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30
years in
Property



CHAS EVERITT
International Property Group

www.ChasEveritt.com
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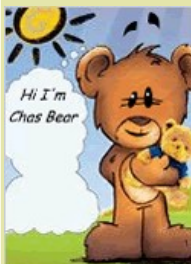
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FROM BERRY EVERITT

We are delighted that the latest Residential Property Barometer from First National Bank shows that we are not alone in experiencing a steady improvement in the market this year.

The report, based on a survey of scores of agents around the country, shows that the demand for property was more than 32% up in the first quarter of this year compared with the same period of 2009 - and even better, that it is now taking just over 3 months for a property to sell, compared with more than 5 months when the market was at its worst in the middle of 2009.



FNB also notes that the percentage of sellers who did not achieve their asking price dropped from 89% to 76% between December 2009 and March this year - and that the average difference between asking and selling prices in such cases is now only around 11%.

On our own scale, if we take 2006 as the 100% market benchmark, we reckon we are now at around 109%, following a dip to around 85% last year.

And this month has of course brought even more exciting news - the announcement by Human Settlements Minister Tokyo Sexwale of the R1bn mortgage guarantee fund designed to stimulate bank lending to people earning between R3500 and R9000 a month - many of whom have been in homeownership limbo for years because they earned "too much" to qualify for State housing and too little to qualify for a home loan.

We know there is enormous pent-up demand in this sector of the market - which includes many teachers, nurses and police personnel - and uncorking this through the establishment of the fund will no doubt give the property recovery even more impetus in the months ahead. Bravo, Mr Minister!

In the news this month

How to make a profitable purchase

If you're property wise, you'll be looking to make more "profit" when you buy a home than when you sell it in future. And the way to do this is develop an eye for homes in good areas that may not look so great at the time of purchase but have good profit potential...

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Double check insurance during occupation

If you've sold your home and agreed that the buyer can take occupation before transfer is registered, it is important to make sure that the property will remain properly insured during the occupation period...

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Home businesses not all bad for HOAs

The issue of home-based businesses in security villages and estates has become a tricky question for the bodies corporate and home owners' associations (HOAs) that run such developments...

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Selection of most viewed Properties for April 2010



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Constantia - R 7,500,000



Randpark Ridge - R 925,000



Diepkloof - R 300,000



Fourways - R 1,350,000





Constantia - R 2,400,000



Stellenbosch - R 55,100,000



Turtle Creek - R 4,900,000



Bishopscourt - R 10,000,000



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