



R E S I D E N T I A L  
S A L E S

1 0 7 F O R E S T D R I V E  
T H U R G O O N A

# LINK REAL ESTATE

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Link Real Estate is a locally owned, independent real estate business consisting of enthusiastic, ethical and highly skilled people with superior negotiation and communication skills.



## OUR CORE PURPOSE

“To provide a positive and enjoyable experience of connecting people with property in the Albury Wodonga region”

## OUR CORE VALUES

Caring. Courageous. Energetic

## OUR SERVICES

The Link Real Estate team is pro-active, dedicated and focused to deliver exceptional property expertise and results for their clients in the areas of:

- ⇒ Residential sales and property management
- ⇒ Commercial and industrial sales and property management
- ⇒ Stock and station sales
- ⇒ Retail sales and leasing

12 June 2020



PO Box 1158,  
ALBURY 2640

Shop7/10 Shuter Avenue  
THURGOONA NSW 2640

Ph: 02 6043 3322

Linkrealestate.net.au

Mr G Armstrong  
10 Sedge Court  
KARAMA, NT 0812

Dear Greg,

On behalf of the team at link real estate I would like to thank you for the opportunity of providing you with a property appraisal and recommended marketing program which includes an opinion of value, method of sale and draft marketing activities.

At link real estate our objective is to achieve the highest possible market price in the shortest possible time. To achieve this objective we focus on and deliver the following activities;

- A working partnership with vendors to present the property in its best light
- A tailored marketing strategy specifically for your property
- An advertising program that maximizes your properties availability
- Clear and ongoing communication and feedback to vendors & purchasers
- Excellent negotiation skills

We recognize that the needs and preferences of each vendor and the requirements of each property is different. This is why our recommendations in relation to sales strategy and marketing campaigns are carefully considered and tailored

The Link Real Estate tailored marketing strategy for your property will be executed by our professional and experienced team of Nicholas Hess, Mark Setterfield, Donna Duncan and Brent Booker.

The team at link real estate values the opportunity of working together as we strive to achieve our mutual objective.

Yours Faithfully,

A handwritten signature in blue ink, appearing to read "Nicholas Hess".

**Nicholas Hess**

Residential Sales Representative

0407 815 750

nic.hess@linkrealestate.net .au



Link Real Estate is a locally owned, independent real estate business consisting of enthusiastic, ethical and highly skilled people



# YOUR PROPERTY

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## 107 Forest Drive, Thurgoona

Located in the desirable Fairway Gardens Estate this 4 bedroom family home is situated on a generous 816sqm allotment overlooking bushland. Within close proximity to the Thurgoona gold course this property features:

- \* Master bedroom with walk in robe + ensuite with double basin. Three large guest bedrooms all with built in robes.
- \* Private formal lounge + open plan kitchen, living and dining area. Kitchen features ample storage, breakfast bench, large gas cooktop, electric oven, corner pantry and dishwasher.
- \* Main bathroom with shower, bath, single vanity and separate toilet. Laundry with walk in linen and bench space.
- \* Ducted air conditioning and heating throughout.
- \* Double lock up garage with remote roller door and internal access. A substantial rear yard perfect for a pool, entertainment area or shed.
- \* Situated close to schools, Thurgoona Plaza, walking tracks, and a stones throw away from the Hume Weir.

# TARGET MARKET

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The property should appeal to a wide range of purchaser segments being:

Families   Investors   Retirees   Capital City Buyers





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# OPINION OF VALUE

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Having inspected the property, taking into account the target market and researched comparable sold properties pricing I believe the sale price for your property to be in the range of **\$430,000.00 - \$445,000.00** and recommend a price guide of **\$459,000.00** to interested parties

## COMPARABLE SOLD PROPERTIES

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**10 Newton Circuit**

**Price:** \$445,000

**Sale date:** 16 May 2019



**54 Newton Circuit**

**Price:** \$415,000

**Sale date:** 16 Oct 2019



**58 Newton Circuit**

**Price:** \$422,500

**Sale date:** 23 Sep 2019



**82 Newton Circuit**

**Price:** \$442,500

**Sale date:** 21 Nov 2019



**186 Pickworth Street**

**Price:** \$430,000

**Sale date:** 15 May 2019



**19 Whitton Drive**

**Price:** \$469,000

**Sale date:** 11 Nov 2019

## SUCCESS FEE

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As you are a valued client of link real estate I would be happy to offer you a discounted success fee of 2.5% of the final sale price (inclusive of GST). In the unlikely event that the property does not sell there is no fee to pay.





