



Ray White Glen Eden Office

## Things are looking up

The market place is exploding. Principal at Ray White Glen Eden, Tom Hendriks, has had 18 years in real estate. Last month was the best month in his career. Forget the doom and gloom reports about the market being subdued. The Glen Eden office is a hive of activity. Properties are being sold at good prices within a week or two of being listed. There are even those properties that are selling for full asking price.

Tom believes the momentum in the market for the Glen Eden team is due to their old fashioned principles like service before sales, quality marketing aided by the skills of a full-time, in-house journalist and graphic designer and business planning.

Each salesperson undergoes weekly training and has a mentor which guarantees a high rate of consistency and customer satisfaction. Talk is talk, words are words but performance is truly measured by results. Your real estate business belong at Ray White Glen Eden. Nominated for Westpac's Auckland West Business Awards 2011, why would you want to go anywhere else?

## Top Tips for Selling Your Home

1. Choose a top notch agent. Many people take this decision too lightly. Don't base your decision on low commission rates or free marketing. You want the best. Not the cheapest! Check the track record of your potential agent.
2. Price your home to "sell" not "For Sale". Setting a high price on your home will deter buyers.
3. Give your agent exclusivity. If you list with multiple agents, the focus will be on making a fast sale instead of getting the best possible price.
4. Don't undertake major renovations like landscaping or adding a swimming pool. You're unlikely to increase the value of your house enough to cover your costs.
5. Present your home in good condition. Keep the lawns mowed, the gardens weed-free, carpets vacuumed, garage clean and tidy

## What People Say About Us...

The marketing and advertising materials used were of the highest standard and I am sure assisted in securing us the best price. Clive and Mandy Hebben

The marketing of our property was conducted in a very professional manner. As we had tenants in both flats this was a great help because they stayed until both flats were sold. Isabel and Brian Hollis.



Help us to help the environment and save trees. Ask to receive our latest real estate and area news by email.

## Quake Safe Your Home



Wellington was said to be the Quake Capital of New Zealand. No one ever thought an earthquake would shake Christchurch to its core. What if it happened in Auckland? What steps can you take to reduce damage to your home?

Secure ornaments. Even small shakes can cause damage. Use non-slip mats, blu-tak or plastic putty to secure them.

Use close hooks to secure mirrors, pictures, photos, paintings and strong cord instead of string. Secure tall furniture to wall studs with brackets.

Use a metal strap available from a hardware store to secure your hot water cylinder. Small shakes can cause crack pipes. During bigger shakes, hot water can be a hazard or tip over and deprive you of valuable drinking water.

Non slips mats or velcro pads work are ideal for small appliances.

Use positive catching child-proof latches on cupboards and drawers. Magnetic ones won't hold during a quake

Store heavy objects in lower shelves or locked closed cabinets.

Have flexible gas and plumbing fittings installed by a tradesperson

Check your house is bolted to it's foundations

Secure your chimney with galvanised metals bands.

WIN  
A DOUBLE PASS  
TO WAITAKERE  
HOME & GARDEN  
SHOW

# HOME & GARDEN SHOW

Waitakere Home & Garden Show is on at the Trust Stadium Arena, Henderson. May 6, 7, 8 2011. Friday & Saturday from 10am-6pm Sunday 10am-5pm. Lots to see and do with Trends Sculptor of the Year competition, Weekend Gardener Greenfingers Market, Arts & Crafts, Fine Foods zone, free seminars including the Dirt Doctor, Landscaping and Kitchen Designs. Talk to Garden Groups with expert advice, eco innovations and chances to win an HRV home ventilation system and much more.

**For your chance to win a double pass, email gleneden.nz@raywhite.com with Waitakere Home and Garden Show in the subject line and include your details. Entries must be received before April 29th, 2011.**



Find all our new listings on Facebook. Like our page and you'll be able to view video tours regular updates and enter exclusive competitions. Just search for Ray White Glen Eden.

## Upcoming Events

### • The Pink Floyd Experience Pulse Tour 2011

The Pink Floyd Experience immortalises Pink Floyd, capturing the intense live experience, the psychedelia, the genius and the madness that were the hallmarks of the greatest band ever. On at the Trust Stadium Arena, May 21st, 8pm. For tickets [www.ticketdirect.co.nz/](http://www.ticketdirect.co.nz/)

• **ANZ Championship - Northern Mystics Vs Canterbury Tactix** Round 12 of this match kicks off at the Trust Stadium Arena, Henderson, Sunday, 24 April at 6.15pm.

• **Oratia Settlers Market** Stalls include New Zealand arts and crafts, vintage and retro gifts, collectables, French bakery, sweets, wooden kids' toys, vintage toys, kids' clothing and accessories and so much more. Held at the Oratia Settlers Hall, Admission free. Free entry and parking.

• **Disney on Ice** Experience the magic of Disney on Ice at the Trust Stadium Arena, Henderson. 4-6 June 2011. High speed stunts with Lightning McQueen and the crew, the 'Circle of Life' Lion King and the mystical world of fairies come to life on ice. For tickets log on to [www.disneyonice.co.nz](http://www.disneyonice.co.nz)



## A Bowling Good Start

The Ray White Glen Eden Bowling team kicked off the 2011 Glen Eden Business Bowling Club Competition with flying colours. The team comprised of Dimitry Strelets, Gavin Meyer and Chris Barrington. Despite quite a few impressive wins they didn't quite manage to take out first place. Luckily their techniques in selling houses surpass their skills on the bowling green. Ray White Proudly supports the Glen Eden Bowling Club.

## SuperGold Discounts

Ray White Glen Eden is proud to be an approved property business partner for SuperGold Card, an initiative which commenced through the Ministry of Social Development and endorsed by the Minister for Senior Citizens, Ruth Dyson, and Associate Minister for Senior Citizens, Winston Peters.

The discount is to be applied at the time of sale at a rate of 10% of the gross normal standard selling fee that is applied to the individual agency. The SuperGold Card holder must be one of the owners of the property and all types of property and all forms of listing are eligible to be included for the discount. The offer is available until 31 December 2011.

**DID YOU KNOW...** Tom Hendriks in association with the Rotary Club of Henderson helped raise \$14,000 which will be divided between Hospice West and Christchurch earthquake relief?

Ray White Glen Eden are constantly active in the community and we proudly give our support to:



ronald  
mcdonald  
house  
auckland

business  
club



West Auckland  
hospice  
Living Every Moment  
Herā hāu, he orange ngākau



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GLEN EDEN