

How NOT to sell property

TUKURUA - a unique Cottesloe beachfront property on 5000 sqm overlooking the Indian Ocean.

Listed for \$50m, reduced to \$25m.



Billionaire 'Twiggy' Forrest snaps up **TUKURUA** for a **BARGAIN PRICE of \$16 million.**

Vendor reported to be distraught and suffering 'seller's remorse' after signing the sale contract.

- If the vendor had used the **Buyer's Highest Offer** sale system (**The ultimate professional property sale method from a vendor's perspective**), his property would have attracted offers of **\$20m to \$30m**, with one offer from Andrew Forrest.
- Mr Forrest took advantage of a flawed property sale system and triumphed over the **uninformed and unprepared vendor** who missed out on an extra **\$4m to \$14m.**
- **Buyer's Highest Offer:** A sale system guaranteeing maximum possible selling price with **three extra bonuses**: Commission is zero, GST on zero commission = \$0, and the Tax Office cannot claim a Property Wealth Levy / Tax.
- **Buyer's Highest Offer:** **Do not sign** the sale contract without it (see other 2 flyers).

How to sell property for HIGHEST possible price

Example:

Malcolm and Lucy Turnbull's Sydney Harbourside mansion, 2015 value \$50m, likely \$60m - \$75m in the future.

Only the **Buyer's Highest Offer** sale method can guarantee 'Top Price'.



- Affluent buyers are always looking to buy Sydney Harbour property.
- Property solicitors are best qualified to oversee the sale and handle written offers.
- Solicitors review signed **best / highest offers** from interested buyers. Solicitors attend to sale contract and conveyancing.
- **Buyer's Highest Offer:** A '**No Brainer**' when selling *residential, commercial, industrial, rural, special purpose property* -
 - Guaranteed maximum sale price
 - Vendor is never under pressure to sign the sale contract
 - Vendor will never suffer '*seller's remorse*'
 - No legal complications over the sale contract
 - No GST on commission because commission is zero
 - Part of sale proceeds cannot be claimed by the Tax Office as an indirect Property Wealth Levy / Tax
 - Vendor **Beats the Tax Man** on the GST & the Property Wealth Tax

*Refer to accompanying 2 flyers, peruse the 2 consumer advocacy websites, read **Document Reviews** in each, including one by a retired estate agent and those referring to **REA Group shares**.*