

REAL NEWS



FROM YOUR LOCAL AGENT
WINTER 2022

firstnational
REAL ESTATE
Lewis Prior

WINTER - The Best Time To SELL?

Autumn and Spring may be considered the traditional selling seasons in Adelaide's real estate market, but experts say there are other times of the year that can tip the balance in the sellers' favour.

The laws of supply and demand that dictate the price of general goods also apply to real estate. But in most cases, the only real impact sellers can make on that equation is when they put their house up for sale.

While sellers needed to weigh up the estimate of value, marketing and presentation, choice of agent and method of sale, the timing of a sale was perhaps the most important factor in driving the highest selling price.

Selecting the right time, when there are fewer properties on the market, could give sellers the best chance of creating heated competition for their home, coaxing buyers to offer a higher price. The plan wherever possible, is to sell when supply levels are at their lowest and to buy when the supply levels are high.

Winter buyers are more motivated, they are inspecting homes with good reason not acting as tourists. At the same time Agents are looking after less homes. This means they have more time to provide you with the highest level of service. Equally, their motivation should be at its peak.

Right now, as we head into Winter, the Adelaide real estate market is showing the level of homes available for sale to be very low. This has translated to buyers being quite aggressive in their efforts to be successful. Many homes are receiving multiple offers, selling at prices well above average, thus yielding sellers tens of thousands of dollars above their expectation.

So how do I prepare my home for a Winter sale?

1. Make a great first impression. Mow the lawn, clean the gutters, make the windows sparkle, and dispose of any unwanted goods. Paint the front door and threshold, new doormat for a welcoming feel.
2. Clean and declutter. Remove bulky furniture, pay special attention to kitchens, bathrooms and create a feeling of space.
3. Maintenance and Repairs. Finish any incomplete projects and take a look at fixtures and fittings. An upgrade to tapware and shower heads or new cupboard door handles are a great example of economical improvements along with a splash of paint where required.
4. Let there be light. So important to have the curtains and blinds wide open to bring in the daylight. Remove any dull or old fashioned low energy fluoro globes and replace with higher wattage globes wherever possible. Use lamps to your advantage in dull corners. Your home must feel like it is on show.
5. Turn up the heat. Make people want to linger longer on a cold day. Light the fire (if you have one) to enhance the ambience.
6. Create a mood. Have some contemporary background music playing, set the dining table and use some vanilla essence or wipes in the kitchen to engage that feeling of home. Consider flowers or a fresh bowl of fruit.

Selling at any time is all about teamwork. Feel free to contact us for advice on whether your home is suited to a Winter sale.

TOP SALES

SOLD AFTER FIRST OPEN



15B Shearer Avenue, Seacombe Gardens
SOLD FOR \$560,000



HAPPY VENDOR



30 Jupiter Street, Hallett Cove
SOLD FOR \$705,000



SOLD OVER ASKING



45 McInerney Avenue, Mitchell Park
SOLD FOR \$566,000



HAPPY VENDOR



2 Patricia Street, Hove
SOLD FOR \$700,000



GREAT RESULT



41 Nyrang Circuit, Woodcroft
SOLD FOR \$610,000



SOLD OFF MARKET



6/42-44 Bath Street, Glenelg South
SOLD FOR \$600,000



SOLD QUICKLY



1B Mozart Court, Somerton Park
SOLD FOR \$635,000



MULTIPLE OFFERS



47 Kirra Avenue, Mitchell Park
SOLD FOR \$675,000



SOLD QUICKLY



69 Eliza Place, Panorama
SOLD FOR \$900,000



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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



48B Johnstone Road, Oaklands Park

\$700,000 - \$750,000

Brett Lewis | 0412 843 771



5 Argyll Walk, Bellevue Heights

BEST OFFER

Brett Lewis | 0412 843 771



3 Kingston Avenue, Seacombe Gardens

BEST OFFER

Brett Lewis | 0412 843 771



52 Gardiner Avenue, Warradale

BEST OFFER

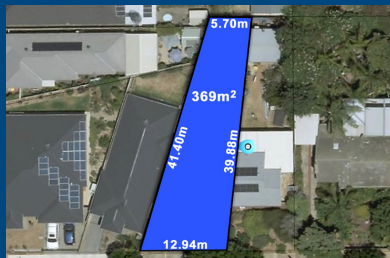
Brett Lewis | 0412 843 771



4A Rosefield Lane, Sturt

BEST OFFER

Brett Lewis | 0412 843 771



18A Doradilla Ave, Seacombe Gardens

\$390,000 - \$410,000

Greg Lewis | 0419 810 180

From The Director

EQUITY MATE!

Media on the recent property boom has focused on home affordability for those wishing to enter the market, but little has been said about the opportunities that have arisen for existing property owners. The risks taken years ago to dive into property ownership have now yielded their rewards. Equity in your home or investment property is as good as cash in the bank. Don't be afraid to use it!

Some homeowners will find that their equity is far more than they thought. Factors that have significant bearing on the value of your equity include the length of time you have owned your home, its location, and the state of the market.

You don't have to wait until you have paid off your loan to make good use of your equity. You can use it for any number of purposes. You could sell your home and move up to a more expensive one. Undertake renovations or extensions to your home or you could use your current equity as collateral to start an investment portfolio without the need for cash.

Wisely chosen property is always a good investment because of capital growth over time. Add the rental income and potential tax benefits and the future options are broad.

If you want to chat about your current property value or discuss purchasing an investment property in more detail, please feel free to give one of our 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

An Investment In Your Future

Sound management of residential investment properties should help maintain and improve property value and contribute significantly to the investment's return.

Choosing an appropriate and well-located property is the first step in successful property management. The second step is as important. Maximising rental returns and maintaining and growing the value of the property.

Some small and first-time property investors are tempted to take the “do-it-yourself” approach. But no matter how small or extensive your property portfolio is, there can be a huge number of headaches involved in managing it, ranging from sudden vacancies to requests that issues with the property are solved immediately. There are also a range of legal requirements and complexities.

If the goal is to maintain the condition of the property, maximize rent, and minimise the time spent on compliance with the various State Government regulations and requirements, then choosing the right Property Manager is well worth the time and expense.

Beyond the obvious expectations, such as good tenant selection, regular inspections, follow up on rental arrears, attention to maintenance, prompt payments to landlords, and attention to legal and statutory requirements, there are other issues that should be discussed when selecting a property manager. These include the extent of the **property manager's knowledge** about the laws governing the leasing and owning of property, liability issues, various legislative requirements, and the local rental and property investment market.

The company's style of managing rental properties should also be discussed, including established systems and procedures for screening tenants, managing late payers and other tenancy issues. If the company does not have clear written policies and procedures, be careful.

Also look at how long the company has been in business, the types of properties it manages and ask for **references from happy clients**. Remember a poorly maintained and managed property will diminish the rental return and the overall value of the asset.

There's no doubt residential property investment can deliver good returns, but knowledge and management of the process are the key to growing the value of the property over time.

Call Karlie Ridley today for a detailed discussion on how our Rental Management Services can help you.

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

