

NAI Harcourts Market Leader.

Bringing you the latest news, facts and figures from the world of commercial real estate.



Anti-Money Laundering implications for the real estate industry

New Zealand is a target for money launderers. It is estimated that well over \$1 billion a year from drug dealing and fraud is laundered through New Zealand businesses.

New Zealand introduced its Anti-Money Laundering and Countering Financing Terrorism (AML/CFT) legislation in 2009. Banks, financial institutions and many other sectors have been operating under the legislation since June 2013 and Real Estate agents have been captured under the legislation since 1 January 2019.

Real Estate agents are now, among other things, required to verify the identity of their clients (vendors and lessor's) in accordance with AML/CFT legislation. This is called Customer Due Diligence (CDD).

This means they are required to identify who their clients are (i.e. who they are acting for). This could be individuals, companies, trusts, or other client types like societies and government departments etc. They will need to ask for information to verify a client's full name, date of birth, and residential address. This can be done in several ways, like the banks, they will ask to see identity documents like a Passport, Driver's Licence or utility bill etc. In some cases, they have obligations to establish a source of funds and wealth.

If your real estate agent cannot verify your identity in line with the legislation, they may not be able to act for you.

This change primarily impacts owners of property who are either selling or leasing their property. If you are purchasing or leasing property you are not deemed a client of the real estate company (unless you have engaged a real estate consultant to act for you either as a buyer's or tenant agent) however, your lawyer also has AML/CFT obligations and may need to complete CDD.

We encourage all purchasers to engage early with lawyers in any sale or purchase process.

Who do real estate consultants need to complete CDD on?

- the client;
- each beneficial owner of the client; and
- each person acting on behalf of the client including the authority to act on behalf of the client e.g. a lawyer or representative giving instructions on someone's behalf.

To read the full article and understand more about how your next commercial transaction will be affected, please visit: content.naiharcourts.co.nz/blog/anti-money-laundering-implications

Six essential elements to enable a property or business to be sold

With these six elements present your property and/or business should sell in an orderly timeframe.

Conversely, if any of these elements are not present, a sale may be delayed. One of the strengths of NAI Harcourts is our network with strong recognised branding and local expertise as well as national and global connections.

NAI Harcourts real estate consultants will assist you, showing you ways to save time, money and effort – and how to reduce heartache and complication in the transaction process.

If you have a property or business for sale, NAI Harcourts will take care of you.

Diagram Source: Benchmark Business Sales & Valuations – Australia



Key Assets - Issue 1 2019

The latest issue of Key Assets, NAI Harcourts flagship portfolio is out on Friday 1 March.

Issue 1 2019 features a range of the properties being marketed by NAI Harcourts spread throughout the country, including:

- **15 industrial lots for sale in Hobsonville** offering huge growth potential for everyone including developers, investors and owner-occupiers. Marketed by Marty Van Barneveld, Albert Quan and Mike Fotu, NAI Harcourts North Shore Commercial.
- **Blue chip tenanted investment returning \$207,000 net plus GST per annum is available in Waimauku.** This opportunity in a fast growing location is marketed by Dave Lane, NAI Harcourts North Shore Commercial, and Peter Peeters, NAI Harcourts Whangarei.
- **Industrial land that won't break the bank in Hamilton.** With a land size of 4824sqm there is seldom the opportunity to purchase land of this size in the Te Rapa industrial area. Marketed by Brad Chibnall and Sean Stephens, NAI Harcourts Hamilton Commercial.
- **Exclusive opportunity for investors and owners-occupiers in the heart of Hastings.** This 220sqm retail store has a great presence along with a separate 140sqm building with New York loft style interior, is marketed by Matt Webb and Wayne Parsons of NAI Harcourts Hawke's Bay.
- **Three quality investment properties located in the heart of the Blenheim CBD** that include Just Jeans and three national tenants. Marketed by William Harris and Martin Summerscales of NAI Harcourts Blenheim.



Make sure you check it out for yourself by visiting: harcourts.net/keyassets