

# Fleurieu For Sale

Vol. 1, No. 5

March, 2013

## Living the beach life at Sellicks

**12**  
pages of  
real estate



Local winners galore  
at Raine & Horne big  
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again with new  
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# It's become a Raine and shine affair



## Raine & Horne South Australian Awards 2012



They say winners are grinners, and there have been a lot of smiles more than normal within the Raine & Horne offices across the Fleurieu Peninsula since the company's recent state awards night. The overwhelming comment from all of the recipients (some pictured above) was that, while many of the awards were based on individual performances, they were without doubt achieved by a team effort. And while we recognise some of the award winners in this report, we also say "well done" to those who did not win an award, but still share the same worth ethic, company core values and professionalism.

### Fleurieu For Sale

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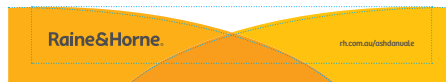
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Deb is certainly not new to winning major company awards having just been named the top salesperson for Raine & Horne for metropolitan and country SA for the 14th time. Add this to a Chairman's Award from the R&H head office in Sydney and it leaves no doubt that Sally, who is



principal at McLaren Vale, is one of the most respected sales people in the company.

It was one of 13 awards or messages of distinction her McLaren Vale office received for 2012, and Deb said no one award was won by an individual, but a culmination of an outstanding effort by the McLaren Vale team.

"I have a great team, and one of our members, Linda Martin, won the Administration Support Person of the Year Award, which was a real credit to her and a fine reflection on the office," Deb said.

According to Deb, her own success has come at a cost because of the incredible hours she puts into the business. But there was no hint of complaint. "I don't do it to win the awards, but to service the clients," she said. "The real reward is seeing first-hand what attention to detail can mean to the client."

Continued P3

## Local people, expert advice.

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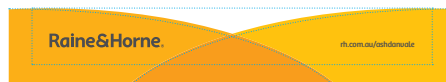
Contact Marilyn Connor 8555 8000 or come in and see the staff at NAB Victor Harbor, 27 Torrens Street about a deal today.



from P2

"It was gratifying to stay No.1 through the Global Financial Crisis, and needing to diversify my role that included building inspections, valuation appointments. It was good. "I guess what has driven me is the constant need for attention to detail, conscientiousness to have happy clients and happy staff. "If you don't have a happy purchaser you are not going to have a happy vendor. "It is a matter of solving problems, communicating and being completely transparent at all times. "There have been sacrifices, but it has been rewarding. I am proud of my achievements. It hasn't always been easy and we have worked a hard road, but I love the properties. "We are so fortunate on the Fleurieu that it is never ever monotonous or boring, whether it's selling a tiny shack to one of the high-end million dollar esplanade properties. I have done a lovely mixture of properties."

## Sally Ness



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The Strathalbyn team, led by Sally Ness, was named the top country office for the professional fees settled during December quarter for the whole state. It was a marvellous achievement, but according to Sally, very much a team effort. "It is quite exciting," she said. "We like to think we were successful because of our customer relations and the fact we have a really good local team. The local knowledge is sound and that should not be under-estimated." Included in the highly-professional team are property managers, Anne Christie, who won the property manager for award for October-December, and Amy Jorgensen. Also part of the Strathalbyn team are salespeople Nick Grosvenor and Grant Kluske, plus administration



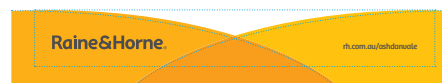
The Morphett Vale/Christies Beach, Reynella/Woodcroft, and Brighton/Hallett Cove team (front row from left): Sandy Westley, John Drabic, Jennifer Drabic, Theresa Hay. (middle row) Natasha Trayhorn, Nicola O'Dell, Alecia Gibbs; (back row) Casandra McGinity, Chris McDonald.

support staff Linda Baldwin and Jenny Thomson.

Sally, who has lived in Strathalbyn for 37 years, has been in real estate since 1994, and at Raine & Horne since 2000, covering key aspects of real estate including property management, property marketing, sales and conveyancing. It provides her with an impressive portfolio which benefits the clients.

"The thing I love about real estate is the people and the challenge," Sally said. "You work hard, but it's all about helping others, and the personal rewards – especially the friendships that you form along the way. It makes it all very satisfying."

