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Sales Team Introduction
deVille Estate Agency Concord

WELCOME

An introduction to our property sales team



Garry Kelly (Director)

For Garry the key to customer service is caring for the needs of his clients. Selling or renting the family home can be the most stressful of Garry's mission is to diminish that load through honesty, enthusiasm and keeping the line of communication open at any time of the day or night.

Garry opened deVille knowing that it was an Independent agency that would be able to get the best results for his clients without the overheads of the larger franchises.



Matthew Roffe (LREA & Auctioneer)

For Matt, the key to success in the real estate industry is putting the needs of clients first. When it comes to selling, buying or renting in the property market, there are many processes that one must face. Matt ensures that he will be with you every step of the way and believes open communication, honesty, integrity and a passion for real estate is what will set him apart.

Matt served in the Royal Australian Navy for 8 years as an underwater bomb specialist. He served in Papua New Guinea, East Timor, The Solomon Islands, Singapore, Japan and New Zealand and did many tours of the Pacific Islands and Asia. Matt pursued his career in Real Estate after finding a passion for Property during his years in the armed service.

With Matts' fresh approach, discipline and keen eye for marketing he is the man to get the job done.

Why Choose deVille Estate Agency Concord

If you've been looking for a boutique agency to handle property management, we're confident you'll find no better team than deVille Estate Agency Concord.

Our business is built on truly personalised service, high standards and impeccable work ethics. deVille is an independent agency with a unique approach and an unrivalled record of success. We offer sophisticated marketing to make an impact and expert management to ensure investments perform at their peak.

At deVille, we are constantly endeavouring to turn traditional real estate methods upside down, because we have strong desires to improve the way in which the real estate industry operates. We challenge this mainstream attitude to allow our properties to - stand out from the crowd along with reaching an all-new level of customer service.

Today we employ specialist staff and assist hundreds of people to buy, sell, rent and finance properties each year. We continue to develop upon our strengths, providing a style of service that mixes professionalism with a high degree of care.

Our Rental division offers quality apartments and houses to the corporate and local markets throughout the key suburbs of Concord, Concord West, North Strathfield, Breakfast Point and surrounding suburbs. Our vision for the future is one of gradual expansion at a sensible pace – always maintaining the optimum staff level to serve our clients in the very best way we can. We want our name to reflect our service, and for happy clients to continue growing our brand through referring our business.

We at deVille know your home is your most important asset, and by operating as an independent office, rather than a franchise or multi-office operation, we offer a trouble free transaction. All details and services are taken care of daily, removing the worry from managing or leasing real estate. In today's fast moving world of real estate locally and globally, it is crucial to maintain a high degree of professionalism and to be aware of every opportunity to better serve our clients and customers.

We look forward to introducing you to our professional approach to marketing your property locally and nationally to gain the maximum result in your market place.

The 'deVille Difference'

Preparation:

- We organise professional photographers to take photos and draw up a floor plan of your property

Market:

- We create both electronic and hard copy advertisements of your property
- We advertise via:
 - ✓ The Internet – We advertise on the 5 main internet sites
 - ✓ Database – We advertise with our database advising them of new listings
 - ✓ Window Display – We advertise using our electronic window display
 - ✓ Signage – Highly visible FOR SALE signage (where possible)
 - ✓ Open Home – We will open your home on weekends and weekdays
 - ✓ Social Media – We will advertise using social media
 - ✓ Letter Box Drop – We letter box drop the greater Concord community advising them of a new property on the market
 - ✓ Professional Brochures – We use the highest quality brochures ensuring your property presents to the right people

Manage:

- From the moment the property goes on the market, we work closely with you, ensuring a positive experience for both parties.
- We promote communication and provide constant feedback, ensuring you know everything about how your property sits on the market.
- We monitor the performance of the marketing campaign and provide you with a weekly report
- We have a wide range of contacts in the Real Estate Industry including marketing sources and Auctioneers with proven results

Testimonials

Vendor - Mortlake

To Whom It May Concern

My wife and I have recently sold our property through Garry Kelly having previously purchased the property via Garry some four years earlier.

Over that four year period Garry has been of incredible assistance with finding tenants for the commercial section of the property, recommending suitable tradespeople and keeping us up to date with property values and movements within the area.

Garry is unsurpassed in his real estate knowledge and DNA of the Concord region.

He also has a wide range of investors who he regularly remains in contact with and who obviously trust his judgement.

Garry also maintains a high standard of honesty, directness and openness in telling his clients how it is, not filling them with undeliverable hope.

His valuations and market appraisals are spot on, hence he gets results.

Although recommending a real estate agent is often fraught with apprehension, I have absolute confidence in recommending Garry Kelly, who like us you will find yourself consulting him again and again.

Yours sincerely,

John Durst

Vendor - Concord

Dear Garry

Tony and I would like to thank you most sincerely for selling our apartment. We would like to commend your support staff with the professional way in which the sale was handled. There wasn't a single person who didn't do what they had undertaken.

Thank you for the sound advice and suggestions you made prior to our putting the property on the market. You guided us with regard to the price bracket which meant that we were able to get the right sale quickly.

We were impressed with the way that you negotiated the sale on our behalf, leaving nothing to chance. We appreciated the fact that you gave up so much of your weekend time to ensure that this sale was consummated.

We would not hesitate to recommend you and your team to anyone who is considering selling or buying a property.

Again, a very big thank you.

Jennifer Cooke

Vendor – Breakfast Point

To whom it may Concern,

Selling a home can be a stressful event and I appreciate the professional manner in which Matt completed the task for me.

What Matt offered from the beginning was strategy, marketing and building rapport and he's done an excellent job in all of these areas. Matt impressed me as being very knowledgeable of the local market and good at managing my expectations. He maintained positivity throughout the sale process, and continuously followed up with potential buyers.

I am very happy with the sale and won't hesitate to recommend Matt's services to anyone in the future. If I am ever in the market to purchase another property in the region, Matt will be my first contact.

Cal Whit

deVille
estate agency™