**Newstead Terraces News**

**May 2013**

**Welcome** to our newest residents at Newstead Terraces, U31 Elaine and Larry moving in on June 19th. Rob Ferguson managed the sale of the property, adding another successful negotiation at Newstead Terraces to his already impressive list.

It has been lovely to see Tammy back in the complex after her extensive time abroad. I am sure she has caught up with everyone by now, and feeling like she never really left.

Thank you everyone for your tolerance of the noise and mess whilst I water blasted the walkways. I was nervous of getting too much water under the doors and baulked at doing the Evelyn Street closed in walkways, but now the other areas are done, I feel that I should have a go. I am thinking that if I did it on a Saturday when everyone was home, you would be able to put towels down on the inside of the apartment to sop up any water that did come in. I would love a volunteer to follow along behind me with the floor scrubber machine to suck up the excess water, as it has nowhere to drain to. If anyone has any great ideas on how we can successfully water blast those areas, please let me know. It is certainly worth the effort. Take a moment to compare when you are next in the hallway.

June’s project is mulching and composting the garden beds. The rain has come at a perfect time for this task. We just need it to stop raining from Tuesday so that I can get all the mulch down before it gets to sodden and heavy to lift. We have 2 cubic meters of mushroom compost and 3 cubic meters of tea tree mulch being delivered at 10.00am on Tuesday 4th June. That should keep me busy for a week or two!

As you all know we have had a bit of a deluge of sales in the complex, so it is top of mind for me. I have in the past let you know that I work with two sales agents, that I believe do a great job in the complex and have a good track record. Rob Ferguson and Peter McDonald. This month Rob has given me a piece to put into the newsletter and next month Peter will contribute. Sales Agents are very important people in your life for a very short period of time. You are trusting them to deal with your largest or second largest asset in life. It is important to find an agent that has a good track record, but equally import to find one that you get along with. That is why I have two agents that I feel very comfortable recommending to you, so you can find whom suits you best. Please if you are considering selling, allow me to arrange an introduction for you.

Rob Ferguson has achieved the following sales in the last 24 months.

1. Unit 3                         3 bedroom      Courtyard
2. Unit 33                        3 bedroom      Storage
3. Unit 55                        3 bedroom      1of Penthouse
4. Unit 29                        3 bedroom      1 of Sub-Penthouse
5. Unit 31                        2 bedroom      Study

Rob has lived in the complex and assisted both myself and Tammy in managing the property. You would be hard pressed to find someone more knowledgeable and experienced with Newstead Terraces to handle the sale of your valuable asset.

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But that is not what you employ us for. It is the strategy of how all of these things are employed that is the reason you call us.  
  
A well planned strategy, brilliantly executed can mean the difference between getting market value and above market value for your home. This can literally be tens of thousands of dollars!  
  
The market is moving. The strategies we used one year ago are not the same ones we should be using now!  
  
Your home, your circumstances, your strategy - we need to understand what it is you are trying to achieve, then put together a strategy to achieve that.  
  
So if you would like to know more about the strategies I use, let me come and show you how I go about getting the most for your home in this market.