The link real estate team  
is pro-active, dedicated  
and focused to deliver  
exceptional property  
expertise and results for  
their clients

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# MARKETING YOUR PROPERTY

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**We design and recommend a marketing campaign that maximizes the awareness of the property to generate interest & encourage purchasing proposals from the start of in the campaign.**

## **Internet Advertising**

Purchasers No. 1 source of property availability and information.

We advertise on all major real estate websites that provide local and national exposure of your property. The website ads are at the 'premiere' level to ensure the property remains near the top of the property availability and includes details of your property together with quality photos and a colour floor plan

## **Direct Marketing**

We contact our list of registered potential purchasers that are seeking your style of property. We include the property in our monthly mail out to our client data base. We conduct a local letter box drop as local owners are an excellent recommendation of the area to friends and family.

## **Professional Photography**

To maximize the advertised presentation of the property we recommend professional photography and a colour floorplan.

In most cases, the first point of contact that a buyer will have with your property is through photos and the floorplan. Therefore, creating the right image of your property is crucial in marketing your property for sale.

## **Newspaper Advertising**

Advertising in Border Mail newspaper will maximise that local prospective buyers are aware of your properties availability.

## **Signboard**

A signboard is a simple and effective way to get your property noticed.

## **Brochure**

A colour brochure featuring a property floorplan. Professional brochures are a simple and effective way to convey the main features of your property to prospective purchasers.

## **Optional extras**

Other options that may be required when marketing your property include Virtual tours, slide show or picture and script signboards.









# METHOD OF SALE

There are a number of MOS options, details as follows;

## Private Treaty - For Sale

A standard residential property transaction is known as a Private Treaty sale. This is when you set the For Sale price, and your real estate agent negotiates individually with prospective buyers to achieve the highest possible price

## Private Treaty - Expressions of Interest

Sale by EOI sees vendors invite buyers to submit an offer to purchase their property, by a specified time and date.

## Auction

A property auction is a public sale governed by strict rules. The property is advertised for a specific place, time and date. Prospective buyers bid and the property is offered to the highest bidder or passed in for private negotiation.

Taking into account your property benefits and market conditions we recommend the For Sale campaign, a draft campaign of activities and dates as follows:

PRELIMERIES	Agency agreement signed	Instructions sent to solicitor for Contract of Sale			Contract of sale sent to agent	Sale Agent contacts Link buyer database	
WEEK ONE	Photos and floorplan		Vendor approves Advertising	All Advertising is activated. Signboard Installed	Inspections commence	Advert in Domain liftout	
WEEK TWO	Letterbox Drops	Vendor Feedback				Advert in Domain liftout	
WEEK THREE		Vendor Feedback				Advert in Domain liftout	
WEEK FOUR	Letterbox Drops	Vendor Feedback					







# ADVERTISING INVESTMENT

Advertising Packages	Package A	Package B	Package C
<b>Internet</b>	\$1,275	\$1,275	\$1,275
<b>Professional Photography</b> 10 Photos 15 Photos 20 Photos	\$121	\$176	\$220
<b>Colour Floor Plan</b> Single Level Double Level	\$0	\$88	\$120
<b>Property Brochure</b> Single Page Double Page 4 page	\$50	\$75	\$100
<b>Letterbox Leaflets</b>	\$0	\$25	\$25
<b>Wing Wrap Signboard</b>	\$0	\$132	\$132
<b>Border Mail 'Domain Liftout</b> 4 single ads 4 double ads 2 1/4 page ads and 2 double ads	\$220	\$440	\$660
<b>Total</b>	<b>\$1,666</b>	<b>\$2,211</b>	<b>\$2,602</b>
<b>Further Options</b>			
<i>Drone</i>			\$400
<i>Virtual Tour</i>			\$440
<i>Picture and Script Signboard</i>			\$370



