Sample property, Morphett Vale SA 5162

House (1974) · 712m^2 · 3 bed · 1 bath · 3 car · Listed at a price guide of $790,000, 10 July 2026 · Private treaty — best offers by Tue 4 Aug 2026, 12pm (unless sold prior) · City of Onkaparinga

Listing photography — included in your report

ESTIMATED FAIR-VALUE RANGE — GENERAL INFORMATION, NOT A VALUATION

$810,000 – $850,000

Confidence: moderate. Derived from the automated valuation estimate ($810k–$880k), 13 recorded Morphett Vale sales Feb–Jul 2026, and two disclosed-price campaign outcomes. Weakened by mostly undisclosed campaign prices and unverified approvals on the rear extension. Method: page 16.

The guide is not the value

The $790k guide sits below the automated-estimate band. In SA the advertised price is a legal minimum for advertising, not a ceiling — and the same $790k guide on 5 Taylors Rd still closed at $775k.

The extras are unverified

The rear rumpus extension, pergola and powered shed carry no sighted council approvals yet — they are the value and the risk.

Momentum with a deadline

Morphett Vale is +12.4% in 12 months and sells in ~24 days — this campaign is at day 22 and best offers close Tue 4 August, 12pm.

This report is general information and education only. It is not financial, legal or property advice, and not a valuation. Full disclaimers and methodology: page 16.

THE 60-SECOND READ

the whole report on one page — details and sources on pages 3–16

ADVERTISED	ESTIMATED RANGE	TOTAL UPFRONT AT GUIDE	RENT ESTIMATE
$790k guide	**$810–850k**	**$829,880**	**$580–640/w**
best offers by 4 Aug · day 22 · single-figure guide	TBG range within the automated-estimate band $810–880k	incl. SA duty $37,280 + conveyancing + inspections	3.8–4.2% gross at the guide (rent estimate)

1. **How the range was derived:** the automated valuation estimate ($810k–$880k) intersected with 13 recorded suburb sales this half — comparable 3-bedroom sales cluster $740k–$848k, premium sales reach $905k — then tempered because the improvements that justify the top end (rear extension, shed) are unverified. Result: **$810,000–$850,000**.
2. **The market is firm but not blind:** homes here sell in a median 24 days, yet both recent campaigns that advertised a single price and ran past ~4 weeks sold a little below it — including the suburb's other $790k guide, which closed at $775,000.
3. **The vendor holds a 17-year equity cushion** (bought $272k in 2009) — no forced-sale pressure, but every sale locks in a large win, so clean certain offers get taken seriously.
4. **The property's extras may not appraise:** bank valuers credit land, beds and baths — not rumpus extensions without approvals or powered sheds. A finance valuation near the band's low end is a realistic scenario.
5. **The paperwork is the real risk, not the price:** unverified approvals, an unknown tenancy, 1974-era wiring and wet areas, and salt-damp/soil-movement exposure typical of Adelaide solid brick — each is checkable before offering, and each converts to information a buyer can act on.

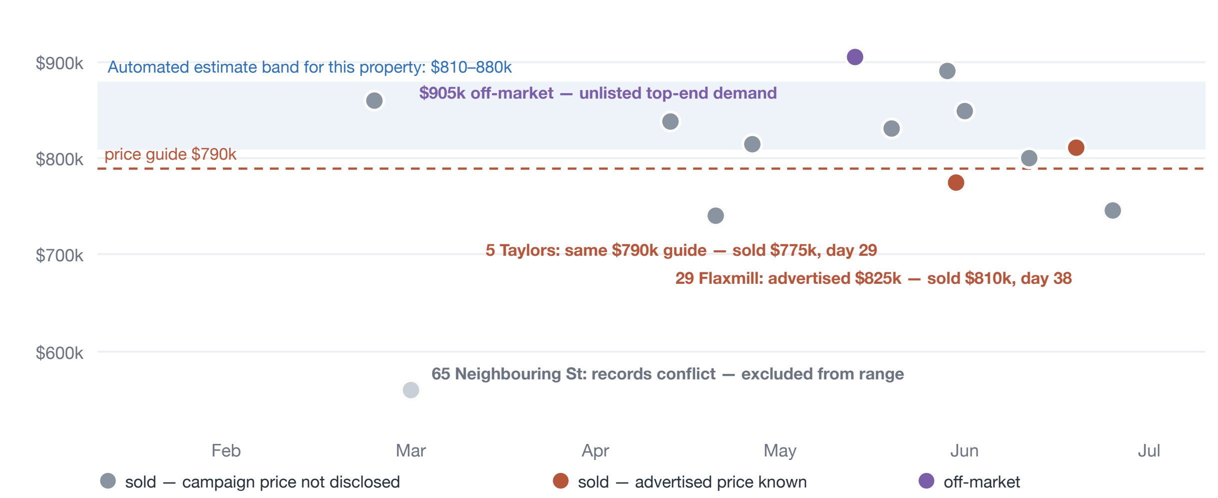
FIVE THINGS TO CHECK BEFORE DOING ANYTHING

- ☐ City of Onkaparinga building-approval search — every structure on the 712㎡ lot (rear extension, pergola, shed, carport).
- ☐ Broker pre-assessment — know your own ceiling before the first agent conversation, and keep it private.
- ☐ Tenancy status — sight the lease or secure vacant possession in the contract.
- ☐ Building & pest plus electrician — salt damp, wall cracking on reactive clay, 1974 switchboard and RCDs, asbestos-era sheeting in eaves and wet areas.
- ☐ Form 1 early — the two-clear-business-day cooling-off runs from service of the Form 1; ask the agent for it before the best-offers close.

