



TE ATATU Homeowner

With Diane Stevenson & Team

Breaking the Ice

How to Master the Art of Small-Talk

It's a familiar scene—a non-descript social gathering with people you hardly know. The silence is deafening as you stand beside a fellow parent/new colleague/recent arrival/friend of a friend.

You rack your brain for something to say. "Great weather we're having," you offer.

"Mmm. I'm glad the rain's finally stopped," comes the reply, followed by a long, awkward pause. Now what?!

Unless you're a member of the British Royal Family, a seasoned salesperson, or a witty talk-show host, the art of small-talk might not be your forte. It doesn't come easily to everyone, but there are ways to make that next encounter less excruciating.

Throw out a compliment (about their shoes, hair, accessories etc). It's a great lead-in to a full-blown conversation. "I love your scarf," you might say.

"Thanks! A friend brought it back from Venice for me," they may reply. Now you mention how much you love Venice, Italy or just travel in general and share an anecdote.

Ditch the weather talk for current events. Politics might be a bit divisive so try sports, the economy or pop culture. "Do you follow rugby? I'm thinking of



Spring weather is a great conversation starter—as long as you know what to say next.

going to the World Cup next year." "I went to the Pink concert last night. It was incredible."

Asking a question is another great way to segue into a proper conversation. Look to the immediate situation: "So, how do you know [hosts] Bob and Sarah?" or "I love these hors d'oeuvres. Are you a fan of seafood?"

Even a simple, "How was your day?" can evolve into all sorts of topics. If you're really stuck, don't discount, "What line of work are you in?" or "What do you do when you're not working?"

If you're feeling brave, go out on a limb with something random: "Are you a dog or cat person?" "My teenagers are driving me crazy at the moment. Do you have kids?" They might scarp because you're an over-sharer, or you could just meet your new best friend at the buffet.



S/4-10 Lone Tree Avenue, Te Atatu Peninsula

Simply stunning and modern family home, with unique neutral accents.

rwteatatu.co.nz/TET25982

Surge in Sales Predicted this Spring

Are you keen to sell too?

Each year, as we head into the warmer months, activity in the real estate market typically picks up. More houses come to the market, more buyers come to open homes and more vendors have their sale done and dusted, all in time to celebrate with Christmas turkey in their new oven.

If you're keen to sell this side of Christmas, you need to get the ball rolling now.

Start by contacting us for an appraisal of how much your home is worth. This is a free service with absolutely no obligation so if you decide the market doesn't quite meet your expectations you can hold off selling until it does.

Next we need to work together to create a marketing plan that best suits the uniqueness of your home, your circumstances and budget.

After we've chosen the best method of sale—by price, negotiation, auction or tender, we'll draft a schedule for professional photography, advertising

Continued...



Ray White Know How
to make your marketing speak to buyers.

Ray White Te Atatu Phone 09 834 6789

teatatu.nz@raywhite.com | www.rwteatatu.co.nz | 1-3 Rhone Ave, Te Atatu Peninsula

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on websites and/or print marketing, open homes and of course "D-day" if it's an auction or tender.

Additional options like home staging or a mini-makeover could be considered to present your home like a pro.

After you've made decisions based on the options we present to you, we'll take care of every detail—large and small. All you need to do is make your home sparkle inside and out; and keep dreaming about the future knowing it's about to become reality.

Want to find out more about selling this spring?

Please call us anytime for no obligation advice, including an estimate of how much your home is worth. We'd be delighted to help.



Ray White Te Atatu would like to give a warm welcome to **Aman Gulia** who has recently joined our Sales Team.

Just for a Laugh

As a guitarist, I play many gigs. Recently I was asked by a funeral director to play at a graveside service for an elderly man who had, sadly, passed away with no known family or friends. The service was to be at a little known cemetery out of town and, as I was not familiar with the area, I got lost.

I finally arrived, an hour late, and saw the funeral guy had evidently gone and the hearse was nowhere in sight. There were only the diggers and crew left and they were eating lunch.

Of course I felt terrible and apologised to the men for being late. I went to the grave side and looked in; the vault lid was already in place. I didn't know what else to do, so I started to play.

Real Estate Market Trends

	Sep-17	Jul-18	Aug-18	Sep-18
West Auckland				
Median \$	850,000	774,000	800,000	850,000
No. sales	1,651	253	241	1,616
Median days	34	41	42	36
Te Atatu Peninsula				
Median \$	930,000	851,750	852,944	816,000
No. sales	11	18	26	16
Te Atatu South				
Median \$	862,500	695,000	853,000	728,000
No. sales	15	21	14	24
Interest	5.50%	5.80%	5.80%	5.80%

Source: REINZ

Thinking of selling?
Call our team today for a **FREE** property appraisal and professional real estate advice.



39 Fairdene Avenue, Henderson

Home & income with sub-division potential. Set date of sale: closes Tuesday, 06 of November 2018 @ 2pm.

rwteatatu.co.nz/TET25997



79 Garden Road, Piha

This architecturally designed home is beautifully positioned to ensure privacy.

rwteatatu.co.nz/TET25990

ENTER THE DRAW TO WIN!

Want to wine and dine at **Et Tu Bistro?** (value \$60.00)

Question: What is the capital city of New Zealand?

Phone, text or email your answer to 021 960 309 or win@buywest.co.nz or include your name, email, address and best contact number.

Best of luck!

Closes 19 Nov

Congratulations to our previous winner: Andrew Rowe



What people are saying about our Salespeople...

We have used Ronald's services twice now and on both occasions, he has exceeded our expectations and made the process so easy to go through. Very highly recommended and we wouldn't doubt to use you again.



Ray White Te Atatu Phone 09 834 6789
Diane Stevenson - Principal/Licensee Agent

RayWhite