



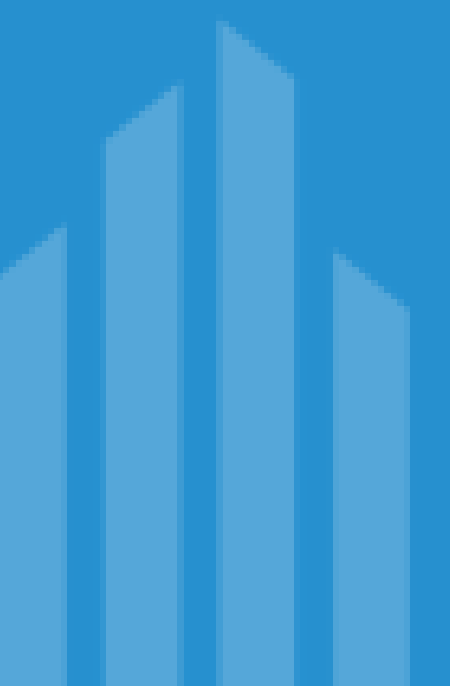
2/452 Newman Rd, Geebung

PREPARED EXCLUSIVELY FOR

PATRICIA MARY PORTA, GIOVANNI PORTA

Dugan & Co Property

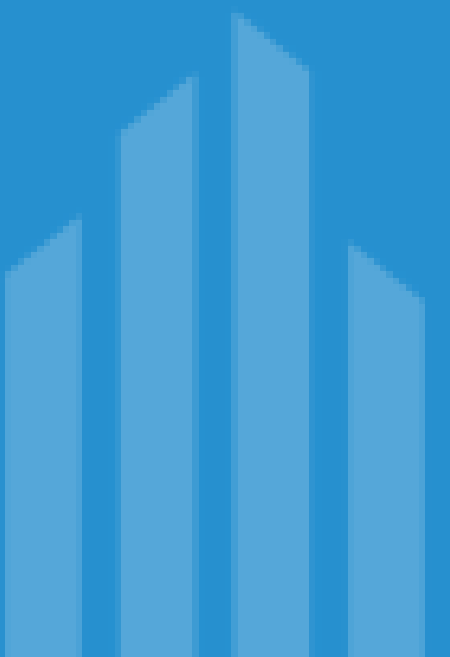
April 2020





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EXECUTIVE SUMMARY



METHOD OF SALE/LEASE:

Due to the assets highly sought after location in the heart of Geebung and the prized Australia TradeCoast Precinct in Brisbane we recommend the property be marketed "For Lease & Sale" along with a strategic marketing plan.

ESTIMATED PRICE RANGE

Based on comparative analysis of similar properties and recent transactions in the surrounding areas, we believe the following estimated price range to be in line with the current market.

CURRENT RETAIL

\$90,090.00 Net pa + GST (\$143m2)

SALE RANGE

\$1,386,000.00 - \$1,441,440.00

LIST PRICE

\$1,450,000.00

Having conducted extensive market research and specializing in the area, we believe the above rates to be an achievable goal in the sale/lease of your property.

APPOINTMENT DETAILS

Dugan & Co Property to be appointed to Exclusive Agents for 120 Days, to coordinate the entire transaction through to a successful settlement.

A high profile campaign will also allow us to cast the net over the widest possible demographic, create maximum competition and deliver to you the highest possible price with cleanest terms.

PARTNERED AGENTS

Juma Marstella
Sales & Leasing - Executive

Paul Dugan
Principal/Director

SUCCESS FEE

Where Dugan & Co Property negotiates a successful transaction on a property on your behalf, a success fee will apply to Dugan & Co Property upon settlement.

Sale - 3% +GST of the sale amount

Lease - 15% + GST of the annual net income

HOW TO ACHIEVE THE RESULT

After 86 years combined total property experience we have gathered multiple highly qualified purchasers and tenants who have been waiting for the right property to show interest in.

PROPERTY ANALYSIS



PROPERTY DESCRIPTION

PROPERTY ADDRESS

2/452 Bilsen Rd, Geebung

LOT & PLAN

L2 SP120363

SALE PRICE

\$805,000 - July 2011

LAND USE

GENERAL INDUSTRY (C) ZONE

BUILDING AREA

630m²*

SITE AREA

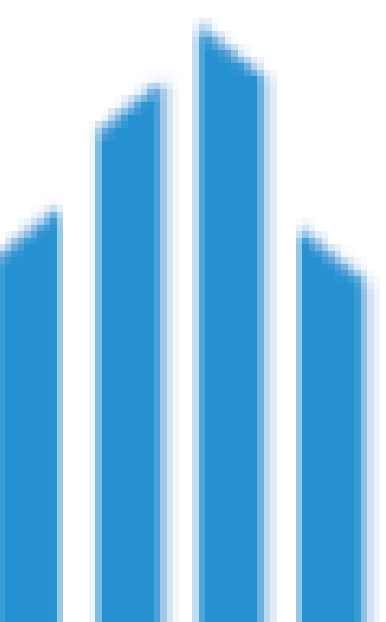
Strata*



This sought after well located industrial zoned warehouse unit property features a level East facing allotment and features include a high ceiling ventilated warehouse with roller door access, fitted office and showroom over two levels and generous concrete onsite car parking. Construction is tilt panel concrete and the complex is access by separate entry and exits.

