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About Rhonda and Perry

Rhonda Abony

Rhonda prides herself on excellent customer service, before, during and after the sale. During her 22-year career with Harvey Kalles, Rhonda has been a consistent recipient of the Director's Circle Award as well as the Chairman's Club Award. She brings a special energy and passion to her work, with her clients being her number one focus and priority. Her strong negotiating and closing skills ensure that her clients get the best deal, whether they are buying or selling. Her flair for creativity is also beneficial, as she seeks new and interesting ways to market her client's properties to stand apart from the rest. And Rhonda's solid interpersonal skills have allowed her to enjoy life-long relationships with her clients, often servicing multiple generations. As real estate is Rhonda's passion, she is continually learning and improving her skill set, as well as staying current in technology, allowing her to be at the forefront of the industry to effectively and efficiently service her clients.

Working with her life and real estate partner, Perry Steinberg, clients get the benefit of two Realtors working full time on their behalf. As top producing Realtors with extensive experience, Rhonda and Perry offer their clients a first class, professional representation with a comprehensive knowledge of the market, creative and targeted marketing, and results that often exceed expectations. Together, Rhonda and Perry have built their business on honesty and integrity, which is proven by their repeat clientele and continuous success.

Perry Steinberg

Perry's reputation for providing his clients with exceptional, professional service and winning results precedes him. With over 30 years of solid and comprehensive real estate experience, he has perfected the art of negotiating and closing the sale. During his 22-year career at Harvey Kalles, Perry has been a consistent recipient of the Director's Circle Award as well as the Chairman's Club Award.

A Ryerson graduate, Perry commenced an executive career with Bell Canada and Philips Electronics in technical sales and marketing. Early on, Perry learned the ins and outs of complex sales transactions and analytical processes, which have both become main-stays of his real estate career. He also excels in the preparation and application of legal processes associated with the sale and purchase of real estate, an integral part of today's complex industry. Perry's extensive work and experience of over 30 years in the industry has allowed him to enjoy positive life-long relationships with his clients, often transforming into life-long friendships.

Working with his life and real estate partner, Rhonda Abony, their clients get the benefit of two Realtors working full time on their behalf. As top producing Realtors with extensive experience, Perry and Rhonda offer their clients a first class, professional representation with a comprehensive knowledge of the market, creative and targeted marketing, and results that often exceed expectations. Together, Perry and Rhonda have built their business on honesty and integrity, which is proven by their repeat clientele and continuous success.

A Dynamic and Dedicated Team

Rhonda and Perry are highly skilled with complimenting strengths. As a team, both Rhonda and Perry are available to their clients at any time and have worked together for over 30 years selling real estate. They specialize in selling homes and condominiums within the GTA including, but not limited to, Bayview Village, Rosedale, Forest Hill, Lawrence Park, North Toronto, North York, Don Mills, Leaside, Thornhill, Markham and Richmond Hill.

Just some of Rhonda and Perry's sales achievements:

As a team, they ranked in the top 6.8% of roughly 48,000 TREB members in units sold. Furthermore, they ranked in the top 4.4% in sales in 2018. Additionally, their average sale was 61% higher than the TREB \$729,922 average sale price (2018).

Rhonda and Perry are backed by Toronto's #1 independent real estate office, Harvey Kalles Real Estate Ltd. Overall, this office generated over \$2.54 billion in sales in 2018.

Rhonda and Perry are also dedicated to 'giving back':

They have donated both their time and financial support to the following organizations:

- Bathurst Jewish Community Centre
- Crohn's & Colitis Foundation
- Daily Bread Food Bank
- Habitat for Humanity
- Heart & Stroke Foundation
- MADD Virgin Drinks
- MS Society
- Princess Margaret Hospital
- Save a Child's Heart
- Sunnybrook Hospital
- Reena Foundation
- UNICEF Canada

Contributing to the organizations listed above has allowed Rhonda and Perry to 'give back' to the community that they live and work within.

Commitment to Clients

Rhonda and Perry are a team committed to **surpassing all and any of the goals** that their clients have established regarding selling or buying a home. They always act in their clients' best interest, ensuring that they receive the **highest possible value** for their home in the selling process. When working with buyers, Rhonda and Perry strive to find clients a home that meets not only their needs, but also their desires. Furthermore, when working with Rhonda and Perry, clients will benefit from their **openness** and **honesty** regarding the selling/buying process. They disclose all pertinent facts and data to clients, allowing for sellers/buyers to understand every aspect of the process.

Rhonda and Perry's commitment to clients can be seen through their status as a **top producing sales team** at Harvey Kalles Real Estate Ltd. Throughout the past 22 years, they have consistently been awarded the Director's Circle Award, exemplifying their achievement as 'top agents'. Additionally, this award signifies their ranking as within the **top 20 agents** at Harvey Kalles Real Estate Ltd. Keep in mind this agency is made up of **over 300 agents**.

Rhonda and Perry offer clients:

- Their strong **negotiating skills**, sound **financial advice**, and real estate **investment strategies**;
- A **guaranteed commitment to service**, ensuring that clients are thoroughly satisfied with the service Rhonda and Perry have offered;
- A seamless experience which clients find **enjoyable**.

