



Celebrating  
**30**  
years in  
Property



**CHAS EVERITT**  
*International Property Group*

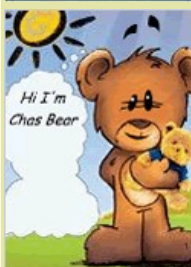
www.ChasEveritt.com  
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**FROM BERRY EVERITT**

Things really are looking up in the real estate industry, as underlined by the latest 0,5 percentage point drop in the prime interest rate, which will help to improve home affordability and further stimulate demand.

Last year at this time, the world economy was in tatters and free falling at an accelerating pace, and the residential property sector was right in the middle of the storm. But as we predicted, things started to turn around during the third quarter of 2009, and we have seen steady if not startling improvement since.

Now, at the end of the first quarter of this year, we are happy to report that unit sales in our group have increased 69% year-on-year, and that turnover is 75% up. In short, the storm is behind us and the property market is stabilising.

Meanwhile, the storm has taught many of us valuable lessons that we can hopefully put to good use in the future. Most importantly for our group, it has strongly re-emphasised the need for us to always view the "Chas Everitt experience" from our customers' perspective and always aim to make that experience memorable for all the right personal reasons.

We believe that although we live in an age where mediocrity is rapidly becoming the norm, it remains wholly unacceptable, especially in an industry where we are seeking to build relationships founded on trust. And we know that really excellent, interested service that makes people feel valued and appreciated is what creates that trust - and incidentally creates successful businesses.

Consequently, while we are looking forward to further improvement in the market this year, and some real increases in property values, our primary focus, now and in the future, is still firmly fixed on "going the extra mile" for every one of our clients.



**In the news this month**

**ChasCares launched to spread the love**

To build on the huge success of its Home Makeover projects of the past two years, the Chas Everitt International property group has just launched ChasCares, a new corporate responsibility programme with a broader and deeper reach...

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**Obstacles for the unwary in Insolvency Act**

If you're one of the many thousands of people who've decided to run a business from your home, you may not now be able to sell that property legally unless it has first been advertised in the way prescribed by the Insolvency Act - even if you are not about to go insolvent...

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**Get a dishwasher, it's eco-friendly**

Most people find it hard to believe that dishwashers generally use much less water than it takes to wash dishes by hand, but several studies have shown this to be true, including those done by the Waterwise organisation in the UK and the University of Bonn...

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**Selection of most viewed Properties for March 2010**



**Stellenbosch - R 55,100,000**



**Bergvliet - R 1,925,000**



**Constantia - R 7,500,000**

**Randpark Ridge - R 960,000**



**Bryanston - R 899,000**



**Goose Valley - R 970,000**



**Soweto - R 300,000**



**Plumstead - R 1,395,000**



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**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.com](http://www.ChasEveritt.com)

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