

LYONS &CO

Property Valuation **Guide**

Meet the Valuers



Lyons & Co is a **proud family-owned business** with over 40 years of experience in the industry. Founded by Liam Lyons, the company has grown through dedication, expertise, and a commitment to quality service. Today, the tradition continues with Liam's son, Mark Lyons, joining the team, bringing fresh perspective alongside trusted values.

The firm is further strengthened by the expertise of fellow registered valuers Sam Ogilve and Dave Horne, whose diverse backgrounds and professional insight add depth and range to the services Lyons & Co provides. Together, the team offers clients a wealth of knowledge and a personalised approach to every valuation.

Contents

4 Why Property Valuation Matters
- When and why you need one
- Why a Property Valuation is Important
- How are property valuations calculated?
- Key Factors That Influence Valuation

7 DIY vs. Professional Valuations

9 Common Mistakes to Avoid

11 What to Expect in the Process

12 Next Steps

LYONS
&CO

Why Property Valuation Matters

When and why you need one

In New Zealand, you may need a property valuation for several legal, financial, and personal reasons. Here's a breakdown of when and why a property valuation might be required:

1. **Buying a Property**
   - To ensure you're not paying more than the property is worth.
   - Required by banks before approving a mortgage.

2. **Selling a Property**
   - To set a fair market price.
   - To justify the asking price to potential buyers.

3. **Refinancing a Mortgage**
   - Banks usually require a current valuation to determine loan-to-value ratio (LVR).

4. **Applying for a Home Loan**
   - Lenders need a valuation to assess the property's worth as collateral.

5. **Insurance Purposes**
   - For setting adequate replacement or indemnity value.
   - Especially important in earthquake-prone areas like Wellington or Christchurch.

6. **Property Settlement (Relationship Breakdown)**
   - A fair market valuation is crucial during asset division.

7. **Estate Planning or Probate**
   - Valuation helps determine the value of an estate for inheritance or tax purposes.

8. **Investment Decisions**
   - Helps investors assess potential return, rental yield, and capital growth.

9. **Building or Renovation Projects**
   - Valuations may be needed to assess the impact of renovations on the property's value.

10. **Disputes (Legal or Council-Related)**
    - Disagreements over rates, boundaries, or ownership can require an independent valuation.

Request a **Free Quote**

Why a Property Valuation is Important

- **Objective Market Value:** Provides an unbiased, expert estimate of the property's worth.
- **Financial Risk Management:** Helps lenders and buyers avoid over-investing.
- **Negotiation Power:** Both buyers and sellers can negotiate more confidently with a professional valuation.
- **Compliance:** Needed for legal, tax, or insurance compliance in certain situations.
- **Peace of Mind:** Ensures clarity and fairness for all parties involved in a transaction.

LYONS & CO

How are property valuations calculated?

In New Zealand, property valuations are calculated using a mix of data analysis, professional judgment, and market research. A registered property valuer considers multiple factors and may use different valuation methods depending on the type and purpose of the valuation.

A registered valuer typically follows a structured process:

1. **Property Inspection**
   - Physical inspection of the property, including land and buildings.
   - Notes condition, layout, materials, improvements, and any issues.
   - Undertakes a on site measurement of the improvements.
2. **Market Research**
   - Looks at recent sales of similar properties ("comparables") in the area
   - Uses databases like CoreLogic, QV, or REINZ.
3. **Assessment of Key Factors (see next section)**
4. **Valuation Method Applied (based on the property type and purpose)**
5. **Final Valuation Report**
   - Includes property details, market data, valuation method, and market value estimate.
   - Often valid for 3 months.

Key Factors That Influence Valuation

Valuers consider a range of physical, legal, and market-based factors, including:

CATEGORY	KEY FACTORS
Location	Suburb, proximity to schools, shops, transport, zoning, neighbourhood trends
Land	Size, shape, contour (flat vs sloping), access, subdivision potential, views
Dwelling	Age, size, number of bedrooms/bathrooms, condition, materials, renovations
Legal Title	Freehold, leasehold, unit title, cross-lease, easements, covenants, land use
Improvements	Garages, decks, pools, landscaping, outbuildings
Rental Income	For investment properties – existing or potential rental yield
Market Trends	Supply and demand, interest rates, economic factors
Compliance	Code compliance certificates (CCC), consents, insurance risks
Development Potential	Zoning rules, unitary plan provisions, intensification potential

“Mark of Lyons & Co Registered Valuers was amazing! We had a very tight time frame to settlement when our bank wanted a registered valuation - Mark was so helpful and pleasant to deal with. He undertook our valuation on site the same day and we had our report within 24 hours. This was brilliant and I would highly recommend to anyone needing a registered valuation. - Justine Rowe

Request a **Free Quote**



LYONS &CO

DIY vs Professional Valuations

You can form a DIY valuation on your property using a variety of the following free platforms. However it is important to note **these platforms use algorithms and historical sales** – they do not consider renovations, current condition, views, subdivision potential, or unique property features, therefore may not reflect accurately on the actual current market value of your property.

