



20/09/2023

Lewloy Investments Pty Ltd ATF Lewloy Superannuation Fund
; Lewloy Property 1 Pt
P.O Box 127,
GOODWOOD, SA, 5034

Dear Tony,

Sale Appraisal for 18A Vantage Avenue, CLYDE NORTH, VIC, 3978

Thank you for the opportunity to provide an indicative Sales appraisal.

In order to obtain a current market value I have taken into consideration the premises, land size, location, existing rental and comparable sales in the immediate area.

Based on the current market comparable for similar properties in the vicinity, it is my opinion that a proposed sale of your property on the basis that the built home has been completed and ready for sale, would achieve in the vicinity of **\$595,000 - \$645,000.**

If I can be of any further assistance, please do not hesitate to contact me and I look forward to speaking with you soon.

Yours Sincerely,

A handwritten signature in black ink, appearing to read "Eric Lim", written over a light grey grid background.

Eric Lim
Sales Consultant
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littlerealestate.com.au

Little Real Estate Pty Ltd
ABN 68 100 949 166

THIS IS NOT A VALUATION - This opinion is for the use only of the party to whom it is addressed and for no other purpose.
No responsibility is accepted to any third party who may use or rely on the whole or any part of the contents of this opinion.

We believe
it's the little
things that
make a
difference!

Comparative Market Analysis



18A VANTAGE AVENUE CLYDE NORTH VIC 3978

Prepared for Tony Lewis on 20th September 2023



Eric Lim
LITTLE REAL ESTATE

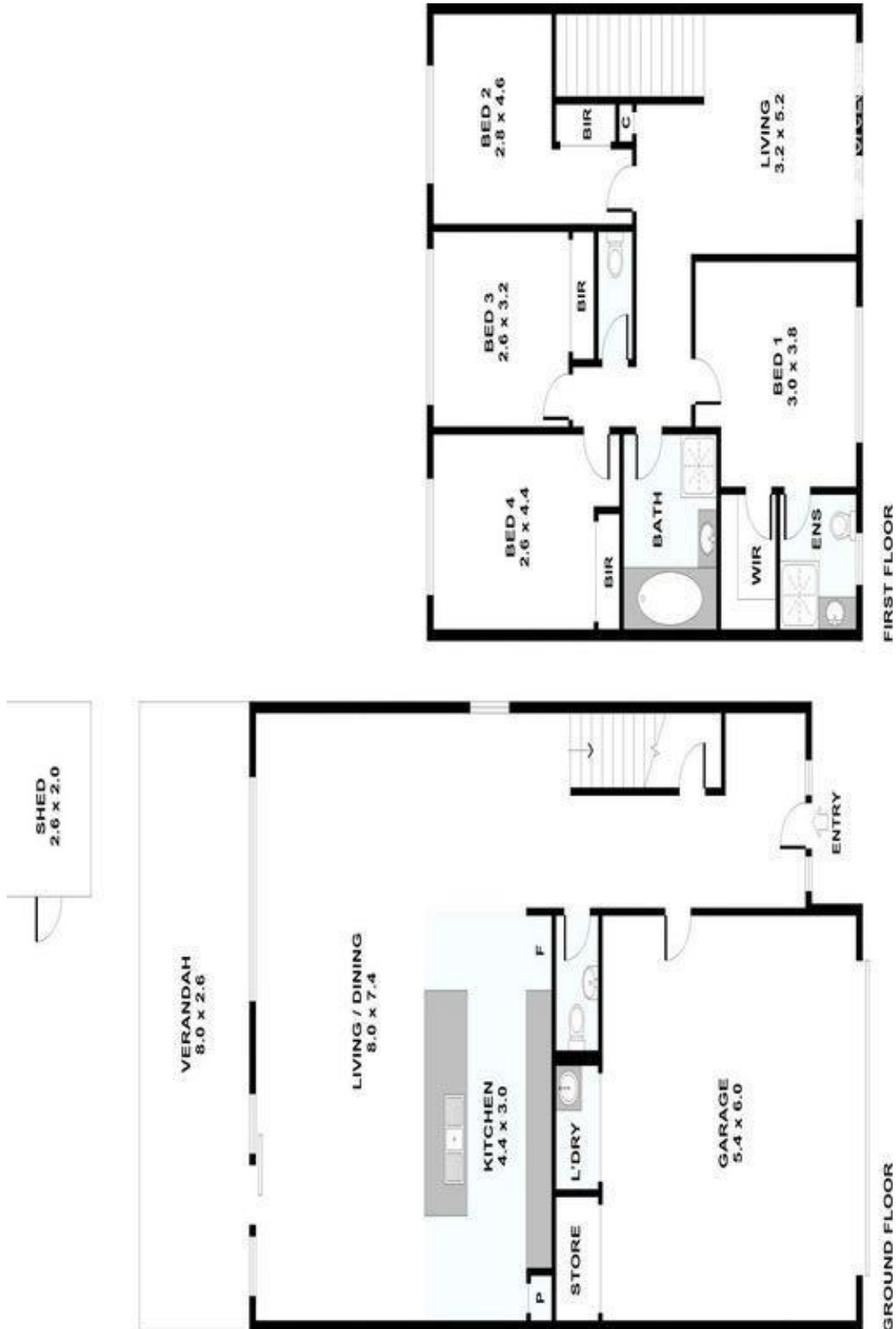
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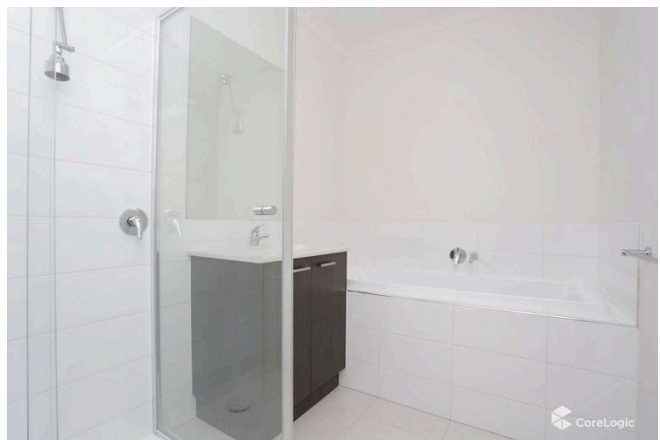
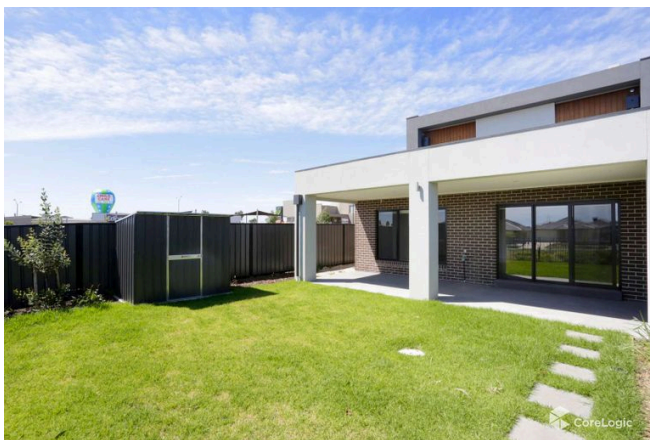
Floor Plan



