



ANZO PROPERTY GROUP

The networking group for Australian (API) & New Zealand (PINZ) Overseas property professionals in London and the UK

November 2007

Committee Members:

Branch Chairman:

Philip Harcourt Philip.Harcourt@collierscre.co.uk **Ph 011 7917 2075**

Secretary:

Sid Kempton Sid_Kempton@StandardandPoors.com **Ph 020 7176 3961**

Other Committee Members:

Ross Burns	Ross.Burns@dtz.com	Ph 020 7643 6560
Jeremy Gray	Jeremy-gray@capshop.co.uk	Ph 020 7960 1297
Russell Harding	Rharding@clsholdings.com	Ph 020 7582 7766
Trinette Giborees	Trinette.Giborees@cbre.com	Ph 020 7182 2864

Website: www.ANZOproperty.com

Welcome to the fourth and final edition for 2007 of the ANZO Property Groups newsletter. As always, a warm welcome to any of you who have recently made it over to the UK.

Our Next Event – Thursday 24th January 2008

Given that this is the silly season and everyone is very busy having their Christmas parties in December, we decided to have our next quarterly event towards the end of January 2008. We are currently trying to find a venue with a private room, but if any of your companies would like to take the lead from CB Richard Ellis and provide us with a venue we would be very appreciative. An email will be sent out in January with the final location and times.

Date: Thursday 20th September 2007

Location: TBA

Time: 6pm to late

ANZO Property Ball – Friday 26th October 2007

The second annual ANZO Property Ball was a great success. 129 people attended the event at One Great George Street, London this year, and from the feedback everyone had a great time. The four casino tables received a lot of attention from eager punters throughout the evening as did the dance floor when the band got cranking. The lady and gentleman who ended up with the most casino winnings on the night, and who both took away huge hampers of Kiwi and Aussie goodies were Rebecca Kempton and Shaun Mullin.

Just like last year, this was a charity event, with all proceeds shared between The Commonwealth War Graves Commission (CWGC) for the upkeep of ANZAC graves in Europe, and the ANZO Property Group. We managed to raise £1,250 for the CWGC, which is slightly more than last year. An excellent effort since the actual costs of running the event increased by 15% and ticket prices only increased by 5%.

Once again, a huge thank you to our sponsors for the night, without whom we wouldn't have been able to put on such a great event:

Platinum Sponsors:

Judd Farris Recruitment www.juddfarris.com

ANZ Expat Mortgages www.anz.com/uk/expatmortgages.asp

Gold Sponsor:

Bayleys United Kingdom www.bayleysnz.co.uk

Silver Sponsor:

Environmental Control Services Ltd www.ecsltd.org

There are a heap of photos from the event on the 'ANZO Property Ball' page on our website www.ANZOproperty.com They can also be purchased from the link on the website.

Passing your APC: A perspective by Ewan Cameron

I recently sat the RICS Assessment of Professional Competence or APC as it is more commonly known. I had been putting this qualifying process off for a while, firstly because I wasn't entirely sure how long I was going to be here but more recently because of the busy nature of my current role and the daunting prospect of combining work & study.

Fortunately for me and unlike most UK applicants, I was eligible to sit after only 12-months in the UK, although considering I've been here for over 5 years, that theory didn't exactly help me. There is such a thing as the 'Reciprocity Agreement'. Basically this means that if you have undertaken a previous qualifying route in New Zealand such as the 'Registered Valuer' route, then the RICS take this into account, hence the reason for only a 12-month qualifying period.

Under the RICS guidelines, my route to qualification was 'Commercial Management', which was effectively the route most closely aligned with my current role in Asset & Investment Management. Prior to sitting the 'interview' a submission is required, which in my case consisted of the following:

1. Three Case Studies – critical analysis of any area of your work or experience and should cover the range of competencies listed in your submission*.
2. 2,000 word summary of experience*
3. 12-month log book
4. Record of Professional Development
5. Signed off competencies by your supervisor

* I understand that these requirements have changed for applicants who have recently started the process. I was able to use the previous criteria as I had registered to do the APC a couple of years ago.

