Mint Design

Mint Business Insights

With **Tony Alexander**

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Sentiments continue to improve post-election

My Aim

To help Kiwis make better decisions for their businesses, investments, home purchases, and people by writing about the economy in an easy-to-understand manner.

Each month I send an invitation to about half of the 31,000 people on my Tony's View subscribers list inviting recipients to give insights into what is happening in their business sectors at the moment. 248 people replied from a wide variety of sectors this month. The aim is to gain real time insights into what is happening in various sectors with respondents choosing whether to focus on customer flows, pricing and cost pressures, expansion plans, and so on – whatever they consider to be the most important developments.

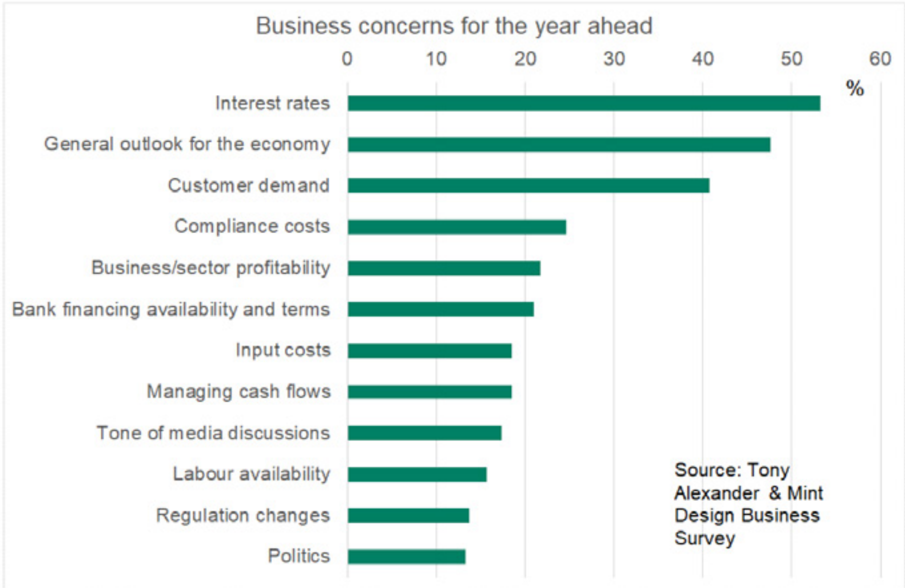
The results show businesses remain highly concerned about the economy and interest rates. But the change in government has brought reduced worries about the state of politics and may have contributed to an improvement in plans for spending more on capital equipment. The labour market is generally seen as easing off, but businesses still have firm plans for raising staff remuneration.

Tony Alexander
Independent Economist

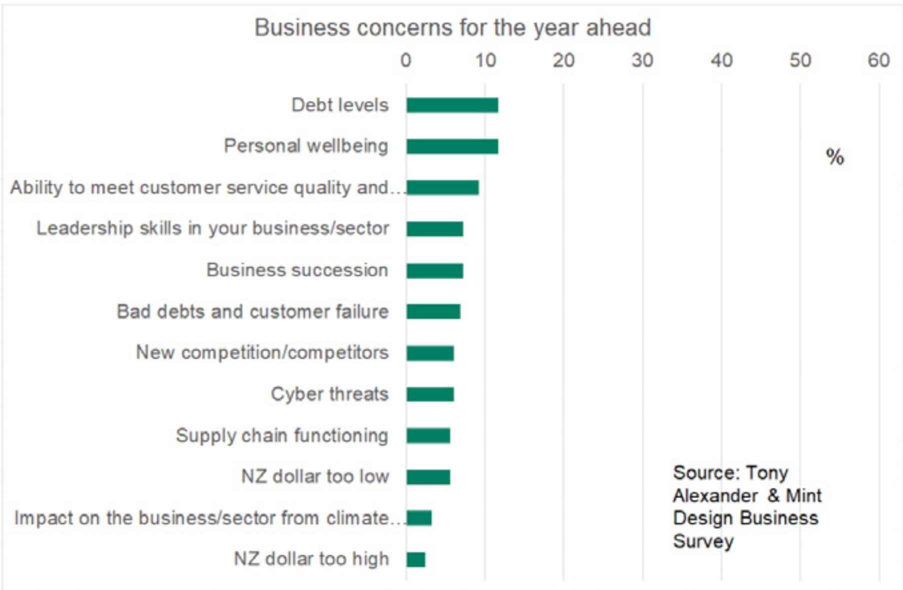
What concerns you most for the year ahead?

We ask businesses to choose the things which concern them most about the year ahead. They can choose more than one area of concern. The following two graphs show the most common and then least common areas of concern cited by business in this month's survey.

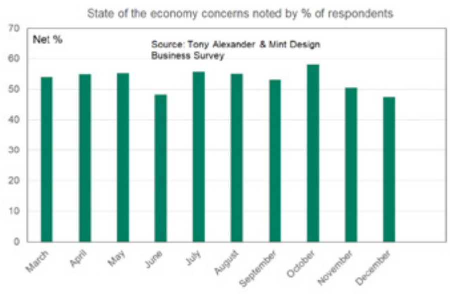
The top three concerns this month are interest rates, the general economic outlook, and customer demand.

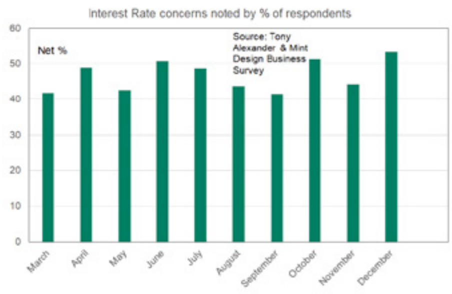


Worries about the exchange rate and climate change remain very low, as now do concerns about supply chain functioning.