Your Property

18A VANTAGE AVENUE CLYDE NORTH VIC 3978

4  2  2  3,651m²  185m² 



Your Property History

- 4 Feb, 2022 - Listed for rent at \$450 / week
- 24 Feb, 2017 - Listed for rent at \$420 / week
- 22 Dec, 2015 - Sold for \$440,000



Introducing Eric Lim

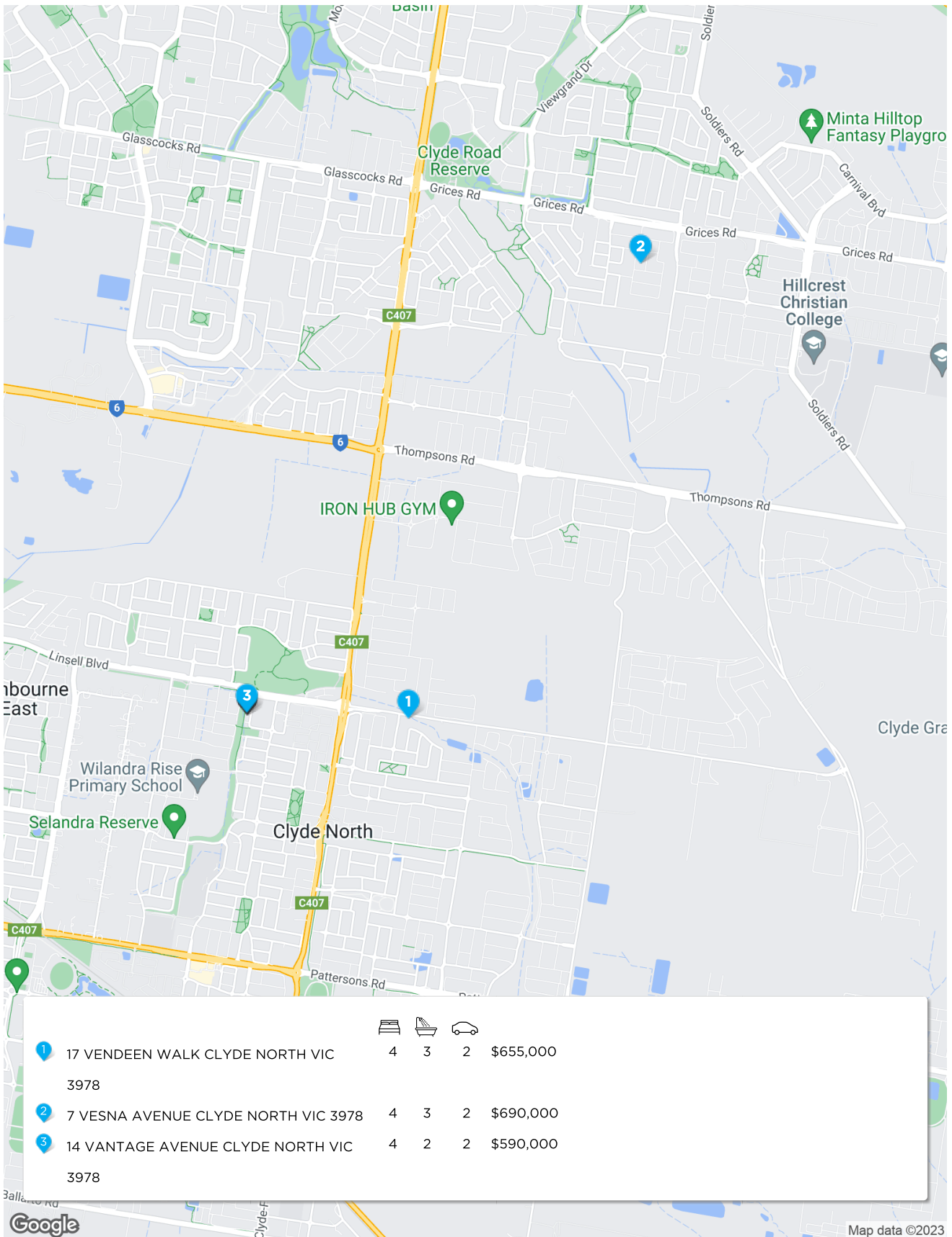
Consistently negotiating outstanding results with local and international clients, his market knowledge, passion, and dedication impress both new and existing clients.

Eric also believes that success in residential sales is founded upon carefully listening to people's needs, applying creative marketing, and providing well considered advice to clients who are buying and selling.