In addition to the above there is fee and a number of other relevant forms to be filled in and must accompany your submission document.

In my case I was being assessed as someone with a reasonable level of experience rather than a graduate and thus all my option competencies were assessed at level 3. Those being Asset & Investment Management, Development Appraisals, Landlord & Tenant & Real Estate Finance & Funding. In addition to this you must also satisfy the core competencies within your chosen route, in my case these were, Valuation, Measurement & Inspection.

The Interview

After days of study, oops I mean weeks, it's time for the ultimate test, the 'interview'. This is an hour long and consists of a short 10min presentation, followed by 50 mins of scenario based questioning. I won't lie, this can be a little daunting and I'm sure if I was a graduate sitting this, it would be tough going, hence the relatively high failure rate for first time applicants.

I found the key here was to really know your stuff relevant to the core and optional competencies within your submission document. In addition to that, study up on the Code of Conduct and general Ethics. You may also get a question on recent industry initiatives, such as EPC's or something on the all important 'Green' movement, so be prepared with an example up your sleeve.

I found that the best preparation you could have was doing mock interviews. I did 3 prior to the interview and these were done in front of external people to those I worked with. Some of the larger agencies have this type of thing at the ready however in my case I needed to seek out

suitable external advisors we used and arrange them. This can be time consuming and I think should only be done during the last month before the interview.

For anyone who is familiar with the Valuers Registration process back in NZ, then the interview is not too dissimilar, although without the 2 hour exam before hand. In comparison, I guess I found the RICS Assessment slightly more involved and certainly a lot more detailed but not necessarily as difficult. The biggest advantage is that the MRICS qualification is a globally recognised qualification for those working in the property industry.

In my opinion it's a great qualification to have particularly if you work in the UK or for an organisation with a head office in the UK. It's really regarded as the bench mark or entry level qualification for advancing your career in the property industry that is not to say you won't without having it of course.

I would encourage anyone working in the UK and intending on continuing to work here for next few years to undertake it. Even if intending on doing some more travelling and working in the property industry abroad, the MRICS will get you a foot in the door, the rest is up to you.

Member Profiles

Member profiles give a little insight into the background of some of our members. Members are chosen at random and asked to give us a little background. This quarter we talked to James Rowlandson & Virginia Woodger, both of whom happen to work at Colliers CRE.

James Rowlandson	
Age:	27
Marital Status:	Single
What is your hometown in NZ/Aus?	Sydney
What University did you go to?	Sydney University and London South Bank University
What degree did you do?	Bachelor of Commerce and a Post Graduate Diploma in Estate Management
Where are you living in UK?	Balham, London
How long have you been here?	Six and a half years
Who do you work for?	Colliers CRE
What is your job title?	Valuation Surveyor
What does that actually mean in plain English?	I value commercial property in the UK and mainland Europe
How long have you worked for them?	Nearly five years
Is your current job different to what you did back home? Please explain.	I left Australia a few months after finishing my first degree so the only work experience I had was in hospitality. I had no experience in the property industry before I arrived in the UK.
How many jobs have you had since arriving?	Five
Did you go through a recruitment company to get your current job? If so, who was it?	No but I did use one to get a job as an Accounts Assistant at Colliers CRE which was a back door into a surveying firm. I followed that up by working part-time while doing my diploma before getting a job as a graduate surveyor within the same company.
If it wasn't for a career in property, what was next on your list?	I didn't have any idea what I wanted to do until my uncle over here offered me a job in his property company. Luckily, I liked it did so I didn't need a back up plan.
What are your top two tips for property professionals arriving in the UK?	1. Do the "short form" APC and gain another academic qualification by becoming a RICS chartered surveyor. It is important to register with the RICS as soon as possible as final assessments are only held twice a year. 2. If you don't intend on residing here forever, look into opting out of the second state pension.
What is the best country you've been to while you have been in the Northern Hemisphere?	Cuba
Why?	I just got back from two weeks there and it was the most amazing holiday. It was the perfect combination of history and culture, as well as being able to relax in the sun on beautiful Caribbean beaches.
When was the last time you were back in NZ/Aus?	Christmas 2005 (and am really looking forward to going back in Easter for three weeks!)
Apart from the weather, what is the biggest difference between the UK and Home?	They allow dogs in pubs here
Apart from the weather, what's the worst part about living in the UK?	The poor customer service in London
What's the best part?	The travel opportunities, it's great for weekend getaways
What's your favourite website?	www.bbc.co.uk although www.gumtree.com comes a close second
And finally the 'Heathrow Injection' question: As a percentage of the weight you were when you first arrived, how much have you gained?	About 5%

