods, with the process being signed off by an engineer.



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.



5

PINK BATTS FIBREGLASS INSULATION

With warm dry homes being paramount for our construction methodology, we use two layers of R3.6 ceiling batts, providing over double the building code requirements. For the external walls, we use an R2.6 wall batt.



6

HEBEL INTERTENANCY WALL

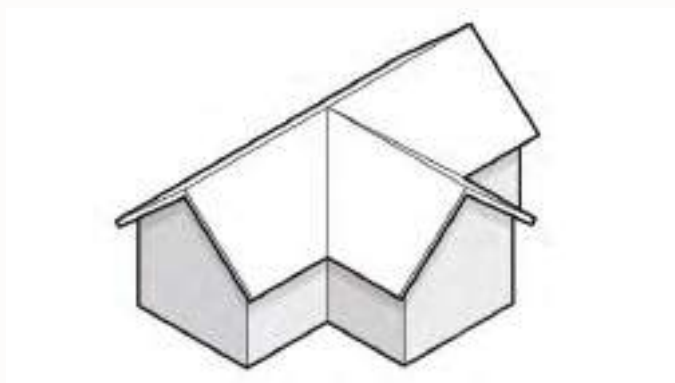
Hebel Powerpanel is made out of aerated concrete and provides fantastic acoustic and fire resistant properties. This ensures the product separating you from your neighbours is of the highest quality in the market place. Because the Hebel sits between the timber framing you have full use of the intertenancy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



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.

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?

Auckland, Wellington, now...Christchurch.
The townhouse boom heads south.

Article originally appeared on stuff.co.nz on August 3rd, 2020

Christchurch is becoming a city of townhouses and apartments, as more attached homes than free-standing houses get permission to build.

In the past year, just over half of all houses consented for the city have been attached dwellings. In May, 241 units were consented – the highest monthly figure on record.

The trend comes as local real estate agents report demand from both homeowners and investors for smaller homes with less outdoor space.

Of the 5422 homes granted building consent by the Christchurch City Council in the two years to the end of June, 2738 were townhouses, apartments, retirement units, or other attached units.

The average construction cost of attached homes consented in the past year was \$234,000. This was just over half the average \$423,000 cost of free-standing homes.

Freedom Preston is about to take possession of an apartment she bought with her partner after returning from overseas because of the Covid-19 pandemic.

For less than \$200,000, the couple found a small renovated studio apartment in central Christchurch.

"What attracted us was the affordability, and the location's incredible. It's so close to everything," Preston said.

"It's small, really small, but when I lived overseas I got used to very little space. It just showed us how little we need and what you can live without."

She said the apartment was not their "forever home", but for now they were looking forward to the lifestyle.

"Christchurch is an exciting place to live in. It's hitting its stride."

Zoning rules in the central city and the suburbs demand new builds meet a minimum housing density. Last month the Government moved to further encourage denser housing. In all "tier 1" cities, which includes Christchurch, councils will not be able to set building height limits of less than six storeys in city centres.

Christchurch developers have taken advantage of the sites of earthquake-damaged and old houses to build within higher density requirements. Construction in the central city qualifies them for a development levy rebate introduced after the quakes.

Kelvin Davidson, senior property economist for property analyst CoreLogic, said Christchurch appeared to be catching up on a trend well-established in Auckland and Wellington.

He thinks developers are driving the market in Christchurch.

"They're doing their research, they've done their sums. It's a sort of 'build it and they will come'."

Davidson said with more New Zealanders returning home, many would have good savings and were well-adapted to smaller homes.

"People aren't so bothered about having the big section, they're happy to have a small property with less maintenance."

Among the 440 apartments, townhouses and units advertised for sale on TradeMe last week, 84 were in the central city.

The dearest are \$3 million-plus penthouses, not yet built, in apartment buildings on Park Tce and Kilmore St.

Harcourts agent Mark O'Loughlin, who specialises in apartment sales, said many buyers were either first-timers using Kiwisaver, or investors.

The most demand was in the \$400,000 to \$600,000 bracket, he said.

As well as affordability, attractions for homeowners were a sense of community and security, especially for women living alone, he said.