Homes.co.nz
Shows estimated value range, past sales, RV, sales history. Good for getting a rough ballpark.

OneRoof.co.nz
Similar to Homes.co.nz, often includes rental estimates and suburb trends.

Trade Me Property Insights
Useful when researching listings or comparing price trends.

QV E-Valuer (Paid)
Automated Valuation Model (AVM), paid version more reliable than free tools.

It may be useful to use a DIY/ free valuation tool when:

- You're browsing or casually exploring value.
- You want to compare similar homes.
- You're making an initial offer or doing quick due diligence.
- You're prepping to talk to an agent or valuer.

Use a Professional Valuer When:

- You're applying for a mortgage or refinance (banks require it).
- You're selling and need a solid price benchmark.
- You're involved in a legal dispute, separation, or estate settlement.
- You need an insurance or rebuild valuation.
- You're considering subdivision or development (valuer may factor zoning potential).
- You're considering undertaking renovations and don't want to over capitalize on the property.
- You're property is unique and there is limited recent sales of comparable properties.

LYONS
&CO

"A professional, friendly, knowledgeable team with a fantastic understanding of the property market and current climate. I would recommend anyone considering selling who is unsure of the current value of there property to engage Lyons Valuers to complete a registered valuation before going to market. Give them a call today....Highly recommended.

- James Bailey



Common Mistakes to Avoid

When requesting a property valuation in New Zealand, it's easy to make missteps that can reduce the accuracy, usefulness, or even credibility of the valuation—especially if you're preparing for a sale, refinance, or legal process.

Here's a list of common mistakes to avoid, with tips on how to get the most accurate and favourable outcome from your valuation.

Choosing the Wrong Type of Valuation

Mistake: Ordering an estimate (like a free "market appraisal" from a real estate agent) when you actually need an independent registered valuation.

Tip: Use a Registered Valuer (member of the New Zealand Institute of Valuers) for legal, lending, or tax purposes.

Real estate appraisals are indicative only — not legally recognised by banks or the IRD.

Leaving It Too Late

Mistake: Waiting until the last minute before settlement, finance approval, or refinancing.

Tip: Book as soon as you go conditional (or earlier if pre-approved).

In Auckland's busy market, valuers can have 5–10 day turnarounds, especially after rate changes or during spring.

Failing to Prepare the Property

Mistake: Letting the valuer inspect when the house looks untidy, cluttered, or under repair.

Tip: Treat it like a mini open home — clean, tidy, and with all rooms accessible.

Provide any improvements list (e.g., new roof, bathroom, consents) so the valuer doesn't miss value-adds.

Not Providing Supporting Documents

Mistake: Assuming the valuer will be able to find and access all information themselves.

Tip: Share with them:

- Recent LIM or Title
- Plans, consents, or compliance certificates
- Rental appraisal (if applicable)
- Details of any renovations or upgrades

Comparing to Irrelevant Sales

Mistake: Disagreeing with the valuation because you've seen "similar" homes on Trade Me that sold higher — but in different suburbs or condition.

Tip: Auckland's micro-markets vary street by street.

Ask the valuer which comparables were used and why — they'll justify them with data.

Not Clarifying the Purpose

Mistake: Using the same valuation for different needs (e.g., lending vs. insurance vs. matrimonial).

Tip: Each report is tailored to its purpose.

State upfront if it's for refinance, sale, purchase, trust transfer, subdivision, or insurance — this affects method and compliance.

Using an Outdated Valuation

Mistake: Submitting a report that's over 3 months old for lending or legal use.

Tip: Banks usually require valuations less than 90 days old. If delayed, you may need an update letter or full revaluation.

Request a **Free Quote**



What to Expect in the Process

1. Booking the Valuation
You or your lender order the valuation—often through an approved panel like CoreLogic PropertyHub or Valocity. The valuer confirms the purpose (purchase, refinance, or other) and provides a quote and expected delivery time.

2. Site Inspection
The valuer visits the property to assess its condition, size, layout, location, and improvements. This usually takes 30–60 minutes. They may take photos, note materials and finishes, and verify council consents.

3. Market Research & Analysis
After the visit, the valuer analyses recent comparable sales, local market trends, and land data to determine fair market value. They compile findings into a formal report compliant with bank and professional standards.

4. Delivery of the Report
The full valuation report is typically delivered within 3–6 working days (or up to 10 days in busy periods). It's sent electronically to both you and your lender if ordered through a panel system.

6. Validity Period
Most lenders accept valuations that are less than 90 days old. After that, an update or revaluation may be required.

Book Your Valuation Today

Request a **Free Quote**

www.lyonsco.co.nz

LYONS
&CO