Rhonda and Perry are both highly knowledgeable regarding the **ever-changing** real estate market. Below are only some of the sources they follow allowing them to remain '**in-the-know**':

- Condo Assignments – The Confusion is Over
- How to Market a Home for Maximum Value
- Residential Investment Property
- Residential Tenancies
- Excelling in the Real Estate Profession
- Communicating Real Estate in the 21st Century
- RECO Real Estate Update – Residential & Commercial
- A Comprehensive Review of MLS Rules
- Think in Legal Terms
- Buying a New Condominium: How to Avoid Legal Issues
- Toronto Real Estate Board: Comparative Market Analysis
- Toronto Real Estate Board: Land Registry and Assessment Data
- Toronto MLS: Fundamentals
- Toronto MLS: How to Effectively Work with Statistics
- New Stratus Information
- Searching in Toronto MLS – Residential
- Wills and Estate Planning
- Legal Concerns for Residential Rental Properties
- Negotiation for REALTORS
- Fully Understanding Condominiums

Testimonials

Having been in business together for over 30 years, Rhonda and Perry have developed an incredibly strong rapport with clients. Their true devotion to clients can be seen through the testimonials that they have received. Some of these testimonials may be seen below:

Extraordinary times in real estate takes extraordinary realtors. Rhonda and Perry not only made us feel that we were their only clients, but were exceptionally responsive, adaptable and skilled in the full breadth of personal and professional efforts it takes to achieve a successful outcome for all. Of particular note, was their capacity to engage networks and resources, with integrity, care and effectiveness in addressing the diversity of our needs and challenges. In summary, they valued our opinion, shaped relationships and remained confident and positive. It was a real pleasure to have worked with such high caliber and thoughtful individuals.

- Julia & Stephen

I had decided that this was the year I would buy a condo and sell my home. A friend had mentioned that she had bought and sold with Rhonda and Perry a couple of years ago and would I like to get in touch with them?

On the first day of meeting Rhonda and Perry they put my fears at ease and knew that buying was a big decision. I had never purchased a property before selling before and so this was a very terrifying move for me. Rhonda and Perry reassured me that they were in this with me every step of the way. Those words helped me relax, knowing that everything would fall into place. I felt that I was not alone.

They worked hard marketing my property as well as giving me the specs on how the area had done in sales over the last few years.

I would most certainly recommend this couple to anyone going through the process of buying or selling. By the end of both transactions I thought of both Perry and Rhonda as friends.

I have bought many houses before but never did I encounter such dedication and warmth in real estate agents.

- Mary Boon

I recently called upon this dynamic duo: Rhonda the hand-holder and Perry the deal-maker... when I was downsizing so it was a somewhat emotional move. They helped me prepare my home for sale and negotiated a deal that got top dollar. Rhonda was there with continual support both in person and through daily phone calls and texts. Perry would check in daily to update me on the search for a new condo.

They were always enthusiastic and willing to show me properties and were very understanding and respectful of my lists of needs and wants. I was impressed with how comfortable they made the entire process, always patient and taking the time to explain every document in detail. I highly recommend using this amazing pair for your real estate needs, aside from their experience and expertise, you will be treated like a best friend.

- Bosley Real Estate Ltd.

**Please see our website
to view more of our
testimonials!**

Marketing Your Home

Rhonda and Perry work to ensure that a comprehensive and detailed plan is developed to specifically advertise homes that they represent on the real estate market. Using their effective **pricing strategies**, relationships with **staging professionals**, and **sizable network**, clients will undoubtedly be positioned to receive the highest value for their home.

The marketing strategies that Rhonda and Perry frequently use include, but are not limited to, newspaper and internet ads, professional feature sheets, open houses, signage, mass emails to a network of over 2000 potential buyers, and advertising through their website. Furthermore, all of Rhonda and Perry's listings can be found on the Harvey Kalles Real Estate website.

Additionally, Rhonda and Perry use a vast array of social media marketing to maximize their reach. They have LinkedIn, Facebook, Twitter, and Instagram, which are frequently used to advertise their listings.

Rhonda and Perry also showcase their listed properties on the Toronto MLS database, which is accessed by over 47,000 licenced real estate brokers and sales agents throughout the GTA.

Find your listing on **LinkedIn: Rhonda Abony**

Your listing will be exposed to over 700 potential buyers, realtors, lawyers, appraisers, and many other professionals in the real estate industry.

Find your listing on **Twitter and Instagram: Rhonda Abony**

With short, punchy ads and pictures, your listing and any pertinent information will be tweeted and viewed by Rhonda and Perry's large following.



Find your listing on **Facebook: Rhonda Abony**

Rhonda and Perry's large network of over 900 people will ensure that your listing is seen by potential buyers as well as other realtors.

Find your listing on **AbonySteinberg.com**

Listings are showcased on Rhonda and Perry's website. Search engine optimization has ensured that the website comes to the forefront when words including 'real estate', 'new homes', and 'Toronto realtors' are searched!

90% of first-time home buyers start online, and 77% of first-time home buyers drove by a home they viewed online

Financing

Rhonda and Perry have a vast range of contacts who can help their clients to secure a mortgage that most suitably meets their needs. These agents have done their research on many lending institutions so that their clients can be confident in their financial state.



International Affiliates

Below are just some of the international contacts who Rhonda and Perry are connected with through Harvey Kalles Real Estate:



We would love to hear from you – call or email us any time!

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You can also find out more about us by visiting our website or signing up for our email list.