

We are pleased to present to you our national award winners, and on our company's behalf we wish to thank you for the support of our business which now stands at 136 offices throughout New Zealand.

During the past 12 months we welcomed 20 new Ray White offices in Waikanae, Golden Bay, Foxton, Kapiti Rentals, Wanganui, Sandringham, Frankton, Auckland Central Commercial, Waiheke Island, Wairoa, Christchurch City Living, Ashburton, Methven, Dunedin Rentals, Stonefields, Lyttelton, Kumeu, Napier, Orakei and Britomart.

During 2011 the Ray White Group will be looking to further expand throughout New Zealand. We have a number of opportunities for new franchise offices and these are listed on our website [www.raywhiteonline.co.nz](http://www.raywhiteonline.co.nz).

Our sales team collectively negotiated in excess of \$4.71 billion worth of property turnover this past year and our market share in the residential sector continues to increase. We have a total of 1,315 salespeople. We currently have under management 13,380 properties that are looked after by our 183 property managers and administrators.

Our Elite and Premier status is recognised internationally throughout the Ray White Group. The New Zealand membership stands at 101. These members are ranked in the top 5% of the international group, which has 4,700 salespeople.

We thank the ever increasing numbers of property sellers who are choosing Ray White to market their most valuable asset. We believe that success is largely due to hard work, dedication and the obtaining of premium results. Market conditions have changed and our team is responsive to the new environment.

Our business extends over several services, including residential sales, property management, rural and commercial sales. Our Loan Market business has 130 brokers across New Zealand and is one of the leading facilitators of property finance.

Co-jointly the Ray White group continues on a path towards leadership in the property and finance industries and we wish to congratulate our award winners on their achievements.

*Carey Smith*

Carey Smith  
NZ Chief Executive  
[csmith@raywhite.com](mailto:csmith@raywhite.com)

## 2011 Award Categories

### Salesperson of the Year

1=	Ruth Hawes	Kingsland
1=	Lesley Hawes	Kingsland
3	Marie Raos	Howick
4	Rohan Thompson	Royal Oak
5	Liz Parker	Whangaparaoa
6	William Gerritz	Botany Town Centre
7	Steen Nielsen	Burnside
8	Jackie Cui	Mt Albert
9	John Goodrum	Te Atatu
10	Helene Brownlee	Beach Haven
11	Gary Thomas	Ellerslie
12	Susanne Guhl	Nelson
13	Mike Harvey	Mapua
14	Grant Chaney	Richmond
15	Ann Emerson	Browns Bay

### NZ Chief Executive Award

Phil Horrobin

### Supreme Growth

1	Neville Kemp	Te Awamutu
2	Janet Lambert	Remuera
3	Jan George	Ponsonby
4	Bas Smith	Queenstown
5	Grace Lu	Albany
6	Anja Gordon	Ellerslie
7	Glen Young	Ellerslie
8	Brent Palmer	Richmond
9	Glenda West	West Auckland Commercial
10	Mike Harvey	Mapua
11	Gavin Meyer	Glen Eden
12	Angela Saunders	Ponsonby
13	Brett Bogue	Orewa
14	Mike Zelcer	Kohimarama
15	Angela Yang	Mt Albert

### New Start - Salesperson

Robyn Hoonhout	Mt Eden Village
Ryan Benade	Howick
Ricky Cave	Opawa
Blair Johns	Taranaki
Heather Walton	Remuera

### Marketing Excellence - Salesperson

Brendan Shefford	Rolleston
Helene Brownlee	Beach Haven
Pauline Brown	Kohimarama
Sarah Booth	Rolleston
Steen Nielsen	Burnside
The Kings	Remuera

### Property Management - Individual

Ray Hastie	Sumner
Beth Chisholm	Queenstown
Ali Herter	Epsom
Philip Somerville	Goodwin Group
Martin Donnelly	Epsom

### P.A. Of the Year

Kerrie Morris	Hamilton
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### Support Person of the Year

James Ramsey	Richmond
Donna Taylor	Northcote

### Office of the Year

1	(award withdrawn)
2	Ponsonby
3	City Apartments
4	Ellerslie
5	Remuera
6	Howick
7	Hamilton
8	Kohimarama
9	Royal Oak
10	Mt Albert

### Business Growth

1	Ellerslie
2	Remuera
3	Beach Haven
4	Waiuku
5	Bayfair

### Property Management - Office

Papakura
Goodwin Group
Tower Junction
Epsom

### New Start - Office

Opotiki
Nelson

### Marketing Excellence - Office

Ponsonby
Queenstown
Redcliffs
Remuera
Taranaki

### Market Share (by Zone)

Northland	Kaitiaki
North Shore	Whangaparaoa
Auckland City	Ponsonby
Auckland Suburbs	Ellerslie
Central North Island	Raglan
East Coast	Gisborne
Lower North Island	Otaki
Upper South Island	Mapua
West Coast	Hokitika
Canterbury	Redcliffs
Lower South Island	Arrowtown

### Community Award

Goodwin Realty
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### Loan Market Awards

