



Each year I collect Christmas gifts for people in need to support the **Salvation Army's Christmas Drive**. You can help by donating new gifts (unwrapped) at our collection area in Harcourts Browns Bay (15 Anzac Road, Browns Bay).



### Happy Clients, Browns Bay

"We would like to sincerely thank you for all your hard work. Your expertise was very evident in the number of bidders present and in how hard you worked with the successful purchaser. We are very grateful to have had you in our corner. I'm very glad I chose you and trusted your choices and advice.

Honestly, the result exceeded my expectations, so thank you again for an outstanding job and a really great outcome for us."

**Deborah & Geoffrey**  
1 Celina Place, Browns Bay



### Happy Clients, Torbay

"Thank you so much for such a fantastic sales result for me, one which was way above my expectations.

Throughout the whole process, Wanly & her team have provided me with the assurance that all was being done to put my best foot forward regarding the sale of my property. I've always believed in the value of my property, but turning that into an auction result such as you've achieved takes some exceptional expertise, thank you."

**Richard**  
34 Acacia Road, Torbay



# Merry Christmas

AND HAPPY HOLIDAYS!



*Thank you for all your support in 2021!*

**The most wonderful time of the year is here** - and don't we all need a bit of joy after an extreme 2021. I am personally looking forward to some sense of normality this holiday season and a break with my family.

In August and September, the market was impacted by lockdowns and although some experts predicted a property market downturn we have, again, seen quite the opposite. 10 of New Zealand's 19 regions hit 14-year record-high asking prices in October, according to the latest data from realestate.co.nz — an ongoing trend that the property site has seen since COVID-19 reached our shores.

Listing volumes are up, but demand remains strong across all sectors of the market. Interest rates are a hot talking topic at the moment and signs show they are set to rise over the next few months.

As you look ahead with the festive season upon us, our thoughts now turn to rest and relaxation, to time spent with family and friends. I hope the season offers many opportunities to connect with loved ones and enjoy a warm and wonderful Kiwi summer.

I look forward to catching up with you in the new year - relaxed, revitalised, and ready for a prosperous 2022!

Wishing you a very merry festive season and a Happy New Year.



**Find a delicious recipe, holiday marketing tips and my Christmas giveaway inside.**



*Christmas isn't a season, it's a feeling.*

**Wanly Tsang | Harcourts Browns Bay**  
027 473 2468

**wanly.tsang@harcourts.co.nz**  
Licensed Agent Harcourts Cooper & Co Real Estate REAA 2008





## CHILDREN! Christmas gifts are waiting for you!

Just send me an email or text message starting with "Ho Ho Ho" with your name, age and contact details to **027 473 2468** or **wanly.tsang@harcourts.co.nz**

There are 50 gifts sitting in our office at 15 Anzac Road, Browns Bay. There will also be a lucky draw if you phone me before you come in. All prizes to be collected by Thursday 23rd December.



## SELLING OVER THE SUMMER HOLIDAYS

It's good to be prepared if your property is currently on the market, or you're planning to start your campaign shortly. Here are a few useful tips for selling during the summer holiday break:

**Make Street Appeal a Top Priority (Day & Night)** | Prospective buyers often do a drive-by of homes on the market. They now have more time to do so, so maintaining the exterior of your home becomes even more important. Touch up the paint, clean the gutters and turn on lights for a great first impression.

**Professional Services** | Speak to your solicitor before they shut office doors for the last time in 2021. If you do accept an offer on your property, you will need to establish how you can access legal services.

**Viewing Readiness** | You never know when that perfect buyer may be in the area and want to see your home. Try to feel ready to accept a request (with reasonable notice of course) at any time.

**Check Your Marketing** | When people are not busy working, more house hunting happens online. Just before the start of the holiday season may be the perfect time to refresh your listing online to show your home in its best light – We want to refresh and re-engage any new or existing buyers.

**Social Media Exposure** | The holiday online shopping trend is definitely rising with every passing year. Social Media usage significantly increases over the holiday period so if you haven't already exposed your property to some social media marketing, there may be no better time than now!

**Relax and Enjoy the Holidays** | Selling a home can be stressful. However, this may be the last Christmas your family will spend in your current home so it's important you enjoy it!

## HOLIDAY RECIPE VERY MERRY BERRY GALETTE



"BRING A PLATE"

### INGREDIENTS

**Pastry** | If you'd like to save time I suggest buying pre-made sweet puff pastry sheets.

#### Filling

- 1/2 cup packed brown sugar
- 3 tbsp cornstarch
- 1/8 tsp salt
- 4 cups mixed berries - strawberries sliced if large
- 1 tsp coarse sugar

### INSTRUCTIONS

Combine brown sugar, cornstarch and salt in a large bowl. Stir in berries until coated. Tumble mixed fruit onto centre of pastry, forming a 10-in. circle. Fold pastry over, just to cover edge of fruit. The centre of the pie should not be covered with pastry, and edge will be uneven. Lightly brush pastry with water, then sprinkle with coarse sugar. BAKE until pastry is golden and mixture is bubbly, 35 to 40 mins on 180 degrees oven bake.

Serve warm with vanilla ice cream, or leave to cool and dust with icing sugar. Enjoy!

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## CHRISTMAS SUDUKO

**WIN** A \$250 Prezzy Card to treat yourself these holidays!

**Complete the Sudoku challenge to be in to WIN!**

Finish the sudoku puzzle by filling in the missing boxes with the correct drawing - Then take a photo of your completed puzzle and email it to me to be in the draw!

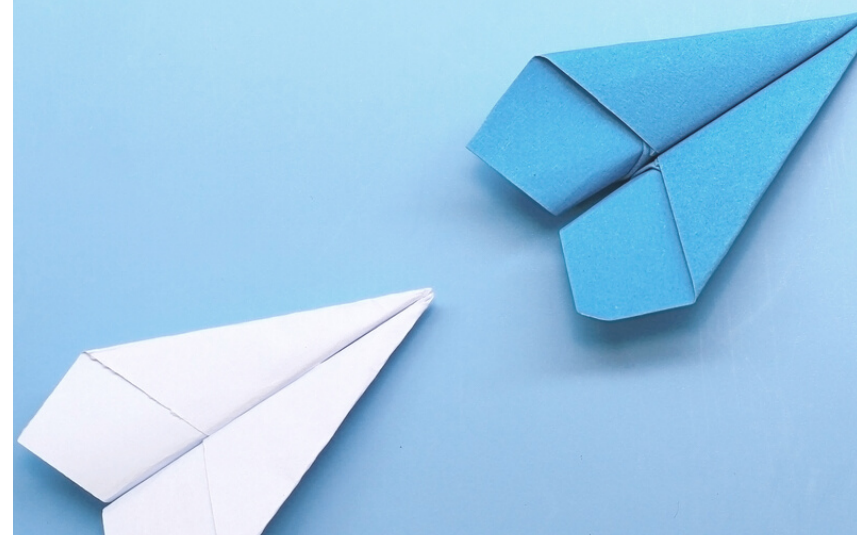
**wanly.tsang@harcourts.co.nz**

#### NEWSLETTER LUCKY DRAW WINNERS

**WIN** a surprise Christmas present

**Last seasons winners:** Lilian, Richard, Lewis, Werner, Tony & Magda

## LET'S GET AHEAD OF THE REST



**Get a premium price and sell your property this summer with Wanly & Team - Let's set a plan together now and get ahead of the rest!**

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**E:** wanly.tsang@harcourts.co.nz

**W:** www.wanly.co.nz

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