

SHARP

DEVELOPMENT SITES PTY LTD

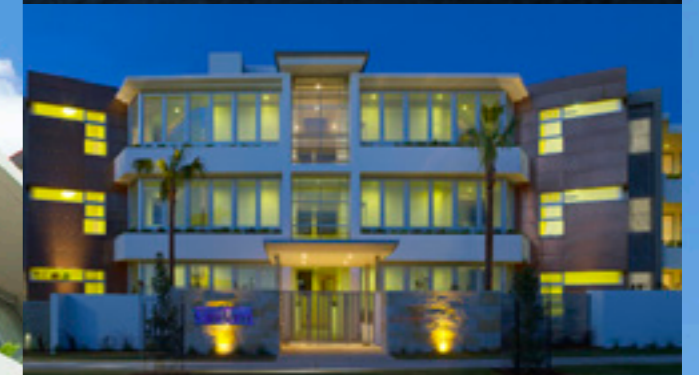
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SHARPDEVELOPMENTSITES.COM.AU

SALES AND
ACQUISITIONS
OF PROPERTY
DEVELOPMENT SITES

PROJECT SALES
AND MARKETING

LICENSED REAL
ESTATE AGENTS



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COMPANY PROFILE

Sharp Development Sites Pty Ltd are licensed real estate agents specialising in the sale of Property Development sites. We have a large existing client database of builders and developers, large and small, always looking to buy or sell property development sites, either in "raw potential" form or with Development Approval.

If you are considering selling a development site, or if you own property that may have development potential, call us to arrange an inspection and to meet with you personally to:

- Evaluate the property's maximum redevelopment potential
- Discuss your aims and
- Recommend the most effective way to promote the sale of your property to potential developer- buyers

Our extensive personal experience in real estate development ,combined with our tried and tested sales and marketing skills, ensure that the unique goals of both our property owner and developer clients are achieved when buying or selling.

Our website, sharpdevelopmentsites.com.au, is an excellent tool for updating existing clients when your property is listed for sale, and to promote it to new potential buyers who frequently visit our website, having been directed to it from our other advertising mediums and regular personal contact.

Your site can be promoted discreetly via personal client contact and website listing only, or can be marketed more vigorously through a specifically tailored advertising campaign.

“WE SPECIALISE IN
SALES OF PROPERTY
DEVELOPMENT SITES”



“OUR SUBSTANTIAL CLIENT DATABASE OF BUILDER-DEVELOPERS IS PRICELESS, TO US AND TO YOU!”

As a buyer or seller you gain the advantage of immediate exposure to Sharp Development Sites' large existing client data base of around 300 pre-qualified buyers, all builders and developers, large and small, looking to buy property development site, either in "raw potential" form or with Development Approval.

These client contacts, built up over 29 years of our dealings in the sale of property development sites and the developers' finished product, are always looking to find a new site to move onto after their current project is completed.

These are the first prospects we contact when a site is listed for sale with our office, either personally, via email or mobile sms message.

29 years of experience and credibility in selling property development sites and developers' finished product means we always achieve the highest possible sale price for the development sites we sell.

OUR TEAM

Greg Sharp - Principal Licensed Real Estate Agent

Greg Sharp co-owned and operated one of Hurstville's leading real estate agencies, H.T.Wills and Co, between 1982 and 1997, establishing a reputation in the field of consolidating and selling residential development sites and the professional Project Marketing of the developers' finished product.

The successful combination of securing sites for private developer clients and for our own development practice provided broad experience in all aspects of real estate development and sales. The combined background and experience of the company's directors in real estate agency practice, and the property development field, allowed us to offer a unique range of services to our developer clients, in conjunction with standard estate agency sales expertise.

Peter Leckie Licensed Real Estate Agent

An experienced, well respected real estate agent with 20 years experience, and a local resident of South Caringbah, Peter provides a rare expertise in selling and acquiring property development sites and works in unison with Sharp Development Sites in this field.

He is also contracted to Abode Property Agents to assist in the Project Marketing of developers' finished product, often on sites he has sold through Sharp Development Sites.

Peter is uniquely skilled and experienced in the amalgamation and marketing of development sites, both DA Approved and subject to DA Approval, and in sourcing buyers on professionally negotiated terms and conditions acceptable to both vendor and purchaser.

His experience in the development site area equips him with an innate understanding of the importance of professional marketing in achieving the required nett return on the developers' project.



TESTIMONIALS

After 25 years in the property industry, it has been refreshing to work with someone with such a principled and professional approach. It is extremely rare to work with a Real Estate Agent who understands the intricacies of development in such a complete way.

Greg has an innate ability to balance Vendor expectations and Purchaser requirement; as a result he is able to achieve the right result for both parties. I recommend Greg to any prospective client who values the principles of professionalism, honesty, integrity and diligence in achieving the best result for both Vendor and Purchaser."