## John & Jennifer Drabic



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The winning team at the Raine & Horne franchise that takes in three franchises – Morphett Vale/Christies Beach, Reynella/Woodcroft,

and Brighton/Hallett Cove is happy inside and outside of the office... we're talking about principals and husband and wife, John and Jennifer Drabic.

They share more than 40 years of real estate experience, and have been an integral part of the Raine & Horne brand since 1995.

With this experience, certainly their ability to work so well within the entire team, it is not surprising they have won literally hundreds of sales, marketing, property management and customer service awards, and they added to them at the recent R&H awards for 2012.

Jennifer won a bronze award for sales excellence and a multi-million dollar club award for October-December 2012, and featured highly in other awards including the top salesperson in group. John also figured prominently in this section, and the Morphett Vale/Christies Beach team was well recognised among the top offices.

Again, Jennifer said much of the credit must go to the 12 long-term staff who live locally.

"The awards are nice because they partly acknowledge all of the hard work that everyone within the team puts in," Jennifer said.

"We enjoy high levels of repeat and referral business, and that only comes if you put the needs and well-being of your client before anything else.

It's also about the team building friendships that allow people to see how we really care and work hard."



# Kent takes one for the team

The Victor Harbor and Goolwa offices of Raine & Horne were yet again highly successful at the company's prestigious annual state awards, but there was no smarting by the individual recipients – it was a win for the team.

Our local offices were named the Raine & Horne No.1 Country Office for Sales, and No.1 Country Office for Property Management, with the success resulting from shared hard work and the building of integrity. It was deserving acknowledgement for the property management team led by Kent Johncock with invaluable support and professionalism by Anne Johncock and Nicole Falkiner. Rob Heaslip said, on behalf of his wife Tania as principals of Raine & Horne Victor Harbor and Goolwa, he was incredibly proud of the awards and sincerely thanked Kent, Nicole and Anne for their tireless efforts in serving their clients over the past 12 months. "It is always nice to be recognised by receiving awards, but as I have said many times, it relates to the team that we have got here," Rob said. "We are not a team of individuals even though we do our individual thing. To get these awards is testimony to the fact that we are a strong team. "As Kent always says, property management is the heart of the business. Obviously, if you have strong property management it leads to the re-sale of properties and gives you a consistent income stream. It is the pulse of the business, and without a good property management service it is very hard in the tough times to stay afloat."

Kent was chuffed to be part of the No.1 Country Property Management award, and reiterated the "team process".

Property management can obviously be a difficult challenge and present issues right across the industry, but Kent has always seen and worked hard on the positive aspects.

"While we at Raine & Horne represent the landlords, the success or harmony of any rental structure is about an integrity circle," he said. "There must be respect to the landlords and respect to the tenants, and if all three of us mutually agree on things it can work.

"The strength of our business has been the continuity of our staff who have stayed here for six-plus years, which is unheard of in many other property management areas. You know the



Raine & Horne Victor Harbor & Goolwa co-principal Rob Heaslip with award-winning property manager Kent Johncock.

rent roll, you know the owners and tenants. It streamlines everything.

"For us, it is standard that we pay so much attention to detail in recording the condition of the properties for rent. We are probably one of the best in this area. The tenant may think it is hard at first, but to me it is integrity and there is no doubt whatsoever. It works both ways. You get bad tenants and sometimes you get landlords who are not realistic, and by the law it covers all parties.

"At times when you have a contest between a landlord and a tenant over conditions, and you need to have those skills to find a solution.

"It is a fair system for both parties. It is so simple... you pay your rent, you keep the house clean and tidy and everybody is happy, yet we do get some that unfortunately make it so hard. Ultimately, most times people respond well."

Kent said he liked to believe the local Raine & Horne team at Victor Harbor and Goolwa did well and was respected because each person drew upon their personal and employment background skills without ever compromising their integrity.

"In property management if you have integrity you can always answer the phone and attack a problem head on," Kent said. "But without doubt, the problems are few and far between. I would say 99.9 per cent of our tenants are good, and that's from the lowest to the highest rental income. The reference checking is

so important. And then it is about building relationships."

The No.1 Country Property Management award was largely based on dollars and numbers – the amount of investment return for the obviously satisfied clients, and the number of rentals or clients. For this team, particularly Kent, it could have also been about being the person he is; how he is perceived.

He's a bloke who takes it very personally because he likes to see young people succeed in life.