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Live Event Offer Job

4.1 4.1 out of 5 - Based on the opinion of 32 people

link real estate Estate Thatjoona 171 - February 12

...with 180 degree views of the 15th fairway. A ... combines formal and informal living flowing into an ... deck overlooking a stunning in-ground pool with ... of the golf course. This well maintained and completely ... is situated in a quiet court in the sought after ...

... can on 0466 025 120 or 02 6043 3322 for more information.



ABOUT LINK REAL ESTATE

Our Story

Based in Albury Wodonga, a locally owned, independence business const...

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Page Tips



# WEBSITE EXAMPLES



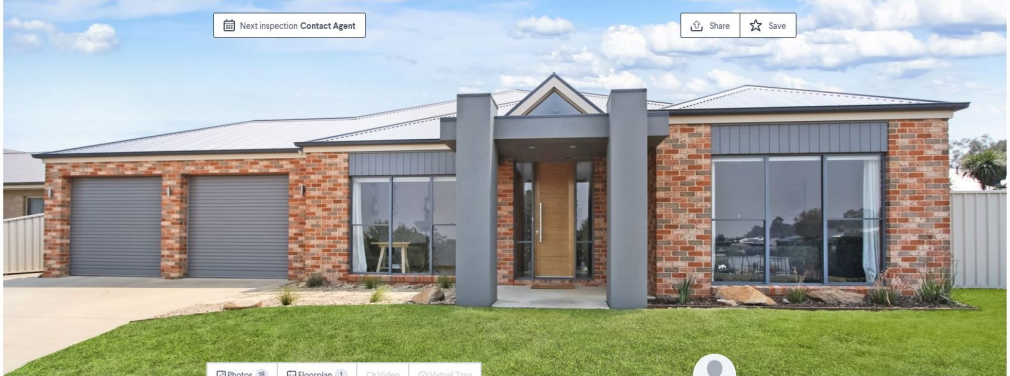
Domain

Find a Property Research Find Agents For Owners Home Loans Insurance News Commercial

Back to search results Home Sale NSW Thurgoona Free Standing Houses 4-Bedrooms 87 Fairway Gardens Road, Thurgoona NSW 2640

Next Inspection Contact Agent

Share Save



Photos 8 Floorplan 1 Video Virtual Tour

87 Fairway Gardens Road  
Thurgoona NSW 2640  
**\$575,000**

4 Beds 2 Baths 2 Parking 1,088m<sup>2</sup>

Brent Booker  
Link Real Estate

Call

Menu realstate.com.au Sign in Join





Back to results Buy NSW Thurgoona House 14 Clearwater Place

link

14 Clearwater Place,  
Thurgoona, NSW  
2640

4 2 2 725 m<sup>2</sup> House

\$529,000




HOME LOAN CALCULATOR  
\$2,182/month  
estimated repayment Calculate

How much can you borrow?  
We can help

link  
Donna Duncan  
0468 825...

HOME SELL BUY RENT ABOUT LINKS SIGN IN

link real estate





UNDER OFFER

16 Images 1 Floorplan

7 Forest Drive  
Thurgoona

Contact agent for details



+14







# NEWSPAPER EXAMPLES



**NEW LISTING**

5 2 9 1 1

**137 Bungowannah Road Jindera**  
**NEW PRICE \$850,000**  
**Inspection By Appointment**

- Secure your country lifestyle property with character and spacious residence, offering 5 bedrooms plus study, informal and formal living spaces with outdoor entertaining.
- Set on 8 hectares, this home offers five fenced paddocks perfect for the horse enthusiast, a monumental machinery shed with water and power, and an additional storage shed.
- Fully equipped contemporary kitchen, with oversized butlers pantry. Double oven and gas cook top, dishwasher and plumbing for refrigerator. Informal living and dining area featuring tall and vaulted ceilings.
- Formal lounge room and dining area with cozy log fire and featured mantle. Leading into the outdoor entertaining area overlooking the vast space on offer.
- Master bedroom with a walk in robe and ensuite. En suite features freestanding bath, vanity, toilet and double shower. A further 4 bedrooms all connected with a kids retreat/rumpus room.
- Conveniently connected to town water, mail and bus services with 30,000lt tank.

