

The McGrath Advantage

David Choy

welcome

Why McGrath?

ABOUT MCGRATH

It all began in
1988

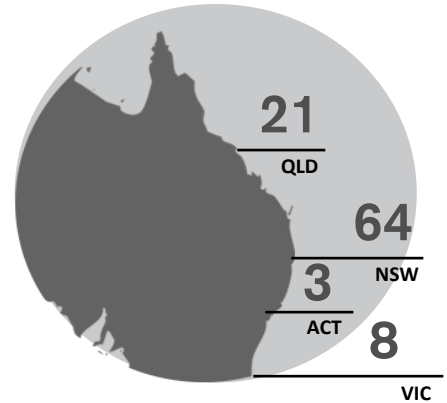
In a small office in Paddington, Sydney, where John McGrath developed a real estate philosophy based on integrity and transparency, and a process to deliver outstanding results for clients.



TODAY

McGrath is one of the fastest growing real estate companies in Australia.

The McGrath network currently has 96 offices throughout the East Coast of Australia. It has an established market presence in NSW, QLD and the ACT, and has now expanded into Victoria.



WE'RE THE ONLY REAL ESTATE COMPANY TO OPERATE A CENTRALISED BUYER DATABASE, WHICH CURRENTLY HAS OVER 364,000 QUALIFIED BUYERS.

An integrated real estate services business, McGrath operates five business units providing residential property sales, property management, mortgage broking, auction services and career training.

Agents across every McGrath office register new buyer details daily, giving you distinct advantages.

We know buyers outside your area will pay a premium price to enter it, so our agents tap into our network of every potential buyer creating more competition and a better result.

Why David Choy?

ABOUT MCGRATH CASTLE HILL



DAVID CHOY

With a wealth of local knowledge and abundance of enthusiasm, David Choy is a top performer in the Real Estate Industry. This has seen David ranked as high as number 8 nationally in the Real Estate Business Magazine's top 100 agents awards and consistently ranked in the top 10 agents within the McGrath Network of 900+ agents. David strives on customer service and delivering results above expectations for all clients. This is achieved due to David's 20 years of experience in the Hills District while having lived locally his whole life. To further extend David's skill set, he also speaks fluent Cantonese and deals extensively with overseas buyers. All these results don't come easy and are the essence of David's hard work and dedication to Real Estate.

ABOUT MCGRATH CASTLE HILL



Located on Terminus Street, McGrath Castle Hill specialises in the residential markets of West Pennant Hills, Castle Hill, Dural, Glenhaven, Kenthurst, Baulkham Hills, Kellyville, Galston, Cherrybrook, Bella Vista, Middle Dural, Annangrove and Winston Hills. Our sales and property management teams provide clients with extensive local knowledge and expertise in all facets of buying, selling and renting in The Hills District.

9 REASONS = YOUR PEACE OF MIND



DNA

It's about trust, tenacity and teamwork. Innovation is in our dna. There is no one size fits all approach. Your needs are unique, and our people will listen to you, and understand what you want to achieve so they can meet and exceed your goals.



People

The most important contribution to your result. All of the advantages we offer mean nothing unless you are in the hands of the best people. The way we see it, it's about caring and going the extra mile for you. We expect extraordinary.



Database

The most sought after black book in the country. The McGrath database lets you access the wealthiest markets in Australia, benefiting from over 20 years of building relationships and management channels. Our unrivalled database maximises the initial rush of competition and delivers the highest returns for you.



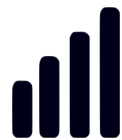
Expertise

Experts in how to market your home. Every market to some degree is cluttered. Everyone wants their home to be presented and perceived ahead of all the others. Superior marketing is the best way to do this. Through constant innovation and attention to detail, our marketing specialists achieve the best possible outcome when it comes time to selling your property.



Marketing

Stand out from the crowd. Through constant innovation and attention to details, our superior marketing guarantees your property will make an impact and secure you the best possible outcome.



Results

It's all about the results. Our team are committed to going above and beyond. This is reflected in the results we achieve such as shorter days on markets and higher sale prices.



Website

See click traffic become foot traffic. With McGrath, not only will your property be showcased on Australia's top real estate websites, it will also be viewed by the highest calibre of purchasers in Australia on mcgrath.com.au.



Community

Real Estate is about people. Across the board our agents support their local communities through contributing time, resources and energies. We strive to make a positive impact.

