



**GLENN DIAS**  
REAL ESTATE

# Monthly Newsletter

DECEMBER 2018

## REAL ESTATE NEWS

Most people know that property values have increased dramatically in recent decades. I quote an industry commentator<sup>1</sup> who says "since 1974 the property market has possibly returned around 10% a year".

Today, with property prices sitting at half a million and more, how does one convince the new starts, particularly the younger generation to dip their toes into this sector? So many younger people on good incomes choose to turn away from property ownership/investment while others are desperate to purchase, no matter the cost, however they are finding that finance is hard to come. In this situation, the biggest mistake would be for anyone to play catch up. The simple fact is that while many Australians built up a comfortable nest egg in Real Estate, it was not by taking huge risks and investing large sums of money. For the large part, people on average incomes took small steps that they could cope with, they put the onus of their financial security in their own hands, they made sacrifices, they controlled their spending and they paid off their debt in a disciplined manner.

In the words of Marcus Padley, most importantly "they get out of bed in the mornings with purpose". Nothing of real value comes easily! Happy investing!

<sup>1</sup> Marcus Padley in Money April 2018 p.85

## FOR SALE



Fantastic Townhouse for Sale in Lightview

## Agency Update

If you see our sales expert Patrick Gu walking around Greenacres, don't hesitate to say hello.

Patrick specializes in residential property appraisals, producing results based on a careful analysis of figures rather than gut feeling.

Whether you are buying or selling or maybe just after some information, get in touch with Patrick and he will be happy to assist you. If you are looking to appoint a hardworking, energetic and friendly Real Estate Agent, call Patrick on **0404 705 105** or [click here to email](#).

## Fast Facts

Anyone interested in investing in Real Estate must take into account rental yield and capital growth. As a neighbourhood business, we focus this month on the suburb of Greenacres. This is currently one of the best yielding suburbs for rents in SA with a return of 6.44%. It takes on average 70 days to sell and there have been 61 houses sold in the past 12 months with a median sale price of \$476,000, up 7.83% annually. Property investors owning Real Estate in Greenacres as well as those who have sold in recent times have reason to be very happy with this suburb's performance, as compared to the rest of the country! Get in touch with us if you would like a complimentary property appraisal for a home in Greenacres, Klemzig or Hampstead Gardens.

## CAN WE HELP YOU?

Christmas is coming and in December we have a special offer for our existing clients.

**Give us an online review and receive a free suburb report.**

To post a **Google** review [click here](#).  
Don't have Google?

To leave a **Facebook** review [click here](#).

Remember to [email us](#) once you are done letting us know your suburb for the report.



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