

REAL NEWS



FROM YOUR LOCAL AGENT
AUTUMN 2021

firstnational
REAL ESTATE
Lewis Prior

Leaves are falling - While prices are rising!

Autumn is a great time of year to consider selling your home or investment property. The combination of mild days, little wind, kids are back into the school routine plus the most buoyant property market we have seen in 10-15 years makes the decision to move now an easy one.

So, what is the secret? I have always suggested that my potential sellers start at the front kerb as if they were entering their property for the first time as a buyer. What you see as you look around is all the little things that have become invisible to you over time. Here is a quick reference to prepare for your Autumn sale.

Get into the garden. First impressions count, so it is best to trim plants/hedges where required. Remove dead plants, fertilise lawns and increase watering as needed. Some new plants and a spot of colour is always beneficial.

Pressure cleaning the outside of the home and paving is essential to add that sparkle. You will be surprised by the difference. Another trick is to use liquid 'Sugar Soap' to wipe down gutters, fascia and roller doors. Remember to clean your windows as they are the eyes of the home.

Fresh paint adds a fresh appeal. One of the most rewarding improvements that can be made to a property is a fresh coat of paint, both inside and out. Choosing the right colour scheme need not be a concern. A tried and proven formula for modern living is to stick with whites and neutrals internally paired with well styled furniture and accessories to add some colour and flair. This way your buyer can style to suit when they move in.

Take note of the floors. Along with painting, new floor coverings can change a room whether it be tiles, floating timber floors or carpets, make sure they are not stained, damaged or worn.

Let there be light. It is easy to forget the impact of natural and artificial light. Consider your curtains and drapes and whether they enclose/darken or brighten up your space. Warm sunlight sets the mood, so if there is an opportunity to let in more natural light, then go for it. Also consider your ambient lighting as this can make an enormous difference to a room. Replace old downlights with LED's, remove ugly energy saving fluoro globes and replace with more traditional frosted bright globes. Lamps are also a good way to throw light into darker corners when required.

Clean it like you mean it! Remove cobwebs, dust fans and clean light fittings. Pay special attention to kitchen cupboards, stove tops and ovens. Take a close look at your bathroom and toilet fittings. Sometimes it is easier and better to replace discoloured old fittings and equally fresh silicon around showers and baths can make all the difference.

We can offer professional advice on all aspects of presentation and have also project managed many makeovers to assist our clients in achieving maximum value. Simply give us a call for some no obligation advice.

TOP SALES

SOLD AFTER FIRST OPEN



34 Kelvin Avenue, Warradale
SOLD FOR \$671,000



HAPPY VENDOR



5 Nixon Street, Marion
SOLD FOR \$555,000



SOLD FULL PRICE



54F Cedar Avenue, Brighton
SOLD FOR \$925,000



HAPPY VENDOR



3 Cooder Way, Clovelly Park
SOLD FOR \$455,000



GREAT RESULT



7/2A Third Avenue, Warradale
SOLD FOR \$320,000



HAPPY VENDORS



1/2 Cathcart Terrace, Seacliff Park
SOLD FOR \$382,000



SOLD QUICKLY



92 Lascelles Avenue, Warradale
SOLD FOR \$675,000



SOLD OFF MARKET



11A Rider Street, Seacombe Gardens
SOLD FOR \$419,000



SOLD OVER ASKING



29 Astrid Avenue, Warradale
SOLD FOR \$622,173



Find Out What Your Home Is Worth...FREE!

If you are considering selling, take advantage of this FREE offer and reward yourself with a top price and caring professional service from your local agent.



Receive a free market opinion and local market report with the choice of a high profile plan or discreet "No Signs - No Opens" campaign. Either way, you can be assured of receiving a top price and the professional service you deserve - **We Guarantee It!** So if you are contemplating a sale of just needing some up to date information

Call our Home Help Line today! 08 8358 0555

FOR SALE



15A Barry Road, Oaklands Park

\$550,000 - \$580,000

3 2 1

Greg Lewis | 0419 810 180



504/2-14 Seventh Street, Bowden

\$445,000 - \$465,000

2 1 1

Brett Lewis | 0412 843 771



19, 19A & 19B Gardiner Ave, Warradale

\$595,000 - \$615,000

Paul Harris | 0403 522 342



2C Hendrie Street, Morphettville

\$450,000

Brett Lewis | 0412 843 771



5 Inglis Street, Edwardstown

BEST OFFER

Brett Lewis | 0412 843 771



57 Seacombe Road, Seacombe Gardens

BEST OFFER

Paul Harris | 0403 522 342

From The Director The Market Is HOT... for Sales and Rentals

Well, what a difference a year makes.

