



Selling or Leasing

Your commercial property with us...



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1. Our Company...

Live -N- Invest is a successful Townsville based Real Estate office, offering all aspects of property sales and property management. The owners David Menso (Sales) and Jason Ginn the (Property Management) specialise in their respective fields, offering our client's unconditional support and service.



David has a wealth of personal experience with property transactions. He assists our clients with Residential Home Unit Sales, Project Marketing, Land Sales as well as Commercial and Industrial Sales.



Jason has been a dedicated Property Manager for over a decade; he provides service to Live-N-Invest clients in Residential and Commercial Property Management, in addition to Commercial and Industrial Leasing.

Our office is Real Estate Institute of Queensland (REIQ) accredited and we are active members regularly exceeding our mandatory professional development requirements. As members we are kept up to date with the latest developments affecting the Industry and we comply with a strict code of conduct that protects all parties involved within transactions.



We pride ourselves on returning your calls with the greatest urgency. This cutting edge Real Estate office is locally based with profits going back into the Community. Our centrally located office offers plenty of car parking.



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2. Our Commercial Division...

Live-N-Invest Real Estate has now established a dedicated Commercial Real Estate division. We have been Selling and Leasing Commercial Properties since the inception of the business. We now feel it is the time to approach commercial market with our high level of personal service and professionalism.

Commercial Sales + Lease; is the next step meeting the needs of our existing property management clients, while attracting new clients with our level of service and fair priced fee structure. Our hard work is paying off, our existing property owners regularly refer their friends and family members, this has proved to be the best form of advertising.

Working with our existing property owners and local business connections we are well position, with support from our fully equipped office, staffed six days a week and dedicated team focusing on this Commercial Sales + Lease Division.

We work with you to achieve your objectives, whether this is the value you desire from the sale of your property or the annual lease that is required to meet your required Return on Investment (ROI). We use comprehensive marketing campaigns that will achieve the highest possible sale price for your Commercial Property. We actively pursue potential buyers or tenants, who fit the identified profile for the property through our existing business partners and networks.

We pride ourselves on being open and accessible, while being reasonably priced for the services we offer.

Please do not hesitate to phone or visit our office and we will discuss your specific property requirements.



3. Sale or Lease Market Appraisal...(Free)

We offer **FREE** market appraisals that can be used as a guide to your property's value at that point in time or to ascertain the expected lease that a tenant would pay for your property on the terms you are offering.

3.1 Sales Appraisal

This will list comparable property transactions specific to your properties unique attributes and specifications. This document will provide recent transactions and currently marketed properties that are competing with potential buyers for your property.

3.2 Lease Appraisal

We complete a Lease Appraisal by researching the current properties that are available for lease and historical information is also used to determine a range for the annual lease of your property. This is a great tool to identify the potential sales value of the property, as the capital value of a Commercial Property can be determined by the return obtained. Investors prefer this method of valuation.

3.3 Key Determinates

We have listed below the desirable aspects that have significant impact on the value placed on each, depending on the type of business that would lease or Investors who would potentially purchase your property.

Property Zoning

- Council determines where certain Industries/ Businesses operate
- This also affects the annual outgoings (Rates / Water etc.) payable

Physical Location

- Access to / from arterial roads and existing infrastructure
- Frontage – specific tenants demand frontage

Connected Services

- Water / Sewerage / Bore and License
- Electricity (3 Phase/ Tariff and Capacity – Allocated Usage)

Current Facilities and Size

- Suitability of current buildings / structures / parking / facilities
- Comparability of current facilities and size of the property

4. Marketing...

You can't sell a secret; we market our properties using price and address. The two most important points a buyer or tenant wants to know. The first 30 days are the most crucial in achieving the highest market price. We work closely with you and keep you informed throughout our campaign.

Marketing your property is more than merely posting an advertisement on the internet and in the local newspaper or placing a sign out the front. From our experience these are all components of a successful marketing campaign but we also have to proactively seek interest in your property.