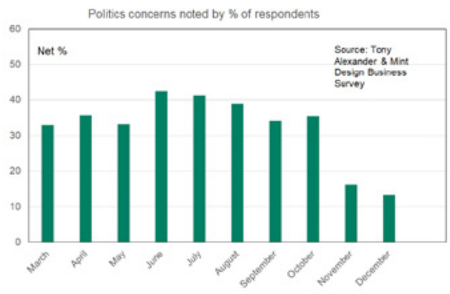


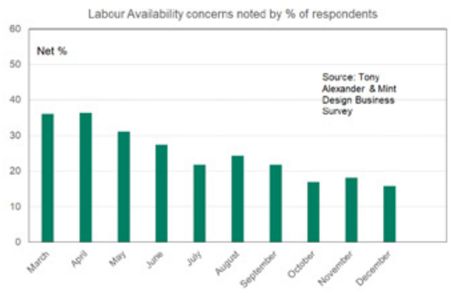
These next graphs look at changes in a selection of areas of concern for businesses since our survey started in March. Concerns about the outlook for the economy have eased since the general election – but only marginally. Deep worries still remain. With the Reserve Bank recently continuing to scare people with its inflation outlook and forecast of another policy tightening, worries about interest rates have gone back up this month.



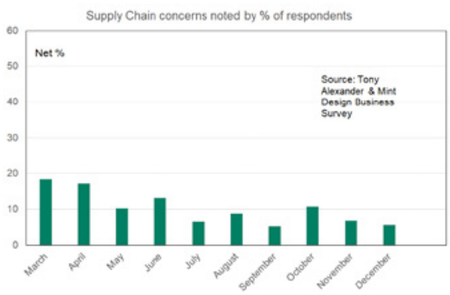


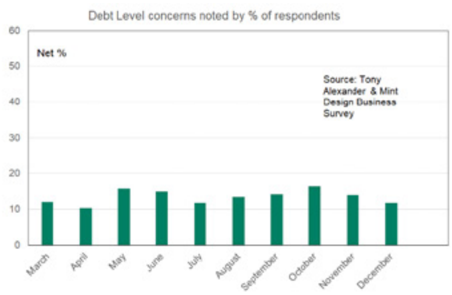
With a change in government businesses have become less concened about the state of politics in New Zealand. The labour market is seen as still slowly improving in favour of employers.



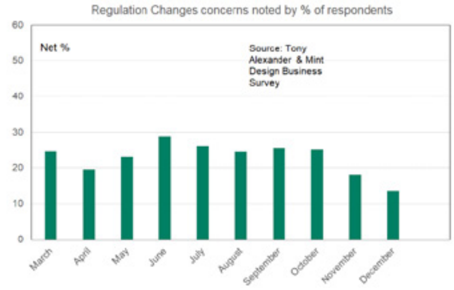


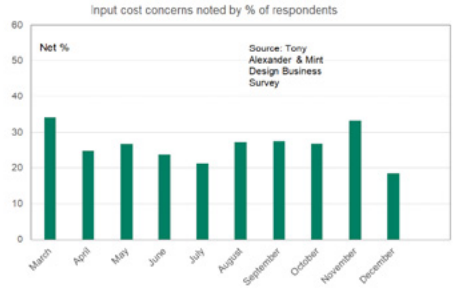
Despite some issues with lack of rainfall causing reduced traffic flows through the Panama Canal, for now local businesses in New Zealand are not raising their concerns about functioning of their supply chains. And despite interest rates remaining of high concern, worries about debt levels are slowly edging lower.



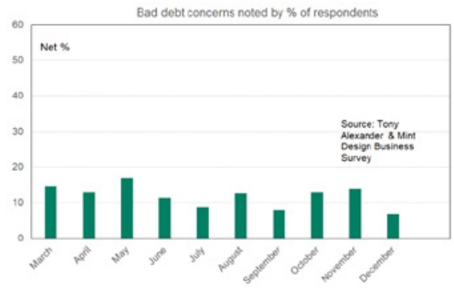


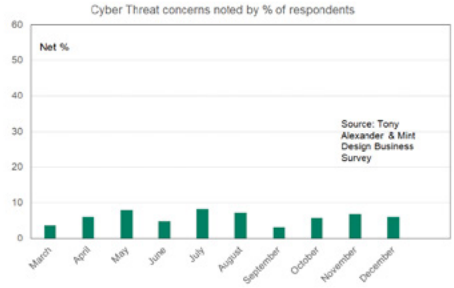
The change in government perhaps is bringing hope that the regulatory burden placed on the business sector in recent years will soon ease. Worries about input costs have fallen to their lowest level since our survey started. Hopefully this continues and feeds through into some accelerated slowing in the pace of consumer price rises.





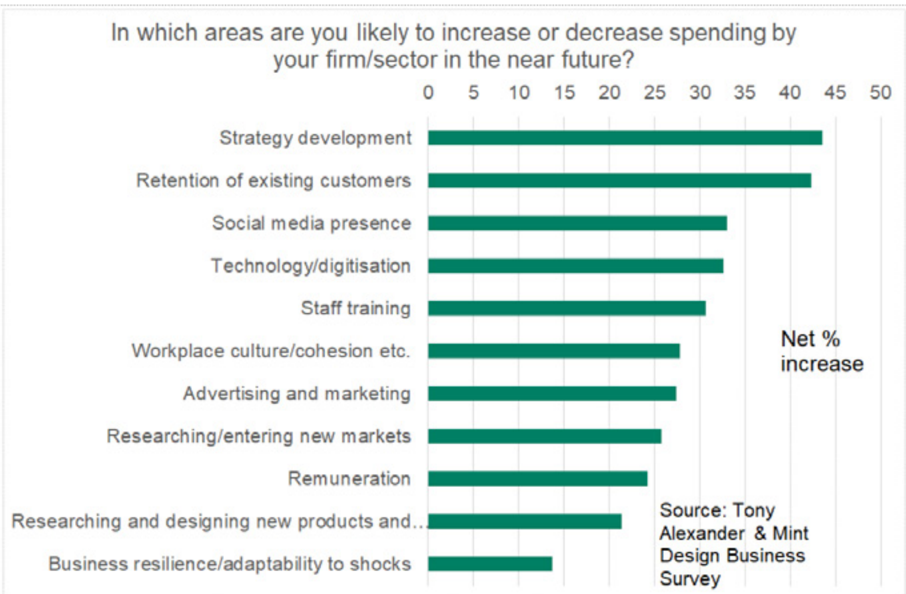
Worries about bad debts are not growing and that is pleasing when set alongside the downward trend in concerns about bad debt levels. Concerns about cyber threats remain only mild.



