

2026 NZ Property Investors Conference

Workshop Descriptions



Workshop Host = Bryce Glover

New Zealand's housing landscape is changing rapidly, creating new opportunities for property investors willing to think differently. In this session, Bryce Glover will unpack the growing role of minor dwellings, transportable homes, and off-site construction in addressing housing affordability and increasing property yields. Drawing on HouseMe's experience delivering homes nationwide, Bryce will provide practical insights into council consent pathways, recent legislative changes, infrastructure considerations, common compliance pitfalls, and strategies for navigating local authority requirements. Attendees will leave with a clearer understanding of how alternative housing solutions can unlock value, generate additional income, and maximise the potential of existing land holdings.



Workshop Host =Mike Pratty

This session looks at how to think about insurance risk as part of investment due diligence. By buying smarter in a changing risk landscape. New Zealand's understanding of flood and earthquake risk has improved dramatically over the past decade, driven by better modelling, more granular data, and the hard lessons of recent events. The catch is that more accurate risk data tends to reveal more risk, not less. It's also accelerating a shift away from community-based insurance pricing toward risk-based pricing - a change that has a reasonable fairness argument behind it, but carries real implications for which properties remain insurable, at what cost, and on what terms. For property investors, that means insurance can no longer be treated as a fixed cost in the spreadsheet.



Workshop Host =Rory Diver

The session features **Mark Lister** (Investment Director, Craigs Investment Partners), **Leonie Freeman** (CEO, Property Council), and **Scott McKenzie** (CEO, PMG Funds)

Elevate your investment knowledge: Income, Growth and Diversification. Join our expert-led panel exploring income, growth and diversification through commercial property. Moderated by PMG's Rory Diver, the session features Mark Lister (Investment Director, Craigs), Leonie Freeman (CEO, Property Council), and Scott McKenzie (CEO, PMG Funds). Get practical insights and updates into today's investment landscape, ask questions, and better understand how commercial property may support long-term portfolio outcomes - helping you confidently assess if it's the right fit for your strategy.



Workshop Host = Stephen Tsang

Don't Leave Money on the Table When You Sell!

You've done the hard years. It's selling time. Now the tax man is circling for the unprepared.

Too many property owners lose money at the final hurdle through poor planning, avoidable tax traps, and decisions made too late. This workshop covers strategies to help you keep more of your sale proceeds, including timing of disposal, depreciation recovery, pre-sale building works, bright-line and tainted land rules, and preparing lenders as debt comes off the balance sheet. Learn what to plan for, what traps to avoid, and how not to undo years of hard work right at the finish line.



Workshop Host = Bronwyn Rhynd

Unlock the Development Potential of your land.

Join CKL for a practical workshop exploring five common ways property owners and investors can unlock development potential through subdivision and residential development. Using real-world examples, we'll show how development professionals identify opportunities, assess site constraints, and navigate the planning, infrastructure, and delivery challenges that influence investment and project outcomes. Participants will gain a better understanding of what makes a site suitable for development, the common pitfalls to avoid, and how to recognise opportunities that may otherwise be overlooked. Ideal for property owners and investors looking to better understand the development potential of their land.



Workshop Host = Richard Hutchinson

Join The Relocatable Home Co. for a practical, real-world workshop designed to help you understand the opportunities and profitability of relocatable home developments. Using project examples, we'll unpack the numbers behind successful developments, including costs, returns, challenges and lessons learned. Participants will learn how to identify suitable sections for development, what to look for when sourcing a relocatable home, and the key factors that influence project feasibility and profitability. We'll also share industry tips, common pitfalls to avoid, and the mistakes that can quickly erode margins. Attendees will leave with valuable insights, practical knowledge and greater confidence to assess future development opportunities.



Workshop Hosts = David Faulkner & Philip Hun

Residential and commercial property each offer unique opportunities, risks, and rewards. Join David Faulkner, General Manager of Property Management at Property Brokers, and Philip Hunt, one of New Zealand's leading commercial property specialists, as they compare the realities of both investment classes. Learn how rental yields, tenant profiles, lease structures, financing, maintenance costs, market cycles, and value-add opportunities differ between sectors. Whether you are growing your first portfolio or considering diversification, this practical session will provide real-world examples, expert insights, and actionable strategies to help investors make informed decisions and maximise long-term returns.

Workshop Host = Katrina (Kat) Watson

This workshop session will give you the opportunity to speak directly with our MBIE representative. Bring your tenancy related questions and be among the first to hear about tenancy related updates from MBIE.



Workshop Host = Debbie Roberts

Join Debbie Roberts, Financial Adviser and Founding Co-owner of Property Apprentice, for a Market Update, hot off the press about where she sees current opportunities in the New Zealand property market. This interactive session will include market forecasts for 2027-28 and an interactive Q&A. This session is designed to show you how to get a yes from the bank, help you to navigate the changing property market with confidence, help you to work out how much you need to fund retirement, and teach you how to create a plan for the retirement of your dreams.



Workshop Host = Keiran Trass

For years property investors have been treated as a problem; too many landlords, too much money in housing, too much blame. That story comes from calling housing a crisis. Interest deductibility was stripped then restored when consequences landed. Bright-line was stretched to ten years then cut to two, LVRs tightened then loosened. Housing isn't a crisis. It's the largest nation-building opportunity we have. Every opportunity needs a way of measuring progress. The Housing Compass tests policy as a system, not a headline. What would a capital gains tax actually accomplish? We run it through the Compass live. Kieran Trass shows how to judge the next announcement for yourself, instead of just bracing for unknown consequences.

Friday Optional Tours

Port of Tauranga Tour

Go behind the scenes! Have you ever wondered how New Zealand's largest port operates? Conference attendees will get the chance on Friday September 18th to do just that. Join our exclusive Port of Tauranga Guided Bus Tours. See the 9 ship-to-shore cranes and learn about the port that handles 41% of NZ's containers. This is a rare opportunity for a behind-the-scenes look at a massive economic driver for the Bay of Plenty and New Zealand.

CBD Walking Tour

Tauranga city is transforming! Did you know the CBD is currently undergoing a \$1.5B transformation? As an NZPIF conference delegate, you'll get exclusive access to a CBD Walking Tour to see these massive projects firsthand. Explore the growth of our city while you grow your investment knowledge.

HouseMe Show Home Visit

Exclusive access to HouseMe's Tauriko show home display village, where you can tour a range of fully furnished transportable homes and speak with the team about design, pricing, investment opportunities, granny flats, and the transportable home process. Whether you're considering adding a minor dwelling, investing in transportable housing, or simply curious about the possibilities, this is a tour well worth taking.

Tauriko Business Estate Bus Tour

Join Property Brokers for an exclusive bus tour of the 200-hectare Tauriko Business Estate. Gain expert market insights on high-exposure locations. Learn about current lease rates, square meter sales rates and more. This is suggested to be a fun and interactive tour.