

THANK YOU

DIRECTOR NEWS

KITCHEN & DINING STYLING

THE COST OF PROPERTY INVESTMENT

## THANK YOU

Very professional, honest, helpful and reliable Real Estate company.

Matt Scarce and Rhys Harris went above and beyond the call of duty before, during and after the auction of my late husband's property. As one of the executors of my late husband's Will, they kept me informed at all times. Matt said it was one of the more popular homes they have sold for some time, having many people through right up to the day of the auction. I would have no hesitation recommending Scarce Real Estate to friends and family should the need arise.

**R Sutherland**

Settlement of my Burnside property went through today!

I would just like to say thank you for selling this property and obtaining a price that exceeded my expectations! I will definitely recommend your company for anyone looking to buy or sell property.

**G Norris**

WINNER



HOME SELLERS  
CHOICE AWARDS

EASTERN SUBURBS SPECIALISTS SINCE 1957

## NEWS FROM THE DIRECTOR



Adelaide's house prices dipped in the September quarter, but it was one of the few capital cities to record an increase in median unit prices.

According to Domain's market report for September, Adelaide has seen a marginal decline in house prices, with the median price down by 0.3% to \$519,517. This follows growth in the previous five quarters. Meanwhile, unit prices jumped 1.6% to \$313,074 which is 2.6% higher than the same time last year.

The median house rental price remained steady for the quarter at \$360 per week. Median unit rental prices increased 1.7% to \$295 per week.

Despite the drop in median house prices we are still seeing a huge demand for homes in the Eastern suburbs with a high volume of buyers looking. As a result we are receiving multiple offers on most properties, particularly family homes.

Adelaide still has one of the most affordable median house prices of all capital cities, second only to Hobart. Together with the demand for properties close to the exceptional schools in our vicinity, we are still seeing a market delivering fantastic results. Feel free to contact any one of our sales team and they will be more than happy to provide you with a current market appraisal for your home.

MATTHEW SCARCE

# HOW TO STYLE YOUR KITCHEN AND DINING FOR SALE?

When it comes to styling a home for sale, the kitchen and dining areas are often forgotten or overlooked.

Many vendors are often left wondering 'how do you possibly style a kitchen?'

It may seem tricky, especially when there's no furniture to move in the kitchen and the dining room generally has just one table and some chairs.

## 1. IS THE TABLE THE RIGHT SIZE?

Although you may not have too many options as to where your dining table goes, you can always choose the shape and size of the table itself. When styling for sale the size of the table should relate to the number of bedrooms.

If the table is too large, one option is to change it over for a smaller one that will make the room look spacious.



Families deserve the best support when they have a child with cancer. You can provide this support by becoming a **Childhood Champion**.

It's quick, easy and secure.

1. Simply go to the website: [donate.childhoodcancer.asn.au](https://donate.childhoodcancer.asn.au)
2. Pledge **\$25 p/month** or more
3. Receive **regular updates** about how your donation is helping.

Your support will enable the Childhood Cancer Association to deliver vital services to more than 400 families each year, when their world is turned upside down.

For more information, call (08)8239 1444 or visit [childhoodcancer.asn.au](https://childhoodcancer.asn.au) to find out just what your donation will provide.



## 2. CHANGE THE CHAIRS

If you wish to keep your table, you can still change the look.

One of the best ways to make your table look fresh and trendy is to swap old chairs for more modern ones.

You may be surprised by how effective this small change can be when it comes to the overall look of this room.

Finish it off by adding a centrepiece to the table.

## 3. GET RID OF END CHAIRS

Whether you decide to update the chairs or keep your old ones, removing chairs placed at either end of the dining room table is a must.

This will open up the space, making it look larger and less cramped.

## 4. REMOVE PERSONAL ITEMS

While there is no furniture to be moved around in the kitchen, the golden rule is to 'declutter and depersonalise' it.

And this isn't just true for the kitchen but the whole home, including the dining.

When selling it is recommended you depersonalise it to a certain extent so your potential buyers can see themselves in there.

## 5. PACK DOWN THE KITCHEN

One way to declutter the kitchen is to remove unnecessary appliances from bench tops and remove all notices and pictures from the fridge door.

This will allow for a clean and spacious feel that will be more appealing to potential buyers.

## SCARCE NEWSLETTER ONLINE

Would you like your newsletter emailed?  
Contact us: [salesadmin@scarce.com.au](mailto:salesadmin@scarce.com.au) or call 8332 1022, to register today.



# ★★★★★ SOLD ON THE EXPERIENCE



24 Young Street  
BURNSIDE

3 2 1 M<sup>2</sup> 696

We caught up with the happy sellers of 24 Young Street Burnside and asked them a few questions about their recent experience with Scarce...

**Q. Why did you choose Scarce Real Estate to sell your home?**

We chose Scarce because we have used their services previously for both selling and renting properties in Adelaide and they have always proved to be very reliable, honest and thorough.

**Q. What was the best thing about their service?**

The best thing about their service was promptness and attention to detail. Their assistance in preparing our recent Burnside property for sale was a major factor in achieving a much higher sale price than we ever expected.

**Q. Why would you recommend Scarce Real Estate?**

We would recommend Scarce Real Estate because they provide the best service that we have ever had from any real estate agents. After dealing with about five of our Adelaide properties including sales and rentals, we have 100% confidence and trust in their professionalism.

# 4 WAYS YOU'LL PAY AS A PROPERTY INVESTOR



## 1. BUYING THE WRONG ASSET

The fact that we all live in a property – whether through ownership or as a tenant – can lead us to believe that we automatically know the market through familiarity with the product. Interestingly, investors are more likely than owner-occupiers to sell at a loss.

It's not uncommon for us to see an investor with only 3-4% compounding growth performance in their portfolio over time, whilst historically it's been relatively straightforward to achieve 7% or more in the same time frame – if you know what you're doing.

So the key here is to know the difference between a property that is investment grade versus simple investment stock..

Other factors that can lead to buying the wrong asset include investors becoming impatient and experiencing 'Fear of Missing Out'. This is when an investor will buy anything just to get into the market rather than purchasing the right property.

## 2. PROCRASTINATION

The market waits for no one. It will go up or down with or without you as an investor. Generally speaking, the longer you wait to buy, the higher the price and the more your gains are foiled.

Here are the most common reasons heard over the years from those waiting for the right time:

“ ‘I should've bought 10 years ago',  
‘I'll just wait and see what the government does',  
‘I've been meaning to get to this', ”

Who hasn't wrestled with similar thoughts?

We can all relate to the fear and uncertainty, but procrastination is by far the most expensive way you'll pay as an investor.

It's largely a hidden cost, as it's about opportunity cost more than pain in your pocket, yet it can have a huge impact on your overall wealth accumulation.

The key is waiting for the right property but not for too long.

## 3. PAYING TOO MUCH

Most buyers – both investors and owner occupiers – fear paying way too much or even more than they should have for a property.

We all know agents work for vendors and their job is to get buyers to pay top dollar.

So in some ways, this fear is justified.

Property is a forgiving asset and you can mitigate this risk largely by ensuring you buy the right property and take a long-term view.

## 4. PROFESSIONAL ADVICE

An experienced independent advisor will ensure you won't buy the wrong asset, wait too long or pay too much.

Whilst it may seem like you're paying more upfront, having professional advice in the early stages, will ensure that the benefit of compounding will see you come out financially on top in the long run.

Remember, the price is what you pay but the value is what you get.

CELEBRATING

60  
YEARS

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