Comparable Sales

- | | | |
|---|---|------------------------------------|
| 1 | 17 VENDEEN WALK CLYDE NORTH VIC 3978 | Sold Price \$655,000 |
| | <p> 4 3 2 273m² 147m²
 Year Built 2022 DOM -
 Sold Date 19-Jun-23 Distance 1.01km
 First Listing -
 Last Listing - </p> | |
| 2 | 7 VESNA AVENUE CLYDE NORTH VIC 3978 | Sold Price \$690,000 |
| | <p> 4 3 2 238m² 188m²
 Year Built 2021 DOM 16
 Sold Date 03-May-23 Distance 3.73km
 First Listing \$650,000 - \$715,000
 Last Listing PRICE GUIDE \$650,000 - \$715,000 </p> | |
| 3 | 14 VANTAGE AVENUE CLYDE NORTH VIC 3978 | Sold Price \$590,000 |
| | <p> 4 2 2 216m² 173m²
 Year Built 2017 DOM 39
 Sold Date 12-Jan-23 Distance 0km
 First Listing \$550,000 - \$600,000
 Last Listing UNDER OFFER </p> | |

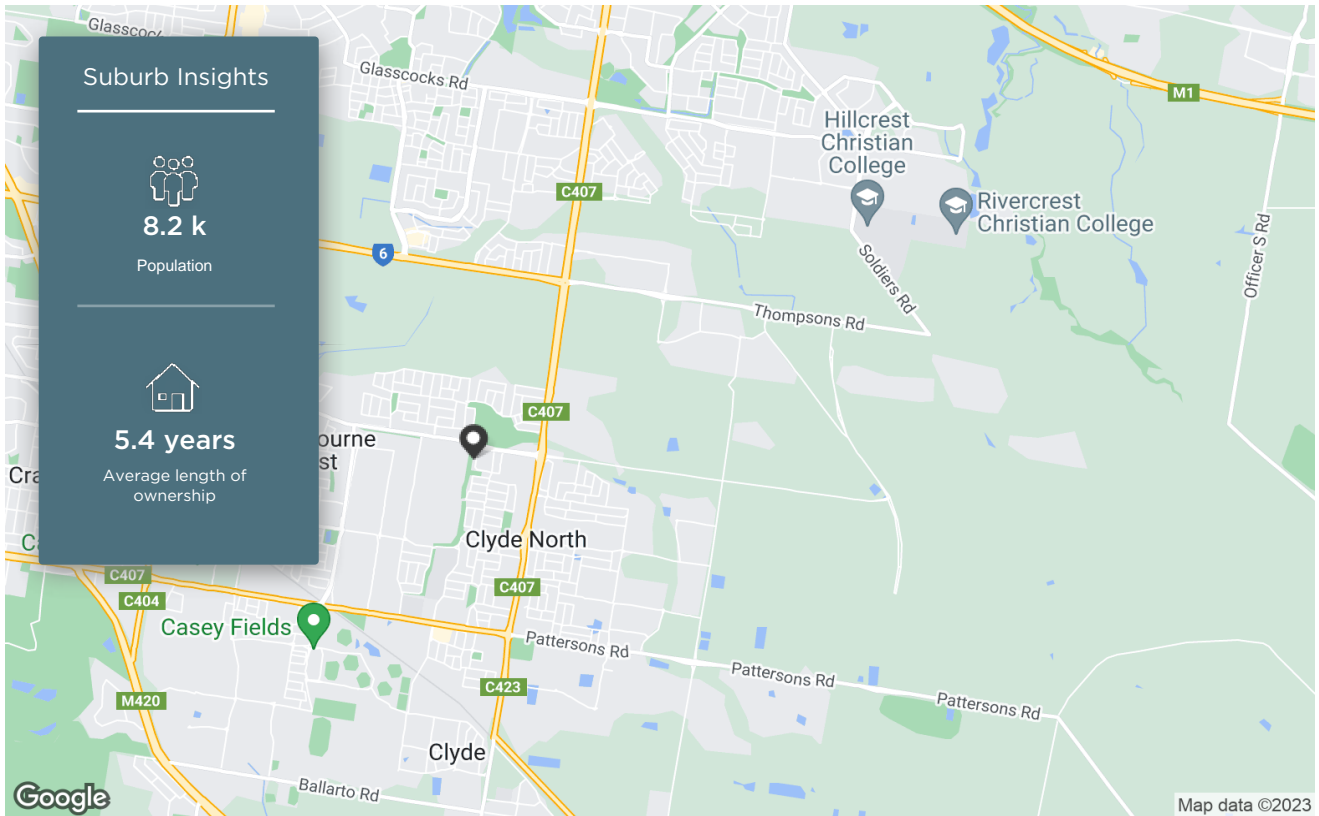
Comparables Map: Sales



* This data point was edited by the author of this CMA and has not been verified by CoreLogic

