



## **This month's meeting: Craig Bain from Fire Service**

Craig Bain. Station Officer. Fire Risk Management.  
Specialist Fire Investigator. Whangarei-Kaipara Area  
New Zealand Fire Service. Risks for landlords and  
Property Managers in Northland and how to mitigate the  
risk.

**When:** Wednesday 29 March

**Start time:** 7pm

**Where:** Distinction Whangarei, (formerly  
known as Kingsgate Whangarei), in the Hatea  
Room & Bar.  
9 Riverside Drive, Whangarei.

Free parking! Bar & restaurant (bookings essential).

### **Coming in April: Mike Goodison**

Mike Goodison from Work Safe to talk about  
current Health & safety compliancy relative to  
Landlords and Property Managers .  
Topics include: Commercial property owners  
as a PCBU, Understanding obligations when  
dealing with asbestos materials and more.

### **Meth Contamination**

#### **Update:**

IAG have issued their latest  
guides on meth contamination  
this month. Seeing as they  
now underwrite general  
insurance for AMI, STATE, NZ  
I, LUMLEY & LANTERN for  
ASB, BNZ, WESTPAC & THE  
CO Op Bank, the info affects  
lots of people.

The guidelines are out and the  
printed information will be  
available at the March  
meeting.

### **We welcome guests!**

Monthly meetings are open to  
NPIA Members AND invited  
guests (2 free visits per guest  
sponsored by any NPIA  
member).

Remember: Members need to bring  
their current NPIA membership  
cards to insert in the plastic name  
tag holder.



Be sure you know what your property is insured for.

Photo by Georgie Pouwels, Flickr

## Are You Doing What Your Insurance Company Expects?

I was asked recently by one of our members how to do a credit check. I was thinking about this request when an important email came in from IAG about Meth contamination. IAG is the market leader in New Zealand with a number of insurance brands under their wing. This document details very clearly their stance on Meth, and what landlords need to do.

First read this paragraph. There's no cover for contamination that involves you or any member of your family. It's important that you communicate this to your family in case they inadvertently (for example, through organising a party at home) allow meth contamination to occur.

- Landlord obligations under your policy must be fully met for a claim to be accepted. Meeting these obligations and managing a rental property well are the best way to protect yourself from contamination risk.
- Holiday rentals and short period tenancies (less than 90 days) are not covered for meth contamination resulting from meth use. This includes homes that are available on property sharing websites.
- Contamination from manufacturing, storage and distribution is covered for these short-term rental properties.
- Home cover only applies where you have been continuously insured with IAG and contamination first occurred during this time. If contamination existed prior to insuring with IAG, no contamination cover is provided.
- Your home policy cover pays to decontaminate to below the currently recognised standard. That means that some level of contamination may remain, but at a level that is deemed safe.
- Your contents policy does not provide any cover for meth contamination. This is because it is not possible to identify where, when or how contamination is likely to have occurred.
- Where landlord's contents are covered by the home policy, landlord's contents will also be covered for meth contamination.