Stricter tenancy rules meant more landlords wanted new properties, he said, and as the most affordable of the major cities, Christchurch was attracting investors from around the country.

Why buy in Auckland?

Auckland house prices hit record, Covid had 'negligible' impact – Barfoot & Thompson

Article originally appeared on nzherald.co.nz on September 2nd, 2020

Auckland was in alert level 3 for more than half of last month but the city's largest real estate agency network said the lockdown had very little effect on property deals and a new all-time high price has been established.

Peter Thompson, Barfoot & Thompson managing director, said: "The latest level 3 Covid lockdown restrictions in Auckland had a negligible impact on residential property activity in August with prices hitting a new all-time high and sales numbers being their highest for an August for five years."

The average sales price was \$995,543, up 1.7 per cent between July and August and 7 per cent higher than at the same time last year, he said. The price was also \$2000 higher than the last all-time highest price recorded in March this year.

The median price at \$911,500 was 2.4 percent higher than last month's, 9.8 percent higher than that last year, and the third highest ever median price.

August volumes were 1055, down 3.7 per cent on July but 41.4 per cent higher than for August last year, he said.

"August trading was exceptional, and from a price perspective even better than July's trading. The majority of vendors were prepared to move to the alternative sales methods we were able to offer and were largely unaffected," he said.

Buyer demand was strong and consistent, and for the second consecutive month sales numbers for this time of the year were at a level last seen at the height of the last property cycle.

"In part, we were able to sustain the excellent trading through online technology that has been fine tuned since the first lockdown such as online auctions and some easing of Government restrictions around final legal paperwork.

"Many found the move from 'in-person' to online trading to be relatively seamless, and those prepared to give it a go found they could make it work for them.

"With the easing of regulations more of the traditional selling methods have now been re-introduced. It means the market from now on will have an alternative online sales approach that will sit side by side with the more familiar way of doing business," Thompson said.

"Available listings are becoming an issue. Although new listings in August were positive at 1354, by month

end we had only 3703 properties on our books, our lowest number since February this year.

"Sales were strong across all price segments and across all suburbs and districts," Thompson said.

The agency sold 60 homes for \$2m-plus and 454 for \$1m-plus. Sales for \$1m-plus accounted for nearly half of all the agency's sales last month. It also sold 84 homes for less than \$500,000.

"Lifestyle and rural property markets also experienced high trading levels with sales numbers being 77 per cent higher than what they were in August last year.

"There is a growing realisation that lifestyle and rural property represents value for money in relation to current urban residential prices creating interest among Auckland buyers for property to the north of Auckland and as far south as north Waikato. Bare land is also attracting the attention of developers," Thompson said.

Owen Vaughan, editor of NZME-owned property listing site OneRoof.co.nz, said: "Auction results were already pointing to a hot August. Sale prices are well above CV – a complete reversal of what owners were facing 12 months ago – and agents have been surprised at the level of competition at auctions. It would be unusual for a house not to get a pre-auction offer right now. Buyers who come unprepared or are reluctant to bid aggressively are going to be disappointed."

He added: "The cry right now is for more stock. And while demand outstripping supply is good for homeowners when selling, it becomes a problem when you're looking for another house to buy."

Today's data was distributed after sales that exceeded expectations lately.

For example, a Blockhouse Bay house on a big site went last month for 73 per cent above its registered valuation, leaving the vendor in tears of joy.

Kevin He of Barfoot & Thompson said the property at 5 Matata St was valued at \$1.9m but a pre-auction offer of \$2.03m brought the auction forward.

Even with an offer of \$2.03m in the bag, the vendor was extremely happy, He said: "That then became the vendor's reserve".

Eleven people had registered for the auction and each of them had an agent on the phone, taking their bids before auctioneer Marian Tolich, he said.

Why buy in Tauranga?

Source: REINZ, Tauranga Council, OneRoof.

Once you arrive in Tauranga, you'll never want to leave! Tauranga is a vibrant, metropolitan hub on the East Coast of New Zealand. The biggest city in the Bay of Plenty is growing fast, with a population of 155,000. Tauranga is home to the biggest Port in New Zealand in terms of total container output and cargo volume. With a thriving industrial sector, a booming horticulture industry, and over 2200 hours of sunshine a year it's easy to see why Tauranga is growing fast.

