

## LATEST MARKET UPDATE

**The Real Estate Institute of South Australia has released sales figures for the last quarter of 2015 and the results are significant.**

Most interestingly there has been a marked upswing in sales figures compared to the previous quarter. Without a doubt the onset of summer and the lowest interest rates ever recorded have contributed to this rise. Vendor and buyer confidence is evident throughout the market.

The median house price in Adelaide is now \$425,000 which represents a 3.91% increase on the same time last year. And overall sales volume has increased by 2.4%. The results have been similarly encouraging across the state with the state median price now \$390,000 which is also a record representing a 2.63% increase in sales.

The unit and apartment market showed a 2.83% rise in the median price from the last quarter and a significant 4.16% rise compared to the same quarter last year. Sales were slightly up from the previous quarter but well up from the same period last year.

REISA President, Mr Greg Moulton said that record median prices for South Australia and metropolitan Adelaide clearly show that the underlying fundamentals are sound. "Sales are also holding strongly indicating that homebuyers will continue to look for affordable suburbs in which to live and invest. I look forward to 2015 being a year of continued momentum and optimism in the real estate industry", he said.

## MAKING THE DIFFERENCE

**When looking for a Real Estate Agent to sell your home you should seek out those with the point of difference; who can highlight the best features of your property, to make it stand out from the crowd.**

They need to look outside of the box. But sometimes that is easier said than done.

Look at this older red brick home. It is a nice picture but this home will not draw in the crowds ...



But what would you say to this huge block below? This is what might excite the imagination



There are a number of properties that require more thought when deciding how best to advertise.

**Aerial photography can often hold the key.**

It can reveal hidden potential and draw the attention of even the most casual observer to take a second look; and in a competitive market often getting that second look from someone browsing the internet or driving past your sign board can be all that you need to get a sale.

# RETIREMENT

## PREPARE NOW OR POVERTY LATER

In our January newsletter we made the statement that you may very well be one of those people who unless they do something now will retire broke or become a burden on their family.



Only about 5% of the population will retire in a good financial position. And if you are a baby boomer who has not retired yet the odds are you won't be one of them because during the majority of your working life there was no compulsory superannuation.

If you want to take the next step to financial freedom all you need do is to go direct to our dedicated website <http://www.ineedhelp.subscribemenow.com> to book your FREE in home, one on one, consultation.

Or from the same website you can book in for our next Financial Freedom Workshop.

But if you have more questions please ring us and speak to Vincent Woodall on 0451 596 575.



Use your Smart Phone to scan the QR code opposite to simply access all details.



## INTEREST RATES ON HOLD

**Today the Reserve Bank decided not to reduce the official interest rate despite pundits giving best odds that it would happen.**

This means the cash rate will remain at 2.25% but the feeling remains that another rate drop could still come soon. Nevertheless interest rates remain the cheapest they have been since the 1990s.

The RBA ultimately decided that dropping rates again might further heat up an already booming real estate market in Sydney and Melbourne that could create a real estate bubble and possibly a major correction. But this is all a balancing act and the scales may yet change again because the Aussie dollar rose by 0.05 cents to 78cents US and this is not good for shares for exports. 75 cents is recognised as its true value.

And so we await next months decision of the RBA.

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