

Property Gossip



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Get to know our staff



Gail Waldron

Gail joined Henric Estates almost 10 years ago when the company was still a small one-man show.

She brought with her a wealth of experience from working in both the real estate and tourism industries.

Initially starting as Johan's Personal Assistant, Gail now also oversees a very busy administration department including rentals, accounting and support to the sales agents. No wonder Gail is frequently referred to as Madam Boss.

New website launched: www.henric-estates.com

Isn't it amazing how time flies when you're having fun?

In my top drawer you'll find a champagne cork with the date 6/2/98 on it. This was saved from the celebration of the launch of Henric Estates's first website. I don't know how many of you already had internet connection at the time but we were extremely proud to be one of the first real estate firms in Swakopmund able to refer enquiries to our website. Through the years this site has served us well and many a great contact was made.

Recently, we decided that it was time to update the format a bit and with the patient help of Andre Meyer this was soon accomplished. Andre's instructions were to design a site that is attractive yet simple and very easy to visit. He did not disappoint us and has created a site that is extremely user friendly. The response so far has been excellent and enough proof that we're on the right track. With Andre's dedicated support the site is now also updated with new proper-

ties several times a month. Please take the time to



Kramersdorf: N\$ 990 000
More details on back page

visit us at :
www.henric-estates.com
and pass us your comments.

Johan Cilliers
April 2006

Are Swakopmund property prices falling?

It seems as if prices have definitely stabilized. Prices are no longer on the rise over the short term but, there is also no sign yet of a major property-crash. Some of the properties upwards of N\$2m did come down in price but most of

these properties were listed at unrealistic prices from the beginning. Serious sellers in this bracket, therefore,



N\$ 800,000

had to adjust their prices according to market prices. After an excellent rain year, more farmers are looking to buy at the coast and these buyers, along with an increased interest from overseas buyers should help to hold prices firm.

I like long walks, especially when they are taken by people who annoy me.
Noel Coward

Want to buy? Then sign!

Every so often potential buyers go to look at properties and after a busy weekend or two find themselves with a shortlist of two or three great properties. The buyer gets very excited and starts visualizing himself owning a particular property. However, after several visits to the chosen property, the buyer is still nowhere near becoming the owner. Why is that? Every detail seems perfect; the buyer has the finances, the whole family is happy with the choice, yet *the buyer does not sign the contract*. In the case of many inexperienced



NS 1,170,000
 Newly renovated, 3 bedr, 2 bathr, large double garage.

buyers we've often found that although the buyer and his family may have decided to buy a property, they have not prepared themselves for the logical process of buying a property. In theory they want to buy but in reality they have not realized that once you've found the right property you need to progress to the next step,

i.e. negotiate the terms of the agreement and signing the contract. Fear of the final step in the buying process results in the buyer employing all sorts of delaying tactics e.g. saying that he would like to think it over. Sounds familiar? Then one morning he phones the agent only to find out that the property has been sold to someone else. So, the next time you go out to buy property, make sure that you are ready to put your hand to paper when you find the property you're looking for. Don't waste your time and your chance to own your dream house.

Investor or Gambler? Make sure.

In a fast growing market, property buyers sometimes have the opportunity to make quick profits by flipping properties. "Flipping" refers to the strategy of buyers selling a property soon after buying it, preferably even before regular payments become due. These speculators are not to be mistaken for property investors. Where the former depends on a

growing market to make quick money, the latter only buys property for the long haul and is only concerned with achieving a satisfactory return on the capital investment. If the market suddenly drops, the investor is still secured by his rental agreement and the return on his investment is not affected. The speculator on the other hand may find that he now has to sell the property at



a loss because he can no longer meet his monthly obligations. So, when you buy, first answer this to yourself: *Am I an investor or a gambler?*

Great deals of the day

- NS 780,000:** Small 3 bedr holiday-house with 1 bathr, lounge with fireplace, single garage in great location. Walk to the beach.
- NS 460,000:** 2 Bedr flat in complex. Large open plan lounge, sliding door to private garden, single garage.
- NS 750,000:** Modern 2 bedr, 2 bathr flat in central town. Double garage.

- NS 990,000 (Picture on Page 1)**
- Great value in this Kramersdorf residence. With 3 bedrooms, spacious lounge with fireplace, dining room, pantry, separate guest flat, laundry, domestic quarters, 3 garages and very private back yard.**
- Rent out the house and keep flat for weekends & holidays.**



- NS 1,350,000 (CC):** Comfortable 3 bedr house with 2 bathrooms, modern kitchen with built-in stove/oven and gas griller, laundry, indoor braai, large double garage and separate 1 bedroom flat.

