

## FROM DEREK'S DESK

October 2011

Hi there, well the RWC is almost over, for you non rugby fans (are there any in NZ!) you'll be sighing with relief - for us Poms we'll be glad the Pommie bashing is nearly over! The team were an absolute disgrace both on and off the field, it pains me to say it, but it's true - can't defend them! For you Kiwi's, it's only 80 minutes away from fame and fortune, and let's be honest apart from the unfortunate Welsh, you are head and shoulders above the rest - Go the AB's - Good Luck!

What else has been happening? Well, the housing market is still pretty quiet, little pockets of activity here and there, but the Spring push hasn't as yet got going. A real estate friend of mine says December 1st is D-Day - after the RWC Final and election - cor! that still seems a long way away, but he could be right. I guess most of Kapiti Coast residents will have had a shock this last week with the fall in Rateable values, I know that I was, but it doesn't matter unless you have to sell, and even then if you're buying in the same market you're okay.

The Banks are falling over themselves with excellent interest rate discounts, there are specials and then even more "specials", I had one Bank ring me yesterday to offer me personally 30 points off a 3-5 year fixed interest rate, very tempting if you like to budget and certainty. I'm staying with my floating mortgage, as I still believe the interests rates will not rise for a significant time. The World has too many major issues - although there are some encouraging signs coming out of USA, but they've a very long way to go to get back to whatever 'normal' is again.

As for Europe, well, will they ever get around the table and talk turkey! It seems that only France and Germany will be able to do something to help, but it is that serious now, that I'm not convinced they're going to be able to fix it. My folks back home in the UK constantly tell me how bad things are in England. How sad!

Don't forget, we're here to offer advice on interest rate strategy and the structure of your existing loans and do an appraisal on all your liabilities - you could possibly save huge amounts in interest etc. Don't forget if you're not paying your credit card off to "zero" each month, that's probably costing you around 20%, you could take the balance on a short term loan against the house at around 5.75%, doesn't that make sense?! Look how it would free up some personal cash flow. Additionally, the worst mortgage for you is the classic, "table" mortgage, where you keep paying off interest and principal every month, there're are alternatives, come and have a chat! Don't forget, we're here to help!

Locally the road works at corner of Rimu/Kapiti seem to be coming together - they've taken an eternity and it won't be long before the airport is fully functional, opening Kapiti to the rest of NZ - can't wait, what a fantastic opportunity for the area. The gardens are all in full bloom, a beautiful sight, especially when the sun gets out - here's hoping this weekend!

Well, it's the first of a number of public holidays coming up - and a good job too because after the AB's win on Sunday night, I think there could be much celebrating and not many folk wanting to go to work on Monday - enjoy!

Don't forget to contact me and ask me to show you how I can help you.

Derek

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