



### Viv Smith

**Property Manager, Summit Property Management Ltd**

- Area Manager Marlborough, Summit Group

- Approx. \$2.2 million in annual rent across 100 properties

**Summit covers the top of the South Island, with seven offices from Motueka to Blenheim, where Viv is. Of Summit's 17 Property Managers, she has one of the largest territories. Her area covers from the seaside town of Picton to the vineyards of Marlborough, Viv has worked hard to grow her portfolio using her local knowledge and contacts.**

"Several years ago, I worked for the New Zealand Police. I eventually moved on and began working in Blenheim as a real estate agent. However, I soon discovered that my passion lay with Property Management, and I moved into the role of Property Manager for Summit. I realised that I have a set of skills and the knowledge to manage a portfolio of investment properties effectively and to ensure that both landlords and tenants are happy. These skills have translated into a role as the Area Manager in Marlborough guiding my team."

Viv currently manages just over 100 properties with a combined annual rent of approximately \$2.2 million, also a team leader for the three other property managers in the region. She says she's committed to maximising returns for her owners – wherever reasonable and justified.

"With its growing economy, more and more people are moving to

Marlborough, and that's pushing up rents creating great opportunities for investors in this area. At the same time, though, tenants are expecting more from rentals. So, I tell my clients that maximising returns is about maximising quality too, which requires adequate spending on maintenance and improvements."

She says Marlborough's appeal as a place to live or invest makes for obvious synergies between Summit's operations and those of other members of the NZ Realtors Network.

"That includes referring clients to us for help with both the purchase and management of properties, through to sourcing tenant references, and sharing information on best practice and market trends."

Viv believes the need for such collaboration will only increase. Domestic and offshore buyers are increasingly looking beyond Auckland and the upper North Island for properties that are affordable, desirable and capable of delivering stable returns.

"We're never short of good tenants here and never short of good houses. And just as successful property management is about building win-win relationships, so too is the NZ Realtors Network."