Virginia Woodger	
Age:	31
Marital Status:	Single
What is your hometown in NZ/Aus?	I was born in Queanbeyan but my family lives in Darwin
What University did you go to?	The University of Western Sydney - Hawkesbury
What degree did you do?	Bachelor of Commerce in Land Economics
Where are you living in UK?	I live in Hackney, in London
How long have you been here?	Four and a half years or so
Who do you work for?	Colliers CRE
What is your job title?	Associate Director - European Valuation
What does that actually mean in plain English?	I specialise in the valuation of European commercial property, European valuation is an ever-expanding sector of our business and we prepare valuations on generally high value properties and portfolios, for property funds and banks. I say 'European' but insert the word 'German' and it would be more accurate!
How long have you worked for them?	Since August 2003
Is your current job different to what you did back home? Please explain.	Essentially the fundamentals of valuation are the same wherever you go - but when I worked in Canberra I valued everything from farms to large office buildings as the market there is very small and very localised. In the UK and in Europe - I still require a good level of geographic/economic knowledge about the market I work in, its just that its much broader - you need to know about a whole country rather than a town. The properties are a lot more valuable too (the fees are better) and I have more accountability, but also, I think a greater level of autonomy in my job which is good.
How many jobs have you had since arriving?	Just this one.
Did you go through a recruitment company to get your current job? If so, who was it?	No, I did a general CV mail out drive before I left OZ - and on my first day in London arrived at my friends house to find eleven 'Dear John' rejection letters waiting for me! But the best response was from Colliers who emailed when they received my CV.
If it wasn't for a career in property, what was next on your list?	I'm not sure - Geography was my favourite subject at school - so maybe something along those lines.
What are your top two tips for property professionals arriving in the UK?	Firstly, I would say - if you see yourself being here for more than 1 year, and are offered the chance to do the APC, then do it. Last time I checked, qualified valuers from NZ and Oz could do the APC in a year - it takes a bit of preparation but the interview isn't so bad, and at the end of it, you get paid more, MRICS looks good on your CV, and as there is such a dire shortage of Chartered Surveyors in this country you have a lot more leverage with your employer. If you get paid more then you get more opportunities to travel and have a good time and that's what its all about! My second tip would be to get some professional advice about your CV and emphasise the transferable (and flexible) skills that you can bring to the job in the UK - this is your unique selling point as a property professional. So try to steer clear of references to your having worked for 'the largest property management company in (for example) Queanbeyan' as this is meaningless to someone in the UK - as they are really looking to fill a skills shortage.
What is the best country you've been to while you have been in the Northern Hemisphere?	Albania for sure - Just kidding!! - That's a tough one but I really like having summer holidays in France.
Why?	Because you can always rely on the Summers there being hot and dry and its nice to drive around - a bit like home really!! Good cheese, good wine, its got beaches, mountains, driving through the Pyrenees is great.
When was the last time you were back in NZ/Aus?	Last Christmas.
Apart from the weather, what is the biggest difference between the UK and Home?	Its a controversial thing to say - but I think that there is a lot less social mobility here than in Australia. Maybe I have been here too long and looking at home through rose colored glasses, but it seems like in Australia, the professional classes are made up of people with diverse backgrounds, who were not necessarily born with a silver spoon in their mouths. In the UK, from appearances it would seem that its harder for people to break the mould and get ahead if they were born into humble circumstances.
Apart from the weather, what's the worst part about living in the UK?	Its just so overcrowded it drives me nuts, to the point where public services are over stretched to breaking point - and its sometimes impossible to go and see a popular event or get tickets to anything. I guess its just supply and demand. And customer service is crap.
What's the best part?	I think that once you get out of London, the countryside is amazing, like Cornwall and the Lakes District - there are so many great holidays you can have here - for me that's the real UK.
What's your favourite website?	www.bbc.co.uk
And finally the 'Heathrow Injection' question: As a percentage of the weight you were when you first arrived, how much have you gained?	At risk of alienating your readership - I've lost weight since I got here (a few kgs). And I'm not lying - I checked on the scales this morning.