PRICE & COMPARABLE EVIDENCE

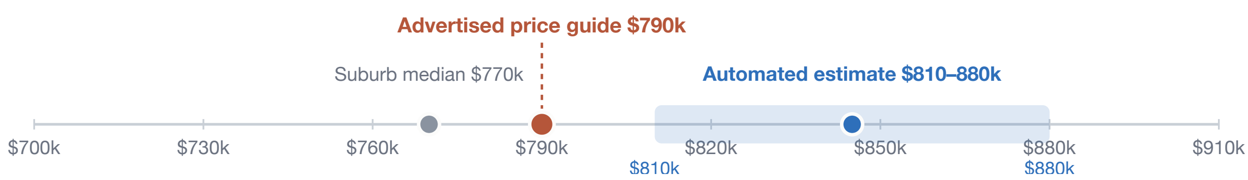
recorded sales and sold-listing records, retrieved 1 Aug 2026

EVERY RECORDED MORPHETT VALE SALE USED IN THIS REPORT, FEB–JUL 2026



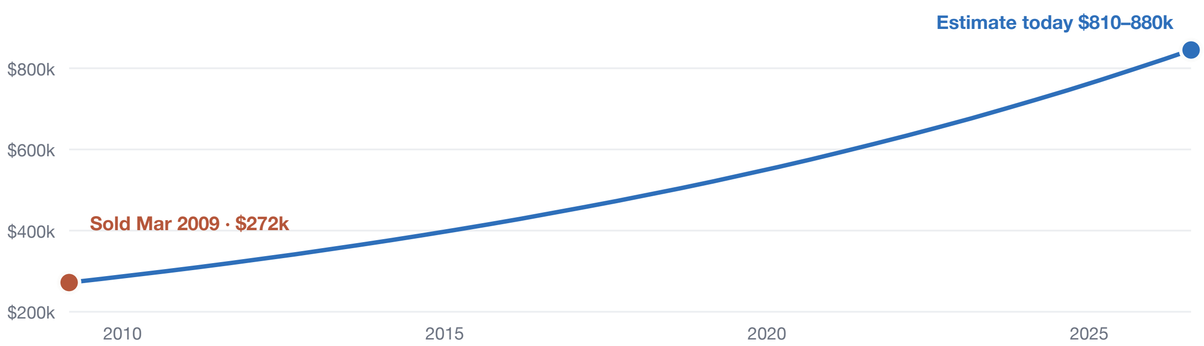
Takeaway: comparable 3-bedroom sales cluster between $740k and $848k; the sales above that carried a fourth bedroom, a pool or a full renovation. The two campaigns that advertised a single price both closed a little below it — the SA guide is a legal advertising minimum, not the price a vendor ends up accepting. One record (65 Neighbouring St) has conflicting prices across sources and is excluded from the range.

WHERE THE ADVERTISED GUIDE SITS



Takeaway: the $790k guide is set below the automated-estimate band — in a rising suburb, and with a best-offers deadline, this is a deliberate under-anchor designed to attract multiple written offers, not a discount.

THIS PROPERTY'S OWN PRICE HISTORY



Takeaway: one sale on title — $272,000 in March 2009 (a 6.7% compound path to today's estimate). The vendor's equity cushion means no distress, and no urgency discount to wait for.

COMPARABLE SALES — THE DETAIL BEHIND THE CHART

recorded sales and sold-listing records, retrieved 1 Aug 2026 · every row individually verified

ADDRESS	PRICE	SOLD	BED/BATH/CAR	LAND	DAYS	TYPE	KEY DIFFERENCE VS SUBJECT	VERIFIED
14 Wheatsheaf Rd	$905k	May 2026	4/2/2	760㎡	—	Off-market	4 bed · fully renovated · off-market	Yes
3 Pimpala Rd	$890k	Jun 2026	4/2/2	745㎡	27	Sold	4 bed · pool	Yes
22 Grange Rd	$860k	Mar 2026	3/2/2	720㎡	19	Sold	3 bed · 2 bath · full renovation	Yes
8 Byards Rd	$848k	Jun 2026	3/2/2	705㎡	21	Sold	3 bed · second bathroom · no shed	Yes
17 Doctors Rd	$838k	Apr 2026	3/1/2	730㎡	15	Sold	3 bed · rear extension · solar	Yes
41 Bains Rd	$830k	Jun 2026	3/1/2	715㎡	24	Sold	3 bed · closest all-round match	Yes
6 Sherriffs Rd	$815k	May 2026	3/1/1	700㎡	20	Sold	3 bed · 1 bath · original	Yes
29 Flaxmill Rd	$810k	Jul 2026	3/1/2	690㎡	38	Sold · price disclosed	advertised $825k — sold 1.8% under	Yes
12 Elizabeth Rd	$800k	Jun 2026	3/1/2	680㎡	33	Sold	3 bed · carport only	Yes
5 Taylors Rd	$775k	Jun 2026	3/1/1	700㎡	29	Sold · price disclosed	same $790k guide — sold $15k under	Yes
33 States Rd	$745k	Jul 2026	3/1/1	660㎡	26	Sold	3 bed · 1 bath · smaller lot	Yes
9 Vaughan Rd	$740k	May 2026	3/1/1	690㎡	18	Sold	3 bed · 1 bath · original	Yes
65 Neighbouring St	$560k	Mar 2026	3/1/2	710㎡	—	Excluded	records conflict ($560k transfer vs $640k portal) — excluded	Conflict

"Days" = days on market where the campaign was public. "Verified" = price and date matched against a second independent record. Subject: 3 bed · 1 bath · 3 car · 712㎡ · 1974.