Clyde North

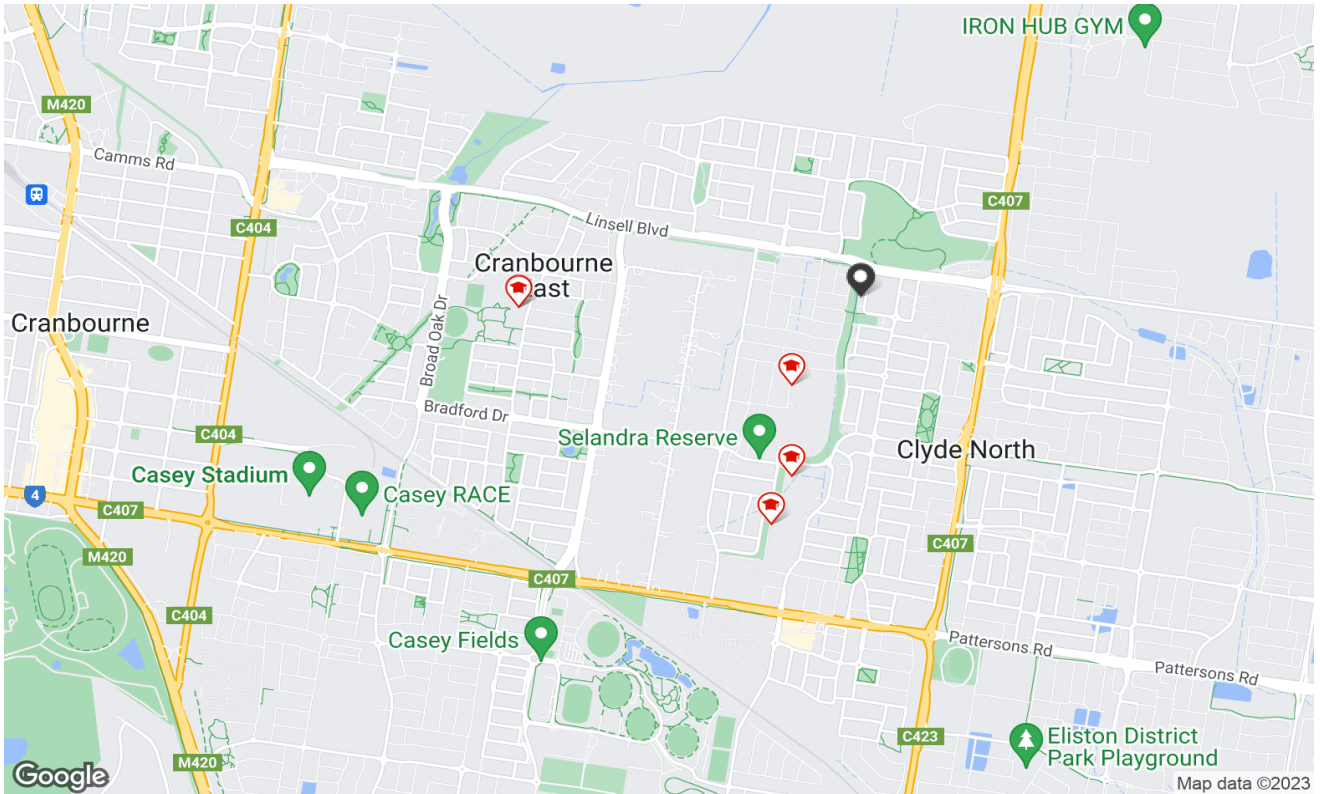
Demographic



The size of Clyde North is approximately 29.2 square kilometres. It has 11 parks covering nearly 0.9% of total area. The population of Clyde North in 2011 was 8,210 people. By 2016 the population was 8,164 showing a population decline of 0.6% in the area during that time. The predominant age group in Clyde North is 30-39 years. Households in Clyde North are primarily couples with children and are likely to be repaying \$1800 - \$2399 per month on mortgage repayments. In general, people in Clyde North work in a professional occupation. In 2011, 77% of the homes in Clyde North were owner-occupied compared with 73.3% in 2016. Currently the median sales price of houses in the area is \$720,000.

HOUSEHOLD STRUCTURE		HOUSEHOLD OCCUPANCY		HOUSEHOLD INCOME		AGE	
TYPE	%	TYPE	%	TYPE	%	TYPE	%
Childless Couples	30.7	Owns Outright	9.6	0-15.6K	1.6	0-9	20.6
Couples with Children	56.3	Purchaser	63.7	15.6-33.8K	5.7	10-19	12.1
Single Parents	11.8	Renting	22.9	33.8-52K	9.7	20-29	16.2
Other	1.3	Other	2.0	52-78K	15.0	30-39	23.1
		Not Stated	1.8	78-130K	36.1	40-49	13.0
				130-182K	16.4	50-59	6.7
				182K+	7.1	60-69	5.4
						70-79	2.5
						80-89	0.6
						90-99	0.1

Local Schools



SCHOOL ADDRESS	DISTANCE	SCHOOL TYPE	GENDER	SECTOR	YEARS
Wilandra Rise Primary School 25 Aayana Street Clyde North VIC 3978	0.51km	Primary	Mixed	Government	0-6
St Thomas the Apostle Catholic Primary School 55 Mackillop Way Clyde North VIC 3978	0.9km	Primary	Mixed	Non-Government	0-6
St Peter's College - Cranbourne East Campus 55 Mackillop Way Clyde North VIC 3978	1.15km	Secondary	Mixed	Non-Government	0-0
Cranbourne East Secondary College 2 Bowyer Avenue Cranbourne East VIC 3977	1.53km	Secondary	Mixed	Government	7-12
Marnebek School Cranbourne-Cranbourne East Campus 2 Bowyer Avenue Cranbourne East VIC 3977	1.53km	Special	Mixed	Non-Government	0-0



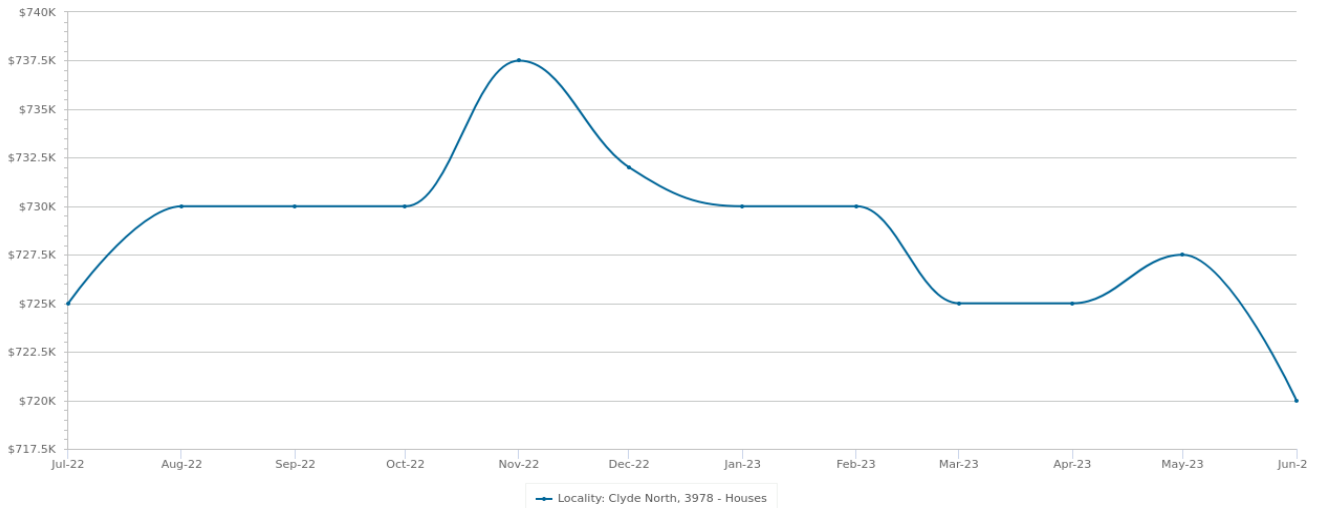
Property is within school catchment area