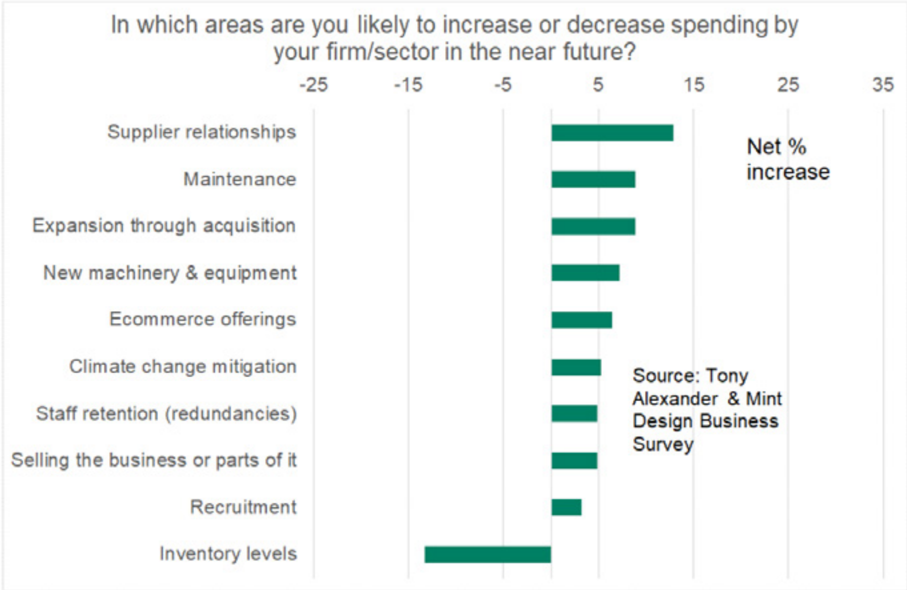


In which areas are you likely to increase or decrease spending by your firm/sector in the near future?

Our second main question is addressed at identifying where businesses are going to allocate their scarce funds in the coming year. As above, we split the results across two graphs starting with areas where most businesses plan greater allocation of resources. The top area of planned spending increase is strategy development, followed by retention of existing customers and social media presence.

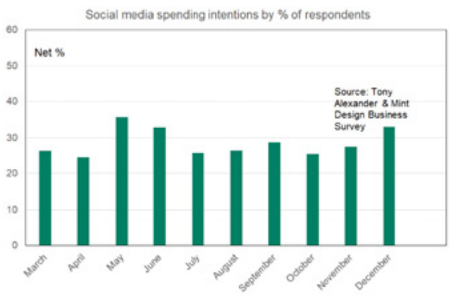


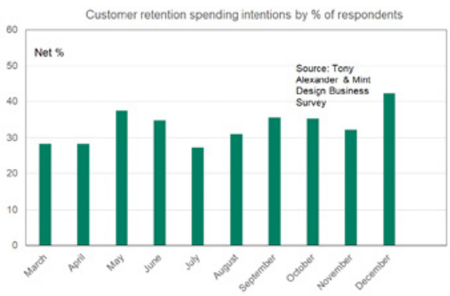
Plans for inventory levels remain firmly in the negative.



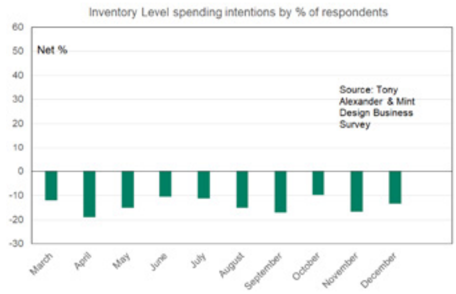
These next graphs look at how planned areas of spending change have been tracking since our survey started in March this year.

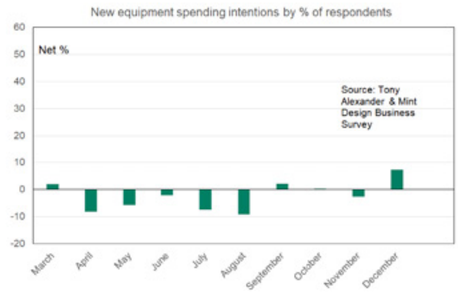
There has been a lift in the proportion of businesses planning to spend more on social media – though if global trends are an indication, then the platform formerly known as Twitter may not be where the increased expenditure goes. Customer retention plans are also high and have firmed recently as the outlook for the economy remains one in which acquisition of new customers is expected to be more difficult than normal.



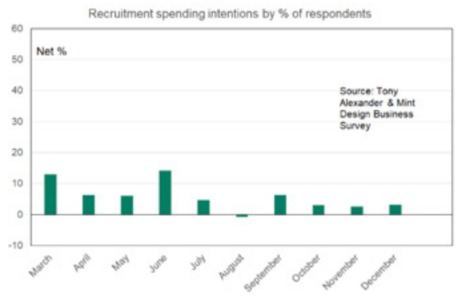


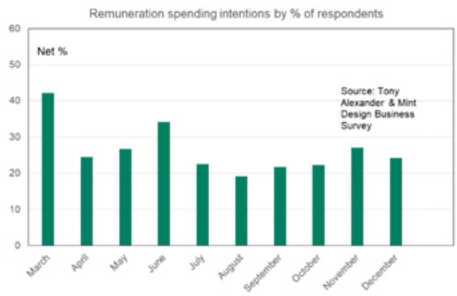
Spending on inventory levels is an area of retrenchment still. But for the first time since a brief rise in September, plans for investing in machinery etc. have shifted to the positive side. This measure will need to become a lot more positive if there is to be some hope of productivity levels of New Zealand's workforce rising to any reasonable degree in the next few years.