New Zealand Market Update

While house sales rebounded in October, there are further signs of moderation and softness. The Reserve Bank needs to see this weakness filter through to other areas of the economy before it can start to relax.

- Real Estate Institute of New Zealand (REINZ) housing data – October. House sales rebounded 12 per cent to 6,827 (seasonally adjusted) in October, although this must be put into context, with sales still down nearly 30 per cent since the start of the year. Days to sell increased to 36 (seasonally adjusted). The median sale price eased to \$350,000, and while this is up 8 per cent on a year ago, it has been flat for six months.
- Building Consents – September. Residential building consent issuance eased in September (total residential consent issuance was down 8.3 per cent seasonally adjusted, while ex-apartment consents fell 2.5 per cent).
- Mortgage lending - September. Growth in lending to households eased to 0.8 per cent for the month of September (and was revised to 0.8 per cent from 0.9 per cent in August).
- External migration – October. There was a seasonally adjusted net inflow of 260 people in the month, after appearing to have found a base over the past few months. Although it is far too soon to say whether there will be further softening, we see the risks to migration as skewed to the downside.
- Retail sales – September. Core retail spending increased 0.5 per cent (month on month, seasonally adjusted) and headline sales grew 1.0 per cent in the September month. Quarterly volume growth was soft at 0.2 per cent. Trend growth in both monthly headline and core spending is running at 0.2 per cent. Overall, the data confirmed that the moderation in consumer spending is continuing, albeit at a gradual pace.
- Reserve Bank Official Cash Rate Review. The Reserve Bank left the Official Cash Rate (OCR) unchanged at 8.25 per cent, as widely expected, and remains in wait-and-see mode. The statement was balanced, noting risks either side, but with familiar hawkish undertones towards inflation pressures suggesting a mild tightening bias remains. Fiscal policy is strongly on the RBNZ's watch-list.
- Wages – September quarter. The Labour Cost Index (LCI) measure of private sector ordinary time earnings rose 0.9 per cent in the September quarter, taking annual wage inflation (adjusted for changes in productivity) to 3.3 per cent – an all time high. Wage growth is likely to remain sticky at around current levels for some time, and will remain a concern for the Reserve Bank given wages' traditional influence on inflation.
- Employment – September quarter. Q3 labour market data was a mixed bag, with the unemployment rate, employment, and the participation rate all falling. The more stable unemployment rate is the better indicator of the state of the labour market, and suggests ongoing upside pressure on wage inflation, which will keep the Reserve Bank on alert.

Assessment

The housing market continues to soften, and it is expected to remain under pressure over the months ahead as mortgage rate increases continue to bite. There is evidence that softness in the housing market is progressing through to price growth. The Reserve Bank will be looking for this softness to filter through into other parts of the economy. Given large support factors for the economy (eg dairy prices, fiscal spending and a tight labour market) an outright fall in house prices looks like the transmission mechanism needed to dampen inflation. However, such a fall would also need to be put in perspective following the boom over the past six years. The speculative end will be most at risk.

Many thanks to Jennifer McKenzie jennifer.mckenzie@anz.com from the ANZ Expat Mortgages team who kindly offered to provide us with a quarterly snapshot of the NZ market for each newsletter.

