

IAN OLIVIER

PROPERTIES newsletter

We're Living it!

219 Cape Road, Mill Park, Port Elizabeth Tel: (041) 373 9945

Issue 11, September 2009

Market update ... by Ian Olivier



Hi

The good news for September—aside from it being spring!—is that the property market is perking up. We're seeing evidence of that in better show house attendance and more calls on our adverts. But, in the words of Jackie Cameron, editor of realestateweb.co.za, "we are coming off a low base at a slow speed". So, while there are more prospective buyers out there, they're shopping around and taking their time before putting in an offer. And their offers are market—rather than value-related which means they will only pay what prevailing market conditions dictate and not a cent more. Sellers hoping to get more than the market is willing to pay right now are going to be disappointed, and you don't have to take my word on that—just look at how many properties remain unsold week after week, month after month. Bottom line is if you're serious about selling, price your property according to what buyers are prepared to pay. Look at similar properties which have sold—and those that failed to sell—in the last few months, and then draw your own conclusions. *Until next time, ciao ciao!*



Real Estate Lament



By Donald M. Weill
(Courtesy of realestate-abc.com)

Real Estate Lament

I hesitate to make a list
Of all the countless deals I've missed;
Bonanzas that were in my grip -
I watched them through my fingers slip;
The windfalls which I should have bought

[Click here for the rest of the verse](#)

Struggling to sell? Try this ...



SA's largest mortgage originator

Properties are languishing on the market as buyers remain cautious but there

are things sellers can do to get the best possible price according to SA's largest mortgage originator.

Jenny Rushin, property finance manager at **ooba** (ooba.co.za), said home sellers

[Click here for the rest of the article](#)

Canceling your home loan?



THEN BE WARNED...

You are required to give your bank at least 90 days' written notice of your intention to settle your home loan.

Failure to do so means you could be charged **90 days' interest** in lieu of notice.

iolproperty.co.za

[Click here for more info](#)

Mount Croix: R1, 950m



Perfectly positioned, delightfully renovated!

This character family home offers 3 bedrooms, main and en

suite bathrooms, generous living areas, study, Adel oak and white kitchen, garden studio, sparkling splash pool, pretty garden with irrigation and double garage.

Call Ian Olivier on 083 650 2913 to view

[Click here for more info](#)



IOP Property Portfolio:

[Click here](#) to view our complete property portfolio, or go to www.ianolivierproperties.co.za



This month's best advice...

Buy the worst house in the best location! (Photo: picasaweb.google.com)

Questions or comments? Remove your name from our mailing list?

Please email us at ingridolivier@worldonline.co.za or phone (041) 373 9945.

were lost because I over-thought;
I thought of this, I thought of that,
I could have sworn I smelled a rat,
And while I thought things over twice,
Another grabbed them at the price,
It seemed I always hesitate,
Then make my mind up much too late,
A very cautious man am I
And that is why I never buy.
When tracts rose high on
Sixth and Third,
The prices asked I felt absurd;
Whole block-fronts bleak and black with soot-
Were priced at thirty bucks a foot!
I wouldn't even make a bid,
But others did -- yes, others did!
When Tucson was cheap desert land,
I could have had a hip of sand;
When Phoenix was the place to buy,
I thought the climate much too dry!
"Invest in Dallas --that's the spot!"
My sixth sense warned me I should not,
A very prudent man am I
And that is why I never buy.
A corner here, then acres there,
Compounding values year by year,
I chose to think and as I thought,
They bought the deals I should have bought.
The Golden chances I had then
Are lost and will not come again,
Today I can not be enticed
For everything's so overpriced.
The deals of yesteryear are dead;
The market's soft -- so's my head!
Last night I had a fearful dream,
I know I wakened with a scream;
Some Indians approached my bed --
For trinkets on the barrelhead,
(In dollar bills worth twenty-four,
And nothing less and nothing more),
They'd sell Manhattan Isle to me,
The most I'd go was twenty-three.
The redman scowled: "Not on a bet!"
And sold to Peter Minuit.
At times a teardrop drowns my eye
For deals I had, but did not buy;
And now life's saddest words I pen
"If only I'd invested then!"

have to be ultra savvy these days...

Here are ooba's top tips

to make your Here are ooba's top tips to make your home as appealing as possible without breaking the bank.

1) Start with a great impression

Your front door is the first thing a buyer will notice. Make sure it's a smart, gentle colour and in good condition. If there is space, flower pots next to the front door make for an inviting entrance.

2) And follow it through to the entrance

Ensure your hallway says "welcome". It's a good idea to have a console table, a mirror, a lamp and a nice piece of art.

3) Light up, light up

Gloomy, dark houses are a big turn off. Make sure your house is as bright as it can be. Cut trees and bushes that may obstruct light from the outside and add new lamps inside if more light it needed.

4) Space man

Make sure your furniture fits the space. Buyers will think "small" if your furniture is oversized or battle to see what a space can be used for if it's empty. To make the best use of a space, select furniture that will fill gaps purposefully.

5) Atmosphere

Creating an atmosphere of elegance and sophistication and elegance makes buyers feel they are looking at something special. Ambient lighting, books, accessories, artwork and scented candles creates the right atmosphere.

6) Calm the colour

If you have very loud walls, think of repainting them: pale creams and greys and warm stone hues work well and create a neutral palette for the next owner.

7) Petal Power

Flowers are an easy and cheap way to freshen up a house. Placing a couple of vases of flowers around the home adds a real sense of style and will brighten any room.

8) Declutter, Declutter

Toys, laundry, old magazines and other items should all be tidied away. Clutter makes spaces look smaller - and a home messy and is a big buyer repellent.

9) Sparkling powder rooms

Tacky bathrooms make peoples' skin crawl. They can easily be spruced up with new mirror above the basin, fresh towels, and accessories such as hand soaps and creams. And make sure they are spotless on show day. Spotless.