



Introducing us ...

Many of you receiving this Newsletter would have made contact with our Residential Salesperson and Mortgage Broker, Vincent Woodall.

You may have seen him handing out balloons at your local supermarket, manning a stall at the Hackham Trade Day or even at your own front door, but whichever way it was, Vincent has been making an impact and has made it clear ... we are here to help.

In these days of bombarding people with every sort of IT media, Vincent believes in doing things the time honoured way of speaking face to face with the people in his community. Nothing beats getting to know individuals by communicating with them at a personal level.



NSW and SA are red hot for sellers

That's the word from www.realestate.com.au for the previous quarter. This takes into account the supply and demand figures for each Australian suburb using realestate.com.au data, and Adelaide is coming out very well.

Nationally, South Australia again dominates the list and continues to be the hottest state in Australia for potential vendors, claiming five of the most popular suburbs, Parkside, Norwood, Mitcham, St Peters and Burnside. None of these suburbs are in the south of Adelaide, but nevertheless it indicates a lot of interest which will have its flow-on effects everywhere.

It's not all going to be smooth sailing here, but this report has got to be welcome news.

But Adelaide South is more affordable ...

The buyer market in South Australia is growing, with confidence up. Even if locals might sometimes not feel it, interstate buyers in particular recognise that property in Adelaide is very affordable and offers fantastic value for money.

And the southern suburbs of Adelaide offer the most in affordability and quality. This is especially good news for first home buyers and those wanting to break into the investor market.

But then, pardon us if we continue to maintain contact with all the IT means at our disposal!

The Lin Andrews Group has been in existence for almost 45 years, and we opened this Southern Office in November 2005 to service the local community we have always been a part of. We specialise in Residential Sales & Property Management as well as Commercial Sales & Leasing.

We can also act as Buyers Agents to find properties here on your behalf, and can check out the property, do all negotiations on price and attend to all contracts.

Speak to Vincent or contact me, Mark Nielsen, the Director of Lin Andrews Real Estate Morphett Vale on **(08) 8186 2777**.



There is a definite change in the Market.

Some people still believe that this is a buyer's market. You are wrong if you hold to that misconception!

We have moved from a buyer's market to a seller's market in housing.

For the first time in several years, most agents are experiencing a shortage of stock to sell.

This is the beginning of price rises for Residential Real Estate in South Australia.

Being a conservative and slow-moving State, this comment may not appear immediately obvious, but it will work its way through the layers of decision makers over the next few months. The turnaround HAS come!

If you are thinking of selling, our residential sales staff would love to hear from you ... and guarantee the best possible results.

Ring us on **8186 2777**.



A GREAT OPPORTUNITY

10 Sismey Road, Christies Beach

\$330,000 to \$339,000

This is a comfortable home currently rented for \$280 per week on a periodic tenancy to a family that would love to stay on.

But being on approximately 898sqm of land that is zoned Medium Density which allows reduced allotment sizes and maximum flexibility, this property is crying out for development subject to council approval.

To get another view on the potential here, you can contact Simon Zybek from Zybek Consulting & Management on 0410 127 711.

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Ways to reduce the risk of investing in property

1. Get an independent valuation

This is the best tip for buying property anywhere in the world. If you have any uncertainty about the purchase price then paying a professional valuer around \$400 will give you great peace of mind.

You can also seek independent valuations for properties that are being built. In this case the architectural and building plans are reviewed with corresponding suburb data.

2. Get a building inspection

You need to get a full building inspection for every property before you buy. You may discover expensive concrete cancer, or serious previously-undetected water damage.

3. Conduct a strata inspection

Find out all you can from the Strata Manager. Their full financial reports and recent minutes of meetings must legally be disclosed to you before you settle.

If you have to stretch yourself to buy a property, you might find the Strata levies could make or break your budget. And if the Strata Manager looks to you for your portion of a large shortfall for a planned upgrade of facilities, remember that lenders often don't lend for this kind of building work until completed.

4. Do your own inspection

You need to do your own inspection. Many investors looking to buy interstate will do all the checks and even employ a Buyer's Agent, then promise to travel to see the property for themselves before the cooling-off ends... but then inevitably something comes up, the property settles, and then it is too late.

5. Choose property managers wisely

A quick ring-around to local Property Managers will determine the going rent for this property. It is the correct market rent that will be the final factor in deciding whether this property will pay for itself.

And finding the right Property Manager to look after your asset should not be an afterthought. This is the person who will be instrumental in selecting the people who will live in your investment that ultimately make it either perform or fizzle.

The Last Word

Remember, stick to the plan to do all of your due diligence and you will almost guarantee that you don't overpay.