Commercial property differs from residential. Usually the potential buyer or tenants are seeking specific attributes in a property to satisfy their predetermined criteria. These criteria can include, but are not limited to Location, Zoning, Access, Investment Potential, Affordability and most important Commercial Advantage (i.e. appealing to customers to gain an advantage over the competition).

4.1 Information Memorandum

This is a document specifically prepared for your property; this includes a description of your property including photographs (professional photo's can be arranged approx. \$110) of the property outlining specific features, including the details of current tenancies, annual holding costs, current zoning and geographic details. This document is prepared to provide potential buyers details on the property; these are only provided to qualified buyers.

4.2 Internet Listing

We are operating in a global economy; we need to make it easy to access information about your property. We use the internet as one method to effectively promote your property. Listing your property on **commercial sites incurs a fee**, we pass these on at cost. We offer complementary listing on liveninvest.com.au and commercialrealestate.com.au. There are a number of options and most successful sales are listed on multiple websites to increase exposure. We have access to a host of sites including free sites. We will discuss this in more details when we are developing a marketing strategy suitable to your property and your budget.



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4.3 Signage

We offer **FREE** For Sale / For Lease signs to be posted on your property to inform passersby that your property is indeed available. We can also offer a number of custom build signs which can include pictures or specific details about the property. These are passed on **at cost** (starting from \$150).



4.4 Newspaper/s

We have existing ongoing relationships with the press, as such we have **access to rates not available to the general public**. This includes both local and national press. National exposure may be a more expensive option, but more appropriate if your property has a specific target market. We can also use special features to highlight your property to a defined target audience. These rates vary from month to month and publication to publication as such we will obtain a specific quote. We obtain your consent before booking any modules on your behalf. We are not here to advertise our business, our aim is to sell or lease your property in the most cost effective manner.



4.5 Existing Relationships and Networks

As a client we will **actively promote your property to our existing database** of buyers and potential tenants. This has proven to be the most cost effective method as it significantly reduces the marketing expenses. We currently have a buyer's register as well as a register of potential tenants, with enquiries weekly. We also have a number of existing business partners who provide an ongoing stream of buyers and potential tenants.

4.6 Social and Local Community Profile

Since inception Live-N-Invest has donated a percentage of profits to **supporting local charities**, community groups and sporting groups. A number of our staff participate in these activities for the betterment of our community such as the Rural Fire Brigade, Volunteer Coast Guard and the Police Citizens Youth Club.

5. Commercial Sales + Lease - Schedule of fees

The following fee schedule is current as of 13 July 2010.

5.1 Selling

The commission related to commercial sales is a once off fee paid by the property's owner to the Live-N-Invest Real Estate for the successful introduction of a buyer. The commission is payable when the contract is unconditional. This commission is negotiated on a case by case basis; this commission can be up to 2.5% of the purchase price plus GST.

5.2 Leasing

The commission related to commercial leasing is a one off fee by the property's owner to the Live-N-Invest Real Estate for the successful introduction of a tenant. This payment is due on the commencement of the lease. GST is payable on the commission payment and Live-N-Invest will invoice this commission to the property owner calculated from the table below.

5.2.1 Leasing - Commission Payable

Commission Payable	
Year/s	Fee
1	10%*
2	11%*
3	12%*
4	13%*
5	14%*
6	15%*

Example:

3 year lease
 Rental of \$30,000 per annum

 $(12 \% \times \$30,000) + \text{GST}$
 = \$3600 + GST

***Important Note:**

Fees shown in this table exclude G.S.T. Goods and Services Tax (GST -10%) is payable in addition to the percentages expressed in the table to the left 'Commission Payable'.

6. Commercial Management - Ongoing

The ongoing Commercial Property Management of your property is determined by the services you wish to engage Live-N-Invest Real Estate to undertake on your behalf. You only pay for the services that you use. As you can appreciate each commercial tenancy is different and also each owner has differing requirements. Our Commercial Property Management is negotiated on a case by case basis and can be either a negotiated flat fee or a percentage of gross rental.