WHICH OF THESE ARE GENUINELY COMPARABLE?

Closest matches: 41 Bains Rd ($830k, 24 days) and 12 Elizabeth Rd ($800k, 33 days) — 3-bed, 1-bath solid-brick homes on 680–715㎡ lots without the extension-and-shed premium. **Upper bracket:** the four sales at $848k–$905k all carried a second bathroom, a fourth bedroom, a pool or a full renovation, so they set a ceiling rather than a benchmark. **Lower bracket:** the three sales at $740k–$775k are 1-bathroom, original-condition or smaller-lot homes — the floor for this suburb, not for this property. **Excluded:** 65 Neighbouring St, because its two price records disagree by $80k. Net effect: the range on page 1 sits between the closest matches and the upper bracket, then is tempered for the unverified approvals on page 10.

How to use this table: pick the two or three rows most like the home you are looking at, then ask the agent for the contract price on any campaign whose price was not disclosed. What sold, when, and how fast is public information — the difference between an advertised guide and a contract price is the negotiation.

SUBURB & MARKET CONTEXT

suburb statistics (houses), 12 months to Jul 2026

MEDIAN VALUE	SOLD VS NEW LISTINGS	MEDIAN ASKING RENT	AVERAGE HOLD
$770k	**236 / 248**	**$580/w**	**11.5 yrs**
houses — this property specs a little above the median	12 months — stock on market under one month of sales	210 observations · suburb-wide	an owner-occupier suburb that holds, not flips

MOMENTUM & SELLING SPEED

Takeaway: a 12.4% year on top of a five-year near-doubling is strong by any Australian benchmark and cannot simply be extrapolated — but with less than a month of stock on the market, the supply gap behind it is still visible. This campaign (22 days) is close to the recent-sales median (24 days) with a best-offers deadline three days out: not stale, but past its hottest window.

RENTAL CONTEXT

rent estimate for this property · suburb medians

MEASURE	VALUE	READING
Rent estimate — this property	$580–640 / week	Above the suburb median at the top end, reflecting the second living area, solar and shed.
Gross yield at the $790k guide	3.8–4.2%	Typical for outer-southern Adelaide houses; excludes vacancy, management, rates and insurance.
Rental market depth	210 observations / 12 mo	A real rental market — not thin — consistent with Onkaparinga's tenant demand.
Insurance caveat	Not yet quoted	**Data not available for this property** — rebuild-cost premiums on a 1974 solid-brick home vary by insurer and change net yield. Quote before unconditional.

THE PROPERTY ITSELF

listing floorplan & photography · property record

Floor plan — included in your report

Residence ≈128㎡ plus rear rumpus extension ≈28㎡, 6.0×6.0m powered shed with roller door, single carport, pergola over the rear paving.

Listing photo

Rear rumpus extension opening to the pergola

Listing photo

Open-plan living — kitchen updated 2018, ducted evaporative cooling

Listing photo

Rear yard, powered shed and 6.6 kW solar

ATTRIBUTE	THIS PROPERTY	TYPICAL FOR MORPHETT VALE
Land	712㎡ · freehold · General Neighbourhood Zone	Standard — most 1970s lots run 650–750㎡
Bathrooms	1 (original, plus separate WC)	Typical — most stock is 1 bath; second bathrooms add $30–50k in the sales above
Parking & outbuildings	3 spaces: single carport + 6×6m powered shed	**Above typical** — the standout feature for the trade and hobby buyer
Construction	1974 solid (double) brick, tiled roof, one storey	Typical era — durable, but salt damp, reactive-soil cracking and 50-year-old services are the known checks
Easements	Sewerage (SA Water), rear boundary	Common — confirm location against the shed on the survey plan
Occupancy	Recorded as rented — lease terms **not available**	—
Title (record, not a search)	Freehold · Lot / plan on title · Detached Dwelling	title record — the Form 1 and a formal title search replace this before contract
Approvals on file	**Not sighted** — rear extension, pergola, shed, carport	The single highest-value check before offering (page 10)

LOCATION, AMENITY & OVERLAYS

distances are straight-line/road estimates from public mapping · overlays as recorded in public planning layers on the date shown — not a planning certificate

WHAT IS NEARBY

AMENITY	NEAREST / CATCHMENT	DISTANCE
Primary school	Morphett Vale Primary School	≈0.8 km · in zone
Secondary school	Wirreanda Secondary College	≈1.6 km
Public transport	Adelaide Metro bus — States Rd / Main South Rd; Lonsdale station (Seaford line)	≈350 m to stop · ≈2.5 km to rail
Shops & services	Southgate Plaza · Colonnades, Noarlunga Centre	≈1.5 km · ≈4 km
Health	Noarlunga Hospital · Flinders Medical Centre	≈4 km · ≈13 km
Adelaide CBD	via Southern Expressway / Main South Rd	≈25 km · 30–35 min off-peak

School zones change — confirm with the SA Department for Education before relying on them. Distances are guides, not survey measurements.