#### Top Office

3	Botany Town Centre
2	Bucklands Beach
1	Howick

#### Top Referring Salespeople

3	Thomas Wahlmann	Dannemora
2	Ann Emerson	Browns Bay
1	Marie Raos	Howick

#### Elite International Broker

2	Robyn Ashkettle
1	Bruce Patten

#### LM International Broker of the Year

Bruce Patten

**LoanMarket**  
home finance brokers

### NEW ZEALAND OFFICES

NORTHLAND	
Kaitiaki	(09) 408-2900
Kerikeri	(09) 407 8526
Mangawhai	(09) 431 4964
Mangonui	(09) 406 0579
Pahia	(09) 402 7492
Ruakaka	(09) 432 7025
Shells Beach	(09) 425 5457
Whangarei	(09) 470 2222

AUCKLAND	
Albany	(09) 415 1696
Avondale	(09) 829 0150
Beach Haven	(09) 481 9111
Birkenhead	(09) 481 0066
Botany Town Centre	(09) 273 2228
Britomart	(09) 308 5555
Browns Bay	(09) 478 6077
Bucklands Beach	(09) 535 0658
Central Auckland Commercial	(09) 304 1453
City Apartments	(09) 308 5555
City Apartment Rentals	(09) 309 5165
Corporate Services	(09) 377 5069
Dannemora	(09) 272 8023
Ellerslie	(09) 525 2600
Epsom	(09) 623 3000
Glen Eden	(09) 813 6690
Glenfield	(09) 444 8359
Half Moon Bay	(09) 335 8128
Henderson	(09) 836 6606
Howick	(09) 538 0688
Kingsland	(09) 815 9008
Kohimarama	(09) 528 6169
Kumeu	(09) 412 5808
Manukau	(09) 261 2555
Manurewa	(09) 298 6222
Milford	(09) 410 2792
Mt Albert	(09) 846 9184
Mt Eden	(09) 638 7086
Mt Eden Village	(09) 639 0080
Northcote	(09) 480 1987
Orakei	(09) 520 8000
Orewa	(09) 427 0266
Pakuranga	(09) 576 4099
Papakura	(09) 295 2002
Pinehill	(09) 477 2788
Ponsonby	(09) 376 2186
Pt Chevalier	(09) 846 2105
Pukekohe	(09) 238 4100
Remuera	(09) 520 9100
Royal Heights	(09) 831 0067
Royal Oak	(09) 624 2500
Sandringham	(09) 846 9184
Stonefields	(09) 572 8061
Te Atatu	(09) 834 6789
Waiheke Island	(09) 372 9292
Waiuku	(09) 235 2940
Warkworth	(09) 425 7959
Wellesley Street Rentals	(09) 373 4400
West Auckland Commercial	(09) 835 3300
Whangaparaoa	(09) 424 9170
Whitford	(09) 530 8060

### CENTRAL & LOWER NORTH ISLAND

Bayfair	(07) 928 8000
Fallding	(06) 323 8379
Foxton	(06) 353 7638
Gisborne	(06) 867 0060
Hamilton	(07) 839 7060
Kapiti Rentals	(06) 356 7109
Mt Maungarua	(07) 575 8095
Napier	(06) 835 9840
Opotiki	(07) 315 6133
Otaki	(06) 364 8602
Otorohanga	(07) 873 7606
Paeroa	(07) 862 6119
Palmerston North	(06) 356 7109
Papamoa Rentals	(07) 542 0218
Papamoa Sales	(07) 542 0218
Paraparau	(04) 298 4900
Putaruru	(07) 883 3195
Raglan	(07) 825 8669
Rotorua	(07) 349 3682
Taranaki	(06) 756 6519
Taupo	(07) 376 1800
Tauranga	(07) 571 4102
Te Awamutu	(07) 871 7149
Tokoroa	(07) 886 8229
Waikanae	(04) 293 1660
Wairoa	(06) 838 8888
Wanganui	(06) 347 7777
Wellington City	(04) 472 8323
Whangamata	(07) 865 8424
Whitanga	(07) 866 2190

### SOUTH ISLAND

Alexandra	(03) 448 9134
Arrowtown	(03) 442 1616
Ashburton	(03) 308 4018
Balclutha	(03) 418 3838
Blenheim	(03) 578 0555
Burnside	(03) 359 1899
Cashmere	(03) 337 5024
Christchurch City Living	(03) 940 1399
Christchurch Commercial	(03) 379 4120
Church Corner	(03) 343 0219
Corporate Services	(03) 375 9169
Dunedin	(03) 477 3660
Dunedin Rentals	(03) 470 1330
Frankton	(03) 441 4100
Golden Bay	(03) 525 7219
Gore	(03) 208 9490
Greymouth	(03) 768 0500
Halswell	(03) 322 1810
Harewood	(03) 359 3441
Hokitika	(03) 755 5120
Horby	(03) 349 8178
Invercargill	(03) 218 6117
Kaipoi	(03) 327 7931
Lincoln	(03) 325 7299
Lyttelton	(03) 328 8027
Mapua	(03) 540 3433
Marlvale	(03) 356 1422
Mossiel	(03) 489 7410
Motueka	(03) 528 8820
Nelson	(03) 548 9966
New Brighton	(03) 382 2230
Northwood	(03) 323 4350
Oamaru	(03) 434 8555
Opawa	(03) 331 6757
Queenstown	(03) 450 2040
Redcliffs	(03) 384 4179
Richmond	(03) 544 8778
Riverton	(03) 234 8790
Rolleston	(03) 347 9988
Shirley	(03) 398 0311
St Albans	(03) 355 9927
Stoke	(03) 547 8290
Sumner	(03) 326 5134
Timaru	(03) 688 6277
Tower Junction Rentals	(03) 343 3206
Wanaka	(03) 443 7121

**Ray White**