

THANK YOU

Natasha and I can't say enough about how professional you and Grace, in particular, have been throughout from the very first meeting through to the sale and contract signature.

You put us at ease and filled us with confidence from the beginning by being transparent and assessing honestly. Our own research showed you were spot on with your estimated sale prices. Once we had sold Norwood (and remembering we bought it through you!), we were very confident about Unley Park. True to form, it also sold for the maximum.

We would not hesitate in approaching Scarce to buy or sell property in the future. Best wishes,

M & N Ralston

Matt recently sold my property in Stonyfell, he and his staff went above and beyond on every level to achieve a sale price that I hadn't imagined possible.. I have sold a few properties previously but never have I experienced the level of professionalism that I did from Matt and his staff.

Matt's honesty & genuine personality make him a pleasure to deal with & I would highly recommend him to anyone that wants a hassle free experience, either buying or selling property.

J Aldridge



HOME SELLERS
CHOICE AWARDS
2015

TIPS FOR HANGING ARTWORK IN YOUR HOME...



1. HANG AT EYE LEVEL

99% of my clients hang their art at the wrong height, usually far too high, which means you don't get the chance to admire it as it was intended.

The correct height to hang art is at eye level, with the average eye height being approximately 160cm from the ground for an adult.

With large pieces, remember to hang the centre of the piece at eye height, not the bottom of it.

2. GET CREATIVE WITH FRAMING

The 'mat board' and frame can have a big effect on the overall appeal of the piece, so before you throw a piece out for charity thinking it doesn't

work in your home, consider what it might be like framed differently.

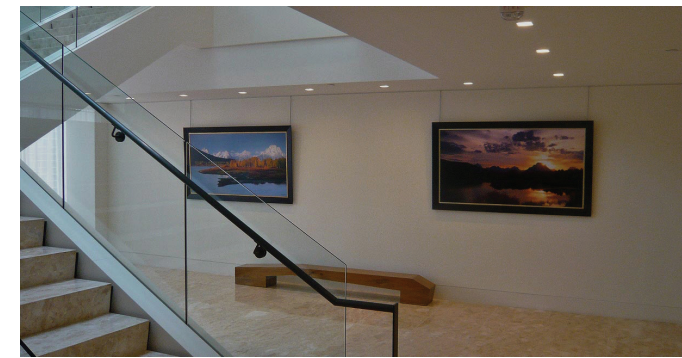
Start by removing it from the frame and taking a fresh look at it.

You can refresh a piece with a new frame, or unleash hidden character in a piece by adding an older, interesting frame.

3. USE ART TO ACCENTUATE THE ROOM

If you have beautiful tall ceilings, use art to draw your eyes upwards by hanging one piece on top of the other, rather than the more traditional way of side by side.

Use ornate detail to embellish or highlight art pieces, and vice versa. Choose art that brings out the best of the room, and can help mask the less inspiring.



4. MIX AND MATCH

Don't be afraid to hang different shape, size and colour images together on a wall. Your pieces don't have to be perfectly matching.

When this is the case, use another element to unify the display, such as:

- Using frames all the same colour
- Use frames all the same size (but maybe different styles)
- Using frames in the same profile (all landscape, for example)

5. DON'T CONFINE YOURSELF TO WALLS

Who said art belongs on walls? Think outside the box and use art at different eye levels within the home, and on different surfaces.

For example you could lean a frame on a hall table or sideboard with smaller decorative pieces or books at its base; or hang a small piece on the side or front of a large bookshelf.

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*Terms and conditions apply

Proud supporter

Congratulations!

Our heartfelt congratulations go to Rhys and Bridie Harris who gave birth to the beautiful baby Anna Olivia Harris on the 16th of June 2016. We wish them all the best for their new family!

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 with your request or call our office on 8332 1022 to register today.

DON'T PRICE YOURSELF OUT OF THE MARKET...

Many people, when selling their home, add several thousands of dollars to their selling price because they claim they will always be asked to sell for a lower price.

Unfortunately, this can have a negative effect, as many purchasers are reluctant to make an offer which they believe to be substantially lower than the vendor's asking price.

Most vendors have a reasonably accurate opinion of their home's value. After all, the vendor knows what he/she paid for the property and what amount has been spent on improvements. The vendor has probably spent considerable time inspecting similar properties in the surrounding areas.

However, there are some vendors who have no idea what their property is worth in the market and will look to their real estate agent for guidance in determining their selling price.

A vendor should be aware in determining what is a fair selling price. A real estate valuer will have to regard many of these considerations. Some of these are:

- Age of the property
- Number and size of the rooms
- Condition of the property
- Sales of asking prices of comparable properties



- Zoning, size of land and location
- Garden and ease of maintenance
- Fixtures and fittings
- General type of houses in the area
- Services available in area
- Location of schools & shops
- Distance from the city
- Quality of construction

A consideration of all these factors and more will determine the value of the property. A vendor should not assume that all properties on today's market are capable of being sold at unrealistically inflated prices. Instead the selling price generally reflects the outcome of the above considerations!

Remember: if the selling price is too high, a sale will probably be unlikely and the vendor may lose other valuable selling opportunities resulting in a sale at a reduced price.

For assistance with the sale of your property contact our sales team on 8332 1022.



A REAL ESTATE FACT...

"I bought an island in 1987. It's in one of the lakes in Canada. I went around it in my boat and went to the real estate office and bought it. It's the best \$65,000 I've ever spent. My family camp on it and we have great times there." **DAN AYKROYD**

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