PLANNED DEVELOPMENT & INFRASTRUCTURE

Main South Road duplication (Seaford–Sellicks) — state/federal, south of the suburb
network benefit for southern commuters; no direct impact on the street

Nearby development applications
Not available — PlanSA public register not searched for this report

A development application on an adjoining lot, a road widening or a rezoning can change a street more than anything inside the fence. Read the Form 1 with your conveyancer and search the PlanSA public register yourself.

PLANNING & HAZARD OVERLAYS

Recorded = overlay applies to the lot · Not recorded = no overlay in the layer searched · Not available = not searched for this report

OVERLAY	STATUS	WHAT THE RECORD SHOWS	SOURCE · RETRIEVED
Zoning	RECORDED	General Neighbourhood Zone (SA Planning & Design Code)	SA Property & Planning Atlas, checked 1 Aug 2026
Flood	NOT RECORDED	Not within a mapped Hazards (Flooding) overlay — the Christie Creek and Field River corridors are	SA Property & Planning Atlas, 1 Aug 2026
Bushfire	NOT RECORDED	No Hazards (Bushfire) overlay recorded for the lot	SA Property & Planning Atlas, 1 Aug 2026
Heritage	NOT RECORDED	No State or Local Heritage Place listing on the lot or adjoining lots	SA Heritage Places Database, 1 Aug 2026
Easements	RECORDED	Sewerage easement to SA Water along the rear boundary — confirm position vs the shed	title record, checked 1 Aug 2026
Regulated trees	RECORDED	Regulated & Significant Tree Overlay applies across metropolitan Adelaide — approval needed to remove large trees	SA Planning & Design Code, 1 Aug 2026

Reading this page: nothing here is a determination. "Not recorded" means the public layer showed no overlay on the date checked; the Form 1 searches and the insurer's own hazard rating are the documents that bind. Where a row says "Not available", that search was not done for this report — it is a gap, not a clearance.

PURCHASE COSTS

SA stamp duty 2025–26 · RevenueSA schedule, cross-checked with the TBG stamp-duty calculator, 1 Aug 2026 · modelled at the advertised guide

ITEM	AMOUNT	NOTE
Advertised price guide	$790,000	single-figure guide — the contract price will differ
SA stamp duty on the transfer	$37,280	$21,330 + 5.5% of the value above $500,000 (RevenueSA 2025–26 schedule) · effective 4.72%
Conveyancing (estimate)	$2,000	fixed-fee conveyancer (SA settlements are usually run by conveyancers); solicitor typically more
Building & pest (estimate)	$600	add an electrician for the 1974 switchboard and shed circuit (page 13)
Total estimated upfront	**$829,880**	**excludes loan fees, LMI, insurance, Lands Titles Office registration fees and moving**

FIRST-HOME-BUYER CHECK

concessions as published for 2025–26 · eligibility is personal and must be confirmed with RevenueSA

SCENARIO	DUTY PAYABLE	BASIS
Not a first home buyer	$37,280	standard rate
Eligible first home buyer, established home	$37,280	SA first-home-buyer duty relief covers new homes and vacant land only — no concession on an established home; confirm eligibility with RevenueSA
Other grants	Not modelled	SA First Home Owner Grant ($15,000) applies to new homes only — not available on an established home; check current eligibility with RevenueSA

REPAYMENT & DEPOSIT SCENARIOS

model guide · 6.10% p.a. indicative variable, P&I, 30 years · LMI from the TBG LMI calculator (indicative insurer schedules), capitalised into the loan

MEASURE	5% DEPOSIT	10% DEPOSIT	20% DEPOSIT
Deposit	$39,500	$79,000	$158,000
Loan before LMI	$750,500	$711,000	$632,000
Loan-to-value ratio	95%	90%	80%
Indicative LMI premium	$30,020	$13,580	$0
Monthly repayment	**$4,730**	**$4,391**	**$3,830**
Weekly equivalent	$1,092	$1,013	$884
Total interest over the term	$922,248	$856,150	$746,759

INCOME GUIDE — 20% DEPOSIT
≈$130k+
indicative gross income to service $632,000 at a 9.10% assessment rate

INCOME GUIDE — 5% DEPOSIT
≈$160k+
indicative gross income to service $780,520 — context only

ASSESSMENT BUFFER
9.10%
lenders test repayments ~3% above today's rate

These are model outputs at the advertised guide. This report assumes nothing about your income, debts or deposit and is not an assessment of you — a broker pre-assessment supersedes every figure on this page.

COST OF OWNERSHIP

indicative annual lines · TBG ownership-costs calculator (holding ≈1% of price p.a.), 1 Aug 2026 · three-state: figure / Not available / Not applicable

ANNUAL COST LINE	ESTIMATE	BASIS · WHAT TO CHECK
Council rates	$2,300/yr	City of Onkaparinga — typical residential, plus the SA Emergency Services Levy (≈$150); confirm on the rates notice
Water & sewerage (fixed charges)	$950/yr	SA Water supply + sewerage fixed charges; usage extra
Building & contents insurance	*Not available*	Rebuild cost on a 1974 solid-brick home varies by insurer — two quotes before unconditional
Maintenance sinking allowance	$3,950/yr	0.5% of price p.a. — 1974 wiring, roof and wet areas push this toward 1%
Property management (if rented)	$2,413/yr	8% of rent at $580/w — only if held as an investment
Land tax	$0/yr	SA exempts an owner-occupied principal place of residence; investors are assessed on aggregated site value above the threshold
Indicative annual holding cost — owner-occupier, known lines only	**$7,200/yr**	**plus insurance once quoted — budget $7,900+ p.a. all-in; management only if rented**

BEYOND THE PURCHASE — FIVE YEARS OF OWNING IT

INDICATIVE 5-YEAR COST OF OWNERSHIP — $103,080 (excludes the price itself and loan interest)

- Upfront (duty, conveyancing, B&P) — $39,880
- Holding × 5 yrs (rates, insurance, maintenance) — $39,500
- Cost to sell (≈3%) — $23,700

Takeaway: before a dollar of loan interest, five years of ownership costs roughly $103,080 on top of the price — $39,880 to get in, about $39,500 to hold, and $23,700 to get out again. That is the hurdle any growth or rent has to clear before the purchase is ahead.