Mark Monk, General Manager
HELM Pty Ltd

With the sale finally settled just a short email to thank you very much in acquiring a sale of our development site in a depressed market.

Your persistence & professional manner never faltered & your guidance was most appreciated

You went the extra mile to make both parties happy with the deal."

Laurie Bourke

Sharp Development Sites was instrumental in the success of a DA submission to Randwick Council for a home unit development project at 153 - 155 Brook Street, Coogee NSW in 2003.

Through the various stages of the project including referrals to architects, builders, lenders, insurers and so on, Greg Sharp was an experienced professional with a hands on attitude. Sharp Development Sites' previous experience in liaising with Councils and Financial institutions was a cornerstone in the success of the project.

We then engaged Greg Sharp to sell the site after DA approval was obtained, which he successfully did a short time later. I would recommend Sharp Development Sites to anyone considering buying or selling a development site as the money spent on their services was more than compensated for with the overall bottom line."

Trevor Glover

On behalf of myself and Cheryl we wish to thank you for securing the sale of the properties of 137 and 139 Kingsway, Woollooware. Also thanking you for the extra time and effort that you went through to keep a difficult sale on track. We have finally got a good result."

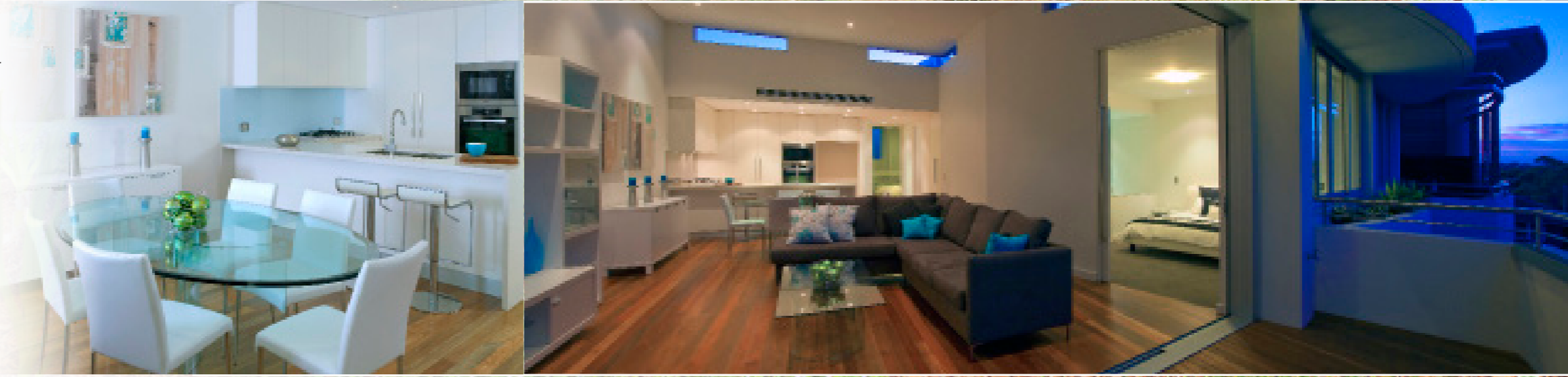
Ron Schultz

As mortgagee in possession, both our role and yours was complicated by the legal provisions in the sale. I would like to thank you for your professionalism, hard work and guidance through the sale process. The result was a fair outcome for all, expedited in the quickest and most efficient timeframe. We're happy to recommend you to any vendors or mortgagees in a similar position looking for a no nonsense sale of their property."

Palladium Finance



27-29



PROPERTY DEVELOPMENT SITES RECENTLY **SOLD** BY OUR OFFICE

29 years of experience and credibility in selling property development sites and developers' finished product means we always achieve the highest possible sale price for the development sites we sell