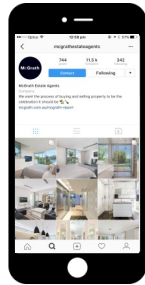
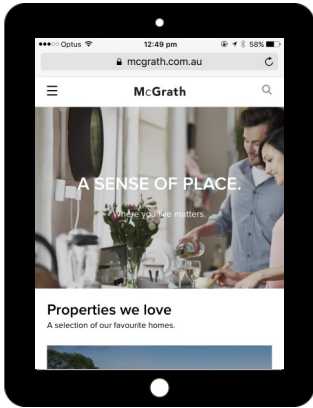


Relationships

Relationships are vital to business. We offer our clients the kind of relationship that lets them get on with their life knowing the most important asset is looked after.

What is the
McGrath difference?

MCGRATH ADVANTAGE



1 DATABASE

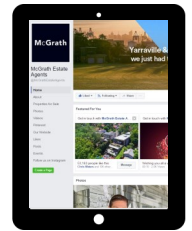
Access up to 364,000 potential qualified buyers instantly. Our database lets you access the wealthiest markets in Australasia, benefiting from almost 30 years of building relationships, networks and sales channels. Marketing your property to targeted areas of our database builds buyer interest quickly and cost effectively, and maximises the initial rush of competition that delivers a high price for your property.

2 MCGRATH MAGAZINE



The McGrath Magazine is one of Australia's premier real estate publications. With over 8,000 copies distributed each week to sales agents across the McGrath network in Victoria, New South Wales, Queensland and the ACT, each edition of the McGrath Magazine reaches tens of thousands of qualified buyers via McGrath offices, agents, auctions and open-for-inspections. The magazine is also translated into Chinese to generate exposure to the lucrative international market.

3 MCGRATH SOCIAL PROPERTY LISTING



With over 16 million Australians on Facebook, McGrath can now connect with buyers where ever and whenever they are. Our exclusive software creates your very own property page, automates advertising, targets buyers and in the process identifies buyers throughout your campaign.

4 THE MCGRATH CHINA DESK 中文部

McGrath established its China Desk to service the Chinese-language market's need for real estate services of the highest quality. The China Desk has directly assisted in over \$200M worth of sales since it began. Our professional services panel can provide support in the

process of transacting property in Australia, from property sourcing and settlement, market surveys to taxation, investment to immigration advice. We also provide, access to our own trusted network of Chinese-language solicitors, brokers, lenders and more. We want to be a one-stop-shop for the community – both domestically and internationally.



David Choy

MARKETING ELEMENTS

1 PROPERTY SIGNBOARDS

McGrath signboards are highly recognisable and synonymous with a quality property. We strategically place them to create a street presence and engage passing prospective buyers.

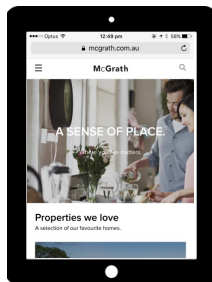


2 PROPERTY BROCHURE

We print high quality brochures and flyers to conduct local marketing campaigns, including letterbox drops and direct mail. Prospective buyers at open inspections often request a brochure to take away to assist their decision process.

3 DIGITAL MARKETING

Through our unique centralised database, we send out early alerts to serious and qualified buyers. Upon launch, we conduct extensive database marketing campaigns to your targeted registered buyers.



5 EDITORIAL + PR

An editorial review of your property is very valuable. Our centralised, in-house property PR department may submit your property for editorial consideration to local, metro and national publications. This process has been developed in collaboration with some of Australia's most respected property journalists. Our successful formula yields a consistently high percentage of media coverage.

4 PRINT MEDIA

Buyers use print media to help organise their shortlist and understand comparable properties. We often use national and local print media to create demand.



MARKETING ELEMENTS

1 MCGRATH.COM.AU

The screenshot shows the McGrath website interface. At the top, there's a navigation bar with 'Buy', 'Rent', 'Sell', 'Home Loans', and 'About Us'. Below this is a hero section with the text 'LIVE WHO YOU ARE. Find a space that changes your life.' and search filters for 'Buy', 'Rent', 'Sell', 'Home Loans', and 'About Us'. The main content area features a grid of property listings under the heading 'Properties we love'. The featured listing is for '22 Bynya Road, Palm Beach, NSW' with a guide price of \$4,000,000. The listing includes a large image of a modern house with a pool, a detailed description, and key features like '4 Beds', '3 Baths', and '4 Cars'. It also mentions an auction date of Saturday 8 April at 4:30pm and upcoming inspections on Saturday 11 March and Saturday 18 March.

