

## MARKET NEWS

Whilst property values in Adelaide were flat over the three months to September 2018, we still saw values increase overall by 0.7% over the past year.

Adelaide house values were 0.6% higher over the past year while unit values were 1.2% higher.

Mortgage rates edged higher in September, with the average discounted rate for owner occupiers rising from 4.50% to 4.55%.

We were still seeing good numbers of buyers attending open inspections suggesting that demand for homes is still strong and whilst the average time on market in Adelaide has increased to 57 days, we are pleased to see that the **homes we are putting to market are being sold in well under average time!**



MATT SCARCE  
DIRECTOR



## THANK YOU

Dear Matt

We have been so impressed with you and your company. Thank you for the great job you did with the house. Everything went along smoothly largely due to your professionalism and honesty.

**J and R SCHOMBURGK**

My wife and I would like to extend many thanks to David McWilliams in securing a sale on our property.

David was recommended to us by a mutual friend and his services couldn't have come at a better time for us.

We had been using another realtor at the time who was lack lustre in promoting a sale on our property and we had already signed a contract for another home we really didn't want to lose.

We were always kept informed and up to date with the progress of the sale so we were never left in the dark. We will also highly recommend any further business to be directed your way.

**J and L NORRIS**



# MEET THE TEAM



DAVID MCWILLIAMS

Tenacious, driven, strategic and passionate are some of the many ways to describe David's approach to all facets in real estate. Having a stellar career that spans a decade, David treats every client and transaction the same by providing exceptional service coupled with honest upfront advice and the best customised strategy to get the job done.

Having grown up in Hazelwood Park, David's love for the Eastern Suburbs is obvious and he holds strong ties within the local community. His passion for real estate is immense and he takes great pride in helping people achieve their real estate goals.



JORDAN BIGATTON

With a 'can do' attitude, Jordan provides a simple and consistent experience with regular communication. Dedication to detail and systematic processes, Jordan is able to efficiently meet our client's needs. Jordan's performance in Property Management and his ability to build relationships and connections with both owners and tenants is exceptional.

# 6 STEPS TO Getting started in property investment

### 1. CHECK YOUR FINANCES

This can be as simple as calculating your expenses and offsetting them against your total income and assets.

This will give you an idea of how much money you have to invest.

Don't immediately assume you can't afford to buy an investment property. As long as you have a stable, reasonably well-paying job and have a fairly long history of employment, you shouldn't have a problem getting a loan.

### 2. GET PRE-APPROVAL

Pre-approval is formal indication from a lender that they will lend you a certain amount of money. You can get pre-approval directly from your lender or through a trusted mortgage broker.

Going through a broker before applying for pre-approval is a good idea if you're unsure you can afford to invest.

While neither you nor the lender is obliged to follow through with the pre-approved home loan, applying for multiple pre-approvals is unwise. Each time you apply, the lender checks your credit record. Finding multiple inquiries when they conduct their checks signals a red flag and increases the likelihood that they will refuse your application.

### 3. SET YOUR GOALS

What are you looking to achieve? What does success look like to you?

In order to achieve your goals, you must first articulate what they are. More importantly, you need to set yourself deadlines. This allows you to create a plan,

by providing an end date to aim towards. For example, if you're looking to replace your income and retire on your investments within 10 years, start by creating a 10-year plan. Then break down your long-term goal into weekly, monthly and yearly goals.

Not only does this provide you with a clear plan of action, it makes your goals more manageable, preventing you from being overwhelmed by the enormity of the task.

### 4. START BUDGETING

Budgeting is the only way to ensure you're able to balance your income and expenses. It allows you to understand how you spend your money and helps you to plan for bigger expenses down the line.

Make sure to set this up even before you start looking for a property.

### 5. BE INFORMED

Understanding the market will be crucial to making the right investment choice.

Being informed also means steering clear of get-rich-quick schemes and property peddlers. If someone is promising you guaranteed returns and overnight riches, walk away; the only person getting rich is them.

There's no such thing as a property psychic, and while there are tried and tested research methods, no one can make guarantees.