It would be fair to say that 12 months ago we feared an unprecedented health crisis along with a massive financial crisis. While we acknowledge many friends and clients who have been adversely affected, we are amazed at how resilient residential property markets have proven to be.

Australians seem to have rekindled their love affair with property. Whether it is a lifestyle choice to move to the country or to smell the sea air, upsize/downsize or the decision to buy a 'First Home', we have seen a gradual wave of new buyers entering the market. This demand has combined with a significant shortage of properties, resulting in skyrocketing prices.

In addition to this, the Federal Government's 'HomeBuilder' Grants have assisted many South Australians to undertake a significant renovation or build a new home. As predicted, the demand for land has been enormous.

In over 35 years I have never seen the demand for Rental properties at this current level. Right now it is not unusual to have hundreds of enquiries for a new release rental property. Our current 'Vacancy Rate' is near enough to ZERO%.

If you are considering selling your home or renting out an investment property, please feel free to give me a call. You may be surprised at the result.

Brett Lewis | 8358 0555
Principal



Brett Lewis
0412 843 771



Greg Lewis
0419 810 180



Paul Harris
0403 522 342

Why Do We Invest In 'Bricks And Mortar'?

There's no denying that since COVID Australians have rekindled their passion for property as an investment. It's something that's deeply embedded in our psyche. In this country there are over 1.9 million people with declared rental income - That is a lot of Landlords! So, what is it about 'Bricks and Mortar' that as a nation we just can't get enough of?

Property is physical

Many love property for the simple fact that you can see it, touch it and feel it. Ownership gives you a sense of satisfaction emotionally that is very different to parking a few share certificates in a drawer. It's this tangibility that gives many people a sense of security that is hard to shake.

Property says status

Being able to drive by and say to yourself 'I own that' can be a big driver in property purchases. Investing is also an excellent way to accumulate wealth over the medium to long term when it is handled correctly. Every investment you make should be explored on financial and growth terms, by analysing the numbers and the potential. In doing so, you'll avoid expensive money-pits and find something that will set you on the right path.

Property can generate wealth and financial freedom

At Lewis Prior we have seen many investors earning less than \$80,000 per annum that have been able to buy their first investment property, which over the course of time, has allowed them to achieve amazing freedom and choice. There may also be Taxation benefits by way of Negative Gearing and Depreciation, but it is important to seek your accountant's advice to ensure that buying investment property is the right decision for your circumstances.

So what type of property should I consider purchasing?

When I entered the Real Estate Industry, I was taught a couple of key concepts:

1. Land appreciates - Building depreciates. Therefore, invest in property that has a good land component and the ability to 'value add' in the future.
2. Planning and Zoning requirements are important for future land division or development considerations.
3. Tenants these days have high expectations. Energy efficiency, security, built in robes, heating and cooling, clean and functional kitchens and bathrooms are just a few of the items for your consideration.
4. Stick to localities that you know. Be wary of the FREE plane ticket to paradise or the get rich quick Seminars.
5. Seek advice from trusted professionals and purchase in areas of demand that offer a broad range of facilities, transport and services.
6. Remember, property is generally a long-term investment. Usually at least 7-10 years.
7. Those who are time poor and do not have time for maintenance and hassles, may consider a Brand New home or Townhouse. These should attract good quality tenants and give substantial depreciation benefits.

Property Management

Seek qualified advice from our experienced and Registered Senior Property Manager - Karlie Ridley. Karlie is a wealth of information and valuable resource for expected rent returns, tenant expectations, knowledge of local facilities and tenant demand. Our team can help navigate Legislation, arrange maintenance, negotiate outcomes with tenants and most importantly manage consistent rent returns.

Our advice will always be enthusiastic, professional and confidential.

Good Luck or Good Management?

Property, like any investment, should enjoy a steady growth in values as well as providing the maximum rental return.

In the wrong hands even the best investment property can be a liability rather than an asset.

Our specialist Property Managers will provide a complete, personalised management service with first class systems and attention to every detail.

Call our award winning management team and enjoy being put FIRST!

8358 0999

Karlie Ridley

Business Development Manager

