

THANK YOU

Thank you so much for your assistance with the sale of our Glenside property. We could not be more impressed with the level of service and communication received. To have a sale after the first open well above the advertised price range certainly exceeded our expectations.

We would thoroughly recommend you and your team to anyone considering selling and are happy to speak with any of your potential clients to discuss our experience with your company.

J and S Rasheed

Our home was recently sold with Matt who provided excellent service. He was courteous, well presented, always punctual and his advice was very sound and helpful. We could not have wished for anything more than he provided for us. The fact that our house sold at a price that pleased us, with just one open inspection, speaks well of Matt's knowledge and experience in the Real Estate market.

We would highly recommend him to our family and friends or anyone requiring a credible, trustworthy agent.

L and A Bartel

INTRODUCING OUR NEW TEAM MEMBERS...



NICKY UPWARD

Nicky's involvement in Real Estate for many years has given her much valuable experience. Throughout her career she has gained her Certificate IV and Diploma in Property Services.

Nicky is driven by her passion and love of Real Estate and always strives to develop lasting relationships with each client based on honesty and integrity. Dealing with both landlord and tenants over the years has provided her with a great deal of understanding of the differing needs of both parties.

Nicky will be assisting the Senior Property Managers with Scarce Real Estate, Nicky would love to help you look after your investment.



EMMA WEST

Emma's expertise and professional attitude, combined with her strong administrative skills and background, makes her an integral member of our team.

Emma prides herself on providing exceptional customer service and will ensure you feel welcomed and valued at all times.

Emma is efficient, polite and has a great ability to keep the front of house operation working smoothly.

Finally a good excuse to go shopping!!

The Childhood Cancer Association has found a great way to raise money for free, simply by shopping online through a website called

Shopnate:

<http://www.shopnate.com.au/charity/childhood-cancer-association-inc>

So you can now donate to the Childhood Cancer Association at no cost - just by shopping online!

Hundreds of big name retailers will donate a percentage to the Association, from every purchase you make, when you shop with Shopnate.

Get your [free account today](#) (it takes less than one minute) and start raising money for the Childhood Cancer Association.



Here's how it works:

- **You go online** - <http://www.shopnate.com.au/charity/childhood-cancer-association-inc>
- **You Shop** - Shop with famous brands like Greys Online, Bookings.com, Asos, Expedia, The Iconic, Booktopia, Deals Direct and hundreds more via Shopnate without paying a cent more.
- **They Donate** - Retailers pay a commission and it is given automatically to the Childhood Cancer Association.
- **Everyone Smiles** - The Childhood Cancer Association now has extra funds to support children with cancer, and their families.

Happy Shopping!

OPEN FOR INSPECTION QUICK CLEAN UP TIPS



You want the buyer to think that you take good care of the home, that you live neatly all of the time, so the house needs to look its best even when preparation time is short.

Clean Kitchen Surfaces

If there's no time to wash up, pack dirty dishes into the dishwasher if you have one. Otherwise, a handy trick is to pack dirty dishes into a container and put them in a cupboard so they are out of view.

Declutter

Gather last minute clutter into baskets and cover with a throw.

Hide the Dirty Laundry

Put your dirty laundry into the washing machine and shut the lid.

Your car

You can hide pet beds, toys, anything that will fit, in your car... throw them in the boot!

Hot tips:

- Keep one drawer free in every room so you have somewhere to quickly store 'extra mess' if you don't have the time to do a proper clean and tidy.
- Time permitting, place some plates and glasses on the dining room table to create a lived in feeling.
- Create an inviting outdoor space. I often have a table and chairs set up outside.
- Light some incense or a candle with a mild scent to create ambience.

Good Luck and when the house is sold, you can put your feet up and take a well-deserved rest!

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TIPS FOR HOUSE HUNTING

1. Before beginning to search for a property, gain a conditional approval letter from your lender and know how much you are willing to spend.
2. Apply online for email alerts about properties for sale in the streets and suburbs where you want to buy.
3. Become well acquainted with local real estate agents. They have a wealth of information from up and coming suburbs to the sales process of properties in your desired area.
4. If you are buying an investment property, rental potential will be important. Access to public transport, schools, universities and shops should be a high priority.
5. Tell friends and family members you are looking for a new home or investment property. This can reveal surprising information and opportunities.

TOP 10

LIVING ROOM STYLING MISTAKES

Often one of the most styled and decorated areas of the home, a living room should be a versatile and functional space that offers everything from a place to entertain guests and relatives, to one where you can relax and put your feet up.

Although living rooms can be quite large in size, creating a comfortable and stylish space doesn't have to be a daunting or expensive task. Simple style tweaks that maximise space and light can make a world of difference.

1. Furniture Placement

Pushing furniture up against all the walls of a room makes it look smaller rather than larger. Give the room breathing space by pulling the furniture away from the walls.

2. Heavy Curtains

Unless your curtains are a beautiful fabric and pattern, you don't really want the curtains to be the feature of the room. Consider roller blinds in a neutral fabric instead of big heavy drapes - you can still have the block-out effect but in a more subtle way.

3. Too Much Clutter

Storage is key when it comes to keeping the living room tidy. The more you can put behind closed doors the better.

4. TV Placement

The best place to position a TV is on a blank wall that isn't blocking window light. If possible, the TV should be mounted on the wall for a more streamlined look. Otherwise, make sure you have a suitably sized TV unit to put your TV on.

5. Lack of Rugs

A room is never complete until there's a bit of colour and pattern on the floor. Rugs on floorboards provide warmth in winter, while rugs on carpet are perfectly fine as well.

6. Rugging it wrong

While rugs are a must for a stylish living room, they should still match the size and style of the space. Small rugs imbalance the room, so go for a rug that's so big that the front feet of all your lounge room furniture are placed on it. This provides balance and creates zones for your room, and will also make it feel larger too.

7. Lack of Colour

Many living rooms lack colour, especially in regards artwork, rugs and cushions. Bright pieces add life to a room!

8. Oversized Furniture

Many people fill their living rooms with furniture that is too large or chunky for the space, especially when it comes to sofas. This will make the room look and feel smaller. Consider sofas and chairs with slim line arms, particularly for smaller spaces.

9. Mixing Styles

It's normal to like more than one decorating style, but mixing different styles together in one room won't work. Instead, select pieces that have common elements so that they work together. For instance, if your sofa has rectangular arms, make sure you choose an armchair with matching arms rather than rolled arms.

10. Too Matching

While mixing different styles doesn't work, neither does matching every single piece in the room. It's fine to try and match up some of your furniture, but add in a few other splashes of colour to break it up.

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