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Specialist Residential  
PROPERTY MANAGERS

# Quinovic

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

## LIVE LONG AND PROSPER

Welcome to 2011 and best wishes for a great year in your personal, family, business and investment spheres.

If you're enjoying some well-earned time out you're probably, like us at Quinovic, taking the opportunity to reflect on the year ahead and perhaps map out strategies to ensure you get through 2011 in good shape on all fronts.

You may be giving yourself a quiet pat on the back for having weathered the financial storm of the last couple of years and be scanning the new horizon for opportunities to consolidate your investment position in what seems likely to be another mixed year.

You may be licking your wounds, blaming the government, and vowing to lie low and "stay safe" – while others are getting excited about the opportunities waiting out there for astute investors who take the long-term view and refuse to be distracted by the welter of day-to-day announcements, pronouncements and predictions.

You could do worse than have at least one book by or about Warren Buffett (pictured) beside your deck chair, because many of our clients have enjoyed fantastic success in the local residential rental property market by following the simple rules that have made Warren Buffett king of the stock market.

Here are two quotes from the Oracle of Omaha that we particularly like ....



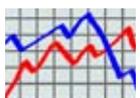
**Buy when everyone else is selling.** "We've put a lot of money to work during the chaos of the last two years. It's been an ideal period for investors: A climate of fear is their best friend. . . Big opportunities come infrequently. When it's raining gold, reach for a bucket, not a thimble."

**Don't buy when everyone else is buying.** "Those who invest only when commentators are upbeat end up paying a heavy price for meaningless reassurance."

And thanks to Joy Thomson's book *How Ordinary Kiwis Profit from Property*, published late last year, you can also start the New Year with some local success stories from residential property investors who have who have started in the recession and found success through varying strategies. A chapter by Quinovic National Business Development Manager Juliet Robinson sets out the fundamentals of residential property management and there are informative sections by experts on topics including finance, valuations and asset protection.

For some light entertainment over the New Year vacation you might like to revisit the fantastic Star Wars movie series from your nearest video store. We'll end with Dr Spock's enduring Vulcan salute to all our clients ... Live long and prosper!

+ And remember, your Quinovic Property Manager is a great source of advice on the opportunities and pitfalls of residential property investing in your area!



## The right rent?

Is it time to review the rents you are receiving for your investment properties to ensure your returns are keeping pace with the market?

Have you talked to your Quinovic Property Manager lately about whether your rental income reflects the strong market trend towards the end of 2010 for landlords around New Zealand to ensure their income is keeping pace with increased maintenance, insurance and rates costs ... not to mention some compensation for the loss of ability to claim depreciation after April 1?

With house prices remaining in the doldrums and few investors enjoying capital gains from turning over investment properties, it's important to safeguard your cash flows – and in most areas we are seeing rents increasing faster than house prices. And investors in areas like Auckland, with higher costs of home ownership, have even more reason to increase rents.

Talk to your Quinovic Property Manager about the right level of rents for your area, and ask their advice on whether it's a good time to consider small improvements that would make the property more attractive to the tenant.

## Talkingto

Experienced property investors Cliff and Juli Tolley recently bought Quinovic's Tauranga franchise, at Quinovic Corner, Cnr Durham & Wharf



Streets. Cliff has a background in managing operational and service relationships and creative problem-solving. Juli comes from a technology background with expertise in communications and project management.

**Our current property tip is ...** warm, dry, well-maintained properties fetch higher rent and better quality tenants. It will also help keep you in alignment with the recent tenancy law changes.

**Right now the rental market in our area is ...** in high demand. More than 50 people a week are moving into our area, many for work with companies moving here from major city centres. Property investment appears to be gaining momentum judging by the increase in requests for rental appraisals.

**Our favourite place to be in our area is ...** riding our Ducati or driving Juli's grandma's 1966 Mustang through the fun roads in the Bay of Plenty, enjoying the gorgeous views of the Bay, and stopping for the occasional soak in the natural hot springs along the way.

You can contact Cliff and Juli at the Tauranga office on (07) 579 9620



## Movie treat for quake kids

A free movie screening hosted by

Quinovic last month brought big smiles to many Christchurch kids who were badly affected by the September earthquake. Among the 400 people who received free tickets to the new Disney movie *Tangled* were pupils of St Paul's Primary School, one of the worst affected schools. National business development manager Juliet Robinson said a number of Quinovic's Christchurch tenants and landlords had been affected by the earthquake. "We keep hearing that the kids are still scared from the quakes so we wanted to pitch in and do something to make them feel good, and make them laugh."