### 6. STAY FOCUSED

Property investment should be driven by the numbers, not emotions. Make sure you stay focused on your end goal by:

- Painting a clear picture of what you want to achieve,
  - Setting deadlines for your goals,
  - Breaking down your long-term goal into short-term goals
- It's easy to get overwhelmed when you're venturing into something as fraught as property investment, but

don't give up on your dreams. Tell yourself: if I buy the right properties today, in ten years I'll be leaning back with my feet up and a cocktail in hand, celebrating the fact that I bought properties that more than doubled in value, while my peers sit around cursing their decision not to follow me down the road of investment.



## ON THE Experience

27 GILES STREET, MAGILL



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

By reputation initially. However we also looked at other RE agents but decided to choose Scarce Real Estate for the careful preparation, professionalism and prudent advice delivered throughout the process of selection.

What was the best thing about their service?

Everything they said they'd deliver, they delivered. Their feedback, market soundings and advice was always relevant, valuable and measured. Their preparation of the marketing

campaign and overall strategy was first rate and achieved an excellent sale price by bringing in as many different kinds of purchasers as possible within the first couple of weeks.

Why would you recommend Scarce Real Estate?

I would recommend Scarce Real Estate without hesitation for excellent service on the things that really matter, ability to get the best price available in the market and strong service ethic in working unrelentingly in the interests of the vendor.

A. Byrnes

This year, **the team at Scarce Real Estate** will be supporting the **STARLIGHT CHILDREN'S FOUNDATION** for Christmas.

In our office until the 14th of December we will have a Christmas tree under which we will collect donations of Christmas Presents for children. You are more than welcome to come in and drop off a present in support of this wonderful cause!

The foundation do have some conditions on what they will and won't accept so if you'd like to find out more, please email us at: [salesadmin@scarce.com.au](mailto:salesadmin@scarce.com.au)

# Advantages IN USING AN AGENT



## THEY SAVE YOU TIME AND HASSLE

What's your time worth? Consider that to sell a property effectively, someone needs to set up a marketing campaign, research and price the property, meet buyers at open for inspections, follow those buyers up and then go through the process of actually selling it.

Clearly, you're looking at a significant time investment. An agent does that heavy lifting for you.

## EXPERIENCE MATTERS

They say you can't buy experience, but in actual fact you can: your agent's.

As a vendor you're paying for an agent's expertise and intimate knowledge of their local property market.

You use an agent because they're experienced and have knowledge in the area. A good agent will sit down with you and tell you how your property should be presented and advise on the best marketing campaign. Every sale or negotiation is different and an agent can guide you through the pitfalls.

All agents agree that first impressions matter when selling.

## THEY'RE AVAILABLE

One of the biggest advantages of using an agent is that it's their job to be available at the times most buyers want, which is almost certain to be more often than you are.

Your lack of availability is likely to turn some buyers off, as well as ensuring you'll have less people through the property than if you let an agent handle it.

## THEY KNOW PROPERTY VALUES

There's no point in saving \$10,000 in agent commissions but losing five to 10 times that amount because you don't know the true value of your own home. Vendors who sell their property themselves are often caught short.

They're trying to save some money, so they'll save the commission but they'll lose \$50,000 in the process.

Pricing properties is an art. Price it too low and you'll get too many buyers and they'll be annoyed. Price it too high and you'll get no buyers, so you need to price it effectively.

## THEY KNOW HOW TO DEAL WITH BUYERS

How do you sort out the genuine buyers from the time wasters? Agents know the tell-tale signs.

When you get a buyer through, there's a list of questions and a process you'll go through with that buyer to see if they're interested in the property. One: are they financed – are they actually worth talking to? Two: what are they interested in and what do they like about the property?

The agent gives that information back to the vendor, so the vendor can take that on board.

## MARKETING MATTERS

Don't underestimate the power of marketing in real estate. A well-presented and well promoted property has considerably more chance of achieving a great price than a home that's relying on buyers stumbling across it.

CELEBRATING

60  
YEARS

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