

Buying Tips

- Be prepared to do some work. There are a lot of properties on the market that need some TLC. This give buyer a great opportunity to add some capital.
- Be prepared act quick. If you fin the property you like PROCRASTINATION is a deadly enemy of people who wait to long to put an offer in.

Selling Tips

- Stay POSITIVE. Too many people get caught up in the Media and Press releases. If you continually focus on the negative you will attract it into your life.
- Keep on top of your maintenance. Treat your property with some tender love and caring. This will go along way in helping you achieve a premium result in the current mark place. A lot of buyer do not want to have to do any work once they have purchased a property. They want to move straight in and enjoy.

FAQ'S

How long does it take to get finance approval?

In the current market we are seeing the waiting time for formal finance approval increase. Most of our clients have taken 4 to 6 weeks to receive the formal letter of approval from the banks. Even clean deals are taking time to achieve formal approval.

The Kitchen

Zucchini and feta quiche

INGREDIENTS:

- 2 sheets frozen ready-rolled short-crust pastry, partially thawed
- 1 small zucchini, cut into ribbons
- 60g Greek feta cheese, crumbled
- 4 eggs
- 1/4 cup pure cream
- 1/4 cup finely grated parmesan cheese
- 1 tablespoon finely chopped fresh chives
- 2 garlic cloves, crushed
- 1/4 teaspoon dried chilli flakes

METHOD:

STEP 1:

Preheat oven to 200°C/180°C fan-forced. Place a baking tray in oven. Use pastry to line base and side of a 2.5cm-deep, 11.5cm x 34cm (base), loose-based fluted tart pan, trimming to fit. Prick base with a fork. Freeze for 15 minutes or until firm. Place tin on



hot baking tray in oven. Bake for 10 to 15 minutes or until golden. Remove from oven. Reduce oven temperature to 180°C/160°C fan-forced.

STEP 2:

Arrange zucchini and feta in pastry case.

STEP 3:

Place eggs, cream and cheese in a large jug. Whisk to combine. Season with salt and pepper. Stir in chives, garlic and chilli. Pour over zucchini mixture. Bake for 35 minutes or until golden and just set. Serve.

What's Hot

- In the last quarterly Statement on Monetary Policy, Australia's central bank explained that Tuesday's decision to cut the cash rate to a record low 1.75 per cent was not triggered by economic growth concerns.
- The Royal Bank OF Australia has forecast core inflation as likely to return to 2 per cent - the bottom of its target range - by 2018.
- The Australia government has spoken about abolishing negative gearing benefits for Australian Property Investors.
- As South Australia secures the naval submarine contract, local jobs and economies will see a much needed adrenalin hit.

Edition 4 – January 2016 to March 2016



Proudly keeping you up-to-date with the latest local real estate news & market trends



Welcome to the fourth edition of **Kyle's Corner**

Kyle's Corner is a regular newsletter from Hand Property Co, to provide you with all the information you may need regarding the local real estate market.



HandProperty
Co

Kyle's Corner includes:

Growth & Sales Chart
Sold Range
Peak Selling Period
Quarterly Update
Buying & Selling Tips

