

The PROPERTY REPORT

On the 17th of November . . .

The new Real Estate Agents Act will come into effect on the 17th of November 2009, completely replacing the 1976 Real Estate Agents Act.

Great agencies are welcoming this change after 33 years of regulation under the old Act. Most of us want to be proud of the real estate industry we represent, and this will be the legislation to raise the bar.

The new legislation and a new Authority will be there to provide greater protection to consumers and more transparency.

The new rules around misconduct and discipline will make dodgy operators shake in their boots. Professionalism will be more important than ever before. The laws and punishment after all are only for those who flaunt the law.

The structure of the new Act gives more power to the consumer and also much more freedom to the industry to operate in the manner they feel is the most professional.

To comply with the new legislation agents will have to know their new obligations.

The top 10:

1. There will be a 24 hour (1 working day) "cooling down" period for the vendor after a listing has been signed.
2. The vendors will be able to unilaterally cancel the listing after 90 days. This will be the default maximum listing period.
3. If the agents doesn't give the client a copy of an "approved guide" prior to listing, the agreement will not be binding on the vendor.
4. There will be guides for the Sale and Purchase Agreement which the agent must provide to clients.
5. Deposits will have to be held in a Trust account for 10 working days.

6. Agents will be required to have three years experience out of the last 10 years to qualify to become an Agency Licensed Agent.

7. The appraisal and pricing of property must be provided in writing to the clients, must realistically reflect current market conditions and must be supported by comparable information on sales of similar property. Licensees must not mislead customers as to the price expectations of the client.

8. All licensees (agents, branch managers and salespeople) will be able to sell property by Auction without having to have an Auctioneers licence.

9. Agents will have to disclose any rebates and commissions they get (if any).

10.A licensee must not disclose confidential information relating to a client unless:

- (a) the client consents in writing; or
- (b) the licensee is required by law to disclose the information; or
- (c) disclosure is necessary to answer or defend any complaint.

For the majority of agents who do the day to day work, the changes can only be beneficial. Along, of course, with the consumer.

For a copy of the new "Code of Conduct" e-mail john@redcoats.co.nz

John Ross
Professionals, Hutt City Limited



Hutt Valley Rental Statistics

Rental Returns for August 2009

	BEDROOMS	MEDIAN RENT	RENT RANGE LOWEST - HIGHEST	% CHANGE FROM AUG 08	NO. LET
Northern Lower Hutt	1	\$145	\$117 - \$185	12%	12
	2	\$250	\$230 - \$272	-4%	29
	3	\$312	\$290 - \$355	-5%	46
	4	\$390	\$357 - \$417	18%	7
Southern Lower Hutt	1	\$180	\$162 - \$190	3%	19
	2	\$280	\$250 - \$327	-2%	56
	3	\$380	\$332 - \$410	-3%	39
	4	\$430	\$396 - \$537	-9%	9
Wainuiomata	1	n/a	n/a	n/a	0
	2	\$230	\$221 - \$247	n/a	11
	3	\$290	\$275 - \$304	0%	24
	4	n/a	n/a	n/a	0
Upper Hutt	1	\$150	\$110 - \$195	-12%	6
	2	\$215	\$195 - \$250	-3%	36
	3	\$315	\$295 - \$350	-2%	37
	4	\$400	\$320 - \$426	n/a	7

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.

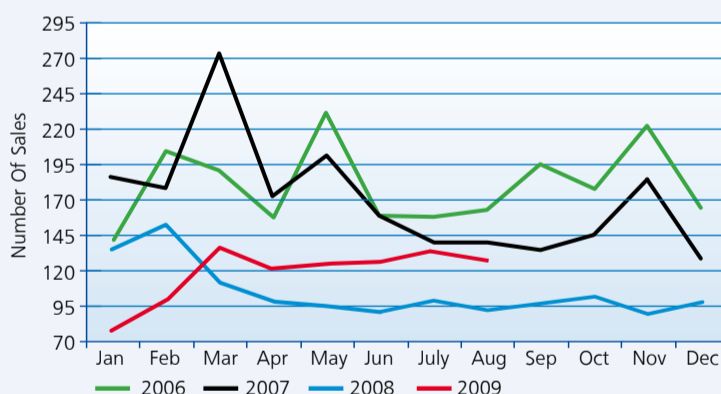
Lower Hutt Sales Statistics

June 2009 - August 2009

SUBURBS	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE % CHANGE 1 YEAR	3 YEARS
Alicetown	\$432,000	5	↓	73	↑	4%	5%
Avalon	\$351,500	20	↑	24	↓	33%	10%
Belmont	\$540,000	5	↓	9	↓	46%	33%
Boulcott*	-	-	-	-	-	-	-
Central Hutt	\$380,000	15	↓	9	↓	-21%	-18%
Eastbourne & Bays	\$510,000	20	↑	52	↓	-21%	-9%
Fairfield	\$367,000	13	↑	12	↓	*	-10%
Harbourview*	-	-	-	-	-	-	-
Kelson	\$383,500	7	↓	45	↑	13%	16%
Korokoro*	-	-	-	-	-	-	-
Manor Park*	-	-	-	-	-	-	-
Maungaraki	\$388,500	20	↓	15	↓	15%	4%
Moera*	-	-	-	-	-	-	-
Naenae	\$247,500	24	↓	12	↓	1%	2%
Normandale	\$332,750	6	↑	30	↓	-6%	-14%
Park Ave	\$345,279	12	↓	24	↓	-14%	7%
Petone	\$414,000	30	↓	26	↓	-1%	8%
Stokes Valley	\$280,000	45	↑	30	↓	6%	14%
Taita	\$226,500	14	↑	17	↓	13%	-3%
Tirohanga	\$451,000	6	↑	49	↑	*	*
Wainuiomata	\$239,500	84	↓	14	↓	7%	13%
Waiwhetu	\$369,000	18	↑	22	↓	18%	11%
Waterloo	\$390,500	15	→	24	↓	0%	13%
Woburn	\$667,500	16	↑	14	↓	65%	10%

*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

June 2009 - August 2009

OUR REGION	MEDIAN SALE PRICE	NUMBER OF SALES	VS LAST YEAR	MEDIAN DAYS TO SELL	VS LAST YEAR	MEDIAN SALE % CHANGE 1 YEAR	3 YEARS
Lower Hutt	\$320,250	386	↑	21	↓	-1%	3%
Upper Hutt	\$306,600	128	↓	38	↓	-2%	6%
Porirua	\$391,000	181	↑	56	↓	13%	22%
Wellington	\$480,250	762	↑	28	↓	10%	14%
MAIN CITIES							
Auckland	\$480,000	1,963	↑	29	↓	5%	10%
Hamilton	\$334,000	690	↑	30	↓	1%	11%
Christchurch	\$312,000	1,803	↑	29	↓	-1%	9%
Dunedin	\$236,000	581	↑	38	↓	-4%	-2%

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Professionals

hutt city limited MREINZ