CARINGBAH SOUTH, Villa Townhouse site 1,760m²



CARINGBAH, DA Approved 12 Townhouse site



CARINGBAH SOUTH, Townhouse site



CRONULLA, Aged Care site



KOGARAH, Princes Hwy & Rocky Point Rd 5,440m²



SUTHERLAND, DA Approved 10 Townhouse site



MIRANDA, Sold unconditionally off market 5,000m²



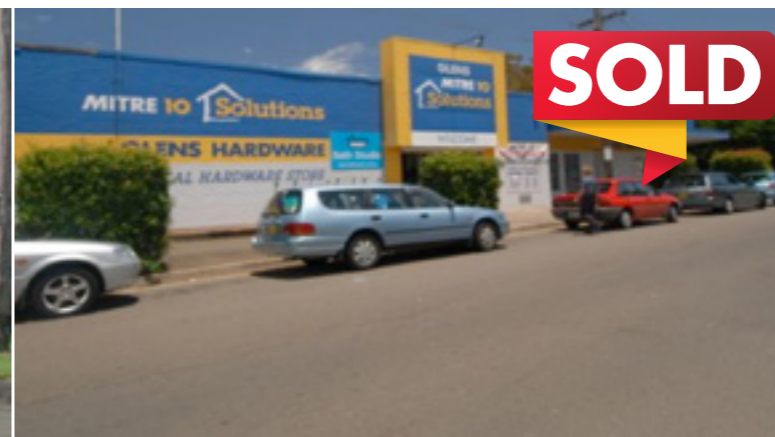
SOUTH CRONULLA, Unit site



COOGEE, DA Approved Unit site



GYMEA, DA Approved Townhouse site 1,200m²



SUTHERLAND, Commercial Residential site 1,540m²



GYMEA, DA Approved Unit site



CARINGBAH SOUTH, Townhouse site



SOUTH CRONULLA, Unit site



RAMSGATE, Unit site



CARINGBAH SOUTH, Villas

DEVELOPMENT SITE SALES DATA

Comparable Sales Data

We keep up to the minute Comparable Sales Data, giving the buyer of your site faith in the finished product sale prices, and thus the confidence to pay the best market price for your site.

SOLD Medium Density Development Sites - Sales Data

SUBURB	STREET	SALE PRICE	SALE STATUS	LOTS	\$ / UNIT	APRX. M2
Sutherland	673 Princes Highway	1389000	DA Approved	10	138,900	1,680
Caringbah South	48 - 50 Oleander	1,950,000	Subject to DA	6	325,000	2,206
Sylvania	3 Madeira	6,600,000	DA Approved	20	330,000	4,580
Caringbah South	219 Burraneer Bay Road	1,420,000	Raw	5	284,000	1,760
Sylvania	8 - 12 Murallin	2,880,000	Subject to DA	9	320,000	2,705
Gymea	712 - 714 Kingsway	1,625,000	DA Approved	8	203,125	1,690
Caringbah South	121 & 123 Gannons	2,550,000	Raw	10	255,000	3200
Caringbah South	237 - 239 Burraneer Bay Road	2,032,000	DA Approved	6	338,667	2100
Cronulla	21 - 23 Tullimbar	2,850,000	DA Approved	7	407,143	1,288
Caringbah	16 - 18 Dianella	1,635,000	Raw	6	272,500	1,930
Gymea	198 Gymea Bay	1,130,000	Raw	4	282,500	1,320
Woolooware	137 - 139 Kingsway	1,830,000	DA Approved	7	261,429	1,517
Gymea	63 - 65 Manchester	1,865,000	DA Approved	8	233,125	1,595
Caringbah South	205 - 207 Burraneer Bay	1,765,000	DA Approved	5	353,000	1,670
Caringbah South	75 Caringbah	2,260,000	Raw	7	322,857	2,066
Sylvania	2 - 8 Evelyn	3,720,000	DA Approved	12	310,000	2,883
Miranda	144 Karimbla	1,225,000	Raw	6	204,167	1,680
Gymea	2 - 4 Milburn	2,100,000	Raw	9	233,333	2,286
Caringbah	16 Dianella	2,310,000	DA Approved	6	385,000	965
Caringbah South	39 Epacris	1,280,000	Raw	3	426,667	1,134
Sutherland	9 Glencoe	1,300,000	Raw	6	216,667	1,348
Caringbah South	238 - 242 Kingsway	4,095,000	DA Approved	14	292,500	2,530
Woolooware	199 - 203 Kingsway		Subject to LEP			2,270
Engadine	273 Cooreingah Heights	1,600,000	DA Approved	6	266,667	
Miranda	143 & 145 President	2,200,000	Raw	8	275,000	1,500
Caringbah South	60 & 62 Teloepa	2,360,000	Raw	-	-	1,492
Sylvania	8 - 12 Murallin	4,265,000	DA Approved	9	473,889	2,409
Miranda	145 & 147 President	2,800,000	daa	8	350,000	1,500
Caringbah South	9 And 11 Actinotus	4,250,000	raw		#DIV/0!	2,264
Caringbah South	5 Epacris	2,000,000	raw	4	500,000	1,132
Engadine	1119 Old Princes	960,000	raw	3	320,000	730

ONLINE SALES

Our development site listings are advertised on these websites, specifically viewed by builders and developers.

Your property is also listed on our high ranking and high traffic website:

www.sharpdevelopmentsites.com.au

It is viewed by builder and developer clients via an automated link within the 3 previously noted websites, and by organic searches.

We also communicate at length to our strategic target database through an online e-newsletter.