IF HELD AS AN INVESTMENT

gross vs net · rent estimate $580–640/week

MEASURE	VALUE	READING
Gross yield at the guide	3.8%–4.2%	rent × 52 ÷ price — before any cost
Net yield (known costs, no insurance)	2.8%–3.2%	after ~$7,900 holding; falls further once insurance is quoted
Vacancy allowance	2–3 weeks/yr	Onkaparinga rental depth (210 observations) supports low vacancy — not zero
Land tax	$0 if owner-occupied	SA exempts a principal place of residence; an investor is assessed on aggregated site value above the SA threshold — check RevenueSA

Insurance is the missing line on this page. On a 1974 solid-brick home the rebuild-cost premium varies noticeably between insurers, and unapproved structures can complicate a claim — two quotes before going unconditional will change the net figures above more than anything else here.

RISKS & THINGS TO INVESTIGATE

severity: MATERIAL, then INVESTIGATE, then FLAG — the order a building inspector would use

MATERIAL — Unverified approvals on the value-defining structures

No council approvals have been sighted for the rear rumpus extension, pergola, shed or carport. Unapproved structures can void insurance, complicate finance, and erase exactly the premium this property asks. Action: City of Onkaparinga building-approval search before offering; ask the vendor to produce approvals in the contract.

MATERIAL — Valuation shortfall scenario

Bank valuers credit land, bedrooms and bathrooms — not unapproved extensions and powered sheds. If a lender’s valuation lands near the band’s low end ($810k) against a higher contract price, finance is re-opened. Action: keep finance and valuation conditions in any offer.

INVESTIGATE — Tenancy status

The property is recorded as rented; lease end date and rent are not available in the data. A fixed-term lease running past settlement changes owner-occupier plans entirely. Action: sight the lease or secure vacant possession in the contract.

INVESTIGATE — 1974-era fabric and services

Salt damp and rising damp in solid brick, wall cracking on Adelaide’s reactive clay soils, original switchboard without RCDs, and asbestos-era sheeting in eaves and wet areas are the known checks for this era. Action: building & pest plus an electrician’s inspection of the switchboard and shed circuit.

INVESTIGATE — Insurance cost

Rebuild-cost premiums vary between insurers, and unapproved structures can complicate a claim. Action: two quotes before going unconditional.

FLAG — Best-offers deadline three days out

Written offers close Tue 4 August, 12pm; the vendor may sell prior. Neutral fact; both sides can read it — and the date can be extended if no offer clears the vendor’s number.

FLAG — Street View imagery is dated (Feb 2022)

The frontage matches current photography, but verify current street condition in person.

FLAG — One comparable-sale record conflicts across sources

65 Neighbouring St shows $560k (registered transfer) vs $640k (portal report). Excluded from the fair-value range; resolve only if it matters to your comparison set.

AGENT INTELLIGENCE & RECORD

public listing and agent-profile data, 12 months to 1 Aug 2026 · register check as dated below

LEAD AGENT
Daniel Kowalski
Vale & Co Real Estate · 08 8384 0000 · 4.9/5 (112 reviews)

SALES, LAST 12 MONTHS
41
as lead agent — a high-volume operator

MEDIAN SALE PRICE
$780k
this campaign sits in the agent's usual price band

CAMPAIGN PATTERN
Best offers by
deadline-style campaigns; day 22 here, offers close 4 Aug

AGENT RECORD CHECK
Agent: Daniel Kowalski, Vale & Co Real Estate Licence: RLA number published on listing
Register searched: Consumer and Business Services (SA) online licensing register, SA
Result: No disciplinary action recorded on the Consumer and Business Services (SA) online licensing register as at 1 Aug 2026
Checked: 1 Aug 2026 Source: official register only — quoted, not characterised

The agent acts for the seller — and is paid when a sale happens

On a typical 2.2% commission the difference to the agent between a $790,000 and a $830,000 sale is roughly $880; a deal that collapses costs them about $17,000. That asymmetry is a fact about incentives, not about this agent: a firm, finance-ready written offer is worth more to the selling side than a hypothetical higher one next month.

WHAT BUYERS COMMONLY HEAR	WHAT IT USUALLY IS	QUESTIONS BUYERS IN THIS POSITION OFTEN ASK
"We have strong interest / other offers"	Urgency — often true in a 24-day suburb. The question is what is in writing.	"How many Form 1s requested, how many written offers?" — and how the best-offers process will be run in writing.
"The guide is just where offers start"	Re-anchoring above the advertised price before any offer exists — in SA the guide already cannot sit below the vendor's price.	"What price would the vendor sign today?" — then decide from the evidence on pages 3–4, not the answer.
"The extension and shed alone are worth $60k"	Feature-stacking at replacement cost, which valuers do not credit.	"Can you send the council approval file for them?" — evidence requests are polite pressure.