"You see people, especially the young kids, develop, and you are part of that," Kent said. "I probably give more young children a go than most, but it has to be the right landlord, the right type of property for a first-time rental, and you need a good gut feeling from the kids.

"Quite often if they are there with their grandparents or parents giving support that really means there is support to get through any tough times. I sit them down and talk to them as a grandpa, and say this is your chance in life; you earn your credits in life, and if you do well you will get a better house and we will look after you.

"We have had three or four like that who have gone from units, to shack-like homes to brand new homes. They are lovely people. Sometimes it is easy to judge the young ones too quickly. It gets back to that circle of integrity; there are young ones part of it too."

# The beach life Sellicks has to offer

## COVER FEATURE HOME

Welcome to Sellicks Beach, a fabulous spot that gives you the freshness of South Australia's spectacular coast line yet still delivers a murmur from the heart of the city.

It's the furthestmost point of the vibrant City of Onkaparinga; the tip of suburbia and a small step to where the Mount Lofty Ranges meets the sea. And here's your chance to embrace this beauty amidst a much-talked about quality lifestyle that lures the adventurous home owners of all ages. Let's go to 6 Milford Avenue, Sellicks Beach. It's more than a stunning home; it's a way of life. Join the other hopefuls with the promise of fish, catch the big waves if you want, play in the sand, discover the nearby wine trails or catch a bargain or two at the quaint and the not-so-small shops. This is as much about enjoying life in a healthy environment and living the dream today as it is investing in impressive real estate designed for the future.

Yet, for all the qualities of this impressive "must inspect" two-storey home, the price tag is incredibly well within reach of most – around the \$570K-\$620K mark. Imagine what it may be worth in the long term.

The home has four good-sized bedrooms and three bathrooms including an ensuite. Already we have the family necessities and room for the guests. The superb decor is attractive, and what helps to take this home to the next level is the attention to detail. It has the extras that make this home something really special, from the kitchen bench and elegant staircase created from Caesar Stone, to the bathrooms with fully rectified wall tiles, floors with polished porcelain tiles and the glass mosaic shower wall. Again, no detail has been overlooked.

As this seaside environment virtually demands, the outdoor entertaining area lends its way to quality family time or the opportunity to host your friends. There is a good security system, and an internal vacuum system. And then there are the sensational sea views. This home at 6 Milford Avenue would be very nice in any suburb, and to also present something extra special that takes in all the spirit of the sea that Sellicks Beach has to offer makes it a truly outstanding property. You must inspect; contact the team at Ray White Aldinga.



# Ray White®

## The property

**6 Milford Avenue  
Sellicks Beach**

**Price: \$570K-\$620K**

Bedrooms: 4  
Bathrooms: 3  
Land Size: 712 m<sup>2</sup> (approx)  
Alarm system  
Ducted vacuum system  
Reverse-cycle air conditioning  
Air conditioning  
Secure parking - garage spaces: 2  
Balcony  
Outdoor entertaining area  
Ducted vacuum system  
Watering system

## Contact

**Ray White Aldinga**

**Shop 6, Old Coach Road  
Aldinga**

**T: 8557 6600**

**Jim Connery  
0404 333 426**

**[jim.connery@raywhite.com](mailto:jim.connery@raywhite.com)**



# Enjoying the great life of Aldinga

Jim Connery recalls the fond memories of travelling from the family's Gawler home to Moana and after a great day carrying the four young kids to bed around midnight with help from his wife, Sylvia.

They always had such a good time that it led to making the seachange to Seaford Rise for two years and then Aldinga 11 years ago and the family hasn't regretted one moment.

Jim is now principal of Ray White Aldinga, and with the kids grown up – and with two grand children and a third due this month – he finds himself dealing with people contemplating the same move. Obviously, he can give relate his genuine first-hand experience.

"We spent 20 years in Gawler, and we loved it," Jim said. "We also enjoyed the Fleurieu and the beaches down here, and that's why we headed down this way.

"Our kids were into surfing and water sports and there's not a lot of surfing in Gawler. We'd come to Moana and have some great days. We wanted to live here, but we had a photographic studio and picture framing business in Gawler which kept us there longer.

"There is no doubt that, because of our experience, we find it easier to convince people to make that seachange; we've lived the experience. We understand the reaction of people when they come down here.

