

THANK YOU

Dear Matt

Thank you for all your hard work, professionalism and expertise, of course, not to forget Nathan. We have been very pleased with how you have guided us through the whole process.

Best wishes to you and all at Scarce Real Estate.

Kind regards

D Grove

We have rented a commercial property with Matthew Scarce at Scarce Real Estate since 2008. They have been fantastic dealing with the property throughout the rental period by offering us excellent customer service over the past 10 years. We recently put the property on the market for sale and thanks to Matthew and Grace the property sold very quickly for an exceptional price. We would not consider using any other agent to either sell or lease a property, and we highly recommend them to anyone in the property market.

L & A Bishop



NEWS FROM THE DIRECTOR



National dwelling values nudged 0.1% lower in April, the seventh consecutive month-on-month fall since values started retreating in October last year according to Core Logic.

Similar to previous months, Core Logic head of research, Tim Lawless, found that the declines were concentrated within the largest capitals, while regional dwelling values edged 0.4% higher.

Capital city dwelling values were 0.3% lower over the month, driven by larger falls of -0.4% in Sydney and Melbourne and a smaller decline in Brisbane values (-0.1%). The falls were offset by flat conditions in Perth and subtle rises in Adelaide (+0.1%), Darwin and Canberra (both +0.6%). Hobart was the only city where dwelling values rose by more than 1% in April.

The Adelaide market still continues to perform well with strong interest from buyers, particularly those seeking family homes in sought after school zones. As a result some exceptional prices are being achieved in these areas.

MATT SCARCE
PH: 8332 1022

CONSIDERATIONS WHEN BUYING A QUICK-FLIP RENOVATOR



When it comes to property, it's easy to see potential in just about anything, but whether it's a dilapidated cottage or a retro disaster zone that needs much more than a simple lick of paint, there are numerous things to consider before purchasing a quick-flip renovator.

Go subterranean

Make sure you have a look under the house, because you can get a feel for the overall health of the property and find out what work has been done previously.

The other thing that will be evident when you look downstairs is whether the property is on a slab or piers. When reconfiguring a floor plan, a slab is much more difficult to work with and thus more expensive too. You don't want to go through an arduous renovation process only to have a sale fall through after a prospective buyer gets a report back showing less than desirable conditions underfoot.

Lastly, make sure to check how much space there is under the house. For example, if you want plumbing works done under it, limited space makes it much harder and more costly. Access is always important.

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Building materials

When it comes to raw materials, timber is more desirable than brick from a renovation perspective. It is much easier to cut through walls, move windows and install doors if you're renovating a timber stud wall house. Obviously brick houses can be revamped but you will have to source identical bricks or be prepared to whip out the render or paint.

Also, make sure you check out the state of the property's windows. If they need replacing, glazing is expensive and can take up to six weeks to arrive. Aside from the blow to the hip pocket, the lead times on glazing can have a significant impact on your timeline and budget.

Consider what you can't see

It's easy to get carried away with decorating ideas but a savvy renovator will consider all the things out of view – the untold story.

Firstly, make sure the house is free from structural issues and that its retaining walls are solid as replacement can be very expensive. Plus, it's a shame to spend so much on something that your buyer can't see or appreciate. Spending on an amazing kitchen or bathroom is much more exciting and they are areas of the home that are known to incite an emotional purchase.

While it's a relatively small and usually hidden part of a property, the meter box can exact untold damage on your budget. Old meter boxes usually need replacing, as they generally don't have any of the safety measures that current meter boxes require – there are strict laws around meter box compliance. On the plus side, a new meter box can be a sign of recent work.

It's what's outside that counts

The value of a property's street appeal should never be understated. While you may be able to transform your ugly duckling into a beautiful swan, in some cases this is simply impossible without a serious budget blowout. That said, if a few tweaks could transform it into something you'd want to live in then it may be worth considering.

★★★★★ SOLD ON THE EXPERIENCE



69 ALLINGA AVE
GLENUNGA



We caught up with David & Marilyn, and asked them a few questions about their recent sales experience with Scarce...

Why did you choose Scarce Real Estate to sell your home? This is the 5th home in my family or extended family that Scarce Real Estate have sold. Matt has always done a superb job!

What was the best thing about their service? Matt (and Nathan) provided a very professional, expert and courteous service. We could always have absolute confidence that they knew exactly what they were doing and had everything in hand.

Why would you recommend Scarce Real Estate? The above answers say it all!

MEET THE TEAM



Carlos has recently joined the sales team & is looking forward to building many relationships and connections within the community.

Carlos is an enthusiastic & highly motivated individual who will strive to achieve the best service for his clients, with a positive attitude and honest approach.

He strives to actively understand clients' circumstances and expectations to provide customised solutions, which are effective in building working relationships.

While briefly studying accounting and business finance, Carlos has formed a strong accounting and financial background before fulfilling his goal of becoming a real estate agent.

Carlos utilises tailored marketing strategies to achieve remarkable results for his clients.

WHAT TIME OF YEAR SHOULD YOU SELL?

It's a question contemplated by thousands of Australian home owners each year; when is the definitive 'right' time to sell?

The answer is more complicated than defaulting to the conventional idea that "spring is best."

The right time to sell is when the vendor and property is ready and this is very individual, based on each vendors' circumstances.

Many factors influence the best potential timing for a sale such as meeting other property settlements, moving dates or other unpredictable events.

The perfect time is therefore really when the seller and the property are ready.

Spring can bring a lot of competition after a quiet winter, when there is less stock on the market.

Unless there's a compelling reason to sell during that time, like if the garden is a focal point of the property for example, other times of the year might be more advantageous, especially early or later in the year.

With so many properties on the market, sellers must compete for buyers' attention in spring.



While traditionally, fewer vendors sell during the second half of December and early part of January, when many people are away from home, it can still be lucrative.

Although many people are away on holidays during this time of the year, there are still buyers around. Off-market or private sale activity over this period can yield prices, as stock levels are low.

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