



# Property Gossip

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## BUYING? Help your agent to help you.

Often estate agents will spend days and weeks with buyers in order to find them the right property. However, after spending all this time, the agent may find that he is still nowhere closer in getting to a satisfactory solution.

It can of course be that the specific type property that the buyer is seeking is just not available at the time of the house hunting.

More often than not, though, the main reason why an estate agent is unsuccessful in his endeavours is that the buyer does not communicate his wish list properly. So the agent, keen to help the buyer, stumbles blindly around in the dark and will end up showing houses, flats and empty plots ranging in price any thing between N\$ 500,000 and N\$5 million.

To avoid wasting your own (and the agent's) time, be well prepared before you visit the agent. Then spend some time with the agent and listen attentively to his/her questions. The agent's questions will be directed at information that will assist him/her in finding you the right solution. Your honest replies will go a long way in finding you your dream home or the right investment opportunity.

It is a major help when the buyer has a written list handy specifying his most important needs.

Issues such as purpose (investment, holiday, retirement) price bracket, finance method, house vs apartment, location, special requirements, etc must be clear to

the agent before your depart on your property buying excursion. Some items can be listed as "not-negotiable" while others may only be "nice-to-have". By being clear on these issues you



## Get to know us

### Henric Estates facts:



- 14th Birthday celebrated on 1 March 2008
- Managing Director: Johan Cilliers
- Office Manager: Gail Waldron
- SALES AGENTS: Retha Muller, Salome Botes
- RENTAL AGENTS: Gail Waldron, Wendy Sitzer.
- Web presence at: www.henric-estates.com

## SWAKOPMUND PROPERTY MARKET

Since the previous *Property Gossip*, the relatively high interest rates have very much become an important topic on the street. There seems to be a strong indication that the banks' prime lending rates may even increase by another 2 percentage points.

Combined with the constant rise in fuel prices and of general household expenses, sustaining a positive cash flow has become a real challenge for many families.

The property market is already flattening out and further rate increases will no doubt put severe pressure on borrowers. New sellers will be forced into



the market but may find that investors now earn so well on cash investments that they will delay buying real estate. Fortunately, for Swakopmund-sellers, SA buyers and individuals related to the uranium developments in the area are still buying property. Bond holders struggling to make payments, should negotiate with their banks for better re-payment schedules.

## Selling under pressure—Do's and Don'ts

During the property boom of the past few years, many people have earned unbelievable profits from buying and selling real estate.

Unfortunately, things do not always work out and you may suddenly find yourself in a financial position where you must try to sell your property real fast.

Here are a few guidelines that could help you limit your losses.

1. Make sure your property is clean and spotless at all times. Buyers can visit you at all hours and with little or no notice at all.
2. Bring all maintenance issues up to date and ensure that all hinges, latches, etc are working flawlessly.
3. From the front gate to the front door everything that you see must be neat and orderly.

**FLAT FOR GRANNY**



**N\$ 535,000 (Ref F1200)**  
**2 Bedr, 1 bathr, open plan kitchen/lounge, private garden**

Paving should be swept, oil stains removed, garden edges trimmed and lawns mowed regularly. Clean-up dog mess immediately.

4. Inside the house you should remove all clutter, excess furniture and storage boxes. Remove the cat's litter box as soon as you learn of a potential viewing of your home. Create more space by clearing up space.

5. Ask your agent to look at similar properties so you can be sure that your property is priced right. Price is determined by the market and not by your over-draft and outstanding bills.

6. Do not cook your evening meal when you expect visitors. You may like the smell of the family dinner, but your visitors may not.

7. Refrain from playing your favourite CD at top volume. Property buyers don't want any distractions and they want to see as much possible in a very short time.

8. Put your pets in a safe area as most buyers are distracted by animals, be it positive or negative. Remember your goal is to sell the house and not a puppy from the next litter.

9. If the viewing is done with the aid of an estate agent, stay out of sight and let the agent do his work. (take the dogs for a walk) Nothing puts a buyer off more than an over-eager, over-selling and talkative seller.

10. Most importantly—stay relaxed and never give the impression that you are under pressure.

## Important real estate terminology

Estate agents can be very creative when writing adverts. It is important that buyers understand the industry's terminology when scanning the newspapers.

Here are some of the expressions you may frequently come across.

**“Sea view”** – “if you stand on your toes and use bino's, you may see a hint of blue in the distance (at high tide)

**“Cosy”** – really small and cramped

**“Renovator's dream”** – a real dump that will cost you a lot of money to fix up

**“Spacious bedroom”** – some walking space on one side of the bed.

**“Sunny rooms”** - windows to high to clean

**“Established neighbourhood”** – neighbours feel comfortable to comment on your life style and borrow sugar on a regular basis. Party crashing not uncommon.

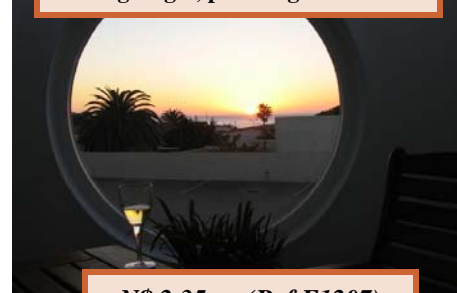
**“Close to school”** – frequent broken windows and continuous visits from students with collection lists.

**“Recently renovated”** – most defects well hidden by creative paint techniques and tasteful furnishing.

**“Modern kitchen”** – lots of shine but not enough packing space

**“Warm atmosphere”** – Not enough

**EXCUSITE LOCATION —**  
**EXCEPTIONAL LIFESTYLE!**  
**Luxury apartment, 4 bedrooms, 3 garages, private garden**



**N\$ 2,35m (Ref F1207)**

ventilation

**“Listen to the ocean”** – Windows and doors cannot shut properly.

## Great deals of the day

**N\$ 150,000** : Residential land (3000m<sup>2</sup>) in Omaruru.

**N\$ 740,000:** Quaint 3 bedr house at Mile 4, perfect for retirement.

**N\$ 3,6m:** Luxury residence of 600m<sup>2</sup> Unbelievable value!!

**N\$ 395,000:** 1250m<sup>2</sup> residential plot in Ocean View. HURRY!

**N\$ 740,000:** Two bedr townhouse with double garage. Brand new.

**N\$ 1,6m Stunning smallholding!**

Beautiful 27 ha land, only a few km's from Outjo. Nestled amongst the small hills, with ample water and Nampower this prime property is ideal for tourism development. House, outbuildings, concrete dam, fruit trees and much more. Call for a viewing and be prepared to live your dream. (Ref RN0038)

