



20 June 2022

RE: 27 CLEVE STREET, MANSFIELD PARK SA 5012

Thank you for inviting me to assess the likely market value of the property.

In appraising the property I was comprising a value of your land, dwelling and saleable improvements. Then I have taken into account the less tangible aspects of the home that often contribute to a properties value like the location, presentation and disposition.

It is then important for me to then cross reference that information against all comparable properties that have settled recently.

I have appraised the property's current likely market value to be \$550,000.

Marketing price advertised on property to be of no price advertised for the first weekend.

We never say never. If indeed there is a price to be paid in excess of that figure we will find it!

This is where our excellent marketing and negotiation skills come to the fore.

When we take a home to market we release all of our listings without a price for the first few days. Although this can be frustrating for those considering coming to market (as they are keeping tabs on the competition) and buyers that are just entering the market (as they don't yet have a strong grasp of value) BUT those buyers that have been looking locally for weeks will –

1. Be very familiar with values
2. Be very sure of what they are looking for



We find from a combination of our registered buyers and those buyers that we have not yet met, that first inspections are highly attended.

In the circumstances where there is a high attendance a competitive environment is perceived.

This often leads to 2 things happening –

1. We derive a lot of very valid feedback on price and presentation
2. We receive offers

If from this early inspection we achieve offers that meet or exceed your expectation the process has been an obvious success but more importantly, if we miss the chance to sell at resulting from that first inspection we now have the feedback necessary to set up the right strategy for sale.

Naturally should you proceed to sale we will chat more over the strategy options and correct marketing avenues to maximise your chances of selling really well.

We look forward to advising further in the future but for now, should you every need anything real estate associated please feel free to call me anytime.

Kind Regards,

Dave Stockbridge
Principal