

## THANK YOU

Many thanks for assisting with the sale of our house. I must say that right from the start I was impressed with the professional approach of Scarce Real Estate and I really felt that you were doing the best for us as the vendor. Your attention to detail and the quick response and follow up to our questions was impressive.

I believe your experience, professionalism and negotiation skills allowed us to get the best possible price for our property. All of this and you are nice people as well! Many thanks.

**M & A Lewis**

Dear Matt, I want to thank you and your team for selling my house with such a successful result. In doing so Matt explained each step in detail, stated the situation simply and realistically and pleasantly.

He and his team, particularly Grace, are to be commended for a job well done.

**D. Chappell**



# INTRODUCING



## RHYS HARRIS

Rhys joins the sales team at Scarce fresh from 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. You can call Rhys anytime on 0428 891 679.

## THE RACE AGAINST DEMENTIA STARTS WITH YOU!

REGISTER TODAY  
MEMORYWALK.COM.AU



### We want YOU to Race Against Dementia at the annual Alzheimer's Australia SA Memory Walk & Jog!

Taking place on Saturday 19th March 2016 at Colley Reserve in Glenelg, this flagship event provides an ideal opportunity to raise funds for a worthwhile cause while strengthening the dementia-friendly culture Alzheimer's Australia SA endorses.

The 2016 Adelaide Memory Walk & Jog offers participants 3 walking / running options; a 3km walk, a 6km walk or a 7km run. We are encouraging participants to register for the event online as well as to create a fundraising page to support people living with dementia in South Australia.

Register online:  
<https://reg.memorywalk.com.au/sa/glenelg/>  
or call 08 8372 2100 to arrange paper registration.

### DID YOU KNOW...

Dementia is the second leading cause of death in Australia and there is no cure. One in 4 families in South Australia are affected. There are some 343,000 Australians living with the disease and an estimated 1.2 million more involved in their care. Each week, there are more than 1800 new cases of dementia in Australia... approximately 1 person every 6 minutes.

## 5

# CRITERIA FOR COMPARING TWO SIMILAR PROPERTIES

There are certain characteristics you can use to help determine a property's true value. This can be particularly valuable when you're trying to decide between two properties.

If both properties are similar and they're both priced in the same range - say, within \$10,000 of each other - then a little more research needs to be undertaken in order to make a decision.

There are certain factors you can consider when evaluating which property is the better choice:

### 1. POSITION AND ASPECT

Is one property facing north? Is one on a corner? Are either properties located in a quiet cul-de-sac or on a busy main street? Any and all of these can impact a home's appeal and value.

### 2. QUALITY

This includes both the quality of the fixtures and fittings, and the care that has been taken to make sure the maintenance has been kept up to date. If one property is going to need extra money spent on it in the near future for repairs and renovations then those costs should be included in your budget.



### 3. ACCESS TO AMENITIES

Is one a little closer to public transport than the other? This is especially important if you're looking at investing in an apartment that doesn't come with parking.

### 4. LAYOUT

Does one property have a slightly better layout than the other? Consider spaces, nooks and crannies that can be converted into storage or study areas, as these can improve the property's appeal considerably.

### 5. NEIGHBOURS

What are the adjacent properties like - including the homes located directly next door and within the same street? Even if your house is in perfect condition, if the street is full of dwellings that are unkempt and uncared for, it can detract from your property's value.

These pointers don't cover the full list, but they should help you decide which property has the edge.



## SCARCE NEWSLETTER ONLINE

Would you like your newsletter emailed? Love getting our newsletter but are conscious about the environment? Feel free to subscribe to our digital version, simply send an email to [salesadmin@scarce.com.au](mailto:salesadmin@scarce.com.au) with your request or call our office on 8332 1022 to register today.

# 10 COMMON HOME PRESENTATION MISTAKES...

Though your house may look and feel good to you, it won't necessarily do the same for others. Here's 10 of the most common blunders people make when presenting their home for the market.

## 1. NO HOUSE NUMBER

This seems like such a minor detail, but it's essential! Not only should you have a house number, it should be easily visible, in good repair and in keeping with the feel of the home.

## 2. POLARISING LINEN

In a bedroom, the bed is generally the largest piece of furniture and the focal point of the space. Hence the linen and the dressing of the bed can have a huge impact on the way people feel about that room. Make sure that your linen is neutral and mainstream.

## 3. TOO MUCH FURNITURE

It is essential to remember that when a home is open for inspection there can be multiple parties viewing the property at any one time. Too much furniture will make a room feel smaller than it is. Allow for lots of foot traffic, good flow through the house for potential buyers, and walk common paths to check for obstacles.

## 4. PET SMELLS

Research tells us that one of the biggest factors that impact negatively on a potential buyer are pet smells and mess. It can be difficult to completely eradicate when you are accustomed to the smell on a daily basis, so get a friend who does not own pets to inspect your property and be brutally honest with you!

## 5. HEAVY WINDOW COVERINGS

Leaving heavy window coverings in place can make a room feel dark and cluttered, so if the window condition and outlook permits - get them out. Having the right balance between privacy, style, mood and light is important.



## 6. CLEANLINESS

Another huge mistake by sellers is assuming that buyers look past unswept floors or dirty bathrooms. Remember you're used to the way your property looks, but others will be seeing it for the very first time. Get someone other than yourself to give it a once over.

## 7. SELLING A HOUSE EMPTY

Empty rooms appear smaller and are uninviting to the potential buyer. The only thing you want to leave for the buyer to imagine is themselves in the home.

## 8. OVER-DECLUTTERING

There is a fine line between a well staged home and a home that has been decluttered to the point of being vast and empty.

You want your property to portray an ideal lifestyle that a buyer aspires to, and that includes a bit of heart and soul.

## 9. SETTING THE TABLE

Setting the table with a full dinner setting is over staged! There are so many more subtle ways to create a welcoming and lived in feel.

## 10. ROADSIDE COLLECTIONS AND RUBBISH RUNS

It is essential that the roadside collection period does not overlap in any way with the property going on the market. The last thing potential buyers should have to see or navigate is mountains of rubbish on your footpath or near to your property.

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