Property is outside school catchment area

Recent Market Trends

Median Sale Price - 12 months (House)

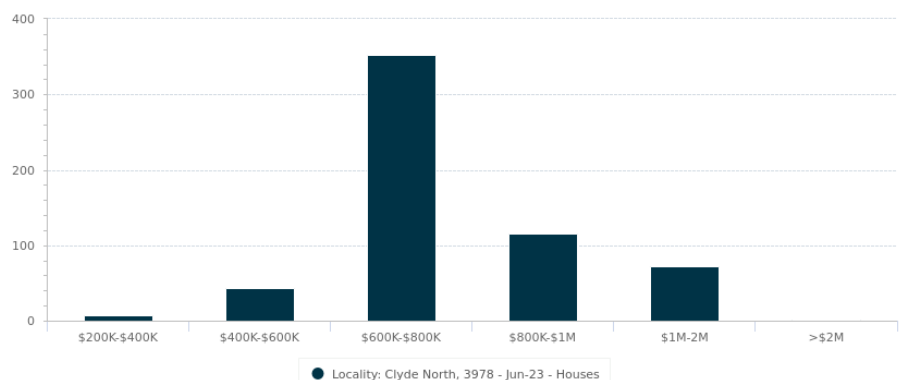


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
Jun 2023	38	\$720,000	-1.0% ▼	34	233	\$500
May 2023	83	\$727,500	0.3% ▲	34	246	\$495
Apr 2023	49	\$725,000	0.0%	30	239	\$490
Mar 2023	50	\$725,000	-0.7% ▼	29	238	\$490
Feb 2023	40	\$730,000	0.0%	28	222	\$480
Jan 2023	41	\$730,000	-0.3% ▼	26	189	\$480
Dec 2022	30	\$732,000	-0.7% ▼	27	178	\$475
Nov 2022	39	\$737,500	1.0% ▲	26	224	\$470
Oct 2022	56	\$730,000	0.0%	24	218	\$467
Sep 2022	53	\$730,000	0.0%	23	219	\$460
Aug 2022	56	\$730,000	0.7% ▲	22	223	\$460
Jul 2022	58	\$725,000	0.7% ▲	22	229	\$450

Sales by Price - 12 months (House)

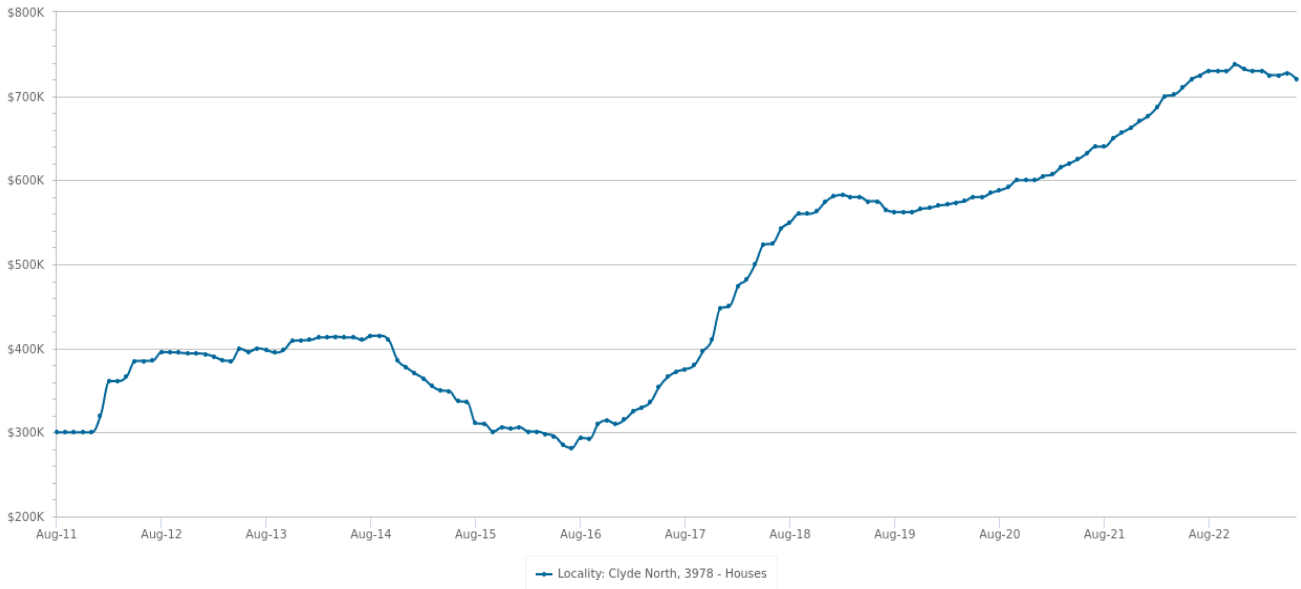
PRICE	NUMBER
<200K	0
\$200K-\$400K	7
\$400K-\$600K	44
\$600K-\$800K	353
\$800K-\$1M	116
\$1M-\$2M	72
>\$2M	1



