

THANK YOU

Dear Matt and Grace

Thank you so much for acting as agents in the sale of my recently departed mother's house in Thirkell Ave, Beaumont. I was impressed by your professionalism and attention to detail. A special mention must go to Grace for having attended an open inspection at very short notice when it looked like the process was over.

As an inexperienced vendor I was also appreciative of the advice and suggestions that you offered me, that resulted in a good eventual outcome.

R Dixon

Dear Nathan and Grace

Cathy and I would like to thank you both very much for all your help with the successful, quick sale of our house at the price that we had hoped for. You were both very professional in all your dealings with us and were always there when we needed you.

We have already recommended you both several times to people who are considering the sale of their houses. Thank you once again for all your help, you are both wonderful people who do a magnificent job.

C & B Daly



HOME SELLERS
CHOICE AWARDS
2015

MEET THE SALES TEAM...



MATT SCARCE

Director / Sales Manager

Matthew Scarce is one of the most experienced Real Estate Consultants operating in the Eastern Suburbs today. Commencing his career in January 1987, he has gained a wealth of knowledge and an outstanding reputation in the industry. Matthew is a true local, raised in Tasmore and attending Norwood High School. He has resided in the Eastern Suburbs with wife Libby and their three children for several years and is passionate about the location and its lifestyle.

Matt has received several awards and has been placed as high as the 10th best salesperson in Australia and he has also been presented with an award placing him in the top 5% of the industry in Australia. Matt has previously been nominated for the realestate.com Agent of the Year award and recently been a recipient of a Home Sellers Choice Award.



GRACE CENTOFANTI

Sales Associate

Honesty, transparency, empathy and professionalism matched to achieving the best possible sale price - is Grace Centofanti's commitment to her clients.

Sales experience and a long career in property, in conjunction with personal experience selling and buying her own properties has taught Grace that delivering a high level of service is fundamental to a successful real estate transaction. Bringing knowledge and experience to all of her business dealings assures Grace's clients that they're in good hands. She passes on her experience as both a consumer and a business professional.

Grace feels that being a part of the Scarce Real Estate sales team has given her the ability to provide her clients with a reliable level of personalised service, whilst accessing the industry's best tools and resources, all backed by a long established and proven professional real estate company.

Long term experience in property along with a high work ethic, makes Grace an excellent choice when you are thinking of buying or selling property.



NATHAN GHERGHETTA

Sales Consultant

Nathan moves from our Property Management Team to our Sales Team after a successful career in Property Management over the past 5 years. Energetic, enthusiastic and passionate Nathan is 100% committed to ensuring the sale experience for every client is exceptional along with the outcome.

Nathan is originally from the Adelaide Hills where he started in Real Estate Sales before making the move to the Eastern Suburbs to take his career to the next level.

Focused on getting the best results for his clients, coupled with his drive and determination you can be assured of a high level of service making Nathan the perfect choice in helping you make your next move.



RHYS HARRIS

Sales Associate

Rhys joined the sales team at Scarce after completing his Certificate IV in Property Services, having transitioned from a successful career as a geologist to pursue his passion for real estate. Motivated to succeed, with a positive, proactive approach he always strives to deliver the best results driven by a strong work ethic.

Rhys grew up in Norton Summit in the Adelaide Hills and recently moved back to the area with his wife where they plan to raise their family. When not working he enjoys spending time with his wife, gardening and socialising with family and friends.

Having purchased and sold his own properties, Rhys' mission is to give you the best service possible whether you are buying or selling a property.



DANIEL PETITO

Sales Administrator

Daniel has over 5 years experience in the real estate industry in both property management and sales. With Certificate III and IV in Property Services as well as experience and knowledge in customer service, administration and marketing. By handling the day to day administrative tasks for our sales team this allows our consultants to focus solely on what's important including professionally marketing your home, spending more time with the right buyers and negotiating the sale.



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childhoodcancer.asn.au/candid

HOW TO PICK THE RIGHT TENANT...

Many investors have already experienced the tenant from hell. It may have been daily calls to fix a loose door handle or unexplained holes in the walls and broken glass.

These problems, no matter how big or small, can make owning a rental property a real nightmare; especially if you're managing the property yourself. What is the best way to avoid the tenant from hell? Secure the best tenant you possibly can.

This is not as easy as it sounds and it can be tricky. Finding a good tenant will mean learning from mistakes and reading between the lines. It means being diligent and critical, but in the absence of anything more substantial, it can also mean going with your gut feeling.

TAKE CARE OF YOUR PROPERTY

Be mindful of who you attract to the property in the first place. A decent property in decent condition should attract a decent tenant. You don't need a brand new million-dollar property in a great location to attract the best tenants. You just need to provide appropriate accommodation to attract suitable tenants. A clean and tidy property with all fixtures and fittings in working order is a good start.

TAKE NOTE AT INSPECTION

At the inspections make a mental note - or perhaps even jot down - who is who. Remember the names of the organised couple that had their application ready to go as soon as they walked in.



Don't forget the couple that smelt strongly of cigarettes even though their application states they're non-smokers. Keep in mind that the parents of the children yanking on curtains and kicking doors didn't make an effort to stop them.

HAVE YOUR BLINKERS ON

When going through applications and trying to pick the best tenant, read between the lines. An application that shows that someone has rented 4 different properties in 18 months may mean you have many references to pick from, but alarm bells should be ringing.

Check to see if all previous bonds were returned in full and if not, why. Check that their current employment status is as stated by contacting their employer. Double check all identification provided until you're sure the applicant is who they say they are.

Upon contacting references, determine if the responses are really genuine. Contacting previous landlords or property managers is a good idea as they should have nothing invested in the outcome of your potential tenant and they may empathise with your position.

GO WITH YOUR GUT

If you have a bad feeling about an applicant, move on to the next one. This is also true for picking from a number of applicants that you don't like. If there isn't a desperate need to have the property rented, drop the rent slightly and have another round of inspections. It is better to have no tenant than a bad tenant.

For assistance with your investment property contact us on 8332 1488.

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