



# REAL NEWS



FROM YOUR LOCAL AGENT  
WINTER 2021

**firstnational**  
REAL ESTATE  
Lewis Prior

## Planning and Design Code is here!

### Is your Property Worth More as a Development Site?

**The State Government's new planning system was officially launched on the 19th of March 2021.**

The *Planning, Development and Infrastructure Act 2016* (PDI Act) replaces the *Development Act 1993* bringing into effect a single source of state-wide planning rules for simpler, clearer and more consistent zoning policy via the Planning and Design code.

The implementation of the Code across the entire state is a major milestone for planning and development in South Australia.

There will always be debate over the development of our suburbs. It does however create opportunity for those who look out upon the expanse of their 'Big Back Yard' and decide that it is just all becoming too much to handle.

The really good news is that your BIG BACK YARD can be worth BIG DOLLARS.

This means that people who have no further use for their big back yard may have some very rewarding options.

Over many years, Lewis Prior First National Real Estate has established a reputation as a local agent who knows more than most about developing large allotments and subdividing corner allotments. This knowledge has helped many people who initially found the idea of selling all, or part of their property very daunting.

Even more remarkable are some extraordinary sale prices that have been achieved for these properties with some shrewd advice that has enabled the owners to fulfill their dreams.

There are a number of ways that you may be able to benefit from selling your BIG BACK YARD:

1. You may be able to subdivide your block and sell the vacant land enabling you to stay in your family home. This option is of special interest for those who live on corner blocks or wide allotments.
2. You may be able to subdivide your block, build a new easy care home for yourself on the vacant land and sell your original home.
3. Alternatively, you may choose to sell your entire property to a developer as a unit site for a higher price than you expected without having the hassle of Open Inspections or the need to spend a lot of money in the preparation for a sale.
4. Timber framed and ex Housing Trust homes are in extremely high demand for their development potential for courtyard homes.

If you are finding your BIG BACK YARD too much to handle or simply want some general advice on how the new Planning and Design Code affects you, please feel free to call us for some no obligation advice.

# TOP SALES

SOLD AFTER FIRST OPEN



5 Inglis Street, Edwardstown  
**SOLD FOR \$451,000**



HAPPY VENDOR



49 Sunshine Avenue, Warradale  
**SOLD FOR \$655,000**



SOLD OVER ASKING



4A Lincoln Avenue, Warradale  
**SOLD FOR \$535,000**



HAPPY VENDOR



5 First Avenue, Warradale  
**SOLD FOR \$630,000**



GREAT RESULT



31 Scholefield Road, Kingston Park  
**SOLD FOR \$655,000**



HAPPY VENDORS



32 Dunrobin Road, Hove  
**SOLD FOR \$500,000**



SOLD QUICKLY



16 Allison Street, Ascot Park  
**SOLD FOR \$421,500**



SOLD OFF MARKET



9B Lawson Avenue, Morphettville  
**SOLD FOR \$525,000**



SOLD OVER ASKING



2C Hendrie Street, Morphettville  
**SOLD FOR \$525,000**



## 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



67 Lascelles Avenue, Warradale  
**BEST OFFER**

Brett Lewis | 0412 843 771



11 Tangerine Court, Aldinga Beach  
**\$460,000 - \$490,000**

Greg Lewis | 0419 810 180



107B Morphett Road, Morphettville  
**\$495,000**

Greg Lewis | 0419 810 180



35 Bellview Road, Flagstaff Hill  
**BEST OFFER**

Brett Lewis | 0412 843 771



16 Jean Street, Oaklands Park  
**BEST OFFER**

Brett Lewis | 0412 843 771



4/22 St Marys Street, St Marys  
**\$339,000 - \$359,000**

Brett Lewis | 0412 843 771



25 Gangara Court, Warradale  
**BEST OFFER**

Brett Lewis | 0412 843 771



381 Diagonal Road, Sturt  
**BEST OFFER**

Brett Lewis | 0412 843 771

## From The Director How to buy in a Competitive Market!

Over the past 6 or so months, we have certainly seen frustration grow with buyers wondering how on earth they can make a successful purchase in this current 'Red Hot' marketplace.

Statistics and information from RP Data and the REIA indicate a shortage of available property for sale and high competition amongst Purchaser's in what is the strongest selling market we have experienced in many years.

How then do you prepare yourself for the journey to purchase your next home?

1. Preparation is key! Always get a written 'Pre-Approval' for your Finance before you start seriously looking. Be aware some Finance Brokers may suggest you wait until you find the right property and that 'She'll be right mate'. If this is the case, then find another Broker. As an experienced Agent, we know that the simpler the conditions, the better a buyer's chance of success.
2. If you have a house to sell, then sell it first or alternatively arrange 'Bridging' finance. If a Vendor has 5 offers and yours is 'Subject to the Sale' of your current property, you will likely be at the bottom of the pack.
3. Register yourself on local Agent 'Buyer Databases'. A lot of property is being sold prior to going to open market, so put yourself in a position to hear about new releases first. You can register with us by going to [www.lewisprior.com.au](http://www.lewisprior.com.au).
4. Making your offer. This is not a time for games. Show the Agent your serious intent. Always place your highest offer (you may not get a second chance), ensure you pay a good Deposit. Keep conditions to a minimum, lean toward the Vendors preferred Settlement Date and insist that your offer is in writing (preferably in Contract form).

If you want to chat about the buying process in more detail, feel free to give one of the team a call. We are here to help.

**Brett Lewis | 8358 0555**  
**Principal**



Brett Lewis  
0412 843 771



Greg Lewis  
0419 810 180



Paul Harris  
0403 522 342

# Finding the 'Perfect Tenant' for your valuable property

It is often said that Landlords get the Tenants they deserve. A bold statement, but if you consider the elements that give you the best chance to secure the perfect Tenant it starts to make sense.

Always start with the presentation and maintenance of the property. House proud Tenants will not rent a property where the gardens are overgrown, and the oven is caked in grease. Treat your rental property like a small business. Invest in a Spring clean, paint where necessary, attend to the leaking taps, prune the garden and have the power connected for inspections.

Once the property is ready, it is over to our Property Managers to attract prospective Tenants. First impressions count so professional photography is key and a floor plan is a great bonus. The property is listed on multiple websites, distributed to our extensive Tenant database and a sign placed on the property. The further you cast the net, the more fish you can catch.

In these current times of COVID, we follow practical guidelines to protect the Landlord, prospective Tenants and of course our staff. Inspections are organised via an electronic booking system where prospective Tenants register their details and have a choice of times available. It is not unusual for our Property Managers to show 15-20 groups at 10 minute intervals taking note of individual presentation and general interactions. Interested parties are sent a link to an application form that will ask for ID, rental history, employment details, references and other required details. Only after a successful screening process will applicants be presented to the Landlord for their authorisation.

Our policy is that we would rather have a vacant property than take the risk with potentially problematic Tenants. Damage or devaluation of a property can be far more expensive than an extra week or two seeking appropriate Tenants.

Give us a call if you need 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 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**



RLA 160031