Statistics are calculated over a rolling 12 month period

Long Term Market Trends

Median Sale Price - 20 years (House)

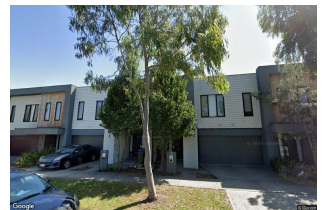
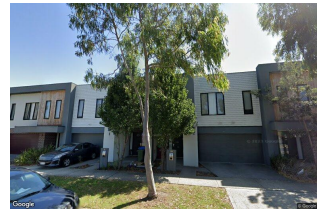
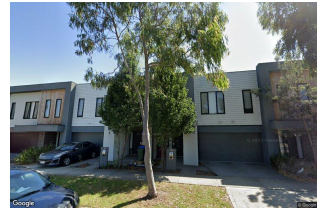
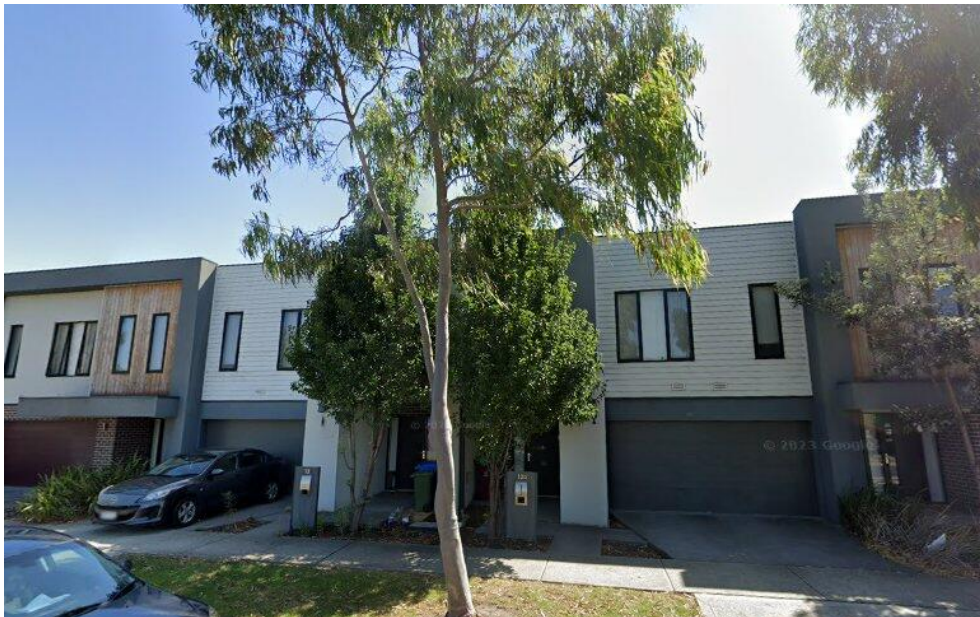


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
2023	593	\$720,000	0.0%	34	853	\$500
2022	689	\$720,000	13.9% ▲	21	892	\$460
2021	590	\$632,000	9.0% ▲	24	837	\$420
2020	515	\$580,000	0.9% ▲	43	895	\$405
2019	432	\$574,950	9.5% ▲	54	975	\$400
2018	577	\$525,000	43.4% ▲	25	938	\$400
2017	873	\$366,000	28.4% ▲	34	801	\$400
2016	517	\$285,000	-15.4% ▼	40	1069	\$390
2015	380	\$337,000	-18.4% ▼	47	587	\$387
2014	220	\$412,950	4.3% ▲	87	279	\$390
2013	65	\$396,000	2.9% ▲	107	138	\$370
2012	54	\$385,000	-	-	67	\$360
2011	2	-	-	-	2	-
2010	0	-	-	-	2	-
2009	0	-	-	-	2	-
2008	0	-	-	-	1	-
2007	0	-	-	-	-	-
2006	1	-	-	-	1	-
2005	1	-	-	-	1	-
2004	0	-	-	-	-	-

Summary

18A VANTAGE AVENUE CLYDE NORTH VIC 3978



Appraisal price range
\$595,000 - \$645,000

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A little
detail can
make a real
difference.

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6	Five little steps to selling
8	Four points of difference
10	Three factors driving value
11	Two ways to sell
12	One little sales strategy
14	A little bit about our little group



Founded by
Paul Little in
2009

Now Australia's
largest independent
agency

1 team
over
380 people
speaking 35
languages

In excess of
21,000
properties under
management

a national
footprint with
23 offices
across VIC, QLD
and NSW

We care about
every property,
every sale
and every client

Little overview

Little Real Estate emerged in 2009 from the vision of one of Australia's most respected entrepreneurs – Paul Little. Paul's first-hand experience as a client of Australian real estate agencies led him to one conclusion – when it concerns their property, clients deserve much more. From that simple idea, he decided to shake up the industry with a unique brand and business model – and that organisation now employs more than 380 people across Victoria, Queensland, and New South Wales.

Today, Little Real Estate is Australia's largest independently owned real estate company, covering sales, leasing, and property management services.

We manage over 21,000 rental properties for investors, with clients varying from average families with just one investment property, to international investors with significant portfolios. But when it comes to selling property – the same level of service, experience, and expertise is guaranteed for every home.

We're all working towards the same outcome. It's not only one sales person, or just the team at one office, trying to get the best price for your home – the entire Little Real Estate team works as a single unit to secure the greatest result.

We're unburdened by the traditional franchise model that so many real estate agencies suffer from. We're one business, with a team of professionals supporting each other – not competing with one another. We have the scale and depth of experience to provide a consistently high level of service and exceptional results.

But it isn't all about us. You'll get genuine answers to your questions. You'll know about the little things we can do to improve the outcome, and you'll see all the little things that make a big difference when we're selling your property.



We care about your property.

Every property is valuable, not just in terms of the highest price it can be sold for – but for the potential it has to become somebody's home. That's why we care about every property we sell, every seller we work with, and every buyer we help achieve home ownership.

