

## New premises for Chas Everitt in White River

The Chas Everitt International satellite office in White River has acquired permanent premises in response to a high demand for the group's services in this Mpumalanga town.

Kim Pascoe, owner of the Nelspruit franchise, says that its main office has been drawing a considerable number of buyers and sellers from neighbouring White River in recent months.

"In fact, our two area specialists, Jenny Pote and Debbie Johnstone, have been selling up a storm. They have facilitated more than 20 transactions in White River recently, at an average price of just under R1,2-million, which compares well with the average of between R700 000 and R900 000 for the whole area.

"In fact, in the past two months, the prices of properties sold by our clients crept closer to the R2-million mark," she says.

The new White River office - on the corner of Johanna and Kruger Park Road - will ensure greater convenience for local clients as they will no longer have to travel to Nelspruit for their property needs.

Pascoe says White River, with its laid-back lifestyle, is drawing buyers who prefer to commute to office jobs in Nelspruit, and others from all over the country. The town is popular among investors as well as city people wishing to escape the rat race, and parents seeking good educational options for their children.



"The town has retained its village character, is just 35km from the Kruger National Park and enjoys a much cooler climate than nearby Nelspruit. Yet it has all the conveniences of a big city in terms of shopping centers as well as quaint local specialty shops.

"There are several security estates, including the well-established White River Country Estate, and excellent schools including the renowned Uplands Preparatory and College; White River Primary and Rob Ferreira Hoër which are both dual medium; the King School, the Flamboyant remedial school and, about 15km away on the way to Nelspruit, Penryn College.



From l to r: Chris Cloete (Director), Christine Brits (Manager) and Charl Louw (Director).

## Dedicated Chas Everitt office for Kuilsrivier

The Chas Everitt International franchise in the Northern Suburbs of Cape Town is opening a second office in Kuilsrivier.

This will be dedicated to developing the local residential property market, says co-franchisee Charl

Louw, "which is one of Cape Town's last few undiscovered property jewels.

"Kuilsrivier missed the boat in recent property boom, with the result that it now offers excellent value. For instance, apartments are still available from as little as R380 000. Stellenbosch is, however, a mere 15 minutes away and parents and investors in student housing are starting to take note."

Meanwhile, prices of freehold homes in Kuilsrivier start at around the R700 000 mark.

Louw says opening the office fits in very well with the franchise's goal of offering an integrated property service in the Northern Suburbs. "The fruits of economic empowerment are now becoming visible here. Kuilsrivier is currently experiencing a marked inflow of home seekers from feeder areas such as Blue Downs and Eersterivier, while sellers in Kuilsrivier are increasingly looking to buy up to areas covered by our main office in Tyger Valley."

The latter has, he notes, achieved good market penetration since opening about 30 months ago, "and we plan to use the same strategies to win market share in Kuilsrivier.

"We field 40 agents in Tyger Vally and will open the satellite office with a team of 12 area specialists under the able supervision of manager Christine Brits."

As part of its strategy to provide a comprehensive property service in the northern suburbs, the franchise has recently also beefed up its commercial property division by appointing four agents with business experience to its sales team.