

THANK YOU

Many thanks to you and your team Matt, for the great service and professionalism demonstrated in the sale of our property in Hazelwood Park. We are very pleased with the result and are happy for you to add us to the no doubt long list of satisfied clients.

N. Parsons

I want to thank Darren for his genuine and efficient work in the sale of our house. The whole process went very smoothly. We appreciate his professionalism which removed any potential stress from us.

F & F Wilson



PROPERTY SALES RISE IN ADELAIDE

Property prices and sales have increased across the nation in the last few months and Adelaide is emerging as an affordable standout performer. According to the Real Estate Institute of SA, the first quarter sales show the strongest house and unit sales since 2009 with the median home prices in South Australia now standing at approximately \$400,000.

Strong sales figures suggest that property values will start to rise in the near future. Still considerably lower than the Eastern states, the South Australian property market provides anyone looking to invest or buy their first home a perfect opportunity to do so.

FAMILY HOMES IN HIGH DEMAND

In the past, most people thought that tenants were usually young, singles or couples who are renting until they are able to buy their own home. However these days' data shows that there is strong demand for long term family homes.

Realestate.com.au suggests that over the past 15 years, Australians who are paying off their own home has dropped by 10% in every age group. Therefore there are now a number of families looking for suitable rental properties in popular suburbs approximately 30 minutes drive of the CBD.

The realestate.com.au data shows that while outer suburbs may be in as much demand; inner metropolitan suburbs run a much lower risk of vacancies.

PRESENTATION IS EVERYTHING

Of course we all want a high sale price for our property but how can this be achieved?

1. PRESENTATION IS EVERYTHING

Make a good first impression by keeping the property well maintained. Mowing the lawns, weeding the garden beds and a fresh coat of paint will help any potential purchaser walk through the door in a positive frame of mind.

2. BRANDING

Think about installing modern appliances and tap ware that are appealing to buyers to help you achieve a stylish look in the kitchen and bathroom.



3. OPEN PLAN LIVING

Open plan living areas have been popular for a number of years and if you have the means and opportunity to renovate some of your smaller rooms this may be a good investment for the future.

4. OUTDOOR ENTERTAINING

Adding a covered outdoor entertaining area adds value as the weather and lifestyle of Australians means that it will be a well used area all year round. It is important that an outdoor entertaining area is accessible from a living area so it is a utilized area of the home.

5. A SECOND BATHROOM

The majority of buyers are looking for a 2nd bathroom in a property. It adds value and is a benefit for getting all the family members where they need to be on time!

Buying your next home or investment? Contact our Sales Team on 8332 1022 anytime to register for buyer alerts on our new listings.

"If you don't have integrity, you have nothing. You can't buy it. You can have all the money in the world, but if you are not a moral and ethical person, you really have nothing."
Henry Kravis

HOW TO STYLE WITH CUSHIONS

Cushions are an easy way to re-decorate with minimal hassle and won't mean a big financial outlay.

- If you have a neutral colour scheme, pick 2 or 3 bold colours to inject warmth and depth into the room.
- Don't be afraid to use textured fabrics or prints to create a cosy place to relax. The more neutral your bedding or lounge the more fun you can have with what you add.
- Why not use artwork you already have to inspire the cushion colours you want to add. This can create a harmonious living space.
- Use cushions of different sizes and shapes to create a relaxed and inviting lounge suite or bed. Having cushions all the same size can give a formal impression.

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LANDLORDS 15% BETTER OFF

Landlords who use the services of a property manager are 15 per cent more likely to earn positive rental returns compared to those who try to self-manage, new research has found.

It may be something the industry is confident about, but now there is strong research to prove that Australian landlords are better off when they use a professional property manager according to a study by research consultancy group, BDRC Jones Donald.

The national study surveyed 500 Australians who own one or more rental property, to identify their outlook on the market, intention to buy or sell, overall profitability and use of financial and insurance products.

According to the study, 51 per cent of landlords with professionally-managed properties earn positive rental returns, compared with just 36 per cent of those who self-manage.

"The Australian Private Property Investor Study found that the majority of private investors rely on the professional advice and support of real estate agents to maximise their investment returns," BDRC Jones Donald managing director, Dr Roger Donbavand said.



The study also showed that landlords are receiving positive financial returns with 26 per cent breaking even on their investment, 35 per cent supplementing their normal income from their rental returns and six per cent living solely off rental income.

For a free rental appraisal of your investment property, contact our residential property managers, Steve McLuckie or Nathan Gherghetta on 8332 1488.

FAREWELL ANDREW

We would like to wish Andrew Kleanthi; a long serving member of the Scarce Real Estate team for more than 10 years; all the best for his retirement.



SCARCE PTY LTD 457 GREENHILL ROAD TUSMORE SA 5065
Registered Agents MREI **ACN** 008 015 969 **RLA** 1576

SALES (08) 8332 1022 **PROPERTY MANAGEMENT** (08) 8332 1488
FACSIMILE (08) 8364 1560 **EMAIL** scarce@scarce.com.au
WWW.SCARCE.COM.AU