Australian Market Update

We didn't get an update on the Aussie market this time, but hopefully it will be back for the next newsletter. Don't worry you Aussies, it wasn't on purpose, but I found the following article on www.news.com.au that may keep you amused....

Work drinks leads to \$ex...

October 12, 2007

ONE man slept with 30 women from his workplace, another exposed his penis in the office and a banker had \$ex on all of her colleagues' desks. These were some of the colourful stories told by NEWS.com.au readers when asked to reveal the worst things they'd done at office drinks.

One reader said he he got more than he bargained for after a one-night stand with a workmate. "Had work drinks one Friday night and ended up sleeping with a female work colleague. Was stunned when I woke up in her arms on Saturday morning. "After panicking I bolted home and made up an excuse to my partner, who then told me she was pregnant. About six weeks later my work colleague told me she was pregnant. "Two years down the track I'm the father of two boys and my work colleague and wife have accepted what's happened and everyone is happy. Lucky my wife was so understanding, I still can't believe she stood by me."

A bank employee said she had \$ex in the office with the hot guy from level eight after a work party, doing it on all 25 desks in the room. "The penultimate finale was shagging on the boss's desk overlooking the Perth skyline," she said. "One small problem. though. I left my underwear in the office. Had to race back the next day (was a Saturday) and thankfully no one had been in to retrieve my smalls."

Then there was the guy who drunkenly exposed his penis at work. "I asked a few girls if they knew what to do with it and was later sacked," he said. "Surprise, surprise."

One reader said he slept with his boss and gave her herpes. Another returned to the office after drinks and slept with the cleaner. And one claimed the best farewell gift she'd ever been given was having \$ex with the colleague she'd had a crush on for years after her farewell do.

The reader comments were in response to a story on the pros and cons of office drinks, and came a day after a survey was published saying one in five Australians had admitted to having \$ex with a colleague.

There were also non-\$exual stories, such as the reader who vomited uncontrollably in front of the entire office. Someone got stoned in front of their boss, while another called his employer a four letter word. Then there was the guy who slipped and accidentally threw a bowl of French onion dip all over the boss's wife.

This reader decided never to go to work functions again. "I was so nervous before getting to the Christmas party that I decided to get started on the drinks before getting there," she said. "By the time I got there I was extremely intoxicated. When I decided to dance, my moves would have put any stripper to shame. I asked my boss to join me on the dance floor but his wife got really pissed off and called me rather colourful names. "We got into a nasty verbal fight and I ended up telling the boss and the rest of management what they could do with their job. "The following Monday I rang my boss to resign but he told me what happens at the Christmas party stays at the Christmas party. "I went back for a week and the office gossip got the better of me and I decided to quit."

NZ and Australian Dollar Exchange Rate Analysis

The carry trade phenomenon continues to dictate demand for the Australasian currencies as Japanese investors borrow Yen at 0.5% to sell into Kiwi or Aussie dollar denominated bonds yielding a hefty 8.25% and 6.75% respectively.

The carry trade thrives as long as investor's appetite for risk exists. So in the current volatile financial markets the carry trade is on, then off, then on again providing decent opportunities for buyers and seller of the Anzacs alike.

So what is currently affecting investor's perception of risk?