6.1 Standard Inclusions

- Annual physical inspection – we visit your property
- Condition Report with photo's sent to owner – per inspection
- Annual Meeting with Tenant to discuss obligations and any issues
- Rent collection and dispersion to nominated account
- Regular Financial Reports sent to owner

6.2 Management Fees

This fee is negotiated on a case by case basis. Our rates start from 5% plus GST of gross rental received, payable monthly. We feel that our rates are extremely competitive, compared with the current rates being charged by other commercial agencies. We look forward to providing you a more detailed estimate once we have discussed the specific details of your property and your requirements.

6.3 Transferring to us – We do all the work

Did you know if you currently have your property managed with another property manager and you would like Live-N-Invest Real Estate to manage your property. We can take all hassle and stress out of this for you by coordinating the move on your behalf? Just ask one of the friendly staff how easy this actually is. We also offer discounts for those clients who have multiple properties listed with our office.

7. Why Us...

Why choose Live-N-Invest Real Estate to Sell or Lease your Commercial property?

- Our overall Marketing campaign is directed to buyers or tenants producing the highest market price in the shortest timeframe.
- We offer maximum exposure for your property, offering access to all forms of media through our existing networks including press, television, radio and internet.
- We pride ourselves on long term relationships, working hard to maintain repeat business for many years to come.
- Our team environment produces happy and prosperous clients.
- Our branding stands out in the crowd through marketing, car signage, clear For Sale and For Lease signs.
- We continue to review our procedures & marketing to ensure our clients are receiving the best service & marketing for every dollar you spend.
- We pride ourselves on returning calls and e-mails within 24 hours.
- We conjunct with all Agents from the date of appointment, list with us & your listing with everyone.
- You can always talk to the owners direct if you wish (David & Jason)

More Info:

www.liveninvest.com.au

Tim Clair

Commercial Sales + Lease



Tim is heading the Commercial Sales + Lease; he is professional in his dealings and respectful to the desired outcomes of both parties of a transaction.

Tim's a Townsville local who has recently returned after working in the United Kingdom since 2006 and comes armed with a wealth of knowledge and experience.

Although relatively new to the Real Estate industry his previous experience has exposed him to the intricacies of the industry and the skills required for successful negotiations.

Having worked in the finance industry for the past decade, Tim understands the importance of commercial confidence by providing reliable, accurate and timely information.

Tim is a member of the REIQ and is a registered Agent of Live-N-Invest Real Estate with the Office of Fair Trading (QLD).

Tim prides himself on being accessible, please contact Tim directly (0488 731 006) if you would like more information and identify how you can leverage from Tim's experience.

We decided to ask Tim some questions so you can get to know him a little better...

What was your last role?

"I have spent the last few years working on the finance (capital raising) side of large-scale and property transactions including some in the renewable energy sector. I have also been in the fortunate position to work with a number of private business who have been seeking investment capital, these roles have had me working across sectors and the length and breadth of the northern hemisphere. This work could be described as Investment Banking."

How can you help our clients?

"My broad experience and depth of knowledge across differing industries provides me with an adaptable skill-set that allows me to understand the needs of both owners as well as that of potential tenants. I look forward to exceeding the expectations of both Tenant's and Property Owners."

Why Townsville?

"This is a great place to live, with exciting growth prospects a great place to Live and Invest, pardon the pun. I grew up here and so did my Fiancée, we plan to build a home and raise a family in Townsville, our families are based in Townsville as well."

Why Live-N-Invest?

"Having personally known David for over 15 years, I have been following this business since inception. A great name in the local community coupled with constant growth can be attributed to the effort that each and every team member puts in to their role. Plus this is a fun and supportive environment for professional growth. I look forward to actively contributing to the future growth of this business and let's be honest make a decent living along the way."

Selling or Leasing...

**Commercial or
Industrial property**

**Free
Market Appraisal
(07) 4773 1006**