Property investing in the greater Tauranga area caters for all buyer levels, whether it is purchasing investment properties or multi-million dollar Rural-lifestyle properties or beachfront holiday homes. We're now starting to see high scale, high-density projects in our CBD. The Tauranga CBD blueprint outlines \$1.5b of both commercial and residential development projects, which is the first of its kind in Tauranga and shows the commitment to building a city that will thrive.

The greater Tauranga area has often been a popular place for overseas investment, buyers securing a southern hemisphere holiday home, or ex-pat Kiwis investing to take advantage of the capital gains that the Tauranga area has in the past provided to investors. With the rapid increase in population and Tauranga is one of the smallest cities in terms of land area we've seen the median Bay of Plenty house price increase by \$725,000 over the last 30 and a half years, which is an average growth rate of 7.34% per year!

Tauranga is currently in the midst of a housing shortage, with scarce new housing being offered at less than \$700,000, and very limited stock at less than one million. It's estimated that within ten years, median house prices will rise from \$1M to \$1.612M and average weekly rent will increase from \$620 to \$998. Williams Corporation is proud to offer housing from \$589,000 close to the CBD that's growing every day.



Why buy in Wellington?

Want to get on the Wellington property ladder in 2020?
Buy off plans and move out of the city, agents say

Article originally appeared on stuff.co.nz on January 4th, 2020

If you're looking to buy a house in Wellington, be prepared to spend a lot of time looking, make multiple offers, and think about buying off the plans.

And if you're after an open-plan villa with a quaint backyard? Join the queue.

2019 saw people looking out of Wellington City - heading to surrounding suburbs such as Tawa, Grenada, Newlands, as well as the Hutt Valley, Porirua and the Kāpiti Coast.

Heading into 2020, the real estate market is set to look fairly similar despite a slight lull later in the year to coincide with the general election.

Managing director of Lowe & Co Realty, Craig Lowe, said some homes were selling within 20 days of being on the market and he did not see that stopping anytime soon.

The Wellington market had been very strong - especially during the second half of last year, he said.

"There's been a huge reduction in supply caused by properties selling faster.

"[In 2020] I expect that to continue. With interest rates where they are and with people coming into Wellington we need houses and with the constrained land supply, I just don't see that changing in a hurry."

There had also been a huge growth across the wider Wellington region, especially suburbs in the northern corridor, he said.

Younger families had been driving gentrification in Porirua and beyond.

Access to these areas was getting better and with Transmission Gully, due for completion by late 2020 interest in this area would continue to grow, Lowe said.

"With more professionals entering the area, it means that there will be better resources around schooling and shopping centres - you can sustain better resources."

People would also gravitate towards these areas due to it being the only real available land supply spot.

In Wellington City, Berhampore has seen enormous change and had been heavily gentrified during the market's most recent boom.

Villas were selling for more than \$1 million and it was seen as a prime spot due to its easy access to the city via Newtown.

Johnsonville, Paparangi, Newlands, Tawa and Porirua were also very popular, Lowe said.

"Sometimes we'll list a house in those suburbs and get 60 groups coming through - that might be two or three times what you might get in central city with a popular [listing]."

The biggest trend he had noticed was that people, mainly young professionals, were looking for open plan villas with french doors that opened out onto a quaint yard.

He encouraged people looking to buy a home not be put off by how many houses were on the market at any one moment.

"It's looking over time that's important - the opportunities are there, it's just that they're selling so fast ... you need to be active, so that means going out to four to five open homes every Sunday and looking online and in the paper.

"Another thing is to make offers ... until you're making trade-offs because there is no perfect house. Once you're willing to make a trade-off or two and make an offer on something it might take you four or five offers to secure something.

"So the sooner people start getting serious to make offers, the quicker it'll happen for them."

'BE PREPARED TO BUY OFF PLAN'

Sales director at Tommy's Real Estate, Nicki Cruickshank, said parts of the region were catching up while prices across Wellington City were relatively static.

There was strong interest from first home buyers in 2019 while the threat of a capital gains tax earlier in the year had led investors to withdraw from the market.

Why buy in Wellington? continued

But when Prime Minister Jacinda Ardern ruled the move out in April, investors returned to the market.

