

TENDER No 123: 88 Black Wallaby Drive, Langwarrin VIC 3970

12th Aug 2015

EXPECTED PRICES

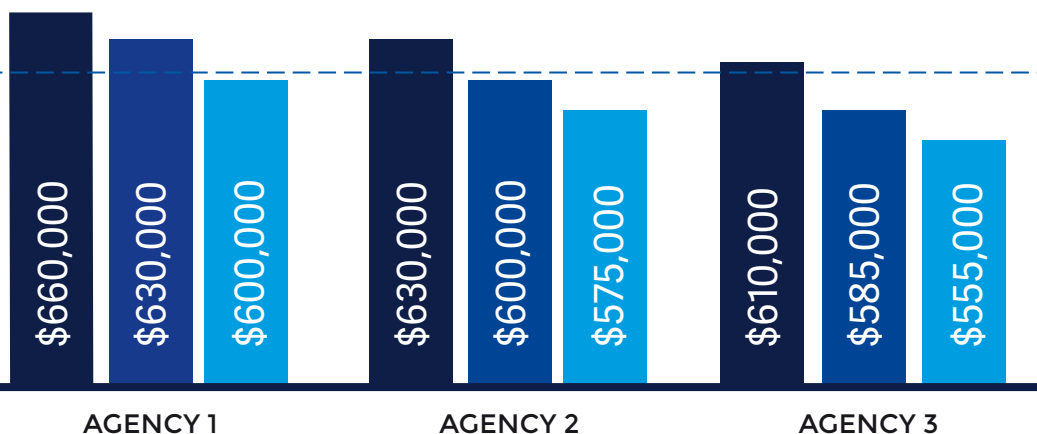
AV EXPECTED PRICE

\$605,000

Expected Price

High Price

Low Price



COMMISSION CHARGES

	AGENCY 1	AGENCY 2	AGENCY 3
Method of Calculation	2.2%	1.65%	Flat Fee
Estimated commission (inc GST)	\$13,860	\$9,900	\$10,000
If sold at a price of	\$630,000	\$600,000	\$585,000

MARKETING COST

	AGENCY 1	AGENCY 2	AGENCY 3
Price (inc. GST)	\$6,000	\$4,000	\$2,000
Responsibility and timing for payment	Vendor responsibility. Payment prior to commencement of Auction campaign.	Vendor responsibility. Payment to coincide with release of selling commission or at termination of ELA	Vendor responsibility. Monthly installments, balance paid in full at release of selling commission.
Advertising Schedule	View PDF	View PDF	View PDF

SELLING STRATEGY

	AGENCY 1	AGENCY 2	AGENCY 3
STRATEGY	AUCTION	PRIVATE SALE	PRIVATE SALE
Reason for choice	A unique property for the local area. Auction is the accepted method of sale to achieve a premium sale price.	85% of all real estate transactions in Langwarrin in 2015 were sold by Private Sale.	Private Sale has accounted for 100 % of residential sales in Langwarrin within the price range of \$550,000 to \$650,000


NET PROCEEDS AFTER SALE

	AGENCY 1	AGENCY 2	AGENCY 3
If sold at Av. Expected Price	\$605,000	\$605,000	\$605,000
Total Outgoings (commission+ marketing costs)	-\$19,310	-\$13,982	-\$12,000
Net Proceeds	\$585,690	\$591,018	\$593,000

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 AGENCY SALES AUTHORITY			
	AGENCY 1	AGENCY 2	AGENCY 3
Authority Type	Exclusive Auction Authority	Exclusive Sale Authority	Exclusive Sale Authority
Authority Period	60 days	90 days	120 days
Additional Comments	Sort after property. Standard selling period required.	Slowing market	Low sales volume in upper end of local market value range will necessitate an extended selling period

 AGENCY INFORMATION			
	AGENCY 1	AGENCY 2	AGENCY 3
Agent Name	Cal Andrews	Robert Pete	Tim Taylor
Agency Information	View PDF	View PDF	View PDF
Agent Profile	View link	View link	View link
Video Link	Click here	Click here	Click here

SUBSTANTIATED BY THESE RECENT SALES			
	AGENCY 1	AGENCY 2	AGENCY 3
Address	18 Black Wallaby Drive, Langwarrin	23 Bronzewing Crt, Langwarrin	30 Red Cres, Langwarrin
Sale Date	27th September 2014	28th July 2014	25th May 2014
Sale Price	\$600,000	\$555,000	\$635,000
Web Link	Click here	Click here	Click here
Description	BED 4 BATH 2 CAR 2 This Metricon built home oozes quality. From the master suite complete with walk in robe & ensuite to the elevated theatre room.	BED 4 BATH 2 CAR 4 Positioned in the sought after Springhill Estate this exceptional family home will suit both the family and a mechanic/builder who would like to work from	BED 4 BATH 2 CAR 4 This exclusive home located in the Acacia Heath estate is only 2 years old and boasts big living areas, practicality, neutral toning and fresh feel.
Address	30 Red Cres, Langwarrin	18 Black Wallaby Drive, Langwarrin	23 Bronzewing Crt, Langwarrin
Sale Date	25th May 2014	27th September 2014	28th July 2014
Sale Price	\$635,000	\$600,000	\$555,000
Web Link	Click here	Click here	Click here
Description	BED 4 BATH 2 CAR 2 This high quality home is surrounded by some of the best homes in the area and minutes away from all amenities .	BED 4 BATH 2 CAR 2 The children's wing offers three large bedrooms & luxury family bathroom. The centrally located chef's kitchen has stone bench tops. Quality finish throughout.	BED 4 BATH 2 CAR 4 The home comprises of 4 bedrooms, master with ensuite and wir, formal living room, large open plan kitchen/meals area, sep family room and rumpus room.

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SUBSTANTIATED BY THESE RECENT SALES

	AGENCY 1	AGENCY 2	AGENCY 3
Address	23 Bronzewing Crt, Langwarrin	30 Red Cres, Langwarrin	18 Black Wallaby Drive, Langwarrin
Sale Date	28th July 2014	25th May 2014	27th September 2014
Sale Price	\$555,000	\$635,000	\$600,000
Web Link	Click here	Click here	Click here
Description	BED 4 BATH 2 CAR 4 The home comprises of 4 bedrooms, master with wir, formal living room, large open plan kitchen/meals area, sep family room and rumpus room.	BED 4 BATH 2 CAR 4 This high quality home is surrounded by some of the best homes in the area and minutes away from all amenities	BED 4 BATH 2 CAR 2 Everything today's modern family seeks is here at your fingertips. The perfect view to the alfresco dining area & wonderful in ground solar heated pool.

SALES NOTES

	AGENCY 1	AGENCY 2	AGENCY 3
NOTES FROM AGENT TO MAXIMISE SALE PRICE	The home could benefit from painting the master bedroom and kitchen areas.	Front fence is in bad condition, would be worth replacing before sales campaign.	Overall property is in good condition, however some painting and general maintenance would improve buyer appeal.

AGENT COMMITMENT TO SERVICE EXCELLENCE

	AGENCY 1	AGENCY 2	AGENCY 3
Listing Agent involved in all Open for Inspections	<input checked="" type="checkbox"/>		
Listing Agent involved in all negotiations	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Vendor to receive phone call immediately after each Open for Inspection	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Listing Agent to email all correspondence from buyers directly to vendor (offers & feedback)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Listing Agent to provide vendor with a weekly progress report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Listing Agent to meet/phone vendor once per week to discuss campaign	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

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