

# Elders Real Estate Naracoorte

## MID YEAR WRAP UP



### WE ARE PAINTING NARACOORTE **RED!**

Since 1st July 2022 our sales agents, Sally Logan and Lee Curnow have sold the highest volume of properties in Naracoorte making Elders the leading transactional agency in town.

If you want quality results, great communication and a strong negotiating agent with the largest database, contact Sally or Lee to discuss the best strategies to achieve your real estate goals.





# Statistics

1st July 2022 -  
31st May 2023

## South East



Settled sales - 57

Average days on  
market - 39

Regional SA property

prices - up 13.2%

Median sale price

Naracoorte \$341,000

Average weekly

rent - \$299

Average rental

yield - 5.9%

## West Wimmera



Settled sales - 8

Average days on  
market - 28

Median sale price

Edenhope - \$249,000

(up 18.6%)

Rental properties

gained - 24

Average weekly

rent - \$255.00

Average rental

yield - 6.7%

Hello, and welcome to the mid year edition of our 2023 newsletter. We are dedicated to providing our clients and community a twice yearly market update, summary of highlights and promotions. Please note, all our statistics unless stated otherwise are from realestate.com.au or our office. Statistics are from 1/07/2022 to 31/05/2023 giving you an accurate representation of the local market we service.

Although buyer demand has decreased across the nation, property prices in our area remain stronger than ever. Analysts have predicted the cash rate has peaked at 3.85%, or has one more interest rate rise of .25% to go before starting to drop at the end of 2023.



## EDENHOPE OFFICE

On Wednesday 3rd May 2023 we held a Thank You BBQ. We welcomed clients and the public to our office giving them the opportunity to meet the team and chat about all things real estate. We wanted to use this initiative to give back and say thank you for the support since opening our office.

Please help spread the word that we have a staffed office every Wednesday and a team of licensed sales agents and property managers offering their expertise to Edenhope and surrounds. Feel free to call in any time we are open, even if it is just to say hello - we would love to see you!





## REAL ESTATE AWARDS

Pictured on the left is some of our team dressed to the nines for Elders Real Estate Annual Awards 2022. On Friday 24th March 2023 most of our team attended Elders SA Annual Awards Night at SkyCity Adelaide. Although we were missing our smiling assassins Sara and Sally, we had a lovely night celebrating our year's efforts. We look forward to achieving continued success in 2023.

## NEW SIGNAGE

Sometimes bigger really is better!!! Have you spotted our new enormous for sale signs? We pride ourselves on offering our clients the best advertising and diverse marketing packages. We want to make sure your property is visible for sale not only online but whilst driving past, and you cannot miss these! Our sale agent Lee Curnow is standing next to our old and new for sale signs to show the size comparison.



## SPONSORSHIP

Every year Elders Naracoorte allocate a healthy budget to sponsorships. We donate tens of thousands of dollars to our local community every year. One of our most recent sponsorships was the Ladies Club Championship Qualifier at Naracoorte Golf Club. Demmi Pretlove and Sally Logan presented vouchers to the winners of A grade, Dianne McCully and B grade, Robyn Talbot. (photographed)



## EOFY

End of financial year is approaching fast. As of 1st March 2023, our office changed trust accounting software from Property Tree to Console Cloud. This means our landlords for the financial year 2022/2023 will receive 2 separate statements making up the full 12 months from the respective trust account programs. Rest assured the 2 statements are all your accountant needs.

End of financial year is also a good time/reminder to review your insurance policies. Take the opportunity to make sure your policies are up to date and provide adequate coverage for your investment property/properties, ensuring you are not paying for any unnecessary coverage and that you are covered with the best landlord insurance. We recommend our clients have a quality landlord insurance cover, as well as building and public liability insurances on their property/properties.

## BMT TAX DEPRECIATION

BMT is a quantity surveying firm specialising in tax depreciation schedules for residential investment properties and commercial buildings. It is recommended for all properties built after 1987. Below is a link to PropCalc to see if your property would benefit. <https://www.bmtqs.com.au/investment-property-calculator>

## Did you know Elders remunerate their clients for secured rental referrals?

For example: a current client advises us they have recommended our service, then we are contacted by the approached owner(s) to appraise their property. Thereafter if we take on management and secure a tenant, you, the referee will receive a gift card incentive totalling \$250, just for referring our service. Note: this referral is redeemable when a letting fee is charged to the referred client. Please speak to our property management team if you have any questions regarding our client referral offer.



## REFER A TRADIE

Do you know a tradesperson in West Wimmera or Naracoorte and surrounds who is looking for work or that is highly reputable? We would love to hear from them 08 8762 7900.



Are you looking for land, your next home, or rental property? Search our website to see what we have available now: <https://naracoorte.eldersrealestate.com.au/>



## NEW ACQUISITION

Did you know, Zobel Finance has been acquired by Elders? As of 1st March 2023, Elders and Zobel who are a large home loan broking and financial services business became one. Zobel will fully integrate onto Elders systems, whilst retaining their brand and locations. Zobel have a Naracoorte office located at 17 Ormerod Street which provides us an exciting opportunity to increase Elders exposure and offer the expertise of local Zobel brokers. We aim to create a healthy affiliation of the businesses to grow market share together and provide exclusive service for our clients and network.



## TRAINING

On Thursday 18th May 2023, our sales agent Sally Logan and property manager Stacey McBain attended REISA's Regional Roadshow workshops in Mount Gambier. Their training was based around a 50 question quiz which Sally and Stacey both scored the highest correct answers for their respective departments. We pride ourselves on keeping up to date with latest legislation changes to ensure we are providing the best service to our clients. We believe investment in training our people is providing a better investment for clients.



We hope you have enjoyed this mid year newsletter. As always, your feedback is welcome. Please let us know if there is particular content you would like to see or areas we can improve on to make the read enjoyable.

**Google Review** ★ ★ ★ ★ ★

Your time is greatly appreciated should you leave a Google review on our business page by searching Elders Real Estate Naracoorte.