Landlord's home policies that do not extend cover to landlord's contents will not cover meth contamination of those contents. This is what you the landlord must do. You, or the person who manages the tenancy on your behalf, must: (a) exercise reasonable care in the selection of tenant(s) by at least obtaining satisfactory identification and written or verbal references for each adult tenant and when a reasonable landlord would consider it appropriate, also check their credit and Tenancy Tribunal history, and (b) keep written records of the pre-tenancy checks conducted for each adult tenant, and provide to us a copy of these if we request it, and (c) collect a total of three weeks' rent in any combination of rent in advance and bond that will be registered with Tenancy Services, and (d) complete an internal and external inspection of the home at a minimum of three monthly intervals and the relevant residential dwelling upon every change of tenant(s), and (e) keep photographs and a written record of the outcome of each inspection, and provide to us a copy of these if we request it, and (f) monitor rent on a weekly basis with written notification being sent to the tenant(s) whenever rent is 14 days in arrears, together with a personal visit to determine if the tenant(s) remain in residence, and (g) make an application to the Tenancy Tribunal for vacant possession in accordance with the provisions of the Residential Tenancies Act 1986 if the rent is 21 days in arrears, or ii. you become aware of any illegal activity by the occupant(s) at the home, or iii. intentional damage to the home is caused by one of its occupant(s). Renewed policies will include the updated landlord obligations, meaning you'll need to meet inspection and monitoring requirements from when the renewal takes effect. The updated tenant-vetting requirements will only apply to new tenancies after the renewal, not to your existing tenants. In talking to property managers who have recently had Meth claims I can assure you that the above is rigorously followed. The insurance companies are asking detailed questions about tenant selection. What I consider are vague statements around how to do those checks are made like contacting tenancy services. What does doing a credit check mean and how does one do it. The Government has put some restrictions on what landlords can check. They have stopped us doing motor vehicle checks that I used to find very useful. There are a few options to do checks. I have found the most economic and easiest credit agency to use for most landlords is TINZ. ([www.TINZ.net.nz](http://www.TINZ.net.nz)) I have their web site permanently up on my browser desk top. You need to open an account with them before you "need" to do a check. Payment for each check is made via your credit card after each check. Financial members of Nelson PIA should supply your membership number to them. The membership number is on your membership card. Lost your card? Then download the NZPIF App onto your phone and click membership card. It will ask you for your email and "bing" there is the card! Next do your credit check. The TINZ site will give you details of tribunal cases as well. But that is not enough. You need to call the previous landlord of your applicant for a reference. When gathering up the

if that landlord was the owner, relative, or property manager. This is where things get tricky. You are required by the insurance company to confirm the true identity of the referee. For owners check the ownership of the previous rental via Terranet, LINZ, QV, Property Guru, etc. For property managers look at the company web site to make sure the mobile phone number given matches the number on the company web site. The insurance companies are demanding to see a written record of the conversation held with the previous landlord. When talking to a referee you need to ask a good range of questions to make sure firstly that you have the correct person (and not a relative / friend). Critical details are things like how long was the tenancy and when did the tenant leave the rental. Who lived with them and other details about the tenancy?

Not easy, is it?

Credit for this article goes to the Nelson PIA: [nelsonpia@xtra.co.nz](mailto:nelsonpia@xtra.co.nz)

## **NZPIF Media Releases... (Excerpts from 6 March —12 March 2017)**

### **TENANTS PARTY WILDLY IN SPITE OF BEING CHOSEN BY A GOOD SELECTION PROCESS**

The absentee owner of a Fernhill house where a huge party was shut down by police at the weekend has condemned the partygoers' behaviour as "disgusting". But QAC managing director Allan Baillie defended its tenant selection process, saying it used online tenant check agency Tenancy Information NZ to carry out in-depth vetting that included rental and credit histories. It also obtained references and called previous landlords. The property was inspected on Sunday and yesterday and its six tenants issued with breach notices for damage and misuse of the property.

[http://www.nzherald.co.nz/nz/news/article.cfm?c\\_id=1&objectid=11813351](http://www.nzherald.co.nz/nz/news/article.cfm?c_id=1&objectid=11813351) – 7 March

### **PRAISE FOR STUDENTS AS TENANTS FROM SOME LANDLORDS**

Manawatu Property Investors' Association president Pauline Beissel agrees that students are not the problem people assume them to be. There can be the "not so good" in any group but as a general rule, students are focussed on study, and while they might be a bit green at housework, they learn quickly.