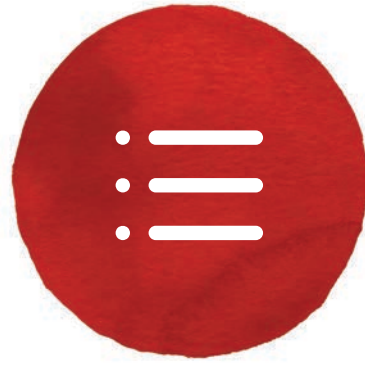
We care about employing the most skilled professionals, who are deserving of your trust – and will strive to deliver the highest value for your property in a timely manner.

We'll help you understand the process, keep you informed, and make the whole transaction as easy as possible for you – because we care.



Five little steps to selling

The sales process can often seem quite overwhelming, but it doesn't need to be. We'd like to take you through the five key steps below, answering the detail as we go.



Step 1: Create a plan together

We present you with a range of options and explain the pros and cons of choosing a private sale or an auction. We'll talk through our recommended marketing strategies and discuss why we think certain options are worth exploring. In addition, and if you feel there's a need, we can arrange for an experienced interior decorator to meet you and talk through your home's presentation to help you maximise the potential sale price.



Step 2: Prepare for the sale

At this step we send out a professional property photographer to help you make your home look like it should, both in print and online. Behind the scenes, we'll be working with your legal representative and arrange all the contractual paperwork and documentation that prospective buyers will need. After this, your home hits the market and the marketing and sales strategy kicks into gear.



Step 3: Marketing your home

It's amazing what can happen to the interest in a property when we draw on our experience, and the latest research insights into the home's target buyers.

But nobody knows your home and the favourite local spots like you do, so we'll tap into your empirical knowledge of living there – so our team can talk genuinely about the appeal of your home to potential purchasers.

We'll also harness the modern technology available to us to advertise your property in the most popular digital locations, with professional photography and carefully tailored descriptions to appeal to potential buyers.



Step 4: Inviting and accepting offers

After we've taken these measures to promote your property in the eyes of buyers, you'll start receiving offers. No matter what, we'll pass all these offers onto you – and analyse them with you.

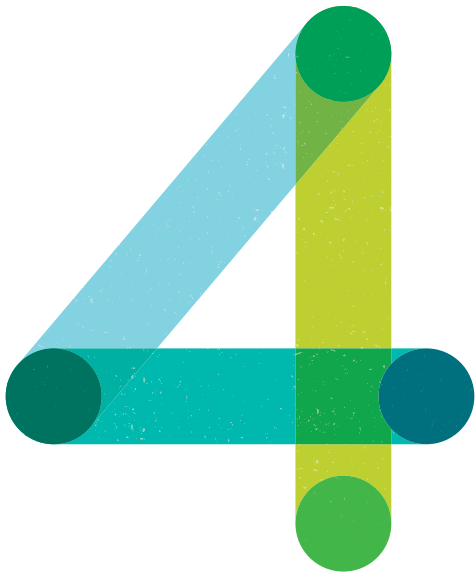
Then we'll put our negotiation skills to work to help you get the best price possible. We'll also guide you on validity of each offer, based on the performance of the market, and your goals.

When we get you the offer that exceeds your expectations, or passes your reserve at the day of auction, it will all be worth it.



Step 5: Settlement

The final step in the process is always welcome, but it can sometimes cause some concern. Sometimes the buyer's bank can cause delays or ask for the settlement date to be moved out. In the lead-up to any key date on the sales timeline, we'll be meeting with you and talking you through everything to make sure that you're up to speed and comfortable with everything going on. We're all working with you to ensure things proceed as quickly and as smoothly as possible. That's our job.



Four points of difference

We believe little things can make a real difference, and we pride ourselves on delivering those things. These differences will help make the sale of your home a process that's simple and successful.



Our business model

Everyone at Little Real Estate works for the same boss, has the same goals, and is employed because of their belief in our values. We're a unified business, not a franchise. With franchised real estate agencies, the training offered can be minimal – and accountability is low.

When you sell your home with us, you can be confident that every single person who works here is working for you – our customer. There's no bias and no inter-office competition. You reap the benefits of our scale, and the expertise of a business built from the ground up – with the most talented professionals in the industry.



Our people

This is our real claim to fame. We have grown to become a business of more than 380 talented, passionate, and customer-focused professionals. We not only recruit the best people, we train them diligently through an in-house education system we created. We call this the 'Little School' – and it trains our consultants in sophisticated sales and marketing strategies, property management, and leadership. These skills combined will ensure you're surrounded by the best expertise money can buy. Higher education, higher performance.



Our technology

In the modern Internet of Things world, great technology is not about features – it's about people. Great technology makes tasks easier, integrates with our lives, and offers a rewarding experience for the people who use it.

However, it's people who sell homes. And we work with the best providers to make sure your home is effectively and efficiently marketed. In fact, we think good technology is so important we bought the technology company many other agencies across Australia rely on for managing their clients' investments – Agentplus.



Our approach

We're Australia's largest independently owned real estate agency, but we treat every property individually to drive its value up in the market. How do we do this? The Little Real Estate sales team maintains a focused and dedicated sales strategy. Our agents don't juggle countless properties at a time, so they won't move potential buyers over to the next property they are listing at the first sign of hesitation.

Without endless properties in their care, they can focus on understanding the unique qualities of your home – and helping buyers appreciate them. Your property is special, and it deserves a dedicated real estate agent that can always take your calls, answer your questions, and keep you informed. Your dedicated agent is committed to getting the best results for you, and you are a high priority of theirs at all times.



Three factors driving value

The best thing we can do is be upfront about what we think your home is initially worth based on our knowledge of the local market. Our job is to help you understand what drives prices and make sure we're completely transparent about what you can expect. Although they might be nice to hear at first, there's no benefit to be gained from promises that won't ever come true. Our job is to maximise the sale price of your home by understanding you, us, and them – the buyers.