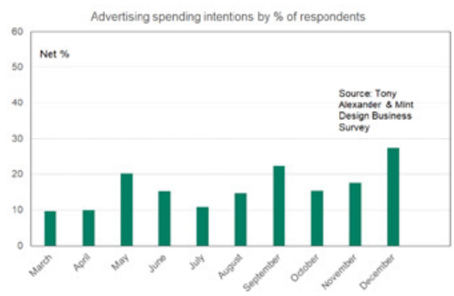


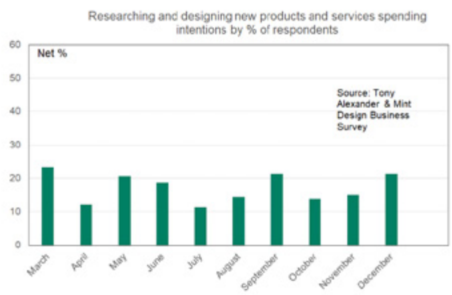
With the labour market now a lot looser than a year ago businesses have only low plans for spending more on staff recruitment. But remuneration spending plans are yet to show an easing trend, and this will be of concern for the Reserve Bank as it waits to see evidence of the easing labour market feeding through to a reduced pace of growth in wages. This is a necessary condition for having optimism about inflation consolidating below 3% in an environment where NZ labour productivity growth is very poor.



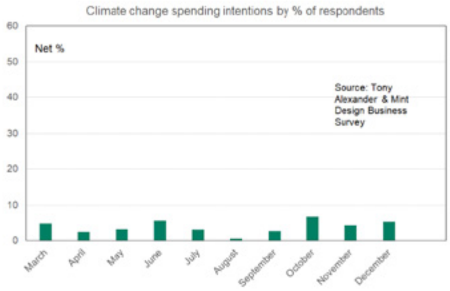


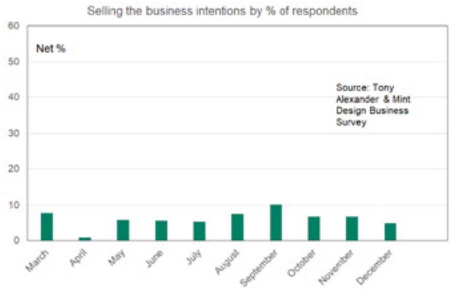
Commensurate with the data noted above showing strong plans for spending on social media is a rise in the proportion of businesses planning to spend more on advertising. More businesses also say they plan spending on researching and entering new markets plus researching new products.





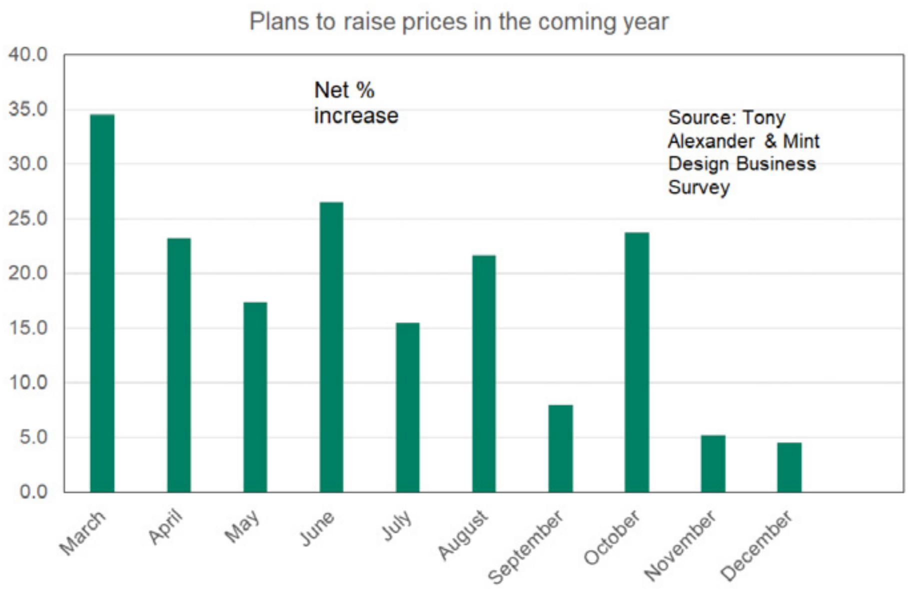
But commensurate with the low level of concern expressed above about climate change, plans for spending in this area are also very low. At least very few businesses say they are looking at selling up.





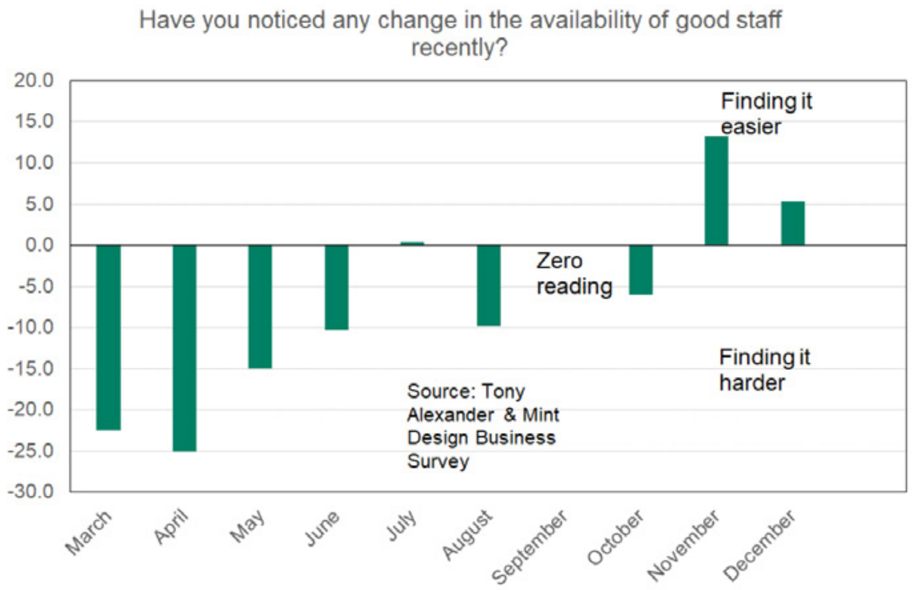
Are you planning on increasing your prices for any of your products or services this year?