Located just off Robinson Road and close to the Motorway. Approximately 15 minutes North of Brisbane's CBD, 15 minutes from the Airport and 25 minutes from the Port of Brisbane.

*approximate



ESTIMATED PRICE RANGE



LEASING RANGE

RATIONALE

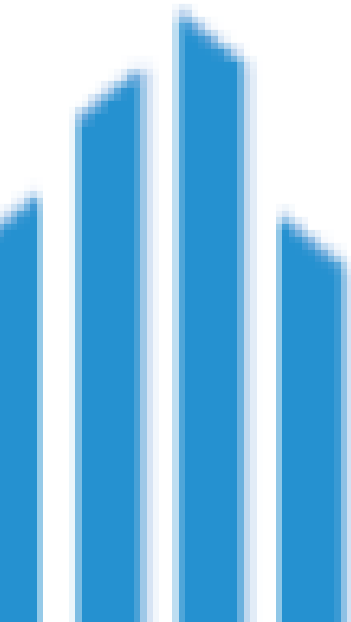
In order to calculate a likely leasing range for your property we have considered recent leases in the area, the age and location of the building and quality of the tenancy together with recent market conditions.

At present due to the current economic conditions and the softening affect it has on rental rates, many companies are planning their long term strategy for economic recovery. From this the vacant tenancies are well positioned to take advantage of the subdued market conditions and will capture companies who are currently taking steps to renegotiate more favourable lease terms.

TOTAL LETTABLE AREA:	630m2*
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Estimated Leasing Price Range:	\$85,050.00 - \$90,090.00 Net pa (\$135/m2- \$143/m2)
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Current Rental:	\$90,090.00 Net pa + GST (\$143m2)
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SALE RANGE AT MARKET RENTAL

CAPITALISATION METHOD:

The capitalisation method involves applying a market yield on the projected net annual rental of your property to derive a capital value. Whilst market rentals have softened over the last couple of years, we estimate the below annual rental figure to be an achievable market rental rate and this commercial rate would provide the highest return on your property.

Based on recent comparative sale evidence, we believe your property would achieve a net selling yield below, taking into consideration the current market conditions and property location.

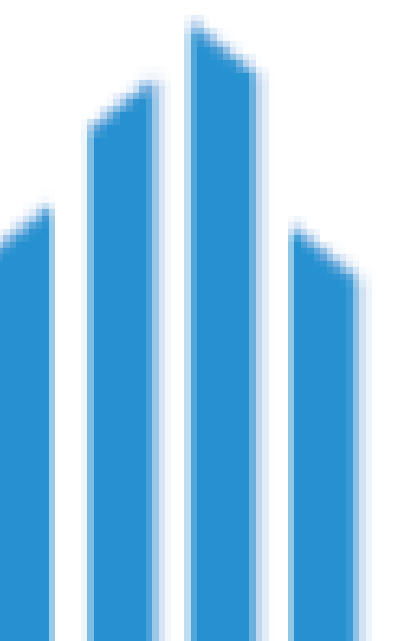
TOTAL AREA:	630m2*
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Total Current rental for property:	\$90,090.00 Net pa + GST (\$143m2)
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Adopted yield range for property:	6.25% - 6.50%
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Adopted price range for property:	\$1,386,000.00 - \$1,441,440.00
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Recommended List Price:	\$1,450,000.00
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Our track record

At Dugan & Co we pride ourselves on the provision of exceptional service combined with our extensive experience in Commercial & Industrial Property

Combined Sale
Transactions

394m

million
dollars

Combined Lease
Transactions

7.98m

million
dollars

Combined Property
Experience

86yrs

years

EXPERIENCE BY YOUR SIDE



JUMA MARSTELLA

Sales & Leasing Executive

Dugan & Co Property

0450 360 321

juma@duganandco.com.au

Juma Marstella has experienced strong success working the industrial and commercial markets throughout Northern Brisbane. He has a loyal following among his list of clients and is well respected for his ability and integrity and works foremost with his clients interest in mind. Juma approaches each real estate transaction with the focus and keen dedication to ensure success for both Vendor and Purchaser.

Juma has an unwavering commitment to personal & professional development which can be seen by his extensive market knowledge; allowing for accurate selling and leasing price appraisals.

Providing a world class service to his clients is his top priority, delivering honest and truthful feedback rather than advising the client what they would like to hear.

