

Always a better way to succeed

LOCALLY owned and operated real estate group Commercial SA has marked its 20th year of business with a record month of sales, buoyed by renewed demand from investors.

The company, which was established by Andrew Turner and Evan Florinis in 2000, employs about 20 staff in sales, leasing and property management.

Over the years it has won a raft of Real Estate Institute of Australia and other awards, which Mr Turner puts down to the efforts of the entire team.

"Evan and I started the business with just the two of us in September 2000 – we opened the doors with no listings and no properties under management," he said.

"Over the years Evan and I have been absolutely committed but it's not just about the two of us – importantly our staff have been committed as well.

"Our 20-year plan would have been to have a successful business, a good client base and a good group of properties under management. We'd like to think we've met our 20-year



The Commercial SA team in Victoria Square. Supplied by Commercial SA

plan and we're looking forward to more success in the future."

Mr Turner said the company's mantra of "finding better" ways to do things was developed a couple of years ago following a review of the business.

"To stay good at what you do you need to keep improving," he said.

"We meet regularly with staff to look at the business and talk about opportunities to do things better, and our plan now is to keep pushing forward."

And while the COVID-19 pandemic has created economic uncertainty across the globe, Mr Turner said demand for property from local and interstate investors remained

strong. "In sales it's been amazing how much activity there has been – leasing is tough but in sales we had a record month in September," he said.

"Money is so cheap, the cheapest we've experienced in our lives, and it's going to remain cheap for a few more years, so it's a really good time to buy.



Cashed-up buyers eye SA businesses

BUSINESS owners are delaying planned sales of their operations until economic conditions improve, according to Dale Wood Business Sales general manager Kent Aughey.

Mr Aughey said while buyer inquiries were down from pre-COVID levels, they remained "quite reasonable, all things considered".

"With such low interest rates for deposits and a strong share market and property markets, there is good interest from cashed-up buyers looking to secure quality businesses in the \$500,000 to \$5m value range," he said.

"On the supply side, the majority of quality businesses – although many are considering selling or succession of some sort – are deferring their decisions until they see greater certainty," Mr Aughey said sectors in demand were those

FAST FACTS

BEAUMONT TILES

Address: 246 Port Elliot Road, Victor Harbor

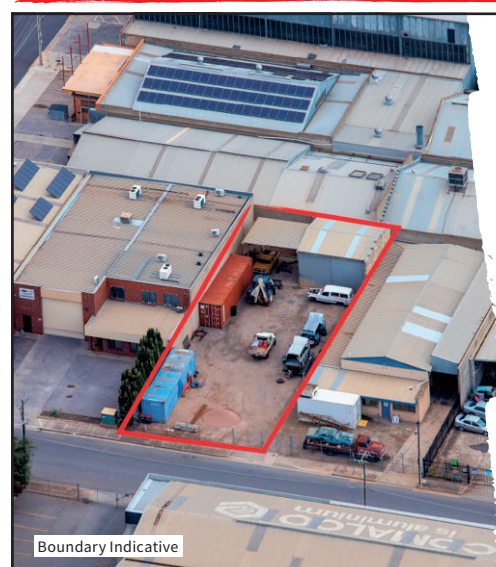
Type: Retail franchise for sale

Agent: Dale Wood Business Sales – Emily Troon 0410 697 664

shielded from COVID-19 or others tipped for a quick turnaround, including agribusiness, food production, business services and niche manufacturing.

Dale Wood's current listings include a Beaumont Tiles franchise in Victor Harbor.

The business generates annual revenue of more than \$1m, and is being pitched to owner-operators or as an opportunity to run a well known franchise under management. The freehold property is also available.



Workshop and hardstand

Auction

34 Deeds Road, North Plympton

- Total site area of 700sqm* on Torrens Title
- Suits trade services/ light industrial users
- Electricity and water connected

*(approx)

Auction on site Saturday 31 October at 11am

Will Goode 0430 407 793
Hamish Crouch 0433 278 821

property.jll.com.au/19031



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Sale

Apts 1-12, 738-740 Grand Boulevard, Seaford Meadows

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- LTO fees paid, lodge strata plan at any time to sell individually
- New construction – extended 10 year building warranty
- Excellent depreciation benefits – Yr 1 – est \$130k*
- 44% of population rent in the Seaford area – easily re-leased
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- \$179K* income – 5.7%* gross yield

Peter Gambranis

0411 691 169

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8212 8880

*Approx. | RLA 222531

+24%

Greater selling price of
Adelaide properties sold
using print and online over
online alone.

Sell for more.
Sell with print.



Source: CoreLogic March 2020, Adelaide properties (house & rent)