



Vanessa Puklowski

Property Manager, Summit Property Management Ltd

- Property Manager of the Year 2016, Summit Group

- Approx. \$1.7 million in annual rent across 115 properties

Ask Vanessa why she loves and excels at property management and one word sums it up - people.

"I'm definitely a people-person," she says, "and successful property management is really all about people management; being able to create positive long-term relationships with both the owners and the tenants. When both are happy it's a win-win situation, and that's very rewarding for me."

Summit covers the top of the South Island, with seven offices from Blenheim to Motueka, where Vanessa is. Of its 17 Property Managers she has one of the largest territories; from the baches of Marahau, next to Abel Tasman National Park, down to the orchards and farms of Upper Moutere.

"Having grown up here is a bonus," she says. "It means I know all the different towns and localities, and the people who are drawn to each: workers, families, lifestylers and retirees. It also means I have an innate sense of what is and isn't a decent rental property over this side of Tasman Bay."

Vanessa currently manages 115 properties with combined annual rent of approximately \$1.7 million. She says she's committed to maximising returns for her owners - wherever reasonable and justified.

"More and more people are moving to Tasman Bay, and that's pushing up rents. 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 Tasman Bay's appeal as a place to live and/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."

And she believes the need for such collaboration will only increase as domestic and offshore buyers increasingly look beyond Auckland and the upper North Island for properties that are affordable, desirable and capable of delivering solid 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."

