



IAN OLIVIER

PROPERTIES

We're Living it!

Newsletter 04 March 2009

Hi!

The call for banks to revise their restrictive mortgage lending policies is gathering momentum—good news for consumers and estate agents who have been hard-hit by the shortage of bond finance. I'd like to take this a step further and call loudly from Port Elizabeth to the government to take a leadership role in improving home buying affordability. All well and good for another few interest rate cuts (possibly as much as 4 percent this year) but this on its own will not translate into delivering on the government's commitment to home ownership for all. In the meanwhile, we have to make the best of things. There are still buyers out there, sales are still occurring, and overall there's an air of positive anticipation. Watch this space for (good) news ...

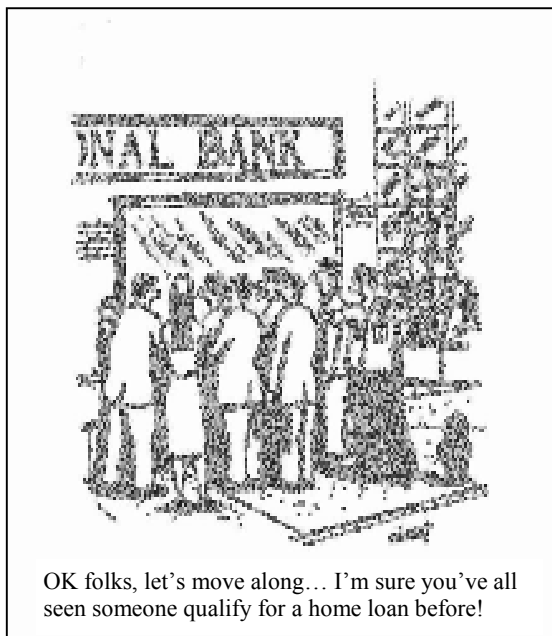


Until next time: ciao ciao

Tips to help you sell your home more quickly in a down market...

According to FNB, properties are currently spending an average of almost 16 weeks on the market before selling. Here are some tips to ensure that your home sells for the best possible price in the shortest time:

1. Choose an honest, reputable agent who is a member of the Institute of Estate Agents of South Africa.
2. Price your home correctly. It's all about what the market is willing to pay in a market which is full of good stock and low on buying activity.
3. Clean your house: wash dirty walls, have the carpets cleaned, touch up paintwork where necessary. Wash dishes, floors and even your pets!
4. Get rid of clutter, rubble and garden refuse.
5. Repair broken windows, leaks, tiles, damaged gates and fences
6. Tidy your garden. First impressions are lasting impressions so welcome prospective buyers with mowed lawns, weeded flower beds, a sparkling pool. Rake up leaves and clean up after your dogs.
7. Allow show houses. They work.
8. Allow your agent to put up a for sale board. It's a highly effective selling technique that works in conjunction with media advertising.
9. Allow your agent easy access to your home. By restricting viewing appointments, you will be restricting your chances of selling.
10. Allow the agent to do his or her job without interference. Buyers are often put off when sellers are around or interrupt.



This month's featured properties

LINKSIDE R2,2m

An immaculate home comprising elegant



lounge with fireplace, dining room, TV room, pool room with built-in bar. 3 bedrooms (mes). Stunning kitchen + 2 lovely outside rooms with showers. Double garage and double carport on remote. Set in lovely private garden.

Please contact Jean Luppnow on 082 574 1869 for more details.

HUMEWOOD GARDENS R395 000



Beautiful loft apartment comprising 1 bedroom, 1 bathroom and neat kitchen. Outside patio. Secure undercover parking. Furniture included in price.

Please contact Jenny Butlion on 082 659 9700 for more details



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Some (of 50 facts) about our remarkable country

South Africa ranked 44th out of 131 countries in the World Economic Forums Global Competitiveness Report 2007/8.

South Africa was ranked as the 18th most attractive destination for Foreign Direct Investment by global strategic management consulting firm AT Kearney . Three South African cities were voted amongst the world's top 100 Most Liveable Cities in a study conducted by Mercer Human Resource Consulting . Cape Town was ranked in 85th place, Johannesburg 90th and Port Elizabeth 97th.

South Africa ranks in the top four countries worldwide in terms of the transparency surrounding its budgets - ahead of the US, Norway and Sweden - according to the Open Budget Index .

Home ownership in SA has increased from 64% (5,12m households) in 1994 to 78% (7,9m households) in 2006, according to a South African Advertising Research Foundation development index

South Africa accounts for almost 45% of the GDP of the entire African continent, with an economy three times the size of the second biggest (Egypt)

Courtesy of South Africa: The Good News

(www.sagoodnews.co.za)

Map courtesy of fotosearch.com