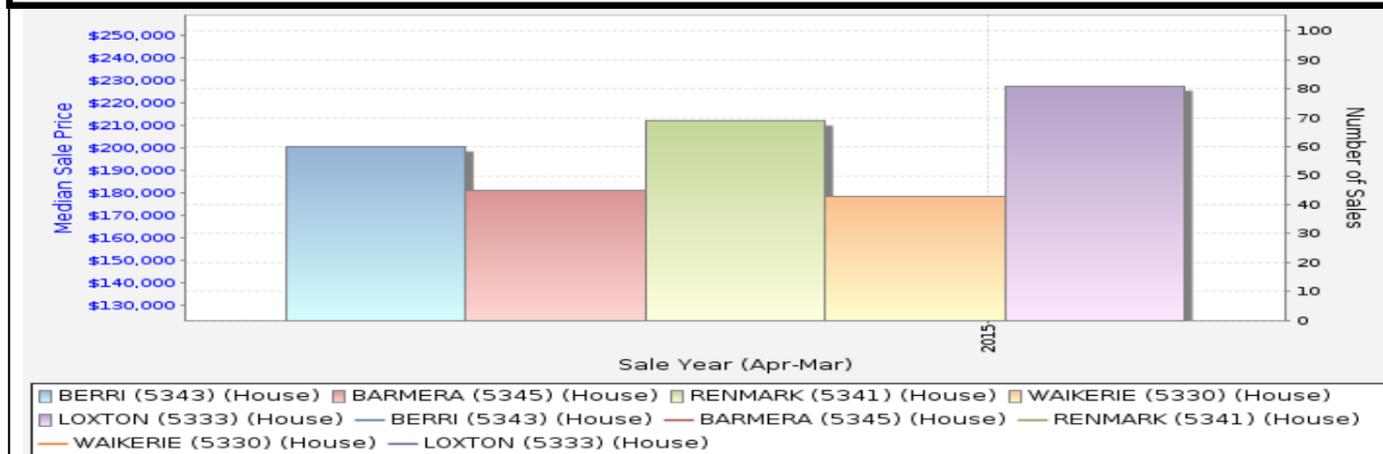
and much more...

"Efforts and courage are not enough without discipline".

John F Kennedy

Hand Property Co Pty Ltd– Proudly keeping you up-to-date with all the Riverland market trends and statistics

Growth & Sales



How many houses have sold in the last 3 months?

Berri: 17 Barmera: 14 Renmark: 30 Waikerie: 8 Loxton: 27

What is the highest house sale price in the last 3 months?

Berri: \$325k Barmera: \$425k Renmark: \$410k Waikerie: \$500k Loxton: \$545k

What is the lowest house sale price in the last 3 months?

Berri: \$85k Barmera: \$90k Renmark: \$87k Waikerie: \$55k Loxton: \$65k

How many units have sold in the last 3 months?

Berri: 2 Barmera: 1 Renmark: 2 Waikerie: 0 Loxton: 4

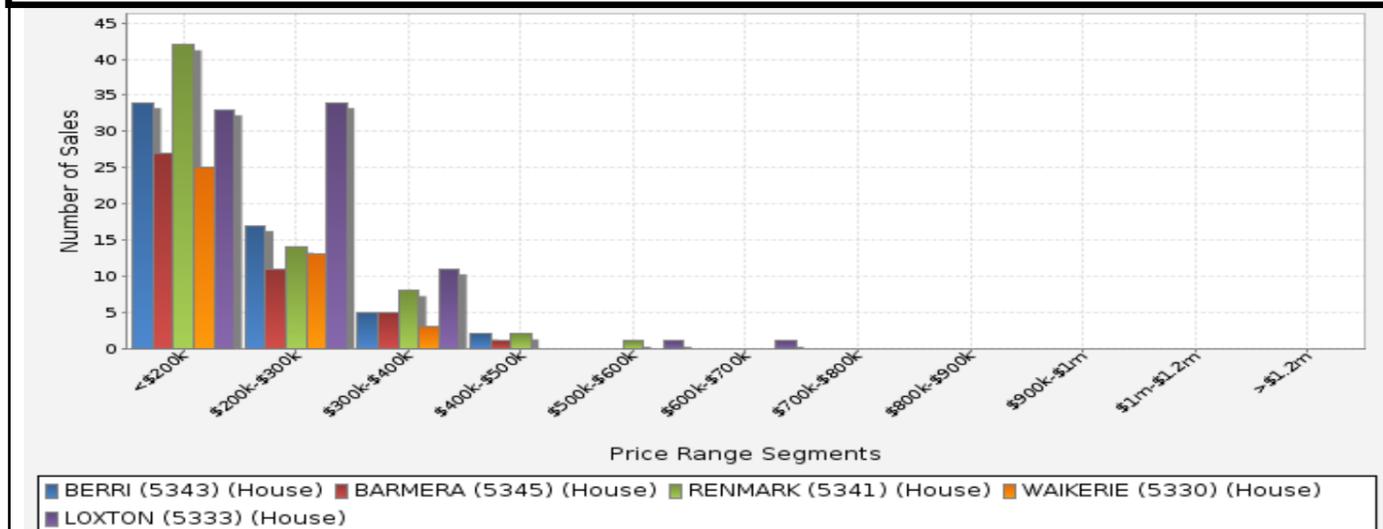
What is the highest unit sale price in the last 3 months?

