

Real Plus Accounting Pty Ltd

From: Simon & Kay <woogs1@bigpond.com>
Sent: Thursday, 7 March 2019 12:58 PM
To: d.kulesko@realplusaccounting.com.au
Subject: Fwd: 20/25 Fairweather Crescent Coolalinga NT

Sent from my iPhone

Begin forwarded message:

From: Periapt Advisory <advisor@periapt.com.au>
Date: 12 September 2018 at 11:42:06 am ACST
To: Simon Hirst <woogs1@bigpond.com>
Subject: Re: 20/25 Fairweather Crescent Coolalinga NT

Thanks for this Simon.

I hope Marco gave you useful commentary.

I am looking forward to meeting with you both next week, but please feel free to contact me before then if you need.

Warm regards to you both,

Jacie.



On Wed, 12 Sep 2018 at 10:50, Simon & Kay <woogs1@bigpond.com> wrote:

Sent from my iPhone

Begin forwarded message:

From: Karl Secondis <karl.secondis@raywhite.com>
Date: 11 September 2018 at 2:32:53 pm ACST
To: woogs1@bigpond.com
Subject: 20/25 Fairweather Crescent Coolalinga NT

Hi Simon

Thank you for making contact with me yesterday regarding you property.

Price Estimate

I feel that a price estimate of **\$250,000 to \$260,000** is reflective of the current market place

There are currently 7 units for sale in the complex (6 x 2 bedroom and 1 x 1 bedroom)

The Market

There is a number of 1 & 2 bedroom units on the market for sale at present by a developer that is under financial pressure....these go to auction on the 27th September which might be an indication of what the market might pay for your 1 bedroom unit.

Rental

I understand that the unit is being advertised for lease at \$300 pw. If you proceed to sell I would suggest that you remove the property from the rental market as a lease will only complicate the sales process and make it more difficult to sell.

Sales Example...

This is the property I spoke of yesterday that was purchased for \$415,000 and just sold for \$287,000 in the current market (2x2x2x) in Johnston

<https://www.realestate.com.au/sold/property-apartment-nt-johnston-128678542>

The last 1 bedroom unit to sell in your complex was by me in April 2017 for \$290,000 (1 x 1 x 2)

Method of Sale

I feel that selling by auction will be the best way to present the property to the market and to encourage an "unconditional" sale.

We hold an auction each month in-rooms as a way of offering a number of properties to market

Professional Fee

Our fee will be 2.75% + GST

Marketing

Our marketing budget would consist of the following...

Admin Fee \$250
Photos etc \$390
Brochures \$137.50
Signboard \$315
Online \$1,230
NT News (4 weeks) \$1,390
Gavl \$110
Auction Fee \$550

Total \$4,372.50

Simon if you have any questions please give me a call to discuss 0455 666 000.

Regards

Karl Secondis
Sales - Auctioneer
Ray White Bayside
Mobile 0455 666 000

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