

# RealEstateNews

INFORMATION TO HELP YOU WHEN BUYING OR SELLING

## Spring - It really is "The Selling Season"

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**With the arrival of Spring, the real estate market is set to blossom in a big way. Spring is traditionally referred to as "The Selling Season" and with very good reason.**

The arrival of the warmer weather heralds a marked increase in the number of buyers looking for that special property to enable them to move in before Christmas.

Gardens are looking at their absolute best and sellers are able to present their properties well so that the first impression a potential buyer gets is a very favourable one.

### Attention to Detail is Crucial

A good idea is to go out and stand in the street in front of your house and try to imagine that you are looking at it for the first time as a possible buyer. Try hard to pick faults. It is better for you to find them and fix them rather than have a buyer see them. Try to judge your home by the standards of a buyer, not by your standards - see it through their eyes.

Make sure that any minor repairs to the fence or gate are attended to and any flaking paint is removed from eaves or fascia boards. Sweep the paths and remove any winter weeds from the garden beds.

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# A Decade of Difference

## LETTER FROM EDITOR



Welcome to the inaugural Real Estate News. I hope that this and future editions give you some useful and interesting information which will be helpful to you when selling or buying real estate. Some articles will be common sense. Others will make you scratch your head and say 'Wow I didn't know that!'

In this edition, we look at how Spring can be the best time to sell real estate, vendor paid advertising in 'One Sheep Please' and the importance of negotiation skills. We also look at how Walter & Irvine celebrated a decade of service.

If you would like a particular topic covered in our next edition or would like to receive our free e-brochure please contact our Administration & Marketing Manager, Nadia on 8272 9277 or [nadia@walterirvine.com.au](mailto:nadia@walterirvine.com.au)

Enjoy

Regards,

Kevin Walter

**Walter and Irvine celebrated their 10th Anniversary on July 2nd with approx 120 VIP guests filling a lavish marquee in celebration of this milestone.** Held at our offices at 232 Unley Road, the event kicked off with live music, wood-oven pizzas and flowing champagne for all to enjoy. It was fantastic to see many past clients who are now regarded as lifelong friends.

During their speech, Kevin Walter and James Irvine thanked all the clients of Walter & Irvine for their continued support and many written testimonials over the past ten years. 'Thank you to all of our clients, friends and supporters. Our best business comes from word of mouth and we loved the opportunity to repay some of you for spreading our message within the community' James said.

Kevin and James emphasised their ongoing commitment to helping Real Estate Consumers by avoiding the many common mistakes typical in the real estate industry.

One typical trap is for a seller to lose thousands of dollars (usually in advertising) with no result. 'Out of all the properties listed with our company over the past ten years we have not charged any of our clients for advertising' Kevin said. Walter & Irvine's policy will continue to be, Risk Free Selling. Kevin, James and the team support the view's of independent real estate critics who state, 'If a Real Estate Agent asks you for money to advertise your property, find another agent!'

James Irvine praised the Walter & Irvine team for their continued loyalty, endeavour, negotiation skills and high level of client satisfaction and care.

We look forward to the next decade of making a positive difference within this local community.

Warm regards,

Nadia Fountas



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## Spring - It really is "The Selling Season"

Walter & Irvine's unique WOW-Man service may be able to assist you to present your home at its absolute best - and the best part of all is that the service is absolutely FREE. (Just ask your consultant for details when they are inspecting your property.)

There are a lot of small things which you can do inside your home to give it that extra "sparkle" appeal, and here again, our WOW-Man may be able to assist you to

get the absolute best price when you sell.

A few minor touch-ups here and there can make the difference of thousands of dollars in your final selling price and the service is totally without charge when you list your home to sell with us.

If you are thinking about selling and taking advantage of the Spring Real Estate season, the first thing you need to do is

find out just what your property is worth in the current market.

Throughout September & October, our team is offering FREE market appraisals to all homeowners, without risk or obligation.

**Call our 24 hour FREE hotline today to arrange for a consultant to inspect your home at a time to suit you. CALL 1800 556 069**



# RECENT SALES

|                             |           |                                |           |
|-----------------------------|-----------|--------------------------------|-----------|
| Ballogie Road, Torrens Park | \$400,000 | Kyre Avenue, Kingswood         | \$787,000 |
| Halsbury Avenue, Kingswood  | \$350,143 | Yulinda Terrace, Lower Mitcham | \$680,000 |
| Katherine Street, Fullarton | \$569,369 | Cleland Avenue, Unley          | \$677,000 |
| Wallis Street, Parkside     | \$530,000 | Welbourne Street, Mitcham      | \$623,500 |
| Davenport Terrace, Wayville | \$926,000 | Boothby Court, Unley           | \$488,000 |
| Roberts Street, Unley       | \$813,500 | Kyeema Avenue, Cumberland Park | \$576,000 |
| Penong Street, Hyde Park    | \$667,950 | Narina Avenue, Cumberland Park | \$555,109 |
| Clifton Street, Hawthorn    | \$829,576 | Crozier Avenue, Daw Park       | \$451,500 |

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

## Are you looking to lease your investment property?



**The Property Management team at Walter & Irvine Real Estate currently have quality tenants waiting for the right property.**

To find out if any of these prospective tenants suit your investment property contact ☎ **08 8172 1977**

[www.walterirvine.com.au](http://www.walterirvine.com.au)

**Maximum return with Minimum of stress**

- Best Market Rent
- High Quality Tenants
- Experienced property management team
- Regular monitoring of your investment
- Stress free management



Contact Walter & Irvine Real Estate to discuss what we can offer you in the management of your property.

☎ **8172 1977**

## Real Estate Careers

Great people.

Satisfying.

Career paths.

Winning agency.



## Free Training to the Right People

**Are you bored with your present job?  
Consider a career in real estate sales.**

A base salary package of \$55,000 and bonuses based on sales performance can easily give you an income of \$75,000 annually, with many earning well over \$100,000 per annum.

For more information and FREE career booklet please visit our website at

[www.walterirvine.com.au](http://www.walterirvine.com.au)

**WALTER & IRVINE**

Open 7 Days | ☎ **08 8272 9277** | [www.walterirvine.com.au](http://www.walterirvine.com.au)

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