Berri: \$180k Barmera: \$125k Renmark: \$102k Waikerie: Nil Loxton: \$220k

What is the lowest unit sale price in the last 3 months?

Berri: \$79k Barmera: \$125k Renmark: \$70k Waikerie: Nil Loxton: -\$86k

Sold Range (Past 12 months ending March 15)



Quarterly Update

What a busy few months for the Hand Property Co Team. It has been our please in achieving multiple sales of properties that have been on the market with other agents for 3-5 years. We must be doing something right.

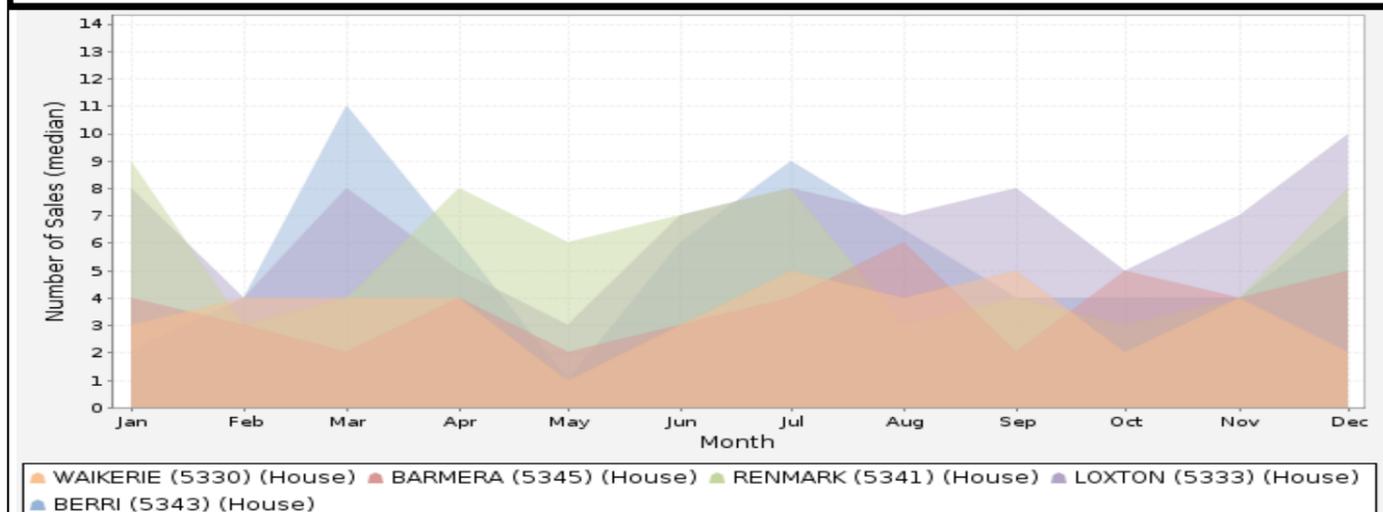
We have also achieved an excellent sale for \$980,000.00 for a Local fruit grower and they have now been able to retire and enjoy themselves.

Most of all it has been my personal pleasure in dealing with so many wonderful people who make this job worth while.

I hope you all have had a lovely start to the year.

Best wishes Kyle H

Peak Selling Periods 2015



HandProperty
Co

Contact: Kyle Hand

Mobile: 0439 685 369

Email: kyleh@handpco.com.au

Site: www.handpco.com.au

Address: 19 William St BERRI SA 5343

POA: PO BOX 571 BERRI SA 5343

RLA 264842

LET US KNOW HOW WE CAN HELP YOU

SPECIALISING IN REAL ESTATE

Residential, Commercial, Rural & Business
Sales, Leasing & Property Management