

Harcourts Property Focus.

Bringing you the [latest news, facts and figures](#) from the world of New Zealand real estate.

Living your **best life**

**Clear on the rules and got the money sorted?
Is it time to start the hunt for your holiday home?**

If you are one of the many Kiwis who are planning to invest in another property to use as an escape from your usual routine, then keep reading, as Harcourts has some advice on the first steps you should take to turn your dream into a reality.

Jo-Anne Clifford Chief Operations Officer Harcourts International, says that the number one consideration should be location – she asks “is it close enough to your home to get away to on weekends and is it a place you'd be happy returning to year after year”.

There are many things to consider when searching for your ideal holiday home. It might include total seclusion from the world and come in the form of a cottage hidden away in the bush, or it might be a beach front property where you welcome friends, family and neighbours to kick back and socialise.

What the decision will come down to, is a personal choice, so you need to be really

clear on what it is that will make your new property somewhere you want to spend your downtime.

Our top tips for you to find the perfect place to meet your needs are:

1. Decide what you want to get out of your holiday home
2. Look at the land price trends for the area
3. Buy in a year-round destination

Harcourts insights have tracked that spring and summer are busy times for residential property, and the same is true when it comes to purchasing a holiday home.

The Harcourts offices which service hot spots like Paihia, Mount Maunganui and the Marlborough Sounds experience a huge upswing in interest, particularly over the Christmas and New Year period.

But while there are some obvious choices about desirable locations for

holiday makers, you still need to do your homework.

Clifford continues, "Look at the land price trends for the area you're looking to buy. If the land value hasn't increased in several years, and that doesn't look like it's changing, then you're probably not going to make a capital gain on your purchase.

However, if the location is good – close to amenities and attractions – you can make a return by renting out your holiday home while you're not using it to help pay for ongoing and maintenance costs. Buying in a year-round destination will help to deliver more consistent returns.

As ever evolving kiwis, our expectations of holiday homes are changing and when we rent a house to have a holiday in, more of us are looking to high-quality properties, rather than the rustic Kiwi bach or crib."

Whatever you are after, talking to local Harcourts agents and property managers can help you on your way to living the kiwi dream!

Harcourts appoints new Managing Director for New Zealand



Harcourts New Zealand has appointed widely respected industry leader and former CEO Bryan Thomson as its new Managing Director for Harcourts New Zealand.

"We are delighted Bryan has agreed to return to lead our New Zealand business," says Managing Director of Harcourts International Ltd, Mike Green.

Green continues, "Bryan brings to this position an innate ability to draw exceptional performance from individuals and teams and

has a proven track record of success across all sectors of the real estate industry, both nationally and internationally.

In addition, Bryan will also bring his significant governance experience as Board Chair of Property Page (NZ) Ltd, and as a Director of real estate.co.nz and the Real Estate Institute of New Zealand."

Mr Thomson says, "I am excited to return to Harcourts and to have the opportunity to combine the experience I have gained over a long career in this industry with the talented and committed people who make up this iconic New Zealand Company."

Bryan will also be acquiring a shareholding in the NZ company and will commence his new role in early April 2019.

Harcourts wins gold for Quality Service in real estate sales

Harcourts NZ has been awarded the Reader's Digest Quality Service Gold Award in real estate sales for the second consecutive year.

The annual awards are decided via a robust survey by market research agency, Catalyst. Fifteen hundred respondents were asked to nominate a service provider in up to 41 categories, including real estate sales. To qualify to vote on a category, respondents must have used a service provider from that industry.

Survey respondents were asked to rank their experience on the listed companies according to the survey questions which focused on

customer experience, and whether the customer's expectation was met and, even better, exceeded.

Reader's Digest says it is confident that the results of this annual poll are the truly accurate measurement of New Zealand consumer sentiment in 2018, continuing into 2019.

Jo-Anne Clifford, Chief Operations Officer, Harcourts International says, "**The Gold Quality Service Award sits nicely alongside the Reader's Digest Most Trusted Award we've held for six years in a row, 2013-2018.**"



Ciaran Lowney, Head of Operations NZ receiving the award.