"When you first arrive it's nice, but you don't really get a feel for it until you are here for a little while and discover Sellicks Beach and the Victory Hotel, the coffee shops, McLaren Vale, wineries, restaurants and a lot more. It takes you quite a while to really discover all of the elements of this place.

"When we first came we weren't sure whether we wanted to stay because we left a lot of family and friends, but we quickly became absolutely convinced. Our kids didn't like the move at the start and now they think it's the best thing ever."

Jim said Aldinga and its surrounds presented numerous reasons why it was a great place to live, and from an investment point of view it still offered plenty of property bargains. Of course, any real estate agent would suggest "now is the time to buy", but as Jim quite rightly pointed out the market has been flat in South Australia for a few years, and prices



have come down quite a long way.

"We don't have to convince people to price their home realistically; they are doing it on their own," he said.

"They have become more market savvy. There are bargains, and the prices can only go up because the interest rates are low.

"The risk factor that happened in the 80-s when prices were dropping and houses weren't selling was due to the fact we had a very high interest rates (as much as 20 per cent in 1980). At the moment, we have a very low interest rate, prices are dropping and the only thing that is stopping the market at the moment is confidence.

"The confident people, those who can say they have a job and they know they can keep it, can tie in a good interest rate, and find a bargain at Aldinga Beach; they are the one's buying.

"Adding to this trend is the fact Aldinga Beach is becoming more of a suburb than a holiday destination, and the beautiful beach – and importantly the people – make it a great place to live."

Jim, 57 this month, has been in the real estate game here for eight years, and loves the challenges. "It's time consuming and demanding, but I love it," he said. "You get to meet some wonderful people. When you are dealing with transactions for real estate sometimes it is some people's most important transaction of their life, and it is nice to help them."

Although Jim's Ray White office is located in Aldinga the business has successfully sold properties all over the Fleurieu Peninsula including many

rural and lifestyle holdings.

The team is very presentation focused. "It's one of the key elements of selling a property," Jim insists.

"It is part of my experience from my photography days, but we also have a great list of trades people – carpenters, painters, gardeners, landscapers interior decorators – who can assist people in improving the presentation of their home. We can also do home staging where we can supply furniture and have someone consult and suggest how a house should look and what attracts people to that house."

Most of all, Jim said, the success of any business was the strength as a team, and praised the support of Michelle Farrant (property management) and Gael McKay (administration), plus Charmaine Gordon, a conveyancer who works from the office.

"We work incredibly hard for our clients, but that's the nature of the business; we enjoy it," Jim said.

## Ray White®

**Ray White Aldinga**  
**Shop 6 , Old Coach Road Village,**  
**Aldinga**  
**T: 8557 6600**

**Jim Connery**  
**0404 333 426**

**Michelle Farrant**  
**0448 884 179**



### 30 Caffrey Crescent, PORT WILLUNGA

Lovely cottage with veranda situated on a large allotment with potential for subdivision STCC. Large shed, established garden and cubby house with plenty of room for the kids to play. Just a short walk from the beach and located in a quiet street. **\$250,000 - \$265,000**

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## LAND!

### Aldinga Beach

3 Croser Ave. **346m<sup>2</sup> (approx) \$135,000**

### Aldinga Beach

16 McDonald Ave. **300m<sup>2</sup> (approx) \$145,000**

### Sellicks Beach

13 Dunrossil Ave. 696m<sup>2</sup> **696m<sup>2</sup> (approx) \$145,000**



### 3 Virgo Parade, SELICKS BEACH

Contemporary home on 640m<sup>2</sup>. Indoor living area integrates well with the decking. Landscaped fully reticulated garden. Solar panels. Extra entrance ideal for caravan or boat, plus dble garage. Short walk to beach. **\$315,000 - \$345,000**



### 3 Nicholl Avenue, ALDINGA BEACH

Clean lines & contemporary design. Modern kitchen - dishwasher, gas cook top & under bench oven. Island bench with s/steel dble sink, 2 large living & entertaining areas, 4 bedrooms with WIR's. Outdoor entertainment area, rear deck accessed via patio doors from master bedroom, Ducted reverse cycle air-conditioning. **\$435,000**



