



CASE STUDY

Sales & Property Management, working as a team

5/125 Fairway, Nedlands

Bourkes was asked to be the listing agent for the sale of this apartment. At this time, the apartment had a tenant and was leased through another agent, who had 8 of the 10 units in the complex under their management.

An interested investor viewed the property and made an offer that was well above the asking price. However, their offer was subject to a rental assessment, as they believed the current rent was too low. They needed a particular return on investment for the property to be a viable purchase.

Our business development manager worked with the sales representative to negotiate a 12-month lease with the current tenants at \$50 per week more than they'd been paying.

Once this was completed, the property sale successfully went through. The seller was ecstatic with the price AND the buyer was very happy with the return on investment.

To top it off, Bourkes continues to manage the property to this day.