For the second month in a row a very low net proportion of businesses have reported that they plan raising their selling prices in the coming year. This brings hope that New Zealand will soon see some good inflation surprises as have appeared in some other economies in recent weeks. The more quickly inflation falls the more quickly interest rates can be cut and consumer spending recover. But the results from our survey are mixed regarding inflation with the positive implication of this pricing measure offset by still high proportions of businesses planning wage rises. Maybe the average extent to which wages are planned to be raised is easing.



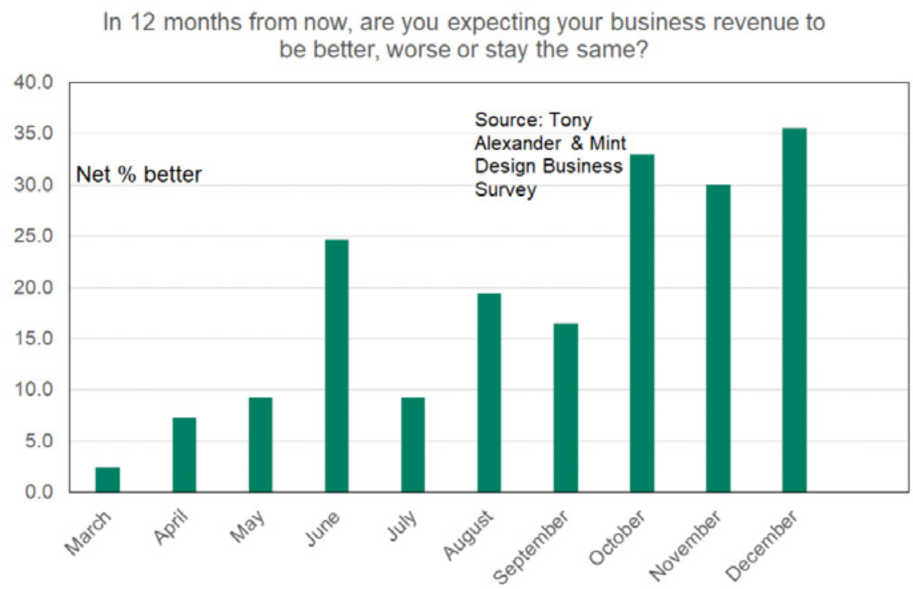
Have you noticed any change in the availability of good staff recently?

For the second month in a row more businesses have said that they are finding it easy to get good staff than have said they are finding it hard. This brings hope of slowing wages growth and a lower pace of increase in the cost of living – another way of saying inflation.



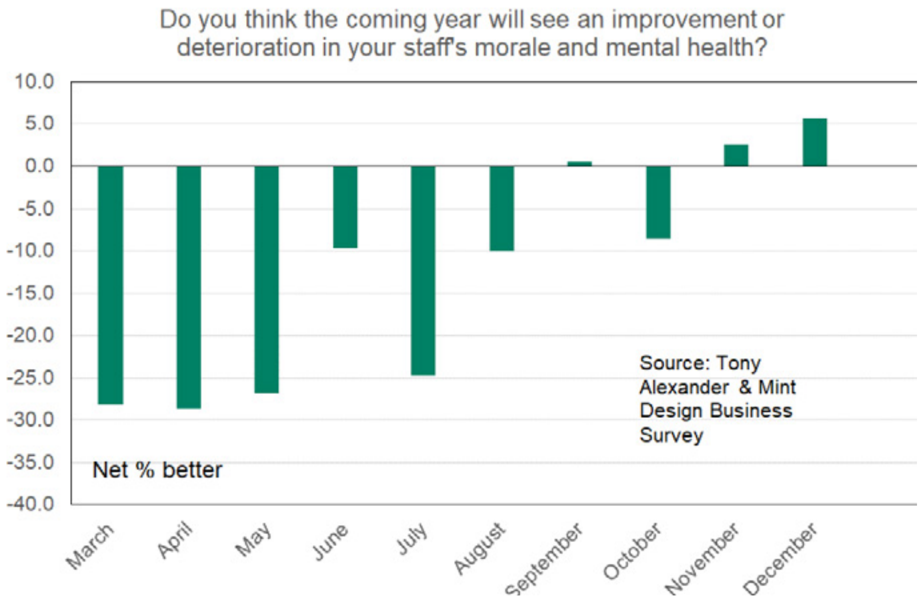
In 12 months from now, are you expecting your business revenue to be better, worse or stay the same?

Since the turning of the polls in favour of the now achieved change in government, businesses have been reporting higher expectations for revenue gains in the coming year.



Do you think the coming year will see an improvement or deterioration in your staff's morale and mental health?

There is a firm improving trend underway in this measure of staff morale. For two months in a row now more businesses have said they anticipate the coming year will bring better rather than worse staff morale and mental health.



Respondent Insights

Following are most of the comments submitted by survey respondents, grouped by the industry they allocated themselves to from a list of over 30 sectors. These are the comments of the respondents.

Main points which we are able to glean from these responses include the following.

- Businesses are hopeful the change in government will bring a better economic climate and reduced red tape and regulatory burdens. But their overall outlook for the coming year still seems negative.
- Customer demand remains weak in many sectors, Not all sectors show staff readily available.
- Construction activity generally is falling away but there has been a lift in land purchasing by developers, getting ready for higher construction further down the track.

Accounting & business advisory services incl. business broking

- I am seeing some green shoots of enthusiasm and businesses getting more confident to invest. We became almost victims in the past 5 years, and I can see companies starting to get some self belief and courage.
- Low confidence
- Slow down because of summer and Christmas period is approaching
- Client demand for our services as clients are cutting cost and consulting seems to be the first to be reduced.
- Retiring older partners. Continuing lack of good staff availability. Constant changing of the rules by politicians (change of government too). Poor and negative media reporting.
- Uncertainty on a lot of things like government decisions and the way the market will react to those
- Confidence is up with the change of communist/socialist to a liberal government

Advertising & marketing

- Business Development is difficult with delays in decision making due to prospects being time poor or concerned about the financial commitment.
- We have seen a change in customer demand which is broadly affecting our market. We have had a decline in specific service lines, and we have seen competitors having the same difficulty and even one competitor shutting down that entire division of their company as they are not able to bring in enough work to sustain the team they had.
- Customers wanting quality. Happily paying more for a higher quality product. More clients buying than 3 months ago. Good sales. Businesses wanting to mitigate risk by advertising their brand.
- Clear business strategy is hard to land on due to economic uncertainties. Many of my clients are also unsure of the next 12-18 months but predict difficult times, more difficult than 2023. The view is that there is more pain to come from a tightening economy and the new government's cohesion will be tested.
- Pre Christmas advertising rush is coming to an end as everyone prepares for the holidays.