### 41 Hamilton Ave, ALDINGA BEACH

Nice family home short walk to the beach. Large back garden with 2 lovely shady trees Allotment size 725 m<sup>2</sup> (approx). Has 3 bedrooms with BIR's, ducted, evaporative air conditioning, back veranda & large dble shed. Close to schools, kindergartens, public transport, shops & park across the road. **\$255,000 - \$265,000**



### 10 Kipsy Lane, ALDINGA BEACH

Large 4-bed home with 2 separate living areas and undercover outdoor entertaining area from a 'tropical paradise'. Double gge car accommodation accessible from rear of property, workshop/studio, close to beach in the heart of prestigious Sunday Estate known for well maintained parks and on the edge of Aldinga Scrub. **\$385,000 - \$399,000**



### 49 Valley View Drive, McLAREN VALE

4 bed + study home with ensuite with a corner spa, walk-in robe to the master, combustion heater, solar power, ducted cooling, landscaped gardens & a paved under-cover outdoor entertaining area. Double shed with concreted floor & power. Currently leased at \$410 p.w. Ideal investment or home. **\$444,000 - \$459,000**



### 16 McDonald Ave, ALDINGA BEACH

Newly subdivided level block of approximately 300sqm. Only a very short walk and you are on the beautiful beach at Aldinga. All services are available to the block. Ready to build your very own dream home. (STCC). **\$145,000 - \$150,000**



### 52 Kestral Terrace, ALDINGA BEACH

3-bed little slice of paradise located in the heart of the Aldinga Scrub & nestled just one street back from the beach. It's a place that you can come home; unwind. Spacious open-plan living, raised deck & natural outlook. Would make the ideal artists retreat with a separate studio. **\$385,000 - \$399,000**



### 2 Croser Ave, ALDINGA BEACH

A beautifully level block of land, only a five minute walk to Aldinga Beach. Close to shops, schools and other necessary facilities. Build a 2 storey home for sea views (STCC) **\$135,500 - \$149,000**



### 13 Dunrossil Avenue, SELICKS BEACH

A great block with established trees. Build your home in this lovely seaside location and you won't have to wait ten years for shade. Located in a quiet street. Sellicks Beach is a hidden gem that will become a better known haven from the city now that the transport corridors are being upgraded. **\$145,000 - \$150,000**



# Special home to suit your options to a tee

Here's your chance to escape to a sensational new lifestyle... at 16 Fairway Drive, McCracken.



As the street name suggests, this may suit you to a tee – not far from the first at the McCracken Country Club. That's one day; now think about going fishing or on that caravan trip because this place is on a 809m2 allotment with an extra driveway for a boat access to the rear of the property.

Of course, life is also about day-to-day comfort living, and this beautiful home oozes with appeal. Significantly, it has four stunning bedrooms, two bathrooms and three spacious living areas making it the ideal family home – or a chance to have the children or grandchildren for a stay. That's the beauty of this superb dwelling – it's about you, and you have options to suit your lifestyle. The home blends in nicely among other quality homes, and don't worry, you will be a leader in the garden stakes with fully established



16 Fairway Dr; McCracken

low-maintenance gardens on a magnificent allotment. The entertainment factor is big too – an extensive outdoor paved area, again adding to the strong family appeal or the perfect place to invite friends over. Adding to the numerous features are a double garage under the main roof representing a total parking area for up to five cars, solar power, picture windows allowing views to the garden, and inside it's light bright and airy.

Overall, if you are a retiree, looking for that nice-sized family home, or basically you are just a "golf nut", think seriously about this one. Must inspect; you won't be disappointed.

**AUCTION**  
**April 20, 11am**

**Raine & Horne Victor Harbor**  
**Contact: Rob Heaslip**  
**0439 995 760**

## **WINNERS AGAIN!**

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### **No.1 Property Management 2012**



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**Auction Saturday 20th April at 11 am**  
**16 Fairway Drive, McCracken**  
**Executive Home In Popular Golf Course Estate**

Quality built home on 809m2 allotment featuring 3 spacious living areas  
 Extensive outdoor paved outdoor area for entertaining family & friends  
 Fully established, low maintenance grounds with extra driveway for boat/van

Rob Heaslip  
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**R&H Victor Harbor**  
**8552 3744**

**"Must Be Sold"**

4 2 2 2



**\$340,000 Land**  
**10 Banksia Lane, Victor Harbor**  
**Private Lifestyle of approx 2.5 acres**

50'x30' colourbond steel framed shed  
 Rainwater tanks, approx 25,000 gallon  
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**R&H Victor Harbor**  
**8552 3744**