Mark Hawkins 0427 667 784

**NEW LISTING**

5 2 9 1 1

**137 Bungowannah Road Jindera**  
**NEW PRICE \$850,000**  
**Inspection By Appointment**

- Country lifestyle property with character and spacious residence, set on 8 hectares.
- Informal living and dining area featuring tall and vaulted ceilings.
- A monumental machinery shed with water and power, and an additional storage shed.

Mark Hawkins 0427 667 784

5 2 9 \$850,000

**137 Bungowannah Road Jindera**  
**Inspection By Appointment**

- Country lifestyle property filled with character
- Informal & formal living and dining areas
- Large machinery shed with water and power

Mark Hawkins 0427 667 784

# BROCHURES

# SIGNBOARD

**link real estate**

**583 Nagle Road, Lavington** 5 4 12 3714 m<sup>2</sup>

**FOR SALE: CONTACT FOR PRICE**

**Mark Hawkins**  
 0427 667 784  
 02 6043 3322  
[mark.hawkins@linkrealestate.net.au](mailto:mark.hawkins@linkrealestate.net.au)

A home designed for family living and entertaining, featuring 3 generous living areas, five bedrooms, four bathrooms, indoor/outdoor rooms, pool & spa.

- Open family living and dining space with a spacious modern kitchen.
- Formal lounge/theatre room, while the rumpus room is ideal for games room or home gym.
- Master suite with a private patio area. An over-sized WIR and ensuite.
- Secondary master suite with WIR and ensuite, with a further three bedrooms with BR.
- Car accommodation to cover in short easily with the extensive shading and car ports.
- Council levied rates of \$2,234.24 plus and water rates of \$652.45 plus consumption plus

[www.linkrealestate.net.au](http://www.linkrealestate.net.au) Shop 7710 Shuter Avenue Thurgore NSW 2600 **02 6043 3322**

**FOR SALE**

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**link real estate**

Donna Duncan 0468 825 120

[linkrealstate.net.au](http://linkrealstate.net.au) **02 6043 3322**





Connecting people with  
property in the Albury  
Wodonga region

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# MEET THE TEAM

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**Mark Setterfield**

**Director**

Mark is a director of Link Real Estate with over 10 years of local real estate experience and prior to that over twenty five years of experience in the food industry which combined together gives Mark the marketing, negotiation and selling skills required to deliver ongoing successful results.



**Mark Hawkins**

**Director**

Mark has over 23 years' experience in the industry as a business owner, developer and retail. Mark has excellent negotiation and selling skills and his experience enables a thorough understanding to assist clients to deliver their property needs.



**Donna Duncan**

**Licensed Agent & Auctioneer**

Donna is a passionate and customer focused local Thurgoona licensed agent and auctioneer and has worked in real estate in Albury for the past seven years. Donna has a vast experience with all matters regarding buying, selling, renting, investments, building and renovating. Donna's motto is " the client real estate experience commands all of my attention".



**Nicholas Hess**

**Residential Sales Consultant**

Nicholas is passionate about his real estate career and is fast earning himself a respected reputation within link real estate and the wider community. Nicholas drive, energy and determination has seen him progress quickly through the ranks of Property Management and is now continuing to excel in Residential Sales with a demonstrated history of providing the best possible result for his clients.



**Brent Booker**

**Sales Administrator**

Never short on energy and enthusiasm, Brent brings a positive, can-do attitude to his role as sales representative with Link Real Estate's Residential Sales Team. Brent's client-focused approach to real estate means that buyers and sellers can be assured of receiving outstanding service. He is committed to achieving results and passionate about property.





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