THE BUYER'S JOURNEY FROM HERE

the usual order of events from here to settlement — each numbered step is a decision gate, not a commitment

1. **Get finance-ready** — broker pre-assessment; set your ceiling
2. **Gather the evidence** — listing pack · Form 1 · title · this report
3. **Inspect hard** — building & pest + electrician (1974 wiring)
4. **Offer in writing** — clean terms, pre-approval attached
5. **Conditions period** — cooling-off · finance · valuation · re-open on findings
6. **Unconditional, then settle** — 30–45 days · insure from contract

HOW BUYING WORKS IN SOUTH AUSTRALIA

typical practice vs the practice that protects the buyer · general information — your conveyancer confirms the specifics

STEP	TYPICAL PRACTICE	PROTECTIVE PRACTICE	WHY IT MATTERS HERE
Contract & cooling-off	Sign, then think.	SA gives **two clear business days** of cooling-off, running from the later of signing the contract or being served the Form 1; it ends at 5pm on the second day, must be exercised in writing, and any deposit above $100 is refunded. It does not apply to auction purchases and can be waived only with a certificate from an independent lawyer.	Two days is short — conditions in the contract are the real exits, and each is a renegotiation checkpoint.
Disclosure	Rely on the listing and the agent's word.	The vendor must serve a **Form 1** (vendor's statement) — title, mortgages, easements, encumbrances and the statutory searches (council, SA Water, ESL, land tax) — at least 10 clear business days before settlement. It says nothing about building condition, approvals or pests. Read it with a conveyancer; order the approval search and building & pest yourself.	Every issue found before offering is information; found after, it is a cost.
Price & offers	Treat the guide as a soft "offers over".	SA law (s24A) forbids advertising below the vendor's price or the agent's own estimate and bans "$790k+" wording — the guide is a legal advertising minimum. A "best offers by" close is a written multi-offer process: all offers must be presented; the vendor need not take the highest.	The guide shows where the vendor's number starts, not where the market has been paying (pages 3–4).
Deposit & settlement	Accept the marketed 10% / 30 days as fixed.	Deposit (commonly 5–10%, held in the agent's trust account) and settlement (30–45 days, electronic via your conveyancer) are negotiable — and certainty on them has value to a vendor.	Adelaide's spring listing lift (Sep–Nov) brings the vendor competition; a clean contract signed in August lands before it. Insure from signing.

OFFER & CONTRACT CHECKLIST

the clauses and documents buyers in this position commonly ask their conveyancer about — general information; your conveyancer drafts the terms

BEFORE AN OFFER GOES IN WRITING

- ☐ Finance clause — approval in writing, dated, for the contract price (not just pre-approval)
- ☐ Valuation clause — contract subject to a lender's valuation at or above the contract price
- ☐ Building & pest clause — with the right to withdraw or renegotiate on material findings
- ☐ Electrical inspection of the switchboard, RCD coverage and the shed sub-circuit (1974 wiring)
- ☐ Approvals condition — vendor to produce City of Onkaparinga approvals for the rear extension, pergola, shed and carport
- ☐ Vacant possession or a copy of the current lease attached to the contract, with end date and rent
- ☐ Deposit amount and timing — 10% is the marketed ask; when it is paid is negotiable
- ☐ Settlement window — 30 days marketed, 30–45 usual; align to finance and insurance lead times
- ☐ Form 1 served early — the two-clear-business-day cooling-off runs from the later of contract or Form 1; do not waive it without independent legal advice
- ☐ Special conditions — easement position confirmed against the shed; any chattels (solar, shed fit-out) listed
- ☐ Sunset / finance date that leaves time to re-negotiate on findings, not just to walk away
- ☐ Private ceiling written down before the first conversation — never disclosed

INSPECTION CHECKLIST — SPECIFIC TO THIS PROPERTY

1974 solid-brick house with a rear extension and powered shed · hand this to the building inspector and electrician

WHAT TO LOOK AT, AND WHO SHOULD LOOK

- ☐ Salt damp / rising damp — fretting mortar and bubbling plaster at skirting height, inside and out
- ☐ Wall and floor cracking — reactive clay soils; look at door frames, brick lintels and the extension junction
- ☐ Switchboard age, RCD coverage, sub-circuit to the shed; solar inverter and its compliance certificate
- ☐ Roof tiles, ridge capping and gutters — 50 years; evaporative cooler condition on the roof
- ☐ Rear extension — footings, junction with the original house, any signs of movement; pergola tie-downs
- ☐ Asbestos-era sheeting in eaves, laundry and bathroom; hot-water system age
- ☐ Termite barrier evidence and any past treatment certificates
- ☐ Easement position (sewer, rear boundary) vs the shed slab; stormwater discharge

AUCTION GUIDE

how the process differs when the sale method is auction · general information about how auctions work — not bidding instructions

IF THIS CAMPAIGN CONVERTS TO AUCTION

The fall of the hammer is unconditional and there is no cooling-off. Everything on pages 12–13 — finance approval, valuation comfort, building & pest, electrical, approval search, insurance quotes and the Form 1 review — has to be complete *before* bidding, not after. The stages below describe how the process usually runs.

