



# IAN OLIVIER

---

## PROPERTIES

*We're Living it!*

Newsletter 05

April 2009



Hi!

Reading through the latest newsletter from Emerging Markets Property Advisers ([www.empadvisers.com](http://www.empadvisers.com)), one particular article caught my eye. Though it focuses on the USA real estate markets, the same is true of South Africa—and indeed any other country. Here's the gist of it: "The bottom of each real estate market in America won't occur with much fanfare... Bottoms to real estate markets are a lot like trying to determine when stocks in financial markets are at their lowest price. Veteran investors say it's a fool's game to try to find the bottom to make a buying decision because as you wait, study and calculate the tendency is to over analyze as the market makes its own moves and often leaves you in the lurch." It then lists 10 signs that indicate when the bottom of the market is near. These include:

- Properties being taken off the market and there are fewer for sale boards around
- Sales volumes are picking up
- People are less fearful of the market
- People begin talking again about how much money there is to be made investing in real estate
- Enquiries increase from prospective buyers
- Prices finally seem to stop dropping
- Financing becomes easier to obtain

As the article states, there are no hard and fast rules, and all market bottoms are different. However, it points out that market bottoms are historically of a much shorter duration than the top and that statistically, very few real estate buyers make their purchases at the bottom or the top. Most buy somewhere in between. Makes you think...

Until next time: *ciao ciao*

### Hope for SA residential property

Insights into the latest report released by the *SAPTG* suggest that there is hope for the residential property market in the near future, and that the challenging conditions experienced across the South African real estate market over the last two years will improve in 2009. Marketing insights company, **Knowledge Factory**, has released a report based on the *South African Property Transfer Guide* (SAPTG) property sales data across all major provinces in South Africa over the past five years. The report shows that coastal regions, such as the Eastern Cape; Western Cape; and Kwa-Zulu Natal, recorded the highest sales volumes between 2004 and 2006. In general terms, coastal regions have held up better than their inland counterparts in the current property market downturn. (Source: *ECnetwork* [[ecnetwork@newsclip.co.za](mailto:ecnetwork@newsclip.co.za)])



Welcome to the home of Bill Gates, who according to *Forbes.com*, has regained his title as the world's richest man. Gates' 66,000-square-foot compound is built into a hillside on the edge of Lake Washington, near Seattle. Among its enviable amenities: a 60-foot swimming pool with an underwater music system, a 2,500-square-foot gym and a 1,000-square-foot dining room, which seats 24.

### Featured properties: April '09

**Lovemore Heights R2,695m  
Townhouse**



This beautiful townhouse offers 3 bedrooms, three bathrooms, formal and TV lounges, breakfast room, kitchen and laundry. Good security. Manicured garden with private entertainment area, double garage. Contact Verity Bigara on 082 775 7459

**Cotswold R825 000  
House**

Starting out? Scaling down? This immacu-



late home is a must-see. Three bedrooms (aircon in main), fabulous main en suite, family bathroom, modern kitchen, entertainment area with sparkling pool. Contact Ian Olivier 083 650 2913



[www.ianolivierproperties.co.za](http://www.ianolivierproperties.co.za)