



Samantha Burling

Property Manager, Summit Property Management Ltd

- Area Manager Nelson

- Approx. \$2.3 million in annual rent across nearly 100 properties

Summit Property Management covers the top of the South Island, with six offices from Motueka to Blenheim, and manages over 2,200 properties. Samantha is one of four Area Managers and 24 Property Managers.

“I came from a background working in the communications/technology industry and took pride in good face to face customer service, being punctual and finding solutions for my customers. I contacted the Summit Property Management Director, Allister Nalder at the age of 22 to ask if I could talk to him about what it took to be a property manager. Once I met with Allister and then with the General Manager Stewart Henry, my mind was made up, this is what I was going to make my career.

Throughout the following years I grew my portfolio and became a knowledgeable and reliable property manager whose growth was reflective of the communication, reliability and attention to detail that I showed to my clients. These skills also allowed me to transition into the role of Area Manager of the Nelson Team. My core listings now come mostly from current clients or client referrals.”

Samantha currently manages a team of seven and manages a portfolio of just under 100 properties herself with a combined rental income of over \$2.3 million per annum.

Samantha’s Nelson team covers from Rai Valley to Tahunanui Hills through to Bishopdale, and with the largest team in Summit Property Management they manage around 750 properties collectively.

Samantha believes that there are some fundamental skills that

make a great property manager: industry and investment knowledge, empathy, attention to detail and communication. These skills help achieve good relationships that result in well managed investment properties. She also believes that investing in people and growing her team’s skills creates a great team environment that enables the business to grow.

“Nelson is a wonderful place to live. We have sun, beaches, cycle tracks and much more to offer. We have a diverse range of landlords, tenants and tradespeople in the region and this is what makes working and living in Nelson wonderful.” Summit Property Management love supporting our community’s sports teams, the local rescue helicopter and other community groups throughout the top of the south.

“Working for Summit Property Management has been the best career choice I have made. Not only do I get to work with some great people but the ongoing training, support and knowledge within the company is priceless.”

She says Nelson’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.”

“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.”