

SPONSORS UPDATE | **RACHEL LAWRIE**

RAY WHITE NORTH ADELAIDE



I recently have undergone training with *The Centre for Liveability Real Estate* and have since continued working with them to extend not only my passion, but my knowledge for creating achievable liveability aspects into the South Australian property market. The Centre has created a renovators guide featuring 17 easy Liveability Features that anyone can implement to create a liveable, healthy and sustainable household. The features range across topics like location, floor plans and layouts, key building structure elements like materials and fixtures, energy and water saving techniques, energy ratings and much, much more!

This is an area of property development that I am extremely passionate about. I have always been a crusader for the betterment of the environment, being that my previous career was in Marine Biology. In moving to a Real Estate Agent role I knew that Liveability was something I wanted to be apart of. Being a scientist, it all made sense. I could see the benefits of these features and knew it was something I wanted to offer the South Australian community, hence me being one of the first on board for the training.

When looking at a home, I do two appraisals. The first being a standard appraisal, and the second being a Liveability appraisal. This involves looking through the Liveability features and cross referencing them with the features of the property. If a property meets more then six features of liveability, then the Liveability trademark can be used on the property listing, which means in the long run you will not only save money in running your household but will contribute to a higher return if or when you chose to sell again.

This Liveability Real Estate Specialist qualification enables me to have in-depth, meaningful conversations with my clients about every home that I try to list or sell. Buyers and tenants are becoming more cost and environmentally conscious and with my training I am able to approach listing and selling in a way that appeals to these clients.

If you have any questions regarding Liveability or the South Australian real estate market, make sure you come and see me and the girls in the Ray White North Adelaide Tent on Saturday the 26th of May! Good-luck to the Roosters coming up against Port Adelaide this weekend!