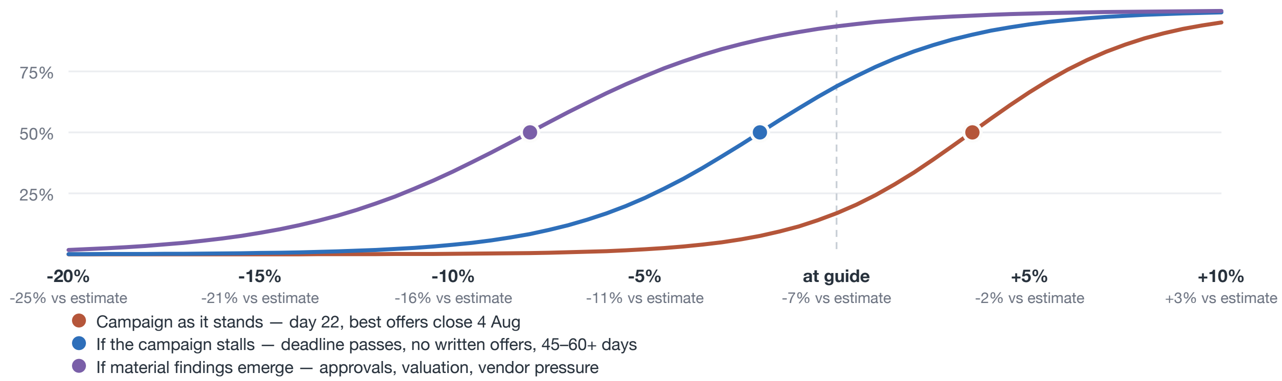
STAGE	WHAT HAPPENS · WHAT BUYERS IN THIS POSITION OFTEN DO
Before auction day	All conditions are cleared in advance — finance approval in writing, valuation comfort, building & pest, electrical, approval search, insurance quotes, Form 1 reviewed by a conveyancer (it must be available for inspection for three clear business days before the auction and at the auction). Nothing can be made conditional after the hammer falls.
Registration & conditions	Bidders register with ID; the auction conditions and the contract are read on the day. SA allows up to three vendor bids, each of which must be announced — buyers commonly ask beforehand whether they will be used.
The private ceiling	Decided in writing before the day and treated as final. Auction design is built to move it; the number that never moves is the one written down beforehand.
Pre-auction offer	A written offer before the day is common in hot campaigns — but a pre-auction contract usually comes with a cooling-off waiver, so the same clearances apply. Vendors weigh certainty now against competition later.
Pass-in	If the reserve is not met, the highest bidder normally has first right to negotiate with the vendor. Terms — settlement, deposit, inclusions — are on the table alongside price at that moment.
After the hammer	Contract signed and deposit paid on the spot; no cooling-off. Insurance from signing is standard.

THIS PAGE IS YOUR NEGOTIATION POSITION. IT IS EXCLUDED FROM ANYTHING SHAREABLE — FORWARDING IT WEAKENS YOU.

BUYER POSITION & STRATEGY — EDUCATIONAL SCENARIOS

how offers at each level have tended to play out — not instructions

INDICATIVE ACCEPTANCE LIKELIHOOD, BY OFFER LEVEL AND CAMPAIGN STATE



How to read it: pick an offer level along the bottom; each curve shows roughly how likely a written offer at that level is to be accepted under that campaign state. Calibrated to the 13 local sales on page 3 (median 24 days; both disclosed-price campaigns closed a little below their number). Estimates for orientation, not predictions.

Buyers in this position often consider: lodging a written offer at the advertised guide before the best-offers close, with pre-approval attached and the vendor's preferred terms (10% deposit, 30 days) — it forces a process response and flushes out whether competition is real; improving only against competing offers confirmed in writing; and treating the estimate midpoint (≈+7% over the guide) as the point where the question changes from "will they accept" to "should you pay it".

Scenarios that historically move prices down here: a best-offers deadline passing with no written offer at the vendor's number (5 Taylors closed 1.9% under its guide at day 29); material findings — failed approval search, valuation shortfall in writing, or vendor time pressure — priced as costs, not opinions; and certainty traded for price (settlement flexibility, prompt deposit, short clean contract).

The one rule that outranks everything: a broker pre-assessment sets your private ceiling before the first conversation. Write it down. Tell someone you trust. It is the single number never shared with the selling side — and this page stays private for the same reason.

UPFRONT AT THE GUIDE	REPAYMENT GUIDE	INCOME GUIDE
$829,880	**$3,830/mo**	**≈$130k+**
price + SA duty $37,280 + conveyancing + inspections	20% deposit, 6.10% p.a., 30 yrs · $884/week	indicative single-income serviceability at 80% lend — your broker's number is the real one

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LEVERAGE LEDGER

who holds what — the facts behind the curves on page 14

WHAT A BUYER HOLDS

The extras may not appraise. Valuers credit land, bedrooms and bathrooms — not unapproved extensions and sheds. A lender's valuation near the band's low end re-opens the price.

The approvals are unproven. No council approvals sighted for the rear extension, pergola or shed. Until they are, each is a condition, a cost, or both.

The deadline cuts both ways. Best offers close 4 August — if nothing clears the vendor's number, the campaign rolls into week five with the guide already public.

Certainty is currency. The vendor asks 10% and 30 days. Meeting that, finance-ready, is worth money to them.

WHAT THE SELLER HOLDS

A rising, tightly supplied market. 236 sales against 248 new listings, under a month of stock; median 24 days. Waiting costs the vendor little.