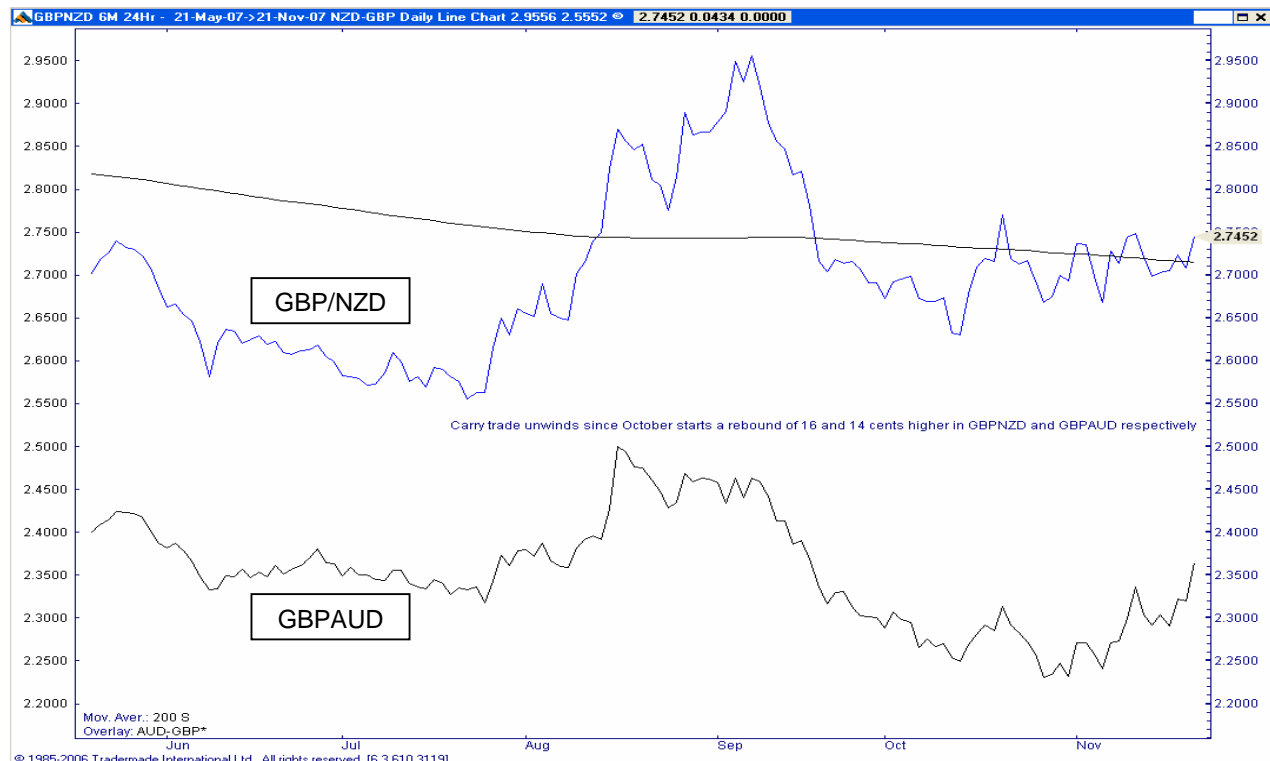
- Credit crunch – This started in the US and has spread globally. Tighter credit has pushed the housing market lower both sides of the pond and dented confidence.

- Economic growth outlook – Dragged down by falling house prices in the States GDP growth is softer in most of the major economies.
- Equity markets – Falling stock markets again dents confidence. Fear of a stock crash spooks many investors.

If investors feel the outlook is gloomy they will shun the carry trades riskier Australasian currencies in favor of the safer Euro, Swiss Franc or Yen. This may be enough for GBP/NZD and GBPAUD to continue the correction higher off the October lows. Buyers of the Australasian currencies should be realistic though as gains at this stage will probably be limited before a resumption of the downtrend begins.

GBPAUD will struggle in the short-term at A\$2.39 whilst GBP/NZD is likely to encounter strong resistance at NZ\$2.77.

However a revival in confidence, rallying equity markets, stable property markets and more available credit will underpin the carry-trade which would be bad news for Australasian dollar buyers.



Many thanks to Sam Stanley sam.stanley@halofinancial.com from Halo Financial who kindly offered to provide us with a bit more of a technical analysis than we are used to on the Pound vs our home country dollars for every newsletter.