2 REALESTATE.COM.AU

The screenshot shows a real estate listing on realestate.com.au for 'PIPPIN HALL' in Fairbank Place, Southview VIC, 9824. The listing is highlighted as a 'PREMIERE PROPERTY' with the tagline 'The best location for your property'. The price is listed as '\$950k - \$1.2m' and it's an auction. The listing includes a large image of the property, a 'New' badge, and a 'Save' button. The agent's name, 'Jim Smith', is also visible.

A Premiere Listing is the easiest way to stand out from the crowd. And with 86% of buyers searching for property online*, you'll be getting your place in front of the largest audience with 6 million people on realestate.com.au.*



3 DOMAIN.COM.AU

The screenshot shows a 'PREMIUM PLUS LISTING' on domain.com.au. The listing features a 'YOUR LISTING FEATURES' section with a list of benefits: 'PREMIUM POSITION IN SEARCH RESULTS', 'FULL-SIZE HERO IMAGE WITH CAROUSEL', 'UNLIMITED PHOTOS & FLOORPLAN', '360 & STARBAR VIDEO', 'EASY ENQUIRY', 'SCHOOL CATCHMENT ZONES', 'SHORTLIST & SHARE', 'INTERACTIVE GOOGLE MAP', 'SUBURB PROFILE', 'INSPECTION PLANNER', and 'DOMAIN CHECK-IN & CHAT*'. The listing also includes a '13X' badge and a '9X' badge. The listing is for a property in Southview VIC, 9824, with a price of \$1,195,000.

Domain delivers the buyers. Contact your real estate agent today.



OUR VALUE-ADDED SERVICES

OXYGEN HOME LOANS

To help you find the right home loan for your next property, we have a team of 28 Oxygen Home Loan brokers working with the McGrath network of offices.

Oxygen saves you time, gives you choice, and helps you avoid pitfalls when it comes to finance. They work for you, not the banks. They will go in to bat for you to find and negotiate the most competitive loan and the fastest pre-approval possible. We trust them to recommend the home loan that's right for you, whichever bank offers it.

All this at no cost to you – their service is free. That is a really fresh promise in home finance.



Oxygen°

Home loans
made simple.
That's refreshing.

The Oxygen streamlined home loan offering places buyers in a position to purchase your property;

- We source the best possible deal from over 30 different lenders
- We help buyers pre-qualify before auction so they are ready to buy
- Rapid turnaround on approvals for buyers with tight deadlines fast-tracks your sale
- Oxygen manage the transaction and the paperwork, making the process easier for your buyers

OUR VALUE-ADDED SERVICES

MCGRATH PROPERTY MANAGEMENT

Anyone can promise you the best tenants and rental returns. But without a deep understanding of what makes your situation special, your property's potential may be limited.

At McGrath, we approach property management differently. Extraordinary passion and the industry's best processes are what set us apart. This is what our team uses to set your property apart from the rest, whether you're an experienced investor or a first-time owner.

It's a philosophy inspired by founder John McGrath, and the personal pride he takes in every aspect of our business. It's what makes us Australia's most successful residential real estate company.



