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*International Collection*

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**FROM BERRY EVERITT**

Happy New Year! That's everybody's wish for 2012, and we feel sure that even given the multiple economic problems currently confronting many countries, this will turn out to be a year in which hope-in-action triumphs magnificently over depression, recession and cynicism.



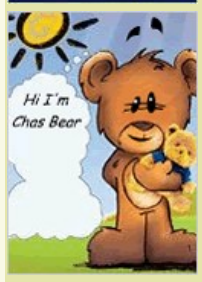
And to start as we mean to go on, Chas Everitt International will be the main sponsor of a huge team that will be riding in the upcoming Cape Argus Pick 'n Pay Cycle Tour in support of the Give Me a Chance Children's Foundation.

This is the first year in which the organisers of the cycle tour have decided to allow the event to be used to raise funds for charity (see [www.cycletour.co.za](http://www.cycletour.co.za)) and we see it as a great opportunity to support less fortunate young people who already have great drive and courage and just need help to access the right educational opportunities (see [www.givemeachance.co.za](http://www.givemeachance.co.za)).

As a real estate company, we are of course privileged to share the hopes and dreams of many families and young people across the country, and we are constantly impressed by how positive and innovative and determined South Africans are even in the face of great obstacles.

Indeed, this is what most reinforces our belief that this is going to be the best year in many for the local property market. And when we add this "can do" attitude to all the other factors that SA currently has in its favour – such as a steadily growing economy, improving employment prospects and a sound currency – we have no doubt that this will be year to remember with a smile.

**Overseas Properties**



**CHAS Cares**

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**In the news this month**

**Why you should insist that your buyers are pre-approved**

At this point in the property market cycle, it is particularly important for home sellers to work with agents who will only bring them offers from pre-approved buyers...

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**How to make a successful offer**

Many homebuyers believe they should start with a low offer and then "bargain up" towards the sellers' asking price. But most experienced agents can attest to the fact that too many offers and counteroffers will usually kill the deal...

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**Sectional title: Dealing with troublesome tenants**

One of the thorniest issues in sectional title (ST) schemes is what to do about tenants who regularly flout the conduct rules and make things unpleasant for other residents...

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**GIVE ME A CHANCE Children's Foundation**  
NPO REGISTRATION NUMBER: 2009/010945/08 PBO: 930033372

**2012 Cape ARGUS Pick 'n Pay Cycle Tour**

Missed your entry? ... you can still ride!  
Already entered? ... do it for charity!

**WORLD RECORD ATTEMPT**  
"BIGGEST GROUP TO RIDE FOR CHARITY IN A TIMED CYCLE RACE"

This is an opportunity to get involved in a project which will help you leave an everlasting legacy in the future of promising young children's lives.

'Give me a Chance', with the help of CHAS EVERITT entered a charity bond for the 'Cape Argus Pick n Pay Cycle Tour 2012' in an attempt to set the world record for the most people ever to ride for charity in a timed cycling race.

We've created the platform for you to be part of the solution in our country and you might just have some fun doing so!

**Join the "Chas Everitt 'Give Me a Chance' Cycle Team"**

Entries Close: 13th of January 2012  
Contact Lee-Ann: 021 855 8104 / 084 645 7124  
[hope@givemeachance.co.za](mailto:hope@givemeachance.co.za)

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**Bethlehem - R1 625 000**



**Noordhoek - R6 650 000**



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**Constantia - R20 000 000**



**Brandhuis - R1 450 000**



Every month the **Property Signpost Newsletter** will be issued to all our subscribers, filled with real estate information to help you make an informed decision, whether you are buying or selling a property.

**Your Area Specialist:**

Chas Everitt International sales agents have all the latest market information regarding local property values at their fingertips - and are committed to the highest standards of personal service when it comes to selling your home. In addition, the Chas Everitt International property group offers you, the homeowner, the best possible exposure for your property in both national and international markets. So if you are thinking of selling your home, call your nearest Chas Everitt International office today for the name of your local area specialist - or visit [www.chaseveritt.co.za](http://www.chaseveritt.co.za)