<http://www.stuff.co.nz/business/property/90131076/students-make-great-tenants-property-insiders-say> - 7 March

### **NO SUPPORT OR IMF'S PROPOSAL OF A CAPITAL GAINS TAX**

An International Monetary Fund proposal for a stringently enforced capital gains tax for New Zealand would work in theory but politically the idea was likely to be "dead on arrival", commentators said today. A capital gains tax aimed at encouraging more investment outside housing and the introduction of a debt-to-income limit on mortgage lending are among the International Monetary Fund's recommendations for New Zealand to support its solid economy and sound financial system. [http://www.nzherald.co.nz/business/news/article.cfm?c\\_id=3&objectid=11813716](http://www.nzherald.co.nz/business/news/article.cfm?c_id=3&objectid=11813716) – 7 March

Also <http://www.interest.co.nz/node/86377> - 7 March

A warning yesterday of the dangers of high levels of household debt and rising property prices in NZ from the International Monetary Fund will strengthen the RBNZ's hand as it starts its review with an issues paper to be revealed next month.

<http://www.sharecafe.com.au/sharecafe.asp?a=AV&ai=43142> – 8 March

Also <https://www.tvnz.co.nz/one-news/new-zealand/housing-shortage-puts-nz-risk-in-event-global-financial-shock-imf> 7 March

#### AIRBNB LOOKING AT LONGER TERM RENTALS

Airbnb has quickly become a favourite destination for travellers looking for somewhere to stay on vacation. Now the home-sharing startup is interested in doing the same for people who want to find a place to live. Airbnb is considering an expansion in the long-term rental business and has asked McKinsey & Co. to research the market, said two people familiar with the matter. The consulting firm's work involves conducting competitive analysis of Craigslist, said the people, who asked not to be identified because the deliberations are private.

[http://www.nzherald.co.nz/business/news/article.cfm?c\\_id=3&objectid=11814857](http://www.nzherald.co.nz/business/news/article.cfm?c_id=3&objectid=11814857) – 9 March

#### WELLINGTON MARKET RUNNING HOT

Tenants aren't the only ones suffering in the challenging Wellington property market, with prospective home buyers also finding it very tough. The average asking price in the capital rose 2.6 per cent between January and February to a new record of \$528,000, according to the latest Trade Me Property Price Index. Head of Trade Me Property Nigel Jeffries said Wellington had set five record prices over the past six months and was showing no signs of letting up. "We've seen massive demand from renters in the region and the for sale market is in a similar boat. <http://www.scoop.co.nz/stories/BU1703/S00338/wellington-property-market-running-hot.htm> - 9 March

#### NATIONAL MEDIAN RENT INCREASES

The national median rent for newly tenanted properties hit \$400 a week for the first time in February, according to data compiled by [interest.co.nz](http://www.interest.co.nz) from tenancy bonds collected by Tenancy Services. <http://www.interest.co.nz/property/86404/rents-rising-strongly-auckland-tauranga-porirua-and-queenstown-falling-christchurch> - 9 March

#### NZ REAL ESTATE WATCHDOG IS RAMPING UP CRACKDOWN ON HOUSE-FLIPPING

New Zealand's real estate watchdog is ramping up its crackdown on house-flipping by investing in new technology which allows it to track when properties have been quickly re-sold for huge profits. The move will allow the Real Estate Agents Authority (REAA) to proactively chase agents involved in transactions without relying on complaints from the public. It comes after a *Herald* investigation revealed a series of cases in which houses were quickly re-sold - sometimes just hours apart - for big mark-ups, leaving homeowners hundreds of thousands of dollars out of pocket in some cases. [http://www.nzherald.co.nz/nz/news/article.cfm?c\\_id=1&objectid=11815330](http://www.nzherald.co.nz/nz/news/article.cfm?c_id=1&objectid=11815330) -10 March

## ANZ Property Focus AN ARM AND A LEG

### SUMMARY

*Our monthly Property Focus publication provides an independent appraisal of recent developments in the property market.*

### CHIEF ECONOMIST CORNER: INFLATION WATCH

There are increasing signs that pro-cyclical parts of the economy - house sales and residential building consent issuance have weakened. LVR restrictions, difficulty finding skilled labour and credit rationing are some of the constraining factors. Such a deceleration is actually healthy if it can take some pricing heat and speculative excesses out of the market, thereby reducing boom/bust risk. However, less housing supply will hardly do that, and one reason supply looks like it is being curtailed is burgeoning costs, with multi-dwelling consent values per square metre exploding in Auckland of late. Some of that may reflect compositional shifts (ie higher-value units) but that's hardly boosting affordable housing. Market forces, in the form of intra-regional migration and changes in household size, will no doubt partially offset growing imbalances. But the market critically needs more supply, and booming costs make it harder for the numbers to stack up for developers.

