



## REAL ESTATE NEWS

Using capital growth as a powerful wealth generator and a mortgage as an enforced saving, many Australians have done well in property. Kieran Clair\* states "The right property with great fundamentals has historically been one of our country's safest long-term investment options."

Since the GFC in 2008, many financial truths and beliefs have been turned on their head and uncertainty is the "new normal". It is now very important to consider how one will exit large investments. According to Bernard Salt\* "unless there is a fundamental shift in the values and behaviour of the Australian people, the 2030's could turn out to be as calamitous as were the 1930's". Government spending is outpacing revenue and Salt says this will affect property, the future prosperity of our nation and consequently our likelihood of retiring comfortably. Salt states that for the time being at least the Australian people seem unable to collectively make the choices needed to correct the nation's spending trajectory and suggests we think about exit strategies towards the end of the 2020's. \*API Magazine October 2016 P-7

From 1<sup>st</sup> July 2017 online rental advertising prices will be increased to \$133 with 30 days exposure as a feature listing.

### FOR LEASE



Commercial: 7/291 Angas Street, Adelaide SA 5000  
For details or to view please call 8266 0888

### Agency Update

Professional articles are always exhorting business owners to identify, segment and target their ideal clientele. There's so much talk about studying market behavior but how many people talk about studying themselves? Things are getting better but the business community in general has a long way to go before it truly understands what service means. Professionals must introspect, look at how they behave, what values they uphold and which ones they let fall by the wayside. Complacency has come about from the times being good and no one having to stoop below his level, to be grateful and thankful for what we have. Someone called Leo

Rosten put nicely saying "I cannot believe that the purpose of life is to be happy. I think the purpose of life it to be useful, to be responsible, to be compassionate. It is, above all, to matter: to count, to stand for something, to have made some difference."

Source: Leadernomics.com Saturday 13<sup>th</sup> February 2016 p.8

### Fast Facts

Did you know that 33% of searches for property in SA advertised on domain.com.au are conducted Inter-state and Overseas?

The statistics breakdown is: NSW 13%, VIC 8%, QLD 2%, Overseas 7%

Source: Domain Audience Insights 4<sup>th</sup> May 2017

### CAN WE HELP YOU?

Everyone wants to know how their investment property is faring value wise. For the next 15 days we are offering a free, desk-generated Average Valuation Report (AVM) if you like our [FACEBOOK PAGE](#). Not on Facebook? Why not email us a brief review of our services or write us a testimonial?

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