An above-typical specification. 712m², second living area, solar and a powered shed under $850k — emotionally priced by exactly the buyer this ad targets.

No pressure to sell. Bought for $272k in 2009 — any sale is a 17-year win. Lowballs without reasons get ignored, not countered.

A professional operator. 41 sales a year and best-offers processes for a living.

OFFER LADDER — EDUCATIONAL SCENARIOS BY BAND

relative to the advertised guide · indicative acceptance likelihood from the model on page 14 · no dollar figures — the ceiling is yours

OFFER BAND	CHANCE NOW	WHAT HAS TO BE TRUE FIRST	WHAT BUYERS IN THIS POSITION OFTEN DO
–10% and below	**≤10%**	Distress only: forced sale, major structural defect, or months of failed campaigning. None visible here.	Rarely opened here without hard evidence attached — it reads as not serious.
–3% to –5%	**≈10–20%**	The best-offers deadline passes with nothing at the vendor's number — real in this suburb (5 Taylors closed 1.9% under its guide, day 29).	Evidence and certainty together: pre-approval, vendor's own terms, short clean contract, the comparable cited politely in writing.
At the advertised guide	**≈25–35%**	No competing written offers exist — interest that is not in writing is not an offer.	Commonly the opening written position: it starts the process and shows whether competition is real.
+3% to +5%	**≈50–65%**	Competing offers confirmed in writing; the campaign stays hot.	Improved only against written competition; odd numbers read as calculated rather than emotional.
+7% and above (estimate midpoint)	**≈80%+**	Nothing — the question stops being "will they accept" and becomes "should you pay it".	Ceiling territory: past the estimate midpoint a buyer is paying tomorrow's price today.

Forces that push toward "just pay it": reverse anchoring (a guide set below the estimate makes anything above it feel like a win — the estimate band, not the ad, is the reference); competition heat (people pay to win, not to own — a ceiling set before entering means someone else overpaid, not that you lost); extrapolation (a +12.4% year on top of a five-year near-doubling priced in as if permanent — a deal that only works at 10% growth does not work); feature seduction (the extension-and-shed package, priced by comparables plus a chosen, capped margin); and sunk cost (inspections and this report bought information, not obligation — the decision is re-run fresh at every gate).

METHODOLOGY, SOURCES & DISCLAIMERS

how this report was built

DATA SOURCES

Sales & property records — recorded sales, automated valuation estimate, suburb statistics, sales histories and campaign timelines, retrieved 1 Aug 2026. **Listing data** — the live listing, sold records and agent profile, retrieved 1 Aug 2026. **Street-level imagery** — frontage. **Local government** — zoning descriptors as recorded; approval status NOT yet searched (listed as a check). **Planning & hazard overlays** — SA Planning & Design Code overlays and heritage records as recorded on 1 Aug 2026 (page 7); not a Form 1 or planning certificate. **Amenity distances** — public mapping, straight-line/road estimates. **Agent record** — Consumer and Business Services (SA) online licensing register, SA, checked 1 Aug 2026, quoted in the register's own terms (page 11). **TBG calculators** — TBG stamp_duty (cross-checked to the RevenueSA schedule), lmi, ownership_costs (1 Aug 2026).

HOW THE FAIR-VALUE RANGE WAS DERIVED

Start with the automated valuation estimate ($810k–$880k, midpoint $845k). Cross-check against all 13 recorded Morphett Vale sales used, Feb–Jul 2026: comparable 3-bedroom homes cluster $740k–$848k; sales above $850k carried a fourth bedroom, a pool or a full renovation. Adjust downward for unverified approvals on the rear extension and a realistic valuation-shortfall scenario; adjust upward for the second living area, solar and shed. Result: **$810,000–$850,000**. This is a data-derived range with stated assumptions — not a valuation, appraisal or price prediction.

FINANCIAL FIGURES

SA stamp duty computed at 2025–26 rates ($21,330 + 5.5% of the value above $500,000 (RevenueSA 2025–26 schedule)): $37,280 at the advertised guide, cross-checked with the TBG stamp-duty calculator. Lenders Mortgage Insurance figures are indicative insurer schedules (TBG LMI calculator). Repayment guide: principal & interest, 6.10% p.a. indicative variable, 30-year term. Serviceability guide assumes a single applicant, no dependants, no other debts, ~3% assessment buffer — a broker pre-assessment supersedes it entirely. Rental yield is gross and excludes all holding costs.

KNOWN DATA GAPS IN THIS REPORT

Advertised campaign prices were undisclosed for 10 of 13 recent sales (days-on-market used instead). Lease terms: not available. Approval status: not searched. Insurance cost: not quoted. One sale record (65 Neighbouring St) conflicts across sources and was excluded. No slot in this report is silently dropped — gaps are labelled where they occur. **Sample edition:** the subject property is anonymised and its figures are illustrative, modelled on suburb-level data.

QA & VERSION STAMP

every report passes the TBG QA gate before it ships

REPORT ID · REVISION **TBG-SAMPLE-SA**	TEMPLATE · PREPARED **Template v6 · Prepared 1 August 2026**	QA STATUS · REVIEWER **PASS · sample**
CHECKLIST APPLIED **Data Ops SOP v1 · QA checklist v1.0**	DATA RETRIEVAL DATES **Sales & property records 1 Aug 2026 · listing data 1 Aug 2026 · SA planning overlays 1 Aug 2026**	AGENT RECORD CHECK **Consumer and Business Services (SA) online licensing register · 1 Aug 2026**

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