See [ANZ Property Focus](#) for the full report.

## Tenancy Practice, Scotney Williams

Tenancy Practice Service offers members a free short phone call for advice should you need it:

**0800 483 626**

[scotney@tenancypractice.co.nz](mailto:scotney@tenancypractice.co.nz)

If you need advice the short consult is provided by the association as a member benefit. TPS also have very effective debt collection which also free provided you have the right clause in your agreements whereby the tenant agrees to pay debt collection costs relative to the tenancy.



NPIA Members can now join our Members Only group on Facebook. Current Financial members can email Julie Gordon: [npiacontact@gmail.com](mailto:npiacontact@gmail.com) to get an invite. Group members need to abide by

### Tenant Watch

If you wish to check whether a prospective tenant is possibly not desirable to rent to, members are encouraged to search their name on the Ministry of Justice, Tenancy Tribunal website, select 'Tribunal Orders' tab.

Tenants who have been brought before the Tribunal and lost will have that decision lodged on the

## Contact Us

NPIA Committee

**Michael Tasker** 021 388 885 President

**Julie Gordon** 021 122 0033 Secretary/Treasurer

**Gordon Lambeth** 021 0337 607 Speakers

**Craig Gordon** Committee Member

**Dan Simperingham** 027 696 3001 Committee

Member

**Hedley Evans** 0274 738 216 Sponsors Manager

**John Bond** 09 438 0680 Committee Member

**Tony Savage** 021 393 230 Committee Member

## MEMBER Benefits

ANZ Home Loan Discounts and Seminars

- Free Monthly Meetings and Network
- Free Monthly newsletter 10 issues
- Free Veda Advantage Membership
- Free NZ Property Investor Magazine 12 issues
- Central Government Lobbying
- Discounts on Seminar Registrations Free TINZ Membership
- Tax Deduction on membership fee Free listing in NPIA business directory
- Free copy of the Residential Tenancy Act on joining, plus a pack of tenancy forms from MBIE
- Free Tenancy Practice Service Short Consult
- Auckland Property Investors Assn TV video channel discounted subscription.
- Annual conference - Guest Speakers, Sponsor dis-count packs, Bus Tours & Networking
- CoreLogic discounted subscription for \$80

online Tribunal Orders register, it stays there for up to 3 years.

*Remember to use a tenancy agreement where tenants are required agree to credit and reference checks.  
This your first safe guard.*

## This Month's Useful Links

<http://propertyplusnorthland.co.nz/>  
article library, latest issue and podcasts.

<http://www.smconveyancing.co.nz/fees.htm> Fixed Legal fees

<http://www.propertytalk.com/forum/forum.php> Excellent resource for Investors

Latest political REPORTS:

<http://www.nzpif.org.nz/news>

Facebook Investor Discussion Group: <https://www.facebook.com/groups/340682962758216/>





<http://www.nzpif.org.nz/items/view/57578>

- NZPIF benefits, conference, book store, \$20 off Thermotech smoke detectors for sale.
- Networking through the new FB group
- Rebates and discounts from a range of National (NZPIF) Sponsors, Partners and Discounters...

**Principal Sponsor: ANZ**

**Partners:** Bunnings, Toshiba Heat Pumps, Infracomfort Infrared Heating, Carpet Court, Unovent., Metro Glass

Discounts: TINZ (Tenancy Information NZ), Veda Ad-vantage, Guthrie Bowron / Dulux Stores, Placemakers, Mitre 10, Harvey Norman, Harvey Norman Commercial Division, Parmco Appliance, Resene.