EXPERIENCE BY YOUR SIDE



PAUL DUGAN

Principal
Dugan & Co Property
0403 945 098
paul@duganandco.com.au

Paul Dugan founder and director of Dugan & Co Property encompasses over 18 years' experience in the commercial property market. Completing over \$500 million in property sales transactions and \$7 million worth of leasing transactions in Industrial and Commercial property.

Paul identified a niche market for clients seeking a more sophisticated, tailored and personalised proposition rarely available through the larger companies. His success has been realised by offering a boutique agency that exceeds clients' expectations in not just dollar value, also through service leadership and long term strategic partnership. Paul is smart, amicable, knows the property market inside out, oversees and mentors all the Dugan & Co team to ensure superior service to deliver results.

Paul is passionate about collaborating with business owners and investors; he thrives on maximising the results of their property transactions and return on their investments. Paul has actively worked across every Industrial precinct of South East Queensland selling or leasing properties from Caboolture in the north, Tweed Heads in the south, Capalaba in the east and Ipswich in the west. Paul's enthusiasm and extensive experience is coupled with a commitment to develop client relationships built on engagement, honesty, trust and a genuine desire to generate positive outcomes.



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ABN: 33404273419

Date: 5th March 2020

Re: Sale of 1/115 Robinson Rd Geebung

Hi Juma,

I wanted to say thank you for your help with selling my industrial property...I am pleased that you kept me informed of all interest and provide clear guidance around the marketing.

I'd be happy to recommend your services to anyone looking to sell their asset.

Steve Patton

Point of Sale AUSTRALIA

Dear Juma

Thank you for your assistance with the recent sale of our property. As an established business we required a clean transition and you helped us do this. Throughout the sales process you kept the lines of communication open, from the listing until settlement and above all you worked for us. We found your representation to be consistent and professional in manner.

We are wholly comfortable in recommending your real estate services as an ethical and effective agent.

We were impressed that you had our interest above promoting your company. Despite having none of your signs outside our building you are the agent who delivered. Other agents had the property longer and with multiple signs yet could not get the desired result.

We look forward to working with you again in future.

Sincerely

David Swanborough
Point of Sale Australia
Suite 6-7 510 South Pine Road
Everton Park 4053

RBS Super Fund

Unit 7 / 209 Robinson Road East

GEEBUNG Qld 4034

14/07/2020

I listed the above investment property with Juma Marstella and I can confidently recommend him as a competent and trustworthy agent to anyone looking to selling their investment property.

Juma kept his commitment and achieved the price I wanted for the property.



Peter Thomas Richards

Allan McPherson
Tolgarth Pty Ltd

31 August 2020

Thank you to Juma and Paul of Dugan and Co. Property helping with the sale of my industrial and commercial asset in Virginia.

I appreciated the pro-active problem solving you delivered throughout the sale process and I have every confidence in recommending you to future sellers looking for a strong result.

A handwritten signature in black ink, appearing to read 'Allan McPherson', written in a cursive style.

Allan McPherson
Director
Tolgarth Pty Ltd



RECENT TRANSACTIONS

35 ROBINSON RD VIRGINIA



RECENT TRANSACTIONS

838 NUDGE RD NORTHGATE



RECENT TRANSACTIONS

1834 SANDGATE RD VIRGINIA



RECENT TRANSACTIONS

18/129 ROBINSON RD GEEBUNG



RECENT TRANSACTIONS

DUGAN & CO

246 ROBINSON RD GEEBUNG



RECENT TRANSACTIONS

14/459 TUFNELL RD BANYO



RECENT TRANSACTIONS

1/393 NEWMAN RD GEEBUNG



RECENT TRANSACTIONS



RECENT TRANSACTIONS



46 MATHESON ST VIRGINIA



225 ZILLMERE RD ZILLMERE



6/28 PRITCHARD RD VIRGINIA



235 ZILLMERE RD ZILLMERE

RECENT TRANSACTIONS



RECENT TRANSACTIONS

16/129 ROBINSON RD GEEBUNG



RECENT TRANSACTIONS

209 ROBINSON RD GEEBUNG



230 ROBINSON RD GEEBUNG



210 ROBINSON RD GEEBUNG



8/129 ROBINSON RD GEEBUNG



1/115 ROBINSON RD GEEBUNG

RECENT TRANSACTIONS

“I have no hesitation in recommending Dugan & Co to anyone investing in, or selling off, a commercial property after my own experience. I found Paul Dugan to be totally honest and trustworthy and very experienced in real estate dealings. His easy manner belies his conscientious attention to detail, his personal interest in the transaction and willingness to communicate to his clients at all times. I have no doubt Paul will treat all his clients in the same way he has treated me.”

Eileen Colless

**OUR
CLIENTS**

ARE OUR BUSINESS



DUGAN & CO

P R O P E R T Y

**Our mission is to educate &
sophisticate our clients so
they can use commercial
property as a vehicle for
financial & personal
prosperity greater than they
imagined.
Come join us.**