McGRATH PROPERTY MANAGEMENT

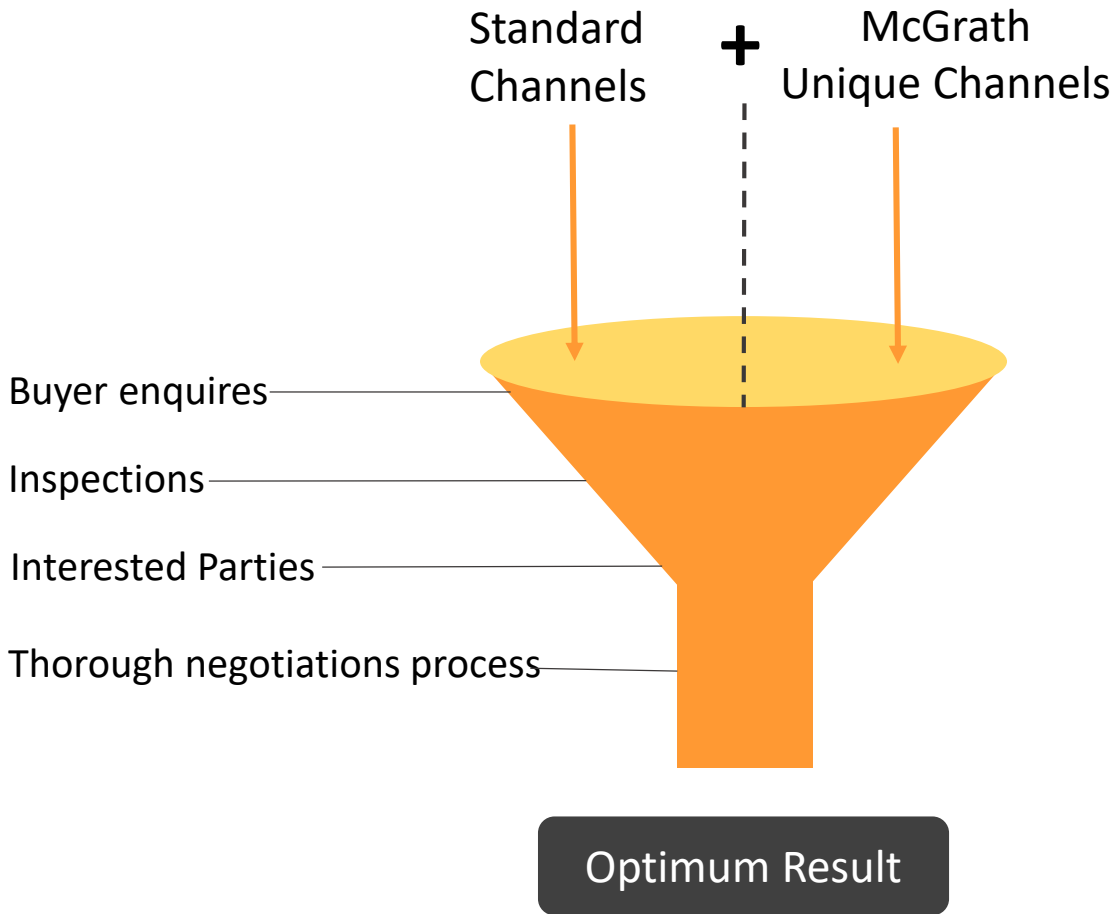
INVESTING IN PROPERTY SHOULD FEEL SECURE, NOT STRESSFUL

- Your property reaches more qualified prospective tenants with mcgrath.com.au and McGrath property alerts
- Personal attention from a team of experienced qualified specialists
- Achieve top market rental prices with our award winning marketing formula
- Unparalleled customer service, keeping you informed every step of the way
- Our goal is to maximise your return and protect your asset
- We tailor our services to meet your needs

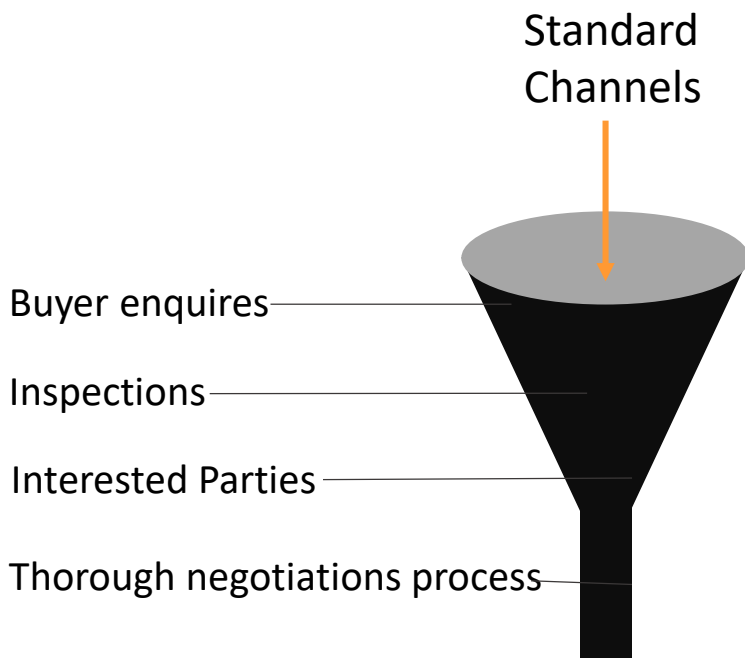
How does McGrath achieve a premium price?

More buyers = more exposure = higher price

McGrath Marketing Channels



Other Agency Marketing Channels



Science of selling – a proven process

The strategy



Every possible
buyer

+



Emotionally
connected

+



In competition

+



Handled by
professional
negotiators

Pricing



Market overview

+



Recent
comparable

+



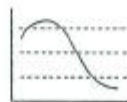
Current
competition

Selling Process



Buyer
behaviour

+



Buyer Wave

+



Pricing

how do buyers buy?