Cruickshank also noticed more people buying off plans, especially for townhouses.

People had also been flocking to the Kāpiti Coast in anticipation of the Wellington Northern Corridor, she said.

In Wellington city suburbs such as Mt Victoria, Kelburn and Oriental Bay remained in high demand alongside Seatoun, Island Bay, Berhampore and Lyall Bay.

In Porirua, first home buyers were heading to places like Cannons Creek as it was affordable, while a subdivision in

Aotea had seen a rise in interest in the area.

"I think the 2020 market will be the same, there will be more stock around February and March which will tend to slow down prices but there will still be a high demand," Cruickshank said.

Her advice to people wanting to get into the market? Think about buying off plans.

People who bought off plans were required to have about a 10 per cent deposit and had about 18 months to save more money before they moved, she said.

Areas popular with people wanting to buy off plans were Johnsonville, Tawa, Newlands and Grenada.

Managing director of Professionals in Lower Hutt, John Ross, said the decade was finishing with the highest prices seen in Lower Hutt.

"We're getting the pattern that we're at the point of no return at least at these levels," Ross said.

With low interest rates, the potential to get larger loans from banks, as well as steady demand, the 2020 market would continue to be strong, he said.

But there was one exception - the general election, which meant the market could go quiet in the six to seven weeks leading up to the vote.

"People don't risk their houses and depending on when they call that election we'll see that little blip."

People have been moving into the Hutt area because of the new builds, and because properties were cheaper than in Wellington city, he said.

Naenae, Stokes Valley, Kelson and Wainuiomata have seen massive growth.

For people wanting to get into Lower Hutt market, Ross encouraged people to move quickly as they could otherwise be left behind.



Williams Corporation Maintenance Period and Building Warranties

On all new Williams Corporation builds, there is a 1 year defects period and a 10 year structural warranty, pursuant with the Building Act. Williams Corporation is a company that will be around for a very long time, with large amounts of capital and assets being held in our development entity. We only purchase brands from reputable suppliers, who carry strong warranties.

Upon completion and settlement of every build, a Warranties and Maintenance Booklet is provided. This booklet details and explains all the products and systems involved in building the property and what warranties they carry.

Why do Williams Corporation not use a Master Build Guarantee?

Williams Corporation was previously involved with Master Build and although we acknowledge it has some fantastic points, it is more designed for the build contract market. Williams Corporation does not take progress payments throughout the build, the deposit paid is held in a Solicitor's Trust Account and all purchasers conduct a final inspection prior to settlement therefore, the Master Build Guarantee was not the right structure for the company.

How do I get maintenance completed?

The owner (or Property Manager) can make direct contact with any of the companies mentioned in the Warranties and Maintenance Booklet provided. The booklet is designed for the owner (or Property Manager) to be able to easily complete maintenance. Alternatively, you may contact Williams Corporation direct-details are below. For the first year, Williams Corporation will correct any defects, plus the property is covered under a 10 year structural warranty, pursuant with the Building Act. Further details about this Warranty can be found in your Agreement for Sale and Purchase.

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We know you'll be happy with the systems we have put in place, because we appreciate all our customers.



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."

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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

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 viewpoint, very impressed.

CRAIG

I recently purchased a home with Stephen from Williams Corporation. I found Stephen very approachable and easy to talk to. The biggest thing for us, was we didn't feel pressured into anything. Stephen was very professional. We felt we were never given the 'sales pitch', or were under any pressure to buy or make decisions on the spot. This allowed us to adequately consider all our options. We have owned our first WP property for just over a year now with no regrets. Highly Recommended.

BRAD

I purchased my first home with Williams Corporation late last year. From the moment I enquired to going unconditional, Stephen was there whenever I needed advice or support, going above and beyond. I can't recommend Stephen and the company highly enough.

REWA

We bought 3 properties from William Corporation and Stephen Pike is our consultant. The reason we bought these properties is because William Corporation have a very good production and reputation. Not only that, we got very professional advice from Stephen and he was always very helpful. Whenever we needed help he was always there for us. We highly appreciated his help and advice and we recommend him to our friends.

MON

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 TOVARANONTE

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

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

JOHN

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



