

  
**Rachel Green-Luther**

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**From:** Chris Clarke <christopher.t.clarke@gmail.com>  
**Sent:** Sunday, June 27, 2021 11:38 AM  
**To:** Rachel Green-Luther  
**Subject:** Fwd: 268 Montague Road Proposal.  
**Attachments:** 268 Monague Road, West End - Floor Plan.pdf

Hi Rachel

Attached / below is the valuation / appraisal of Montague Rd. The mid price puts it at **1.975M** and **the rental is pretty-much spot on at what Primivo is paying.**

Cheers

Chris

----- Forwarded message -----

**From:** Robert Koster <[rkoster@eldersre.com.au](mailto:rkoster@eldersre.com.au)>  
**Date:** Wed, 26 May 2021 at 12:59  
**Subject:** 268 Montague Road Proposal.  
**To:** <[chris@viveogroup.com](mailto:chris@viveogroup.com)>  
**Cc:** Ben Hackett <[ben.hackett@eldersrealestate.com.au](mailto:ben.hackett@eldersrealestate.com.au)>

Hi Chris,

Thank you for meeting up and giving us the opportunity to submit a proposal for 268 Montague Road, West End. See below our thoughts and suggestions, I have attached what looks to be a rough floor plan we had from the campaign, the measurements do not seem to be complete but it comes in at around 386m2:

**OVERVIEW:**

268 Montague Road presents as a refurbished freestanding office/warehouse with major exposure to Montague Road, it consists of approx. 350m2\* of Lettable area over 2 levels ( Could be 350m2-420m2\* ) with the majority of lettable being a fully airconditioned ground floor warehouse with a professional entry and a couple of offices/meeting rooms, there is a well presented mezz level office that consists of open plan area, boardroom and kitchen, there are ample amenities on both levels.

**LEASING RATE:**

The property would be well received on the leasing front, probably the most interest would come from the health industry but interest could also come from logistics, general office and creative users.

Our recommendation would be to take the property out to the market at **\$260/m2 Gross + GST** but expect negotiation and anticipate offers in the range of **\$230 - \$260/m2 Gross + GST.**

**SALES RATE:**

The property would achieve a great deal of interest if it were to come to the market for sale, we are finding that the market is driven by owner occupiers on the back of cheap money.

Depending on confirmation of the size, we believe a sales figure Between **\$1.85 M and \$2.1 M** is achievable for this property.

**STRATEGY:**

I believe it would be in your best benefit to run an exclusive sales/leasing campaign, as having multiple signs and listings online is at the detriment of the property. We would request this exclusive period to run for 120 days, as we believe we can achieve a positive result in this time.

**ADVERTISING SUGGESTIONS:**

The property will be on 4 websites but we would recommend to highlight the property as an ELITE listing on Realcommercial as it enjoys far superior traffic.

**ADVERTISING**

|  |                         |
|--|-------------------------|
| Elite 3 MONTH REALCOMMERCIAL SALES/LEASE ADVERT: | \$2,047.60 + GST        |
| 1200 X 1800 INFORMATIVE SIGN:                    | \$ 180.00 + GST         |
| PRO PHOTO, DRONE AND FLOOR PLAN PACKAGE:         | \$ 272.00 + GST         |
| <b>TOTAL:</b>                                    | <b>\$2,499.60 + GST</b> |

**COMMISSIONS:**

We will charge 15% + GST of the first years rent for the lease and 2.5% on the sale

**AGENTS:**

Ben and myself have been working as a team in the South Fringe now for 6 years and have managed to become the most prominent sales/leasing team on the South Fringe. We can ensure that we will have the availability to work in with Purchasers or potential tenants and convert enquiries into inspections in a timely manner.

**CONCLUSION:**

We are confident in running tactical marketing campaign & I look forward to hearing back from you as we would be very keen to assist in this process.

Kind regards,

**Robert Koster**

**Associate Director**

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**VIVEO**<sup>®</sup>

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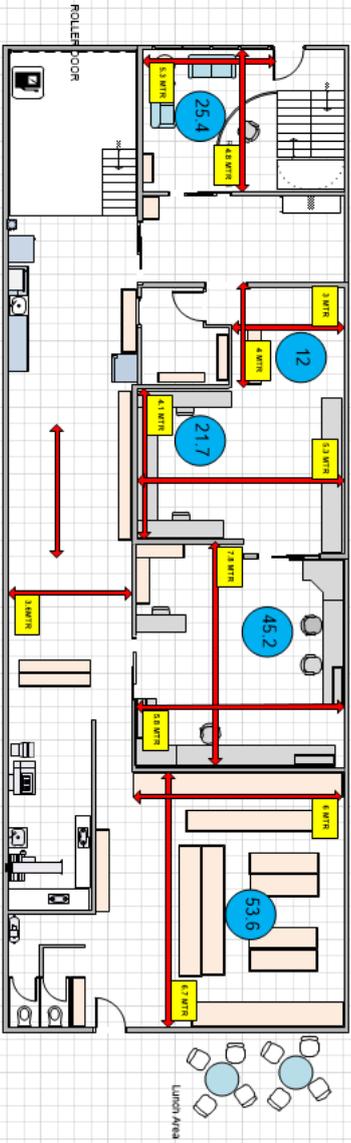
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268 Montague Rd  
PRODUCTION,  
SALES & ADMIN  
BUILDING



Premises at 266 – 268 Montague Rd  
WEST END QLD 4101

