

APRIL 2011



HARRINGTON WATERS  
*Private Estate  
Waikiki*

Harrington Waters

# CHAT

**Be Happy**  
at Harrington  
Waters

"Harrington Waters will be launching its final stage this week, with the much anticipated Buttermere release.

After growing within the Waikiki area over the last five years, Harrington Waters has evolved into an estate that offers a distinctive quality as well as capital returns.

Recent research conducted with our residents indicated that 85% of residents were very or extremely satisfied with their purchase and an amazing 78% would refer a friend or family member.

With this excellent reputation we know that this final release will be snapped up quickly.



If you want to know what it feels like to be truly happy in your next home then contact Summit Realty on 9592 8188."

**TONY MENDEZ**  
**Executive Manager**  
**Residential Estates**



## AUTUMN FESTIVAL FUN FOR ALL

Harrington Waters will be hosting its inaugural Autumn Festival on Saturday 30 April from 10.00am - 1.00pm.

Come along and enjoy a variety of free family activities including space ball, bungee run, face painting, kite flying as well as yummy foods and an arts & crafts exhibition and stalls.

Located on the park at the cnr of Cumbria Ave and Harrington Waters Drive, the event will also showcase a number of local dance schools with a series of dazzling performances.

Tony Mendez, Executive Manager Residential Estates for Rockingham Park stated that the event would celebrate the oncoming Autumn season.

"Located at our feature lake, with the Plane trees in Autumn hue, this event will not only showcase just how beautiful Harrington Waters is, but also provide an opportunity to celebrate with our local residents," Mr Mendez said.

"We encourage all families in the Waikiki and Safety Bay area to come and join us on 30 April and enjoy these festivities."

Happiness is living at Harrington Waters.



Final Stage now selling, don't miss out.



Twins Sarah and Claire both work in Perth but love coming home to Harrington Waters.

Resident Murray at the VIP event with sons Paul and Mark growing up happily and healthily at Harrington Waters

Happy residents Mark, Jandelle and Olivia enjoy the VIP event at Harrington Waters on Saturday

Chris with daughter Ella and friend Kerry

Heidi and Janet are all smiles

## Harrington Waters Residents VIP night

Harrington Waters recently held a Residents VIP event as part of the launch of the Buttermere release. Over 60 residents celebrated this major milestone with the accompaniment of fine food, great company and entertainment by WAAPA jazz musicians.

The event resulted in a number of blocks being reserved by purchasers and a high degree of interest from guests overall.

Ron Lukasik of Summit Realty stated that the residents had been given first choice prior to the public launch.

"Harrington Waters has always been promoted as being the best address in Waikiki and as such we knew there was a pent up demand for the lots within the general community," Mr Lukasik stated.

"The VIP event meant that residents could choose their preferred block in a relaxed social setting as well as discuss the home options with our Summit and New Generation reps.

"The event was a great success and we would like to thank our residents for such a great response."

Harrington Waters will also be introducing a resident reward programme as part of the final release.

If a Harrington Waters resident refers one friend then they receive a \$500 voucher. If they refer a second friend then they will receive \$1000 and then \$1500 for the third referral. Letters about the programme will be issued to residents in the next week outlining all the details.

## HARRINGTON WATERS KEEPS GETTING BETTER

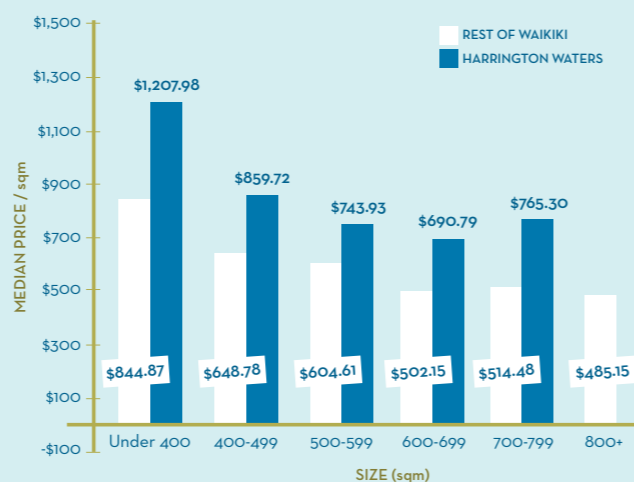
Analysis by independent property company SMR has revealed that Harrington Waters continues to achieve the best resale values in the Waikiki area.

