

REAL NEWS



FROM YOUR LOCAL AGENT
SPRING 2021

first national
REAL ESTATE
Lewis Prior

Spring Into Action!

At last Spring has finally arrived and people have bounced out from their Winter hibernation. It is amazing how much we depend upon the little ray of sunshine and warmth to motivate us to get out in the garden and transform the unkept wilderness back into the lawns, courtyards and barbeque areas that we use so often over the next 6 to 8 months.

At this time, we are reflecting on the recent property market which has maintained an incredible run of price increases. This has been fueled by a low supply of properties and the influx of expat Adelaideans moving back to the city along with an increase in demand from first home buyers and investors. This leads to the question so often asked by people in this current property market... "What can I do to maximise the value of my home in the current market?"

It certainly is true that Spring is the time of year that buyers traditionally return to the market place in large numbers, often creating the extra competition that is required to gain those extra dollars. But a word of warning! It is also the time of the year that many people place their homes on the market, thus giving the purchaser far more variety to choose from.

It is therefore, especially important to plan your every move very early by contacting your First National Lewis Prior Property Consultant for advice on the things that should be done to maximise the value of your home.

A little pre-planning could in fact save you time and money by simply targeting the areas that will bring you immediate results without necessarily spending an arm and a leg in the process.

The standard rule of thumb is that if you spend \$1000 on improvements, you should realistically expect to receive \$1500 to \$2000 back in your pocket for the expense to be worthwhile.

At this time of the year, special attention should be paid to the garden areas of your home as they are generally inexpensive, but your hard labour in pruning, top dressing lawns and planting flowering shrubs and annuals will give you an almost instant lift in the presentation of your home.

It is also advisable to touch up any peeling paint and wash down the eaves and windows to enhance the street appeal.

On the inside, it is important to generate a fresh bright atmosphere. A coat of neutral coloured paint where required, open the curtains to let in the natural light, and replace any dull light globes with at least 75 Watt globes to ensure maximum impact.

Vacant properties can benefit from 'staging' by bringing in appropriately sized furniture, accessories and prints to brighten up the décor.

Just add some flowers and soft music for the inspection and you should be on your way to a successful Spring sale.

It is fair to say the current market is the most buoyant we have experienced so contact us for a FREE price update. You may be blown away by the NEW value of your property.

TOP SALES

SOLD AFTER FIRST OPEN



67 Lascelles Avenue, Warradale
SOLD FOR \$840,000



HAPPY VENDOR



16 Jean Street, Oaklands Park
SOLD FOR \$651,000



SOLD OVER ASKING



11 Tangerine Court, Aldinga Beach
SOLD FOR \$513,000



HAPPY VENDOR



4/912 Marion Road, Sturt
SOLD FOR \$445,000



GREAT RESULT



19 Gardiner Avenue, Warradale
SOLD FOR \$650,000



SOLD OFF MARKET



8 Coventry Street, Brighton
SOLD FOR \$886,000

SOLD QUICKLY



3/25 Gangara Court, Warradale
SOLD FOR \$488,000



SOLD OFF MARKET



44 Addison Road, Warradale
SOLD FOR \$850,000



SOLD OVER ASKING



12 Duval Drive, Morphett Vale
SOLD FOR \$380,000



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



6, 6A & 6B Renfrey Street, Oaklands Park
\$530,000 - \$540,000

Greg Lewis | 0419 810 180



19B Vinall Street, Dover Gardens
\$680,000 - \$710,000

Greg Lewis | 0419 810 180

COMING SOON



7 Lucy May Drive, Seacliff Park
BEST OFFER

Brett Lewis | 0412 843 771



3/58 De Laine Avenue, Edwardstown
\$375,000 - \$399,000

Brett Lewis | 0412 843 771



18 Jean Street, Oaklands Park
BEST OFFER

Brett Lewis | 0412 843 771



UNDER CONTRACT

5 Osborne Street, Oaklands Park
BEST OFFER

Greg Lewis | 0419 810 180

From The Director The SQUEEZE Is On!

There is a lot going on in residential property markets around Australia and our love of property has only intensified during this period.

Certainly, in our area of the South and West of Adelaide, we are seeing buyers starting to get frustrated with the lack of available properties. In part, this frustration has also created a hesitancy from some owners to place their properties on the market for fear that they will not be able to replace their home with the desired alternative.

So, as a seller, what strategies are available to ensure a successful transition to your next dream home?

1. Firstly, have your own home prepared for market. There are no bargains out there, so it is important to be able to maximise your own sale price by having key areas of the home at their best.
2. If possible, get a written 'Pre-Approval' for 'Bridging Finance' before you start seriously looking. This may enable you to hold off selling until the 'right' property comes along. Of course, it does come at a cost, but it will also give you the best chance of securing a property when the competition is 'Hot'.
3. We generally recommend selling before you purchase but talk to us about the strategy. Keep control of your sale process, in other words 'if you have time - then take the time'. As an owner, you control the conditions of Settlement so aim for at least a Settlement period of 90 days to give yourself enough time to find the right property.
4. Consider a time certain sale process with a defined 'Best Offer' period or Auction to maximise competition for your home.

We have assisted thousands of sellers to coordinate the buying and selling process with some outstanding results. We are always here to guide you to your best outcome.

Brett Lewis | 8358 0555
Principal



Brett Lewis
0412 843 771



Greg Lewis
0419 810 180



Paul Harris
0403 522 342

Waterproof Your Property

Water damage is one of the biggest risks to a Landlord's rental property and can be costly to mop up. Water dripping through the ceiling, unexplained dampness or a leaking hot water system can result in a water damage claim. If water damage isn't identified early, it can impact an insurance claim if it's found to be a long-term leak. Prevention is better than cure when it comes to water damage. Property Managers can play a crucial role in helping to protect their Landlord's property from water damage and identify any water-related issues.

Check your water bills

Landlords and Property Managers should closely review their quarterly water bills for discrepancies. Unexpected increases in water usage may signal a leaking pipe underground and may require urgent action to address it.

Clear gutters

Clearing gutters should be part of every property's maintenance routine. When gutters are blocked with leaves and debris, rainwater has nowhere else to go except to overflow or wash back through the eaves and into the home's wall cavities. Property Manager's can assist their Landlord's by seeking a professional to regularly clean the gutters at their Tenant's property.

Monitor wet spaces

Leaking sinks and basins can often lead to water damaged cabinetry. When undertaking regular routine property inspections, Property Managers should consider checking inside cupboards in wet areas like bathrooms and kitchens for any signs of dampness. For example, dampness can cause timber in drawers and cupboards to swell and warp if not removed.

Bring in the professionals

Organising a certified plumber to inspect your Landlord's property can be a worthwhile expense. Often, they'll be able to find water-related issues that may be unrecognisable to the Landlord or Property Manager. Plumbers have professional equipment to measure the flow rates of waste water pipes to check whether there's any out-of-sight blockages.

Landlord Insurance

Landlords and Property Managers who water-proof their properties can help prevent potential damage but sometimes the unforeseen occurs. Landlords and Property Managers should protect themselves against these potential risks. Landlord insurance can provide reassurance that they won't be left significantly out of pocket if their property is damaged. If a claim is required, Property Managers can assist their Landlords to compile documents, photos of the damage, itemised quotes or invoices and a tradesman's causation report which determines how the water entered the property.



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

Brett Lewis