**\$500,000-\$550,000** 4 2 2  
**84 Cudmore Road, McCracken**  
**Executive Living & Lifestyle**

Extensive golf course views  
 Open plan living, formal dine & lounge  
 Elegant ensuite with claw bath

Rob Heaslip rh.com.au 4895811  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$495,000** 4 2 3  
**9 Donegal Street, McCracken**  
**Blue Chip Location**

Fabulous views over Victor to The Bluff  
 Versatile floor plan ideal for 2 families  
 Easy walk to beach

Rob Heaslip rh.com.au 4961049  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$399,995** 3 1 2  
**Lot 24 Range Road, Back Valley**  
**Nature Lovers Piece of The Valley**

Approx 7.3 acres in private setting  
 Approx 10 mins from Victor - valley views  
 Ranch style weekender with s/c heater

Rob Heaslip rh.com.au 3993622  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$950,000** 5 4 4  
**Sec 148 Ancell Road, Mt Jagged**  
**Versatile Lifestyle Opportunity**

Features homestead + cottage  
 Land area of approx 44.9 ha  
 Currently vineyard and residence

Rob Heaslip rh.com.au 4973863  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$775,000** 4 2 2  
**1/1 Chapman Road, Middleton**  
**Only Metres To The Water's Edge**

Prestige location "on the front" at Surfers  
 Huge open plan living area with r/c a/c  
 Front and rear balconies

Rob Heaslip rh.com.au 4799817  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$199,500** 2 1 1  
**1 / 67 Victoria Street, Victor Harbor**  
**Ideal Investment in Central Victor**

Currently tenanted till Oct 2012 @ \$220 pw  
 Comfortable solid brick complex  
 Carport with roller door+ 2 storage sheds

Rob Heaslip rh.com.au 4549308  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$149,500 Land**  
**Lts 1, 17, 19 White Close, Encounter Bay**  
**Exclusive Land Release**

Panoramic sea & island views  
 No encumbrances and all services avail.  
 No time limit to build your dream home

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 rob.heaslip@rh.com.au **8552 3744**



**\$550,000-\$580,000** 4 2 2  
**44 Clydesdale Drive, Victor Harbor**  
**Rural Lifestyle Close To Town**

Approx 5 acres in peaceful location  
 Rural vista from kitchen, dine & family  
 Paved outdoor entertaining / bbq area

Rob Heaslip rh.com.au 3826229  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



**\$1,200,000 Land**  
**Lots 110 & 111 Waitpinga Rd, Waitpinga**  
**Approx 480 acres Just 10 Mins to Victor**

8/9 main paddocks, permanent creek  
 Stock yards and ample farm shedding  
 Glorious sea views from most paddocks

Rob Heaslip rh.com.au 4702475  
 0439 995 760 **R&H Victor Harbor**  
 rob.heaslip@rh.com.au **8552 3744**



# Million dollar waterfront living

## 8 Daniel Avenue, Goolwa North

Every now and then a property comes along with a distinctive style and quality that easily separates itself from the competition. This elegant two-storey water-fronted property located in an 'exclusive/rare' Goolwa North Marina location is such a property.

From the size of the marble-tiled upstairs open-plan living area with its magnificent elevated views across the lagoon, the River and beyond through to the quality of the fixtures and fittings with a distinct attention-to-detail, this beautifully presented home is state-of-the-art with a rare water-front Marina location to match. Suitable to cater for groups of all sizes, this property has two separate levels encompassing three individual living spaces including two outdoor balcony/entertaining areas with water way views.

There are three double bedrooms (master upstairs) with built-in robes plus a study (bedroom 4), two beautifully appointed bathrooms (main with two-person spa). Also, we have multiple entry/exit points allowing the residents to stretch out and in effect 'bring the outside in' creating flexibility to suit a variety of different lifestyle options.

You will love the superbly-appointed kitchen with expansive Caesar stone bench tops, multiple stainless steel appliances including two ovens + microwave, plumbed fridge/freezer, soft closing kitchen utensil drawers + built-in coffee machine, and a large walk in pantry. They are just some of the quality fixtures/fittings you may expect in such an impressive, contemporary home.

