

Matrix @ Burwood

Wasn't it a GREAT result?

We really did appreciate your keen eye to both identify and analyse the property, before negotiating a sharp deal at \$7.75 million.

But then, you managed to skilfully use your Validation process, to further reduce the contract price to \$7.24 million.

While restructuring some of the leases, you guided our Architect with market input – as he obtained a rather exciting Permit to re-work and extend the building envelope.

And when we realised the final project would be beyond our capabilities ... you then introduced us to your “Stealth Marketing” strategy – to obtain an absolute top sale price of \$12.3 million.

What really amazed us was the way you managed to take what was basically the same property, physically – and simply sell “a concept” – which gave us a \$5 million gain, in just 2½ years.

You certainly have a Formula that worked for us.

Many thanks,

GF – Merricks Beach VIC
Group Chairman