YOU

When we understand what you know and love about your home and location, we can build the story together that drives interest and value up too, often independently from the market conditions. You'll find we know the area pretty well, but we're much more interested in you and what you love. So we've created a marketing tool to highlight these valuable things to prospective buyers. It's known as the 'little things we love locally' – and it's just another little thing we include that can make a real difference.

US

Ultimately, what impacts property prices is simple supply and demand. While we can't control supply, we can better understand the drivers of demand, maximising value by focusing on the wants and needs of your target audience. When there's something different, rare, or unique about your home that appeals to people – we'll highlight it to push the value up. Conversely, when the things about your home that are rare or unique appeal to you but not others, we must be careful not to miss the mark. So defining the target audience for your home with you is key to making sure we're maximising demand.

THEM

Factors such as your floor plan or design, your street and suburb, or your proximity to landmarks or schools can all be appealing qualities that people look for. Our commitment is to help position your property with people who are looking for these characteristics but, more importantly, we'll help showcase your property to buyers who are looking for all the traits that make it unique. We'll be clear about the feedback we're getting from potential buyers so that you're fully informed. If we need to fine-tune the points of difference along the way, we'll agree to those changes with you and measure the response we're getting from the most interested buyers to continuously improve our story and key messages. After all, we all know there are other houses in the market, but there's only one of your home available.



Two ways to sell

When selling your property, there are two common approaches used, an auction sale or a private sale.

Auction

An auction is typically held to fulfil one of two very different goals:

1. To ensure certainty of a sale by a particular date. This includes situations when vendors need to sell by a specified date, rather than for a certain price. As a result, they may not set a reserve price (minimum price) because the vendor simply needs a sale to eventuate by a certain time – in a way that is unconditional and binding.
2. To achieve a higher selling price by capitalising on demand and having people openly bid in front of one another for the property. The atmosphere created helps drive higher bidding.

Auctions are best suited to properties in areas, and market conditions, where demand is high.

Moreover, they are a way of simplifying the sales process as everything works towards a predetermined final date. Setting a realistic reserve upfront ensures you won't part with the home for less than you feel you should.

Private Sale

A private sale is the preferred option for vendors who may not satisfy one of the two reasons for auctioning a property. For example, if they don't need to sell by a particular date or they don't believe there will be significant competition between buyers for their home. Alternatively, a private sale can appeal simply because the vendor is uncomfortable with an auction and has the time to wait for an offer they are satisfied with.

Private sales can either work to a fixed date, which helps to create urgency in potential buyers, or have an open date that simply waits for the right offer to come along. If there is not a high level of demand expected for the property, the benefits of an auction may not be realised and a private sale could potentially be the appropriate strategy.





One little sales strategy

Speak to our team to arrange a free appraisal and work through a detailed sales strategy for the sale of your property.

A little bit
about our
little group.

A little bit about our Little group

Formed in 2006, the Little Group initially focused on opportunities in the property sector through Little Projects and Little Real Estate, and in philanthropy. We've since expanded investments across a range of enterprises, including aviation and lifestyle. Opportunities are pursued either solely by the group or with like-minded partners where distinct value creation can be gained, delivering benefits to the group, our partners and the community.

We pursue only those opportunities that we're passionate about and where we feel we can make a substantial, long-term difference through our experience, our know-how and our capital.



Paul Little AO Chairman

Paul Little is founder and chairman of the Little Group. From 1986 to 2011, he was the Managing Director of Toll Holdings and oversaw the Toll Group's rise to become Asia's preeminent provider of logistics services.

Paul has received a Doctor of Business honoris causa from RMIT University. He has been awarded an Officer of the Order of Australia for service to the development of the transport and logistics industries, and for service to the community through philanthropic support of sporting and medical research organisations.

Paul is a Fellow of the Australian Institute of Company Directors and the Chartered Institute of Logistics and Transport. He is a Director of Property Exchange Australia (PEXA).



Murray Rance Chief Executive Officer

Murray Rance is the Chief Executive Officer of Little Real Estate. Joining Little Group in 2012 as Operations Director, Murray has over 30 years of experience in executive positions across the logistics, transport and property sectors.

His notable background in professional sports helped him to develop exceptional leadership skills and a team-focused management approach. He also maintains an ongoing commitment to mentoring and the development of young people in the community.

Murray's growth strategy, emphasis on promoting staff loyalty, and creation of an effective business structure has helped guide Little Real Estate into becoming the largest privately owned real estate agency in Australia.

the 1990s, the number of people with a tertiary education has increased in all countries. The increase has been most dramatic in the United States, where the number of people with a tertiary education has increased from 17% in 1980 to 34% in 1997. In the Netherlands, the increase has been from 10% in 1980 to 22% in 1997. In the United Kingdom, the increase has been from 10% in 1980 to 20% in 1997.

There are several reasons for this increase. First, the number of people who have completed a tertiary education has increased. In the United States, the number of people who have completed a tertiary education has increased from 17% in 1980 to 34% in 1997. In the Netherlands, the number of people who have completed a tertiary education has increased from 10% in 1980 to 22% in 1997. In the United Kingdom, the number of people who have completed a tertiary education has increased from 10% in 1980 to 20% in 1997. Second, the number of people who have completed a tertiary education has increased. In the United States, the number of people who have completed a tertiary education has increased from 17% in 1980 to 34% in 1997. In the Netherlands, the number of people who have completed a tertiary education has increased from 10% in 1980 to 22% in 1997. In the United Kingdom, the number of people who have completed a tertiary education has increased from 10% in 1980 to 20% in 1997.

Third, the number of people who have completed a tertiary education has increased. In the United States, the number of people who have completed a tertiary education has increased from 17% in 1980 to 34% in 1997. In the Netherlands, the number of people who have completed a tertiary education has increased from 10% in 1980 to 22% in 1997. In the United Kingdom, the number of people who have completed a tertiary education has increased from 10% in 1980 to 20% in 1997.

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