...and Local (NPIA) Sponsors & Partners:

Dulux Trade, Noel Leeming Commercial, Hubands, Metro Glass, Jennian Homes, Harcourts Just Rentals, Henderson & Reeves, Connell Rishworth Smartmove Conveyancing, i-Rentals Ltd Property Management Systems.

Want to Join the Northland Property Investors Association?

You can link on this website and use your credit card – <http://northland.nzpif.org.nz/registrations/join>

Please email: [npiacontact@gmail.com](mailto:npiacontact@gmail.com)

## What's the Rental Market Doing in Whangarei ?

Have you raised your rents recently? i-Rentals Ltd did rent reviews last month and found even Otangarei (3BD) is over the \$300 mark.

---

## NPIA Business Partnerships

Do you know of any businesses keen to join NPIA?

**Contact** Hedley Evans (*Sponsors Manager*) **Ph: 0274 738 216**, to discuss which option will best suit your business.



## Bronze Level Sponsors



**CANIWI**  
construction Ltd

**ANDY COONEY**  
Ph: 09 436 1023  
Mob: 021 0237 4852

Licensed Building Practitioner  
Certified VELUX Installer  
HAZARD Co SiteSafe  
16 Magnolia Ave, Kamo, Whangarei  
[andy@caniwiconstruction.co.nz](mailto:andy@caniwiconstruction.co.nz)

- Total House Renovations
- Kitchens and Bathrooms
- Decks and Fencing
- Tie-down and Restoration of Relocated Houses
- Villa Extensions
- VELUX Skylights & Sun Tunnels



*Bringing light to life*

**BLACKSALT PROPERTY**

taking the grind out of property

commercial | residential | management | leasing

**BLACKSALT PROPERTY**

**Julie Pepper**  
Director  
021 854 406  
[julie@blacksaltproperty.co.nz](mailto:julie@blacksaltproperty.co.nz)

Ph: 09 971 8100  
4/15 Norfolk St, Whangarei  
PO Box 1920  
Whangarei 0140

[www.blacksaltproperty.co.nz](http://www.blacksaltproperty.co.nz)

## Silver Level Sponsors



**Has your Property Manager evolved with the times?**

**We have!**

Call Roger 09 945 4955 or  
027 493 3739  
[email office@i-rentals.co.nz](mailto:office@i-rentals.co.nz)



**i-Rentals**  
Property Management Systems  
[www.i-rentals.co.nz](http://www.i-rentals.co.nz)

## Harcourts Just Rentals gives Landlords more to smile about.



Our excellent customer service, time management and proactive attitude has contributed to Harcourts Just Rentals receiving 1st Place for Excellence in Business Development Nationally at the recent National Awards.

With some of the lowest arrears rates in the region, a fee structure tailored to your unique requirements and a double layer management system, you can trust your investment is in safe hands.

This way, you have more time to enjoy the things that really matter.

So if you're a Landlord, have more to smile about by calling us today on 09 438 2054.

# Harcourts

Harcourts Just Rentals  
2 Okara Drive, Whangarei  
justrentalsnth@harcourts.co.nz  
09 438 2054



Henderson Reeves  
Connell Rishworth  
creating smart legal solutions

- Property – buying & selling
- Commercial – Business & Farms
- Family
- Employment
- Litigation/Disputes
- Environment
- Estate Planning, Trusts & Wills

[www.hendersonreeves.co.nz](http://www.hendersonreeves.co.nz)



Contact: Ian Reeves LLB, Director

[www.smconveyancing.co.nz](http://www.smconveyancing.co.nz)

P: 09 430 4350

F: 09 430 6420

A: 96 Bank Street,  
Whangarei

## Gold Level Sponsors

### Hubands Energy Exclusive NPIA Offer

Get a Smartvent Ventilation System with no money down on an operating lease over five years and reap the benefits of a healthy home for your tenants

- ✓ Keep your investment property dry
- ✓ Keeps your tenants healthy
- ✓ Protect your investment from mould and mildew

#### NPIA Special Winter Offer:

4 Outlet Smartvent Ventilation Systems installed from just  
**\$1,799+GST**

Fujitsu 3.2kw Heat Pump (back to back within 3m) installed from just

**\$1,738+GST**

#### Rental Investors Finance Offer:

From less than \$2 a day you can finance this system on an operating lease over 60 months to treat your payments as a 100% tax deductible operating expense and avoid taking on any unnecessary debt.