Facilities include an expansive upstairs living (ball) room with enough space to accommodate a purpose-built full-timber bar, and a room big enough for a sensational 103-inch television with hard-wired surround sound. And



then there's the baby-grand piano. The master bedroom has an accompanying walk-in robe + sliding doors which open out onto the rear balcony – all offering relaxing elevated lagoon views. The floor-to-ceiling tiled en-suite with his/hers vanity is divine. This home has it all! More incredible features... multiple weather-protected outdoor entertaining areas up-stairs and down – again with waterway views – are perfect for large family gatherings. A downstairs parents retreat with supporting kitchenette can be ideal when a little extra space is really required. If that's not enough, there is a substantial jetty mooring providing excellent support for large water craft with the private marina offering an exclusivity that is unique to this special part of the town.

Other features include your own fully enclosed four-person lift, a monitored alarm system, ducted R/C air conditioning, three-bay garaging UMR with workshop and separate

panel-lift doors offering access to the rear yard, paved double drive with side access allowing parking of additional vehicles, plus fully irrigated yards supporting attractive low maintenance landscaping. There is so much to see here... more details can be provided, but you really must come and have a look for yourself. This is special.

### PROPERTY

**8 Daniel Avenue, Goolwa North**

### PRICE

**\$985,000-\$995,000**

### AGENT

**Peter O'Brien**

**LJ Hooker Goolwa RLA 227 137**

**0439 807 035**

**08 8555 1785**



New Release



**Goolwa North**

8 Daniel Avenue

**"Million-Dollar Water-Front Living" at its Very Best!**

State-of-the-art water front home with magnificent elevated marina views! Superb kitchen with Caesar stone bench tops, 2x outdoor entertaining areas with views, downstairs retreat with kitchenette, jetty mooring, 4-person lift, ducted R/C A/C & 3-bay garage UMR! Feature Packed!

**For Sale** \$985,000 - \$995,000

**Contact Peter O'Brien** 0439 807 035

**LJ Hooker Goolwa** 8555 1785 RLA 227137

4 2 3

The LJ Hooker Goolwa team...  
people who care about our  
community; people you can trust



The winning team of LJ Hooker Goolwa (from left) Carol Rutland (administration), Belinda Williams (property consultant), Andrea Harris (property manager/administration), Jo Holden (director/property manager), Aaron Campbell (property consultant), and Peter O'Brien (director/sales).



New Release

**Goolwa North**

23 Daniel Avenue

**Elegant, Energy Efficient Living!**

One street back from the River! Very well appointed home offering 3 bedrooms + study, 2 bathrooms, 2 open plan living spaces, gourmet kitchen + covered outside entertaining area!

**For Sale** \$425,000 - \$445,000

**View** Inspection by appointment

**Peter O'Brien** 0439 807 035

**Goolwa** 8555 1785 RLA 227137

3 2 1 1

**Goolwa North**

4 Murray Street

**Big, Bold and Beautiful!**

'Spacious, roomy and well organised' 4 bedroom home only metres from the edge of the Magnificent Murray! Multiple living areas, S/S A/C, solar HWS + solar panels! Ready to Enjoy!

**For Sale** \$465,000 - \$475,000

**View** Inspection by appointment

**Peter O'Brien** 0439 807 035

**Goolwa** 8555 1785 RLA 227137

4 2 4



**Goolwa Beach**

181 Port Elliot Road

**Rare vacant land!**

Centrally located vacant allotment, Approx. 1000sqm with an excellent frontage of approx. 23m. Currently zoned Residential and could suit a rental investment opportunity being close to town and shopping.

**For Sale** \$110,000

**Aaron Campbell** 0425 426 614

**Goolwa** 8555 1785 RLA 227137

1000sqm approx.

**Goolwa**

3 Seachange Village

**'Surprisingly Spacious'**

Well presented 'Mawson' design retirement unit in ideal central position. Covered rear entertaining deck with ramp & blinds to keep out the sun/wind, S/S A/C & BIR's, A must see!

**For Sale** \$199,000

**View** Inspection by appointment

**Aaron Campbell** 0425 426 614

**Goolwa** 8555 1785 RLA 227137

2 1 1



**Goolwa South**

63d Barrage Road

**Paces from River & Golf Course!**

3 large bedrooms, all with B.I.R's & master with ensuite. RWT plumbed to house, galley style kitchen, open plan family living, hardwood timber deck, ducted R/C A/C & Golf Course Views!

