

Pre - IPO Float 'Investor Roadshow' by John McGrath

"Your property is worth more with McGrath"

Counterclaim: NOT SO. McGrath's agents & salespersons use auction & price negotiation which **SHORTSELL / UNDERSELL** property - refer to the electronic Document available via the **Propertileaks** website detailing results of tens of thousands of property sales across Australia from 1985 to 2015, including auction 'clearance' data. **SELLER BEWARE.**

McGrath's agents & salespersons **CANNOT achieve a higher sale price for vendors** who prefer the highly professional **Buyer's Highest Offer** property sale system -

- **BHO** guarantees maximum market sale price - *unrivalled by McGrath**
- **BHO** does not require the vendor to pay a sale commission - *unrivalled by McGrath**
- **BHO** does not require the vendor to pay a **10% GST surcharge** on sale commission because **commission is ZERO** - *unrivalled by McGrath**
- The **Buyer's Highest Offer** property sale system shuts the door on the Australian Tax Office from claiming an indirect **PROPERTY WEALTH LEVY / TAX** from a property's sale proceeds - *unrivalled by McGrath**

*If prospective property vendors substitute *McGrath* with the name of any other estate agency, the above **counterviews** will still apply.

A Sharemarket RED Flag: McGrath Estate Agents' forthcoming IPO: refer to 2nd **FREE DOWNLOAD** ("*Trust me with your property*" - **SELLER BEWARE**). Once property owners understand **how property should NOT be sold**, they will prefer the highly professional and financially superior **Buyer's Highest Offer** sale system, as predicted by one of the Reviewers of the **BHO** Document (Review #11) :

*"In two very clever moves relating to the **Buyer's Highest Offer** sale method, the Document's authors have made what must be the equivalent to the most brilliant chess moves ever played. These make sellers' agents surplus to property owners' requirements, and at the same time exclude buyers' agents from participating in property sales and driving the sale price down.*

*The real estate industry will be thunderstruck and mortified to learn that it has been outsmarted, outwitted, outfoxed, outmanoeuvred, trumped, and checkmated. Its agents and salespersons have now been shown to be counterproductive to vendors' best interests because their sale methods clearly fail to deliver 'top price' yet still require vendors to pay HUGE commissions. It will now be 'OUT WITH THE OLD' - Auctions, Tender, 'By negotiation', 'Offers to Purchase Invited', 'Expressions of Interest' - and 'IN WITH THE NEW' - the **Buyer's Highest Offer** sale method.*