Cafes, bars, and restaurants

- Rising food costs continue

Civil construction/infrastructure

- Customers paying late. A number of businesses going into liquidation. Competitors getting desperate and cutting their margins to win work which isn't sustainable.
- Still problems getting good technical staff and having needless compliance costs (time lost and fees)

Commercial construction

- Price is a major issue for customers, almost all projects are undertaking value engineering. Increased share of government backs projects - schools etc.
- Downturn in construction

Commercial real estate

- Adjusting to a slower economy
- Uncertainty with our commercial tenants over the longevity of the business. The impact of Covid lockdowns appear to be catching up with some; there is a lag in the event vs the impact
- Increased demand for commercial leasing.

Education and training

- The Early Childhood Education Sector has the banking sector looking closely at the support banks are prepared to help.
- We are an early childhood education centre - the biggest issue is the government directed teacher pay parity issue where teacher wages have been increased based on experience, but the cost is only 50% funded by the crown. The impact is particularly bad for small centres with experienced teachers. The whole ECC funding model is no longer fit for purpose. Funding shortfalls and higher interest rates is a deadly combination.

Energy

- Hard to find skilled people due to so many stepping back after Covid disruption or not coming back

Engineering

- Delays in getting contracts off the ground - over the top contractual conditions.
- Contract offers are lower, its harder to earn a dollar for the same amount of effort. The gravy train has stopped at its last station 6 months ago
- Pressure from rising operation costs and tighter project timeframes is affecting the quality of engineering services across the industry.
- Competition and price wars due to less money in economy due to higher interest rates and cost of living

Farming & farming services

- Still hampered by high interest rates and low product prices. Balancing the cash flow is difficult at present. There are signs of an upswing in product prices next year
- Increasing costs. Hard to make profit.
- Input costs of both products/materials and services above sustainable levels now. Pressure to change practices and innovate to counter established processes runaway costs. Danger of cutting corners due to long timelines of change outcomes.
- Horticulture - Increasing uncertainty in offshore markets, impacting on export volumes and returns

Health

- Weakening demand

Information technology

- Cybersecurity is becoming more of a concern, and the costs of keeping up with technology and training to combat threats. The cost of being without a computer system even for a week could run into $10's of thousands of $$ as well as loss of customers though not being able to deliver as well as loss of trust regarding keeping their information safe.
- High interest rates, tougher lending criteria from banks and staff shortages
- Increased understanding of the importance of investment in technology. Security and AI driving spending.
- Eagerly waiting for better direction from the newly elected government and better performance overall with decreasing red-tape and costs.
- Our company will see staff retention issues in spite of our increase in welfare initiatives, but while our business investments (other than employees) are increasing it will be just keeping our heads above water in the next 12 months.
- Uncertainty of budget in the public sector
- There has been strong demand this year for IT services - particularly from SMB customers. I expect that to continue into 2024.

Insurance

- Life Health & Disability Insurance. Clients/people are very cautious about spending any extra $ on insurance that they don't see as important. Trying to change their mindset with high inflation and the threat of interest rates remaining high for the foreseeable future make it even more difficult.
- Increase in premiums coupled with cost of living is affecting what people are choosing to insure. It is leaving lots of clients making hard decisions about underinsuring or no insuring.

Legal

- Retirement of long standing employees - no one to replace them.
- Uncertainty as to the effect of AI and whether/how to incorporate that into the business

Manufacturing (all categories)

- Alloy Trailer boat manufacturing. Main manufacturers currently have 4 day work weeks, some are looking at stopping production as dealers have far too much stock, the trailer boat sector is struggling from the over supply created from interest rate been too low for far too long.
- Lots of cost pressure coming from customers, particularly overseas. They are demanding price cuts and getting them. We put the same pressure on our supply chain, and some get it and are doing what they can. Some are in a domestic NZ bubble and are still talking about price increases like it's 2022!
- Holding off on CAPEX expenditure.
- Demand across all businesses I am involved with in various sectors is still under serious pressure - not necessarily tanking, just having to work a lot harder to get revenues to where they need to be.
- Competitors selling product for below cost in overseas markets.
- Local market is challenging but is picking up due to increased business confidence after the election. Looking to offshore more manufacturing in order to gain easier access to these markets. 2023 was a challenging year, however we're confident we'll begin to see more fruits of our labours this year in 2024.
- Consolidating. Not much change.
- Nervousness.
- Lack of customer demand.
- Finance seems to be very tight despite being a good performing company.

- Customer demand is down for discretionary products. That has been the case all year for B2C products but now is coming through on B2B products also. After being ahead of budget earlier in the year we are now looking to squeak just in at budget. Fortunately we have a strong core of essential products that are holding up on market share. Still cost increases coming through from various channels, but customer appetite for price increases has hardened significantly.
- Upward swing since the election, customers beginning to spend again, new projects for next year look promising. Great improvement in outlook after last 6 years of business un-friendly policies, though still hard to find good staff.
- Decreased sales, increased costs. We are NZ made, competing against low cost offshore manufacture and facing local compliance costs. It is commitment to those we employ and who support us that make us hesitate to make hard decisions about the future.
- Slowing demand in the construction sector has put pressure on volumes and prices. At the same time, we are reluctant to cut costs through shedding staff as we know the work will come back and want to keep the team together in preparation for this.
- More confidence.
- Increase in quoting both residential and commercial. Current Quiet quarter. Uncertainty around the new year however increase in confidence after election results. High expectations for the coming year however it looks to be a gradual increase not a boom. Difficulty to qualified staff ongoing.

