

RealEstateNews

INFORMATION TO HELP YOU WHEN BUYING OR SELLING
ISSUE 14, MARCH/ APRIL 2012

Be Choosey

GARY PITTARD

When selling your property, it pays to be choosey.

In this Issue:



page 1

Be Choosey

page 2

Letter from Editor

An Exciting
Announcement

Easter Competition

page 3

Help Kids Adjust to
Moving Home

Only pay on results

page 4

Rental Management
Recently Rented

Choose Skill, Not Opinions

Some agents tell lies to win your business. Be very careful that you do not choose the agent who tells you the biggest lie about how much 'you will get' for your property. This is called 'buying the business'.

Unless the agent is prepared to buy your property, his or her opinion is irrelevant.

If you choose agents based on the selling price they quote you – their opinions – you may be badly disappointed, and may even wind up in financial difficulty.

If you suspect that an agent is attempting to buy your business with an inflated sale price estimate, insist they give you their estimate in writing.

Insist, also, that they charge you nothing if they sell for less than the price they estimated. This will identify the agents who are enticing you with false quotes.

Choose Skill, Not the Cheapest

Cheap agents get cheap prices. Be careful choosing an agent based purely on their fees.

If agents give their own money away what do you think they will do with your money?

It may be better to pay an extra one percent for a selling fee than to receive ten percent less on your selling price.

Good negotiators rarely give big discounts on their fees. If they get you the best market price, they are worth a fair fee.

Choose NEGOTIATION Skill

If you have spent much time interviewing real estate agents, you may have noticed that they talk endlessly about the advertising they do, but *few talk about the one thing that is most important to you - their negotiation skill.*

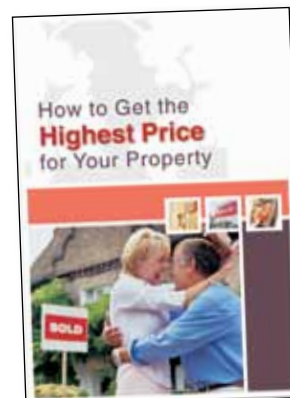
Poor negotiators can cost you a lot of money.

Negotiation skills are vital to ensuring you get the highest possible price.

A good negotiator can achieve up to an extra ten percent on your selling price. This can mean thousands of dollars.

If you have an attractive property you don't need a salesperson as much as you need a negotiator.

Ask your agent to PROVE his or her negotiation ability to you. Most won't be able to do so. These are the agents you should avoid. ■



This article is adapted from the seller booklet, How To Get the HIGHEST PRICE for Your Property. To have a complimentary copy home delivered, please contact us on (08) 8272 9277

WALTER
& IRVINE

Open 7 Days | ☎ (08) 8272 9277 Rentals (08) 8172 1977



facebook.com/WalterIrvine | www.walterirvine.com.au



Letter from the Editor



The current market presents many value buying opportunities.

So far in 2012 there has been a near record number of properties available for sale. This is not because more people are moving. It is because buyers have been waiting on the sidelines to see how interest rate adjustments and subsequent consumer confidence pan out and therefore properties are taking much longer to sell. Many houses for sale by public Auction, have floundered in a flat market and sales by private treaty have come to the fore. Your timing might be perfect if you intend buying real estate right now. Please don't be put off if you are selling however. Selling and buying in a flatter market means that your 'changeover' costs (the total costs of selling and buying) can be considerably cheaper. Please call us if you want to know more about saving money in this market.

Please enjoy reading this edition

Best wishes
Kevin Walter

An Exciting Announcement...



Walter & Irvine Real Estate is proud and excited to announce its formal association with Seniors Card Real Estate SA and their affiliates COTA and Alzheimer's Australia.

Seniors Card Real Estate is a certified 'Seniors Friendly Business' an initiative of the State Government. The initiative is focused on assisting seniors including offering special services and discounts when selling their homes and businesses.

As an accredited Seniors Card Real Estate associate, we provide a compassionate understanding of the special needs of seniors in relation to residential property.

Our ethical approach and philosophy of Risk-Free buying and selling, compliments the service Seniors Card Real Estate SA offers to all seniors in South Australia.

Our consultants are trained to ensure that all of your real estate needs are handled with care, professionalism and as stress free as possible.

If you are a senior considering moving, call 1300 307 281 to take advantage of our professional services including free photos, internet listings, floorplan, signboard and brochures including a 12 month complimentary membership to COTA* .



THE LEADING PROPERTY SPECIALISTS FOR SENIORS
1300 307 281



Alzheimer's Australia
Living with dementia



COTA
For Older Australians

Proudly Supporting...

*Terms and conditions apply.

**WIN with
Walter & Irvine
this Easter**

Due to the success of last year's competition, it's on again this Easter!
To enter, join us on Facebook for your chance to WIN 1 of 3 Haigh's Chocolates Easter Hampers* valued at \$100 each!
To enter visit: www.facebook.com/WalterIrvine
Hurry entries close 4th April 2012



Help Kids Adjust to Moving Home

JOHN TUCKER



Buying a new house and planning a move may be as much stress as you think you can handle - but remember that it is likely to be a particularly trying time for your children as well.

Routines are understandably disrupted in major ways during moving and sensitive planning can help all family members, but especially young children, better cope with the impending changes.