To take advantage of one of these offers please contact Travis on:

p. 0800 482 263  
a. 15 Kioreroa Road, Whangarei  
e. [travis@hubands.co.nz](mailto:travis@hubands.co.nz)

[www.hubands.co.nz](http://www.hubands.co.nz)



noel leeming

commercial

### Northland Property Investors Association / Noel Leeming

Northland Property Investors Association and Noel Leeming Whangarei, Warkworth and KeriKeri have partnered to offer current financial members preferential pricing storewide.



Some of our nationally advertised specials may already be at lower prices than the Northland Property Investors preferential pricing offer. However, you will receive the best deal on the day for the product that you choose.

Pricing will be on a cost plus model

All pricing inquiries to be sent to Jas Scrooby – [jas.scrooby@nlg.co.nz](mailto:jas.scrooby@nlg.co.nz)



26 The Warehouse Way, Northcote 0627 | PO Box 9546, Victoria Street West, Auckland 1142, New Zealand  
0800 73 523 [www.noelleeminggroup.co.nz/commercial](http://www.noelleeminggroup.co.nz/commercial)

**METRO Direct**  
Inspirations in Glass



**15% OFF**

**Northern Property Investors Association Member Benefits**

**Minimum 15% off the glass price!**

On the labour content of any work we do you will automatically be charged the Trade Rate.  
Simply show your NPIA Membership card and enjoy the savings.

Metro Direct, 28 Porowini Ave, Whangarei  
Open 8am to 5pm weekdays  
P: 09 438 9399 E: wha@metrodirect.co.nz



**METRO** | Metro Direct is a division of Metro Performance Glass

*Northland Property Investors Association  
Jennian Homes*

Northland Property Investors Association and Jennian Homes Northland have partnered to offer current financial members preferential pricing.

Discounts only available to NPIA members. To receive your discount, you must show your current NPIA membership card upon first contacting Jennian Homes Northland and deal directly with Brett Yakas. Offer is only applicable to the Jennian Homes Northland Franchise.

**Jennian Homes Northland**  
1 Selwyn Avenue, Whangarei  
T 09 459 5408  
E northland@jennian.co.nz

**Jennian**  
HOMES  
*Your personality Our expertise*

 **Dulux**  
Worth doing, worth Dulux.

**The Dulux Offer**

- Northland Property Investors Dulux Trade Cash Account
- Free Tinting
- Free Colour Consultation@ your local GB's or Dulux Trade Outlets
- 2 x free Test Pots for every **complete** Interior or Exterior re-paint
- Trade Representative: local on site assessment & paint specification for every **complete** Interior or Exterior re-paint
- Effective cost saving & beneficial paint product recommendations by your local Dulux Key Account Manager
- Recommended Dulux Paint Applicator Clientele, to quote your larger redecorating project, ensuring warranted quality finishes & value for money (*optional if required*)
  - 30% discount to all NPIA members
  - Present a current NPIA membership card & quote Cash Account No. 128643

Contact: **Mana Mackie**, Trade Sales Representative Mob: 021 926 060  
Email: [mana.mackie@dulux.co.nz](mailto:mana.mackie@dulux.co.nz)





**Know of any other businesses keen to join NPIA? Have them contact us to find out about our...**

**NEW Corporate Membership Structure!**

**Contact Hedley Evans, Sponsors Manager, Mob: 0274 738 216, to discuss which option will best suit your business.**