Miscellaneous

- Environmental Scientist (Resource Management Act stuff) - In the RMA space, there is some uncertainty around how the new government will change policies and legislation, and how those changes will affect business and consenting processes, etc.
- Exterior cleaning and maintenance of commercial buildings - The bigger companies still appear to be busy but not sure about the smaller guys who entered the market after covid.
- Facilities Management - Most building owners and facilities managers are cutting back on opex, but expecting the same if not increased service levels.
- Market Research - Difficult conditions - companies limiting market research due to tough economic climate
- Lots of business owners have pushed succession out. Many who were ready prior to the pandemic have still done nothing and we expect strong movement in this area in 2024.
- Sales cut by half in the last 6 months - Increased margin to compensate.
- Organisational change consultancy - Clients are cautious and needing support in navigating uncertain, fast changing business environment.
- Property Maintenance - Continual heavy workload sees less time to interact with customers, which creates increasing sense of depersonalisation.
- Publishing - We supply retailers so have noticed they have been cautious this year and held back from ordering large for Christmas which is fair enough. So we have definitely seen a drop in sales and income, which means we have held back from taking on big costly projects. It all just feels tricky and precarious right now.

Mortgage broking/advisory

- Further cash flow pressure as more mortgages come off lower fixed terms. Clients that have staggered fixed terms are now being exposed to their second and third fixed term maturities on to higher rates.
- I see more first home buyer returning market. But not at an increasing speed.
- Not back to normal activity levels yet & inconsistency with work flowing in.

Motor vehicle sales/parts

- Compliance costs and regulations.
- Wellington has probably gone a little gun shy with all the talk of public sector headcount reductions.
- Lack of demand for new and used cars. Customers not repairing their cars.
- Our business sector of motorcycle parts/accessories wholesale is for luxury items, things consumers will cut back on when times get tough. With significant uncertainty in a new government, world-wide economics and interest rates much higher than recently it's understandable to foresee a reduction in spend on wants to cater for needs.
- A lot of the dealers appear to be restructuring and/or relocating. My understanding is the lesser profitable marques are falling by the wayside. Even some of the more elite dealers are focusing on the cheaper brands. This will most likely provide more technicians to be available to hire. Good news for some. Shipping issues will impact parts supply and combined with interest rates, etc, etc it's looking like another shaky year for the general public which has an immediate effect on our trade.

Recruitment

- Stalling of projects centred around the Govt, which impacts volume of work occurring. This impacts the private sector, due to the projects they deliver into the govt.
- We work in the superyacht sector with most clients overseas. The industry is experiencing huge growth, so we are building our company and systems to cope with more demand.

Residential construction incl. section development

- Building Consulting. Reduction in construction work that is likely to improve availability of building contractors and associated trades. We are seeing labour trades steadying and/or decreasing. Anecdotally we are hearing about a reduction in residential building projects proceeding due to the total cost of building.
- Building inspections. More activity in marketplace. Every inspector had a very busy November month.
- More interest in land development.
- We are seeing one to three interested parties hang on re interest rates.
- Construction costs remain stable / high and have not reduced, recession and job stability , causing low enquiry and sales, Lean year ahead for residential build companies I feel.
- Lack of land, increased cost. Customer enquiry up, potentially more sales, increased cost of living and interest rates staying the same is stagnating sales. Yet, I feel 2024 will be better from what I'm seeing and hearing.
- Everything is a fight. Winning work, doing the work, getting paid, it's all a fight and nowhere near as fun as it was in 2019.
- Solid but not spectacular demand. Challenge in the second half of the 2024 calendar year with regard demand
- No stability. Very up & down.
- Industry still propped up by Homes and Communities work. Definite decrease in other customer demand. (In our case builders and private homeowners)
- Low staff levels for recruitment and invoices are taking 5-7 days longer to be paid
- Very hard to find competent, well rounded staff who are versed in multiple talents who will adhere to task, stay focused and finish task in a timely fashion without being hounded.
- Definitely a buoyancy in the market - developable lots in key areas are selling for above market prices and lots in large subdivisions are selling to builders in amounts of 10-20. One developer in Auckland recently sold 80 lots in 2 months. Builders have realised that if the want to sell in 2025 when the market should be much better again then they need to start the process now
- In the residential construction space, high-margin flood-damage remediation work is coming to an end and competition for traditional building work will intensify. The big concern is keeping a pipeline of profitable work in 2024.
- I recently purchased a half share in a 110 year old Plumbing/Drainage business. I have been involved in the business for 25 years and I love it.! Good workload. Engaged staff. Excellent culture. Heaps of good work 60% resi and 20% Commercial 10% Alteration and 10% maint. Lastly hard work but love the thrill of getting a result!
- 2024 is a hard year for residential construction company based in Auckland.
- Consumer confidence recovering slightly, interest rates remaining high threatening to rise holding consumers in the residential sector at bay. Compliance costs of building and red remain too high, coupled with materials and labour increases to meet inflation leaving a lot of levers not in favour of building.
- Price increases slowing down, little bit more availability of new employees, high end still spending and building.
- It's crazy that in a housing supply crisis, our industry is dropping off a cliff! So many builders we know are scrambling for work. Only those working for govt departments, Homes and Communities or the very affluent have decent pipelines. We specialise in mid-range renovations and that is discretionary spend so with the high cost of living at the moment, the wallets closed up about 8 months ago. Until homeowners see interest rates starting to drop inquiry levels will remain low. 2024 is going to be a tough year.
- Enquiry levels have stayed strong although hesitance to purchase due mainly to the change of government and the 'wait & see' approach. Most of our clients are cashed up but everyone is affected by inflation. I see costs of basic commodities and building materials must reduce as demand declines. In the building market - builders and contractors continue to place margins on everything from labour to materials plus contingency & escalation of cost allowance. As they struggle for work, they should stop over-inflating their prices and profits, making it a fairer market for the end-user and suppliers.
- Large drop in customers looking to build new homes. High interest rates will keep a lid on this changing.
- People becoming slower to pay.
- Still busy.
- Lacking new residential builds.