One of the keys with children is to break the news about moving as soon as possible. Kids need to get used to the idea of moving so give them as much advance warning as you can.

Provide them with as much information as possible about why the family is moving and what they can expect in their new home and suburb.

Some tips on moving house with children include:

- Ask children to share their feelings with you. Although you'll personally be going through a range of emotions, the experts say that it is very important to be there so your children can voice the feelings they're encountering. Listen to what they have to say and assure them that you understand any concerns they have.
- Don't take their reactions personally. Children can have problems adjusting to a move and can blame a parent or parents for causing it. Don't take it personally if this happens. Explain that sometimes big decisions can't be avoided.
- Make them a part of the process. If the child is old enough, let them help to pack some of their favourite items. It can help them understand that although the family will be in a new home, their belongings will stay with them. Personalise their

boxes with labels and stickers.

- Be cautiously optimistic. It is important to be positive and optimistic because your children's attitude will largely mirror yours. But don't insist everything is going to be wonderful. Even if the new house is fantastic, it may still take time to adjust.

- Explore the new neighbourhood. If you're moving to a new suburb or town, use maps and other information from your local council or the Internet to explain where you'll be living. Explain differences in weather and geography and talk about any nearby attractions that may be interesting, such as moving closer to the beach or to a park.

- Try to keep a routine. A child's world is based on routine and it's important to try and keep some semblance of normalcy throughout the process. Stick to a set time for dinner every evening, no matter how chaotic things seem to be, and maintain regular activities which the family enjoys.

For younger children and toddlers, it can be useful to speak to your doctor about issues such as a new diet or the start of toilet training. It may be better to put any further experiences on hold until you've settled into your new home.



FREE Advertising

Only pay on results!

Walter & Irvine will introduce qualified buyers to your home for **FREE**.
You only pay on a sale.

No Upfront costs ✓

Zero costs if there is no sale ✓

Agent carries the advertising costs ✓

Genuine buyers waiting ✓

Buyers paying good prices ✓

Fees only payable on a sale ✓

For more details contact ☎ 08 8272 9277



Rental Management

Avoiding the stress of property management

When you buy a rental property, you're investing in your financial future. This means you want its profits to outweigh its expenses.



For this reason, some people decide to manage their investment properties themselves, thus avoiding the need to pay rental management fees.

While self management does indeed do away with the expense of management

fees, this is probably the only 'pro' in the situation compared with a number of 'cons' for people who elect to do their own management work.

The main need, once you've bought the property, is to find good tenants who will look after it and pay their rent regularly. If those tenants leave, you also need to be able to replace them as quickly as possible, to ensure your property continues to bring in the money you've budgeted for.

Finding such tenants involves the cost of advertising as well as the loss of rental income while the property is empty. A professional property manager, on the other hand, has a list of prospective tenants and the expertise to find appropriate people quickly.

Time is also a major overlooked factor in self managing an investment property.

It pays to be aware of how much time you will spend not only finding tenants but showing them through the property, Avoiding the stress of property management Rental Management checking their credentials, managing the receipt of rental payments and record-keeping.

You will also be faced with the loss of time involved in carrying out any necessary maintenance and repairs, or organising for this to be done. There is also the possibility that you will sometimes need to deal with tenants in relation to issues such as late rent and damage to the property.

If you already have a full-time job, it can be difficult to find the time to do all these things with the speed and efficiency required to keep your investment property functioning on a sustainable and profitable basis.

Before taking on property management yourself, consider whether you will have the time and expertise for such matters or whether you would prefer to have them handled by a professional property manager who has experience in all those areas.

**For a free copy of 'The 10 Mistakes Landlords Make', contact
Walter & Irvine Property Management
on 08 8172 1977.**

RENTED HOUSES

Lutana Cres, Mitchell Park – 3 bed, 1 bath	\$300 p.w.
St Mary Street, St Marys – 2 bed, 2 bath	\$360 p.w.
Mary St, Unley – 2 bed, 1 bath	\$360 p.w.
Ashbourne Avenue, Kingswood – 3 bed, 1 bath	\$500 p.w.
Cross Road, Glandore – 5 bed, 2 bath	\$550 p.w.

RENTED TOWNHOUSES & UNITS

Finchley St, Clovelly Park – 3 bed, 1 bath	\$375 p.w.
MacFarlane St, Glenelg North – 2 bed, 1 bath	\$230 p.w.
Cheltenham St, Highgate – 2 bed, 1 bath	\$300 p.w.

If you would like further free information on recent sales or rentals in your area please call us on 08 8272 9277

**WALTER
& IRVINE**

Open 7 Days | ☎ (08) 8272 9277 Rentals (08) 8172 1977

232 Unley Road, Unley | sales@walterirvine.com.au | www.walterirvine.com.au



Disclaimer: It is not intended that the information and opinions in this newsletter be treated as advice professional or otherwise. Kevin Walter and Walter & Irvine Real Estate do not accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only and may not be applicable or appropriate to your specific circumstances. As there are many pitfalls associated with buying and selling real estate it is important to get professional independent advice. *Terms and conditions apply. Visit our website for details www.walterirvine.com.au.

Registered Agent - RLA 64385