Current vacancies hot off the press from Judd Farris

Principal Asset Manager. City. £Excellent + Package

A large UK institution with assets exceeding £8 billion is seeking a strategic Asset Manager to join their property investment team. You will have asset management responsibility for the 4 funds under control to ensure continued growth and consistent performance is achieved. Candidates will be expected to add value to the portfolio implementing strategic asset level plans, supervise external agents to ensure rent reviews and lease renewals are dealt with and carry out acquisition and disposal work. An excellent opportunity you should ideally be RICS qualified. Contact Toby Eves toby.eves@juddfarris.co.uk Ref: TOB/23821

Property Manager. West End. £Competitive + Package

A Top 10 UK consultancy requires a Property Manager to join their established and expanding team. Currently managing approximately £3.5 billion worth of assets the team consists of 50+ staff incorporating property managers, facilities managers, admin and accounts staff. You will work closely with the Associate Director and Director managing prestigious properties and key client relationships. The successful candidate will be well versed in property management including rent reviews, lease renewals, tenant applications, preparations of budgets and service charge reconciliation. RICS qualified is preferred. Contact Toby Eves toby.eves@juddfarris.co.uk Ref: TOB/23738

Residential Acquisitions Surveyor. 3 months ongoing – up to £30 ph. London

Our client is looking for an experienced residential acquisitions surveyor. You will need to be able to hit the ground running and have a good and thorough knowledge of Compulsory Purchase Orders. Contact Charlotte Holmes charlotte.holmes@juddfarris.co.uk Ref: CH/23937

Fund Analyst. 9 month Fixed Term Contract. £55k pro rata. London

A major fund manager is looking for an analyst to work closely with the External Property Funds Team, especially the Specialist Property Funds. You will also liaise with external investors and analyse non company managed funds to aid both business and investment decision-making. You will need to provide proactive input into the development of the wider property fund management business. Contact Charlotte Holmes charlotte.holmes@juddfarris.co.uk Ref: CH/22635

Development Surveyor. Ongoing. Upto £30 p/hr

A local authority urgently needs a surveyor with a background in general practice surveying. This role is an ideal one to get some project experience. A great team coupled with a great working environment makes this perfect for someone who is keen to get involved in some big exciting projects. Contact Ros Ewart ros.ewart@juddfarris.co.uk Ref: RE/23929

Senior Surveyor. 3 months. Up to £30 p/hr

A leading consultancy is looking for an experienced property manager with a background in service charges. You will be reviewing service charge budgets, reading leases, attending client meetings, and carrying out property inspections. This is a fantastic opportunity to get into a top company. Contact Ros Ewart ros.ewart@juddfarris.co.uk Ref: RE/23820

The Judd Farris London office phone number is 0207 494 2555.

Ngati Ranana Christmas Concert

Ngati Ranana is having their annual Christmas Concert in association with Beats of Polynesia so even though its cold outside people can come down and grab a slice of the South Pacific. See http://www.timeout.com/london/dance/events/616929/ngati_ranana_annual_christmas_concert.html

Mailing List / Missing Persons

Sid Kempton undertakes the role of keeping peoples contact details up to date. Every time a newsletter gets sent out, multiple emails get bounced back. These people then get deleted off the contact list unless we have new contact details. But before we do that, they get one last chance in the 'Missing Persons' section of the newsletter. If you happen to know the new contact details of these people, please let any of the committee members know.

Please remember to email Sid if you change jobs/email addresses so that you are kept up to date. Also, as always, if you know of New Zealanders, Australians, or any other Colonials working within the property industry who would like to be on the mailing list then please get in touch.

Steven Grinberg – Ex CBRE
Jonathon Kontopos – Ex CBRE
Shreya Rugani – Ex CBRE

Suggestions

We would welcome any comments, suggestions or even articles that people may like to submit. Please contact Sid Kempton at Sid_Kempton@StandardandPoors.com

Website

Our current website, www.ANZOproperty.com although functional, is a far cry from the high tech flashy site we would like it to be. If you know of anyone who is able to help us out with improving the website (either for free or on a paid basis), then please contact Sid Kempton at Sid_Kempton@StandardandPoors.com

Regards

Sid Kempton

Newsletter Writer for the ANZO Property Group