

The PROPERTY REPORT

A LOVE AFFAIR WITH REAL ESTATE

At just 20 years of age Wills and Kate found love. For most of us, we saw two good looking young people and we wished them well. Then there were those with other agendas. Those who would rather William marry someone with the right connections, someone who might help them advance an agenda, someone from the right society. On the sidelines for the past 8 years, the press have given their commentary; speculative, sensational, critical, intruding, and sometimes just make believe.

That William managed to make the right decision is a credit to him; he fell in love and kept coming back to it. He had a lot in common with Kate, more in common than not, and he hasn't let anyone - not the aristocracy, not the press, and not his grandmother - talk him out of marrying Kate Middleton, the down to earth girl.

If only every story could be so good.

New Zealanders have been accused of having a love affair with real estate. By some we are told it is good for us, by others that it is not. There are those who hold high office who have their own agendas and make speeches to discourage our desire for property. They prefer us to put our money into more 'sophisticated' places, to leave the instincts of our heart, to flirt with other temptations or to jump right into bed with investment products we don't know or understand.

Did you read the tragic story of Allison Guilford in the Dominion Post on Saturday, October 30th?

Allison Guilford is a widow, reliant on income from investments after spending much of her 25-year marriage nursing her husband, who had multiple

sclerosis. In late 2006 the trust they had formed sold a rental property and she asked sharebroker Forsyth Barr to manage the proceeds - about \$400,000, enough to generate a modest retirement income. Today most of the money is gone and Ms Guilford has fired her investment advisor. The last straw was a phone call after South Canterbury Finance collapsed, telling her she had lost all the \$50,000 her adviser has put in its preference shares. Unlike the debentures, preference shares were not covered by the government guarantee. "I'm surviving on just over \$100 a week and I tell you what, you don't survive well on that." (*The Dominion Post, Saturday, October 30, 2010, Section B1, author Tim Hunter*).

Why did she leave an investment product that had looked after her, that was popular with the middle class, for something the so called experts would party out on?

Property is a long term commitment that rewards those who get in early, who see a good thing and don't let it go. There are some 'good things' in the market right now, some of the best you've seen in years, but don't rush in and grab everything. Just find one; find it soon before another prince snatches it up, let it settle down, get used to it, learn what you can and when you realise how good it is, when you get through the testing period - then have children.

John Ross
Licensee Agent
john@redcoats.co.nz



visit www.redcoats.co.nz
to view previous property reports

Hutt Valley Rental Statistics

Rental Returns for October 2010

	BEDROOMS	MEDIAN RENT	RENT RANGE LOWEST - HIGHEST	% CHANGE FROM OCT 09	NO. LET
Northern Lower Hutt	1	\$147	\$122 - \$160	-14%	19
	2	\$280	\$245 - \$310	6%	30
	3	\$330	\$300 - \$373	2%	23
	4	n/a	n/a	n/a	0
Southern Lower Hutt	1	\$200	\$178 - \$232	5%	29
	2	\$295	\$262 - \$320	5%	44
	3	\$380	\$340 - \$420	3%	41
	4	\$522	\$460 - \$590	11%	8
Wainuiomata	1	n/a	n/a	n/a	0
	2	\$235	\$220 - \$260	2%	6
	3	\$300	\$300 - \$310	5%	13
	4	n/a	n/a	n/a	0
Upper Hutt	1	\$160	\$130 - \$180	3%	13
	2	\$230	\$210 - \$251	5%	53
	3	\$335	\$300 - \$352	2%	33
	4	\$420	\$380 - \$480	13%	10

Median - the middle value when all of the data is placed in order of value.

Source - Sales Statistics: REINZ website and Professionals Hutt City Ltd MREINZ records.

These statistics are for residential dwellings and do not include sections.

Source - Rental Statistics: Tenancy Services Bond Centre. These statistics are derived from information gathered from bonds lodged at the Department of Building and Housing.

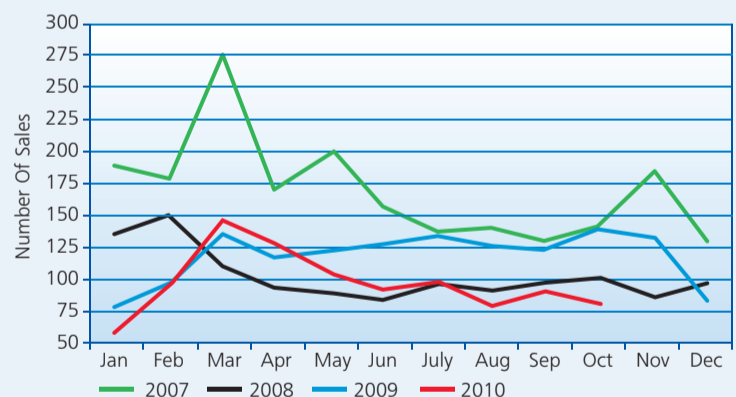
Lower Hutt Sales Statistics

August - October 2010

SUBURBS	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE PRICE % CHANGE 1 YEAR	3 YEARS
Alicetown*	-	-	-	-	-	-	-
Avalon	\$360,000	19	↑	39	↑	2%	14%
Belmont	\$456,000	6	↓	35	↓	13%	0%
Boulcott	\$631,000	6	↓	39	↑	86%	46%
Central Hutt	\$447,500	12	↓	39	↑	-3%	-24%
Eastbourne & Bays	\$620,000	18	↓	54	↑	-1%	-1%
Fairfield	\$350,000	8	↑	56	↑	-5%	-18%
Harbourview*	-	-	-	-	-	-	-
Kelson	\$350,000	7	↓	31	↑	9%	4%
Korokoro	\$423,000	5	↑	44	↓	-2%	13%
Manor Park*	-	-	-	-	-	-	-
Maungaraki	\$420,000	13	↓	27	↓	6%	8%
Moera*	-	-	-	-	-	-	-
Naenae	\$250,000	15	↓	52	↑	3%	-11%
Normandale*	-	-	-	-	-	-	-
Park Ave*	-	-	-	-	-	-	-
Petone	\$435,000	23	↓	44	↑	-5%	0%
Stokes Valley	\$315,000	29	↓	56	↑	11%	8%
Taita*	-	-	-	-	-	-	-
Tirohanga*	-	-	-	-	-	-	-
Wainuiomata	\$268,500	21	↓	64	↑	17%	5%
Waiwhetu	\$323,000	9	↓	24	↓	-4%	-8%
Waterloo	\$361,000	12	↓	59	↑	-14%	-23%
Woburn	\$595,000	7	↓	48	↑	-2%	-5%

*For accuracy purposes, suburbs with less than 5 sales in the period have been excluded from this analysis.

Lower Hutt Residential Property Sales



Regional Round Up

August - October 2010

OUR REGION	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE PRICE % CHANGE 1 YEAR	3 YEARS
Lower Hutt	\$368,250	230	↓	43	↑	9%	15%
Upper Hutt	\$335,000	125	↓	45	↑	2%	-3%
Porirua	\$385,000	152	↓	49	↑	-7%	1%
Wellington	\$470,000	615	↓	30	↑	-5%	2%
MAIN CITIES							
Auckland	\$498,000	1,611	↓	33	↑	-4%	5%
Hamilton	\$332,500	434	↓	48	↑	1%	14%
Christchurch	\$335,000	977	↓	37	↑	3%	2%
Dunedin	\$249,250	456	↓	37	↑	-5%	9%

www.redcoats.co.nz



Professionals

hutt city limited
licensed real estate agent