

THANK YOU

We were very happy with how quickly Scarce Real Estate sold our home. They provided excellent advice about the market and what is needed to be done to the house to ready it for sale. The communication from Andrew was very professional which was appreciated as we are based overseas. We recommend them highly.

M & R Moyle-Croft

Matthew recently sold our townhouse on East Terrace in the city. Matt had sold a friend's home in Tasmore and he was referred to us through them.

From the outset, Matt impressed us with a high level of professionalism. He kept us up to date with reports about inspections, prospective buyers and interest in the property. He and his team were very considerate and respectful of our tenants and this was important to us as owners of the investment property. We sold the property for the price that we had originally agreed was a good and fair price. We have no hesitation in recommending Matt and his team and have already referred him to one of our friends.

D & B Niven



HOLIDAY SECURITY CHECK LIST



Is yours one of the few houses in the street with an alarm, a dog or well-secured doors and windows or where the occupants come and go at irregular times? Then give yourself a big tick for offering the least opportunity to aspiring thieves. But if you are going on holiday this Christmas you might want to make your home even less attractive to thieves by following this holiday security checklist.

Firstly, try to think the way the thieves do.

Does your home look neglected, abandoned, unused? If so, try the following ideas to make it look occupied:

- Leave a light on inside if you intend returning home after dark. The light should be visible from the street and give the impression that the house is occupied. Consider using an automatic lighting timer.
- Never leave notes on your door. Thieves can read too.
- Keep blinds and curtains partly open to give the house a "lived in" appearance if you are going away for some length of time.
- Cancel all regular deliveries, e.g. newspapers so the stockpile doesn't give the game away.
- Ask a friend or neighbour to keep an eye on your home and collect any other items which may arrive during your absence.
- Ask the Post Office to hold your mail.
- Ask a friend or neighbour to park a car in your driveway from time to time.

It is also a good idea to make things tough for aspiring burglars:

- Lock away all portable garden equipment, tools, ladders or anything that could be used to break into your house.
- Securely lock your garage; most breaking-in implements are found there.
- Lock all doors and windows.
- Take your keys or leave them with a friend. Do not hide them around the property.
- Remove all money and valuables to a safe place.
- Notify your local Police of your absence.

And most importantly have a great holiday!

PRESENT YOUR PROPERTY WELL

- Make sure the front of your property looks appealing and inviting.
- Before every viewing give your property a once over, ensuring that windows are clean inside and out.
- Cut the clutter- you want the prospective buyer to be able to imagine their own belongings in the property.
- Fix it- from leaking taps to a broken bulb, make sure the minor repairs are taken care of.
- Get rid of smoke and pet odours, open the windows and add colour with fresh flowers.
- Increase the sense of space with mirrors and lights and leave internal doors open.
- Mow and trim the lawns and mulch the garden beds.

For advice on presenting your home contact one of our consultants on 83321022.



THREE WARNING SIGNS

You've probably heard the adage that there are bad real estate agents, good real estate agents and also great real estate agents.

When you are planning to sell your home, it's crucial to hire the right person for the job. With so many registered professionals out there, it can be hard to identify who the very best agent in your area is - but on the other hand, it should be easy to weed out those who you should steer well away from.

Check out these real estate tips for the three traits your agent should definitely not have:

1. THEY DON'T LISTEN

Selling a home with an agent is a two-way business relationship and they must have your best interests in mind. If they don't bother to ask in detail about your plans and preferences, or if it's a mission to get a hold of them on the phone, you should probably move on and look for someone who cares.

2. THEY LACK EXPERIENCE

An agent's job should be their full-time occupation, and they should have a good portfolio of recent sales to show they know how to get results. Additionally, make sure they've taken the appropriate real estate courses and training and are a member of an accredited body such as the Real Estate Institute of South Australia.

3. THEY'RE TOO PUSHY

This is linked to the first point about having your best interests at heart. Your agent should work with your needs and demands at the core, offering their expert guidance when required. Never let the agent push you in a direction you aren't 100 per cent comfortable with.

The truth is that there are a lot of substandard real estate agents out there, but it shouldn't take long to find one that meets your needs.

Contact one of our trained consultants to discuss your needs on 83321022.



The team at Scarce wish everyone a safe, enjoyable Christmas and New Year. Thank you to all our clients for your support throughout 2013.



POOL SAFETY CHECK UP

With summer here, the kids are no doubt eager to get into the pool so ask yourself. Have you checked the safety of your pool or spa?

While drowning is one of the leading causes of death for Australian children under five years of age, studies have shown pool fencing, particularly isolation fencing, to be effective in reducing the risk of drowning.

According to KidSafe, pool and spa fencing will experience wear and tear over time, so here are four things to look for:

- Gates that don't self-latch or self-close
- Climbable objects in the 'non climbable' zone outlined in the Australian Standards (e.g. pot plants, chairs, pool pumps near the pool fencing which could allow a child to climb over the fence)
- Excess space under the fence
- Misuse (e.g. propping the pool gate open)

So before the kids go bombing into the deep end, make sure you've done a safety check to keep your summer swimming incident free.

Elliot for Christmas

This Christmas, give a gift that lasts forever and truly makes a difference. Perfect gift for all ages and ideal as a unique corporate gift.

Who is Elliot?

Mascot and friend to children living with cancer. Every child diagnosed with cancer in SA, receives their very own Elliot to help them through their journey. Elliot is also used as a fundraiser for the Association, with proceeds assisting the delivery of vital support and services to families in need.



Elliot
\$30

Includes collar with Elliot's name and gift card, 28cm h

Baby Elliot
\$15

Includes collar with Baby Elliot's name and gift card, 15cm h

To order please visit
www.childhoodcancer.asn.au/elliott

Phone (08) 8239 1444

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