

THANK YOU

I recently sold my Norwood unit that I'd held for 18 years through Grace Centofanti at Scarce Real Estate. Grace impressed me as being very knowledgeable of the local market and good at managing my expectations and exceptionally prompt with my queries. Grace always maintained her positivity and she continuously followed up with potential buyers and kept me regularly updated on progress and strategy moving forward.

Well done Grace! Thank you for your efforts and solid sale result!

M McShane

Dear Matt and Grace

From the outset we were extremely impressed with the quality and service provided by Scarce Real Estate. They kept us informed throughout the entire process and were extremely professional in every aspect from the first meeting and right throughout the entire sale process.

We were extremely thrilled with the result which was well above the advertised price and well above our wildest expectations. Our home of 8 years sold after the first weekend and we couldn't be happier.

We would have no hesitation in recommending Scarce Real Estate to anyone who is thinking of selling their home.

B and N Petito



HOME SELLERS
CHOICE AWARDS
2015



Elliot - Childhood Cancer Association mascot

100% of proceeds from the sale of all Elliot's will support children with cancer, and their families with professional counselling, accommodation, education support and bereavement support.

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Congratulations!



Our heartfelt congratulations to our Director of First Impressions Emma and her partner Sam. The wonderful Jeroen Hendrik was born on the 13th of September 2016. We wish Emma and her new family all the best!

We hope that Emma enjoys her time off with her new baby and look forward to her joining the team again later next year.



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.

HOW TO FIND THE RIGHT MARKET FOR YOUR PROPERTY...

If you're selling your house, chances are you've thought about decluttering, but have you considered the different ways potential buyers might use the same space?

FIND A GOOD AGENT

Start by looking to find which agent is selling the most property in your area. Generally, most areas are dominated by one or two agents. Speak to them, a great agent can offer an independent assessment of the market or markets that a house will attract.



CHECK OUT THE COMPETITION

It's all about researching your market. Open for Inspections can be a great way to gauge the kind of buyers a house like yours could attract. Take note of the ages of people attending the inspection. The type of cars they drive, if they do or don't bring children etc,

Attending open homes for opposition properties is a great way to identify your market. Keep in mind that your home may appeal to more than one market. A home with one or two bedrooms in an inner-city area could be attractive to both downsizers and first home buyers.

KEEP YOUR STYLE OPTIONS OPEN

If your home, like many, could be used by different buyers for different purposes how do you style it to suit different needs? You need to play it safe. There's a way to play it safe without being boring and drab. Use art and colour carefully and try to understand how different looks will be received by different potential buyers.

ADD A SPRINKLE OF INTERIOR TRENDS

Make sure you have contrast and texture, and use trends in a subtle way to style a property for sale. While neon or graphic prints may be popular with some buyers, others may find such decor overwhelming and may hamper their ability to see themselves living in your space. It's not about making pretty spaces, it's about knowing the market.

LET GO OF HOW YOU USE THE SPACE

Styling can be a way to suggest alternate uses for the same space. A second living area may be presented with a single bed and a lamp to show buyers that it could be used as a home office, or bedroom, or transitional space, not just another living room.

When you style a house well, you control how people see and use that space.



HOT TIPS FOR MOVING HOUSE LIKE A PRO...



1. PRIORITISE SECURITY

Don't give too much information away when labelling your packed boxes. Just indicate the room the box should be delivered to and give a broad description of the contents. Consider putting very valuable items, including jewellery and antiques, in secure storage during the move, or give them to a trusted family member or friend. Allocate a helper to watch goods awaiting loading into and unloading from the removal van to avoid items being stolen from the street.

2. TRANSIT INSURANCE

Your current home and contents insurance may not cover your goods during transit. Often this is an optional extra or there is a cap on the value you can claim. Check with your insurance company when you notify it of your decision to move house. If your removalist company is accredited, it can organise separate transit insurance for you. Your removalist company should have public liability insurance.

3. SURVIVAL KIT

Pack a moving-day survival kit containing essentials to get you through the day and your first night in your new home. Include toilet paper, a kettle, tea, coffee, water, snacks, cleaning products, garbage bags, basic tools, a set of plates, cups, cutlery, a first aid kit, toiletries, a change of clothes, bed linen and pillows.

4. DOUBLE CHECK ACCESS

Review parking options and vehicle access at each end of your home move. Identify other moving hurdles such as stairwells, lifts or small entrances, and dismantle large furniture items if possible. Inform your removalist about potential access problems so you can find a solution before the big day.

5. KEYS

Whether you are a renter or homeowner you will most likely need multiple sets of keys when moving home. If you have only been provided with a single set, you'll need to get extra cut. If you have bought a home, it is a good idea to change the locks before you move in.

6. BOOK CLEANERS

Organise professional cleaners to clean your old residence after you have moved out. It costs money but you'll appreciate not having to do it yourself after the challenge of moving home. Close the door to your old home and don't look back!

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

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