Demonstrated by the graph, Harrington Waters commanded a higher price per sqm than any other homes in the Waikiki area over the last two years. This was regardless of the impacts on property values with the GFC.

Ron Lukasik of Summit Realty stated that in 2003 when the original blocks were released they were priced at \$80,000. In today's prices the average is now \$195,000.

"The quality of the homes being built in Harrington Waters plus our overall presentation has been the key reasons why the estate is one of the best selling areas in Waikiki," Mr Lukasik said.

"This coupled with the fact that we are so close to a primary school, Waikiki shopping centre, Warnbro train station and medical centres means that residents can take advantage of all the established amenities.



"I have no doubt that properties in Harrington Waters will continue to experience capital growth for many years to come and hence the estate is an ideal investment for all ages."



One, two, three *home free.*



## Did you know that at Harrington Waters you can also choose your new home design?

Harrington Waters estate offers New Generation, Summit and Summit Lifestyle homes as complete home and land packages - *how easy is that?*

We have over 65 designs available for a variety of budgets, and which of course comply with Harrington Water's stringent building covenants.

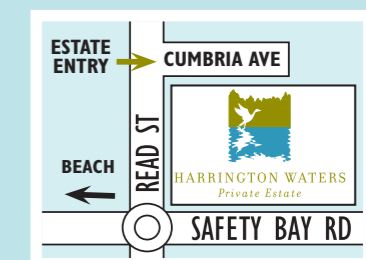
Plus we now have 72 new lots available in our final stage ranging in size from 504 - 722sqm.

For a personal consultation on new home designs and discounts available, contact Colin Guiffre on email [ColinG@summithomesgroup.com.au](mailto:ColinG@summithomesgroup.com.au) or phone 0402 795 409.

### HARRINGTON WATERS SALES OFFICE

Corner Cumbria Ave & Harrington Waters Drive

Open Saturday & Sunday 2pm - 4pm or weekdays by appointment





## Harrington Waters Residents are Very Happy



Harrington Waters residents are some of the happiest in Waikiki.

As we already outlined, Harrington Waters recently mail dropped surveys to all of their residents to hear what they thought of the estate and their lifestyles. Here is what they said:

- The presentation of the estate (21%), the proximity to public transport (10%) and value for money (13%) were the three key reasons why residents chose Harrington Waters
- 86% are very or extremely satisfied with their purchase at Harrington Waters
- 87% of these residents were very satisfied with their experience with Summit Realty. In particular the sales agents provided good information and were helpful.
- 27% of these residents also built through Summit Homes and New Gen and again the majority of these residents were satisfied with the builder and the rep (77% positive)
- Residents spoke favourably about the lake and parklands, that it was quiet and peaceful, well maintained and clean and tidy
- 78% would refer a friend or family member with 55% already doing so!

The results are very pleasing as they came from a variety of residents who have lived in the estate anywhere from five years ago to just the last 12 months. However the results also show that our residents are very happy and that is the most important factor of all!



## NEW RELEASE NOW AVAILABLE

Harrington Waters final release of land lots are now available and range in size from 504 - 722sqm and start from just \$175,000. Plus with our affiliation with New Generation and Summit Homes we can perfectly match over 65 designs to your preferred block, which will ensure the best lifestyle.

These lots are located close to the parklands and all main amenities and as such are in an enviable position. With demand strong, we recommend you contact Summit Realty or log onto the website [www.harringtonwaters.com](http://www.harringtonwaters.com) for more information.

Need more information? Contact Summit Realty on 9592 8188 or log onto [www.harringtonwaters.com](http://www.harringtonwaters.com)