

Property Gossip



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First time buyers standing queue

The Swakopmund Municipality is planning an auction of approximately 150 even to first time buyers. These plots all are in the northerly neighbourhood of Ocean View. The auction is expected to be held by 28 October 2005

Over 500 first time buyers have registered by closing of business on the 28th August. The bona fides of these prospective buyers will now be verified by comparing names with existing records in the

Deeds Office in Windhoek. Any individuals found to have owned property previously will be disqualified from the auction.

Approved buyers will then be allowed to register at a fee of N\$ 1000. By not competing with established builders and speculators at the auction, it is expected that these first time buyers will be able to acquire land at a reasonable price, which would enable them to set up house

for the first time.

We did, however, notice that at a similar auction held in Windhoek recently, prices soared to



House with 2 flats: See P2

great heights. I find it difficult to understand how a first time buyer can afford to buy vacant land for N\$600,000

Get to know our staff



Pap Venter

When Pap decided in 1998 that it was time to retire, he bought (as client of Henric Estates) a plot in Ocean View and built his retirement home there. Once in the new house, he got so bored that he kept on phoning Johan with details of prospective clients and properties for sale. Finally Johan got so fed-up with his calls that he decided to rather employ him full-time. Since joining the Henric-team there hasn't been much time for "retirement" and Pap's contribution to the efforts of Henric Estates has been invaluable.

Pap can be contacted on his cell phone at 081 1270939.

Henric Estates: Taking top honours

At a recent function hosted by the First National Bank, Henric Estates received the award as the top performing real estate agency in Swakopmund. Agencies are rated on the value of bond business gener-



ated for the bank. And as if this was not enough, Susan Curtis of Henric Estates also walked away with the prestigious prize of being crowned the "Estate Agent of the Year" The Henric Team no doubt is a team to be reckoned



with and our presence in the market is obvious.

A common mistake that people make when trying to design something completely foolproof is to underestimate the ingenuity of complete fools. - Douglas Adams

Get more money for your house

In your approach to prepare your house for selling, try putting yourself in the shoes of the buyer. You must realize that buyers go to several properties in their search for the ideal home and your property will have to compete with all the other properties in the market.

Follow these pointers and ensure that your property has a fighting chance in getting sold at the best possible price.

- Get rid of clutter in all rooms
- Clean out your cupboards and tidy up bookshelves.
- Clean windows and woodwork



- around doors and windows,
- If walls are in need of a facelift, clean or paint.
- Kitchen counter tops should be free of clutter; put small appliances out of sight.
- The lawn and landscaping should be neat and look maintained.
- The front door and entrance should be clean and inviting.
- Clean fingerprints from light

switches, walls and woodwork.

- Bathrooms and kitchens should be sparkling clean and fresh smelling.
- Fix loose doorknobs, dripping taps, rusted hinges, etc.
- Keep pets away from the buyers. Not all buyers are pet lovers.

By using a little common sense and a lot of elbow grease, you can do wonders to promote the sale of your house.

HAPPY SELLING!

Common mistakes to avoid when selling your home

Mistake 1: Putting the home on the market before it's ready. Most times this happens because the seller gets impatient or is a procrastinator or they are painting it while it goes on the market. Presentation is everything -- so get the work done before marketing the property.

Mistake 2: Pricing the home based on what the seller wants to net. Sellers can control the "asking" price, but they don't control the "sales" price. The market does. It doesn't matter what the seller wants, the price is determined by

the reality of the market.

Mistake 3: Hiring an agent based on non-business or ego factors. Make sure you're hiring a professional with a proven track record and not just because a certain agent is married to your cousin. Also, be cautious of agents who "over estimate" the value of your property in order to obtain the mandate. Marketing at the wrong price can lose valuable time.

Mistake 4: Getting emotionally involved in the sale of the home. This is one of the biggest challenges



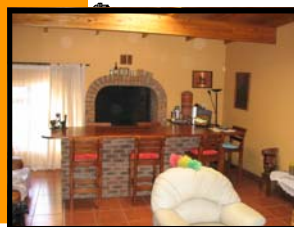
home sellers face when putting their house on the market. Once you decide to sell your house, it's no longer your home. It has become but a product that needs to be prepared as a product, marketed as a product, and priced according to other "products" in the market.

Great deals of the day

- N\$ 940,000: Spotless 3 bedr house with 2 bathr, lounge with fireplace, protected BBQ area, guest flat, large tandem garage. Walk to the beach.
- N\$ 480,000: 2 Bedr flat in complex. Large open plan lounge, sliding door to private garden, single garage.
- N\$ 245,000: Vacant erf at Mile 4. Great Buy!

N\$ 1,9m (Picture on first page)

Be the envy of your friends with this upmarket 3 bedr house. It comes with 2 bathr, spacious living areas, indoor braai, indoor garden feature, 4 garages, 2 separate flats with independent entrance and so much more!



- N\$ 860,000: Comfortable 3 bedr house with 2 bath-rooms, modern kitchen, pantry, stunning indoor braai area, 3 garages and separate granny flat.

← Picture