



# Newsletter

November, 2011

## A note from Bev and Joan

To those of you who visited the EXPO at the Coca-Cola Dome, and took the time to visit the Helderberg Manor stand, we say a big 'thank you'. Between Joan and I we managed to list over 60 prospective clients details, with a number of them arranging visits to the Manor over the next few months, and others wanting to be kept up-to-date with our monthly newsletters. Unfortunately, as we ran out of brochures, the rest received a package with our DVD, pricelist and levies list with the request to "Watch the DVD and then call us if you like what you see!". We received seriously good compliments for our DVD as we had a looped version running, which we occasionally swapped for a slide show of the Manor homes, and both of these proved very beneficial to our cause. The organizers of the Expo have sent out a newsletter stating that more than 5,000 people visited the EXPO over the three days so you can just imagine how busy we were. They also mentioned that this was South Africa's first-ever Retirement Expo, and as it had proved so beneficial they would be repeating this event in Gauteng annually and will also bring it to Cape Town.

Back to the Manor we can, at last, welcome Joan Wilson to her home number 75. Joan had been "squatting" in a one bedroom cottage, while waiting for her home to be built and now, finally, she is the 'Lady of her own Manor'. Joan is the first occupant in phase 2, where more than a third of the homes have already been sold, but she will not be the only one for long as a number of the homes in phases 2 and 2A are nearing completion, with many more to be constructed early in the new year.



Phase 2 "finishing touches"



Phase 2 "ready and waiting" for 2012

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Phase 1 has now been completely sold out, even including the showhouse, show cottage and the home used as our sales office. The sales office is now located in cottage 210 as there is nowhere else for us to go.



New sales office – cottage 210

Unfortunately, we have left it rather late to arrange our 'meet and greet' morning so it will be scheduled for early next year when we hope to see all of you residing in the Western Cape area who have shown an interest in the Manor. This will be the perfect place to meet all of the Manor residents, plus Hein Ehlers, the Developer of Helderberg Manor.

### **General information requested after the October newsletter:**

What are the prices of accommodation? Please see attached schedule.

What is payable to the Manor on re-sale? 15% of the NETT PROFIT ONLY is payable into the Levy Stabilization Fund operated by the Body Corporate.

What are the terms of purchase? 10% deposit payable on signature, with a guarantee of available funds, before commencement of construction. Homes may also be purchased "subject to sale" for a period of 4 months, but construction will not commence until the home has been sold and, therefore, the funds are guaranteed.

As our newsletters are designed to keep you up-to-date with the happenings at the Manor, please feel free to contact us should you wish to have any specific information included in these newsletters.

**BEV TARLING**

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