**For Sale** \$349,000

**View** Inspection by appointment

**Peter O'Brien** 0439 807 035

**Goolwa** 8555 1785 RLA 227137

3 2 1

**Port Elliot**

Lot 2 Lady Emma Court

**Exclusive Ocean-fronted Land!**

'Prime water-front location' in picturesque Port Elliot. Spectacular 180° unrestricted panoramic views! Power already on-site, mains water avail. from the street, Don't let this extremely rare opportunity get away!

**For Sale** \$870,000

**Peter O'Brien** 0439 807 035

**Goolwa** 8555 1785 RLA 227137

596sqm approx.

# A professional approach to renting

The rental market remained steady during the December quarter across the Fleurieu Peninsula and Kangaroo Island, recording a better vacancy rate than most regional areas in the state.

While the rate was 3.7% in other country areas, at home it was an encouraging 3.5% – and a reasonable comparison with the city/North Adelaide which was 3.1%.

It is a strong indication that buying additional properties and renting them remains one of the best forms of investment.

Few know the local rental market better within the southern Fleurieu region than Chris Lewis, who has been the property manager at Professionals Goolwa for the past 14 years.

She believes the signs are encouraging for investors, which is equally good news for the many people looking for properties to rent.

"While the market may fluctuate over a period of time, the rental market has generally always been a sound financial investment provided it is carefully managed," Chris said.

"The rental market has been very good in this region during my time. We occasionally see something on television about people trashing their rental property or just being horrible tenants, but they are few and far between across the state and it is nothing that investors should get nervous about.

"At Professionals here in Goolwa we have always believed that a successful rental agreement is based on a good partnership... it's about respect for each other and meeting the responsibilities, and I mean between the three groups – the owner, the tenants and us as the property manager.

"I guess sometimes people may assume that you should not let out a house or a unit to a young couple, but you cannot be discriminatory in any way including age. The fact is, many young people are really eager to impress because they learn very quickly that a good rental report can help them in many ways through life. "One of the great pleasures of this job is giving people a fair chance and watching them grow with the challenge or responsibility.

"We want to help people new to renting become a good tenant, whether it is making a suggestion on how they may maintain the property



**Professionals Goolwa property manager Chris Lewis proudly displays an award from the field she loves... helping people in the rental property game. The office was recognised with a Certificate of Achievement for being the Top Star Investment Team in the Professionals Group of South Australia from October-December 2012-13.**

better or whatever. You need to remember some young people have never had to do some basic cleaning before, but you cannot always just dismiss them; if you explain it well they usually grasp what it's all about and there is no issue. Sometimes we take it for granted people know how to clean.

"Yes, you hear bad stories about tenants or property owners but a lot of it is about communication and cooperation; working together as a team."

Chris said no one at Professionals Goolwa, led by principal, Melissa Clarken, had ever under-estimated their responsibility to the landlord and to the tenant.

"People desperately want to rent a property and we can change their lives," she said. "It can be a tough making that decision, especially when most times you have up to 10 very good applications. But it can also develop into good friendships. You see the tenants around town; you see them grow up, get married and have children, and they go from renting a small place to perhaps

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*Many of our clients have been with us for years, and to me that says we, as an office, are doing something right.”*

**– Professionals Goolwa property manager Chris Lewis**



buying a home.

"We also try to work closely with the landlord and make their investment as stress free as possible. If they know we are diligent in our responsibilities everything works well.

"The investment opportunities can be still great. Some people buy four or five homes, and it is often said the ideal number is seven.

"Many of our clients have been with us for years, and to me that says we, as an office, are doing something right. Again, you become good business friends and you work together. It can also be very satisfying for the owners knowing their investment is helping others. Sometimes we don't always think about that; what someone's investment means to others in need of a place to live.

"I guess it all gets down to an honest commitment from all concerned, including us as the property manager, and communicating. And we certainly have some fun moments when our rental clients pay us a visit. It makes work enjoyable, and you feel good about helping people in the community. Working in real estate is not just about selling houses, but building relationships."

**Professionals Goolwa  
Principal: Melissa Clarken  
1 Cadell Street, Goolwa  
T: 8555 2122**

[www.goolwaprofessionals.com.au](http://www.goolwaprofessionals.com.au)