

## Salt Village Real Estate Market Comment

**JUNE 2009**

### VALUATIONS

In the current economic climate, understanding how to achieve the best possible property valuation is perhaps the most important piece of knowledge a vendor can have.

I have seen many people who don't know what their property is potentially worth, and often fail to take a proper approach towards finding out.

Through my years working in real estate, it has become clear that valuers' opinions can often vary widely.

I have seen differences of more than 20 per cent in the valuation of the same property, and in one recent case there was an incredible \$700,000 discrepancy in the value given for a home priced under \$2 million.

Therefore, it is vital that vendors looking to achieve the maximum price for their property understand how valuations work and how to work with their valuer to achieve the best possible outcome.

Detailed below are a few simple tricks of the trade that will help to ensure you get a fair appraisal for your most precious asset.

#### **Tip 1: Know how the valuer defines 'fair value'**

There are many different methods used by valuers to ascertain what the fair value of a property is.

Valuers generally start by doing a direct comparison of your property to similar properties in the area – for example if you own a beachfront home, they will look at other beachfront properties and what they have previously sold for. The location, size, condition and presentation of the home are also major factors.

From here, valuers may look at the most recent sale, the last three sales, sales in the past quarter, the likely best price achievable in an orderly sell down and even recent distressed sales. The background information valuers use to arrive at their final decision will have a huge impact on the final outcome, so make sure you are well aware of what method is being used and how it will impact your result.

#### **Tip 2: Talk to your valuer**

Another mistake people tend to make is not communicating properly with their valuer.

Property owners need to make sure the valuer is made aware of all the features of the home that potentially add to its value. Some of these features may not be immediately visible, like smart wiring or insulation.

Vendors should also ensure the valuer has all the information needed to make an informed decision, and be prepared to talk to them about recent sales activity in the area.



**Tip 3: Get more than one opinion**

This may seem fairly obvious, but many people don't seek a second opinion when they have to pay for it themselves.

My advice is that the extra money for a second, or even third opinion, is often well worth it – taking this approach could literally add tens - or even hundreds - of thousands of dollars to your property's value.

**Tip 4: The decision is final!**

The best argument for being thorough when seeking a valuation is the fact that once a valuation has been issued, it can't be retracted.

It's a bit like a referee calling a try at a football match – even if the decision is proven incorrect following the game, the decision still stands.

So, if you think your property has been undervalued following the sale of other similar properties for higher prices, there's not much you can do about it.

However, if you do your homework and follow the tips outlined above, you should find yourself in a good position to achieve fair value for your property.

If you have any further questions, please don't hesitate to contact me at the Salt Village Real Estate office on 1300 CALL SALT (1300 225 572)

Kind Regards,  
Andrew Ladd

Principal  
Salt Village Real Estate



### Recently Sold - Beachside

Lot 375 Cylinders Drive - 588m2  
18 Malibu Circuit - 5 Bedroom Family Home

### Under Contract - Beachside

Lot 383 Cylinders Drive - 567m2

### Recently Tenanted - Beachside

14 North Point Avenue  
24 Banzai Street

### New Listing

**15 Shipstern Street - Beachside - \$1,390,000**

This wow factor statement home so close to Salt Central Village consists of 3 bedrooms with home office, blackbutt floors, stylish appliances, fantastic outdoor entertaining area with pool and heated spa. A must to inspect for a uniquely different home.

### Recent Land Price Changes

<b>Lot 435</b>	Banzai Street	525m2	\$450,000
<b>Lot 507</b>	Stage 8	506m2	\$445,000

### Available Rentals

#### 5 Malibu Circuit

\$650 per week

This large four bedroom plus parents retreat and study, two story home is situated beach side at the exclusive development of Salt Village. Fully tiled downstairs with double doors opening out onto the undercover patio with a beautiful in ground fresh water pool and lush gardens.

#### 12 Shipstern Street

\$700 per week

An immaculately presented home only two minutes walk to the pristine beach of Salt Village, has three double bedrooms all with walk in robes and ensuites, plus a fourth bedroom or study with built-in. The large kitchen comes with up to the minute induction hotplates and plumbed in ice maker fridge. The open plan lounge and dining flow onto the breezy alfresco area overlooking the in-ground pool making this one of the best rental opportunities for a lucky tenant in Salt.

#### 12 North Point Avenue

\$1,200 per week

Point blank access to the pristine Salt Beach, this five bedroom, three bathroom home with downstairs open plan kitchen, lounge and dining room have warm polished hardwood floors and opens seamlessly onto the alfresco and pool area. Automated blinds and sound system throughout the house.

### Feature Properties

#### 34 Saltwater Crescent - Beachside

\$990,000

Dream position on huge corner allotment of 745m2. This residence consists of 4 bedrooms plus study, 3 bathrooms. A solar heated saltwater swimming pool adjacent to an expansive outdoor entertaining area.

#### 14 Banzai Street - Beachside

\$1,295,000

Architecturally designed and master built with 4 bedrooms, 3 bathrooms, media room, spacious kitchen including European cookware and appliances, ducted air-conditioning and a relaxed low maintenance pool.

#### 25 North Point Avenue - Beachside

\$1,995,000

A prestigious corner position with privacy as a priority this home was designed and master built. The 5 bedroom home with 4 bathrooms and 2 living areas has a seamless indoor, outdoor dining area overlooking the pool area.

#### 8 Banzai Street - Beachside

\$1,175,000

This architecturally designed beachhouse comprises of 4 bedrooms, 2 bathrooms plus powder room, a 2 pak kitchen with stone bench tops, reverse cycle A/C. Option of a \$700 per week rental return for up to 2 years as a display home.

