

THE MANAGED SALE

Established 1992

Start with Absolutely Independent Advice

A MANAGED SALE WILL GIVE THE BEST POSSIBLE PATHWAY FOR A TROUBLE-FREE AND SUCCESSFUL SALE

THE PROPERTY ADVISORY FORMULATES SPECIFIC STRATEGIES FOR EACH INDIVIDUAL PROPERTY, ADDRESSING ALL OF THE IMPORTANT CONSIDERATIONS:

- What Is The Market Doing? What Is The Economic Outlook?
- Which are the appropriate agencies to work with?
- Which individuals within these agencies should be conscripted?
- How Much Advertising & what is an appropriate budget?
- Need for compliance with consumer legislation
- What To Do For Presentation & Marketing Material
- Where To Advertise? Which is the best advertising medium, which are the best publications.
- Are The Ads Targeted – Are They Working?
- Auction ,Tender , Private Sale or Expression of Interest?
- Timing?
- Agents In Conjunction?
- What Should Be My Reserve Or Acceptable Sale Price?
- What Strategies Generate Most Interest?
- Offers – How To Treat Them – Accept or try for more
- Judging The Real Interest In The Property And Monitoring The Agents Performance.
- Probity, The Process Must Be Transparent & Inclusive

FOR ACTION CALL

GIL WILLIAMS or BILL McHARG

We are Agents with over 80 Years Combined Experience

THEPROPERTYADVISORY.COM

Quality Advice → Quality Decisions → Quality Results

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