Residential real estate

- Owners struggling to accept the fall in the market, and buyers taking their time.
- I think the industry will lose a few agents, but the ones that always work hard will survive.
- It's tough but we have seen a lift in staff morale due to an increase in property sales in the last few weeks.
- The market has gone quiet, house prices are still slightly up yet so are interest rates, making it hard for the first home buyers or growing families. This results in fewer buyers coming through the door and more days on the market.
- While other sectors of the economy are fairly plateaued or receding slightly, the housing market is looking likely to move ahead and certainly, more vendors are coming to market. With highish interest rates & possible rate rises in 2024, I would expect even more vendors to consider selling to downsize debt.

- Confidence level is very low.
- Confidence building with new Govt, but bank policies are restrictive.
- In Real Estate sales we joke that our opportunities come (mostly) from: Debt, Divorce and Death - well for the latter part of this year it has seemed (in my world at least) that there's a LOT of relationship uncertainty in the population. Clients who transacted through me in the past are now returning as they part ways and I'm hearing via colleagues that they are finding this reason for selling to be prominent as well. While this is good for business, I'm not so sure it is good for families and the population generally.
- A growing reluctance by buyers to commit to property purchase.
- A lack of sales in real estate.
- The elections distraction is over. Time is a good healer.
- Digitization of certain elements are unavoidable and need to embraced without hesitation.
- More growth in new companies and business coming to the market.
- The uncertainty of interest rates is what I hear a lot of. That and an increase in local council rates and insurance all play apart.

Residential rentals/Investment

- Continued high demand for rental accommodation will see increased returns. These will be needed to meet the sharp increase in outgoings such as rates, insurance and interest charges.
- Residential Property Investor - Its easier to get good rent increases on property turnovers and existing tenancies. I strongly believe this a direct impact of previous govt policies reducing landlord rights and removing interest deductibility which has put tremendous pressure on landlords like myself who run a portfolio of 10 rentals mainly located in Auckland. Net migration is also putting pressure on demand side with landlords not investing much in new purchases for past 18 months due to govt policies the situation is worse for renters than it would have otherwise been. We have been forced to proactively improve cashflow due to interest deductibility and now interest rates rising rapidly. My tax bill went from $15,000 in year end 22 to $100,000 in year end March 23. Most landlords like me remain negatively geared so we need to borrow to pay tax. I've increased two rents by 20% this year (both on property turnovers) and left only one solo parent's rent as it is to assist them. In 2022 I gave one tenant a 15% reduction in rent for 9 months to help his family with food inflation pressures. Difficult to do this now. Its unfair on tenants but a matter of financial survival for landlords like myself who may be asset rich but remain cash poor. Landlords generally don't want to rock the boat with rent increases if they have to, govt policies have forced us down that track.
- Although rents have increased slightly over the last year, costs such as interest rates, insurance, council rates, maintenance costs and professional fees have exceeded rental growth, leaving us in a worse cashflow position in years. We have had significant cutbacks to reduce costs, deferred maintenance, put off contractors and lowered debt over the last few years but still cannot break even. Debt is now increasing and causing a lot of pressure.
- Holding on until interest rates reduce.
- I own a residential property management company, and have seen a significant increase in the numbers of owners selling their property, or wanting to save costs by managing it themselves.
- Business is set to improve.
- Significant increase in demand for rental property. Also noticed that there has been a significant change in prospective tenants from Chinese to Indian immigrants.

Retailing

- Theft. People purchasing cheaper brands of goods.
- Slow down in sales to mid market, smaller businesses. Thought we'd close a whole lot of proposals off one way or the other post election - still waiting on an outcome going into Xmas break. Things are definitely slowing but there's still business to be done, sales team needing to hustle more.
- A certain bullishness predicated on the assumption of change with a new government.
- Marketing agencies are consistently in only one thing: costing far more than the benefits they bring
- Strong recovery in international visitation prompting revenue increases to beyond pre-covid levels.
- Lack of customer demand affecting sales and cashflow, constant financial pressures. Interest rates affecting customer purchasing power.
- Slow return to purchasing but reliant on pre-purchase communication and high expectations for customer service through out the transaction.
- A lot of uncertainty leading to conservative approaches
- Christmas is normally the busiest time of the year for me, but this is the quietest period since I started my business in 2021.
- Less people spending, high interest rates taking away discretionary spending and adding to cost of living
- The exchange rate / and cost of interest rates will continue to damage my business / travel agent
- Less spending overall in the retail sector. Lots of retailers are running non-stop promotions and sales to increase revenue, and there is more conservative spending. Less disposable income to spend on luxury goods. It is hard to know when this will correct itself and harder to plan and budget for the year ahead.

- Down-spending, economising, reduced capital spend.
- Reduction in customers, discretionary spend due to cost of living, uncertainty with the government, impact of low mortgages, coming off that rate, cost of prices that have gone up, but will not come down, remuneration in the marketplace.
- Lack of customer demand with higher interest rates and general low disposable income
- Wholesaling - Retail confidence is still low which impacts our ability to wholesale into stores. Inflation concerns seem to be driving this.

Shipping, transport, storage & distribution

- Destocking complete but depressed demand in construction and Agri sectors.
- We would expect a slow increase in client demand over the next year
- November and early December feeling far more buoyant and some confidence creeping back in across both customers and suppliers - but we all know we aren't quite out of the woods yet
- Anaemic outlook and appetite. Working much harder to get the yields we need to run a good business. It's messy out there.
- My business is quiet due to retailers being quiet

Tourism & accommodation

- No future bookings, all last minute.
- Negative in every aspect - Government interference increasing, income decreasing, profitability decreasing, margins shrinking, ... It is not a good time to own a small business.
- Tourists are returning slowly but staff are not.
- Domestic demand has softened. Strong international demand, especially from US.
- Increased supply at the same time as decrease in demand in FY2024 (hotel sector). Lack of events in Auckland
- Upswing in numbers from overseas guests at last

This publication is written by Tony Alexander, independent economist. You can contact me at tony@tonyalexander.nz

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