Buyer behavior

Before positioning your property in terms of price and marketing, it is essential to know how buyers behave in the marketplace. If you understand how buyers behave, then a strategy can be developed to target them.



10% or more

Buyers have the capacity to pay more for a property than they first indicate. Under competitive influences they can spend up to 10% more than their initial budget.



65% bypass no price guide

Buyers search for property and draw up a list to inspect on the weekend. If a property does not have a price guide or if it is deemed too expensive then it is crossed off their list they have generated.



In the best light

Buyers might need multiple inspections with friends and family to help with the buying decision. Frequent property inspections and family support in the decision to buy enhances the chances of a buyer paying a premium price. Marketing collateral that promotes your property in the best possible light can encourage buyers to inspect your property more than once and is likely to assist in the ultimate buying decision.



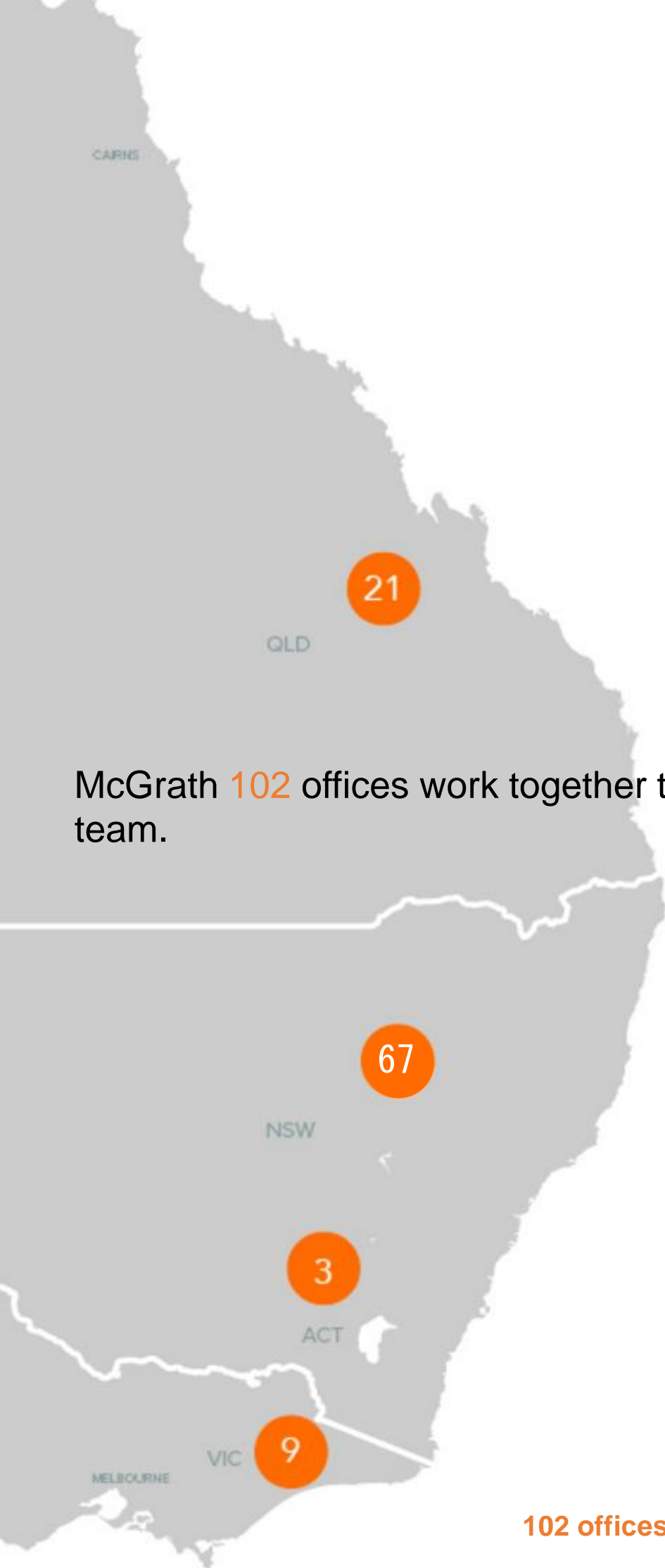
Surf for love

Buyers search for factors in addition to the suburb these days. They search under categories such as lifestyle, transport, views and architecture. This can attract buyers to a suburb they did not know existed. What this means to you is that buyers from outside your suburb tend to pay more for a property.



Logical turns emotional

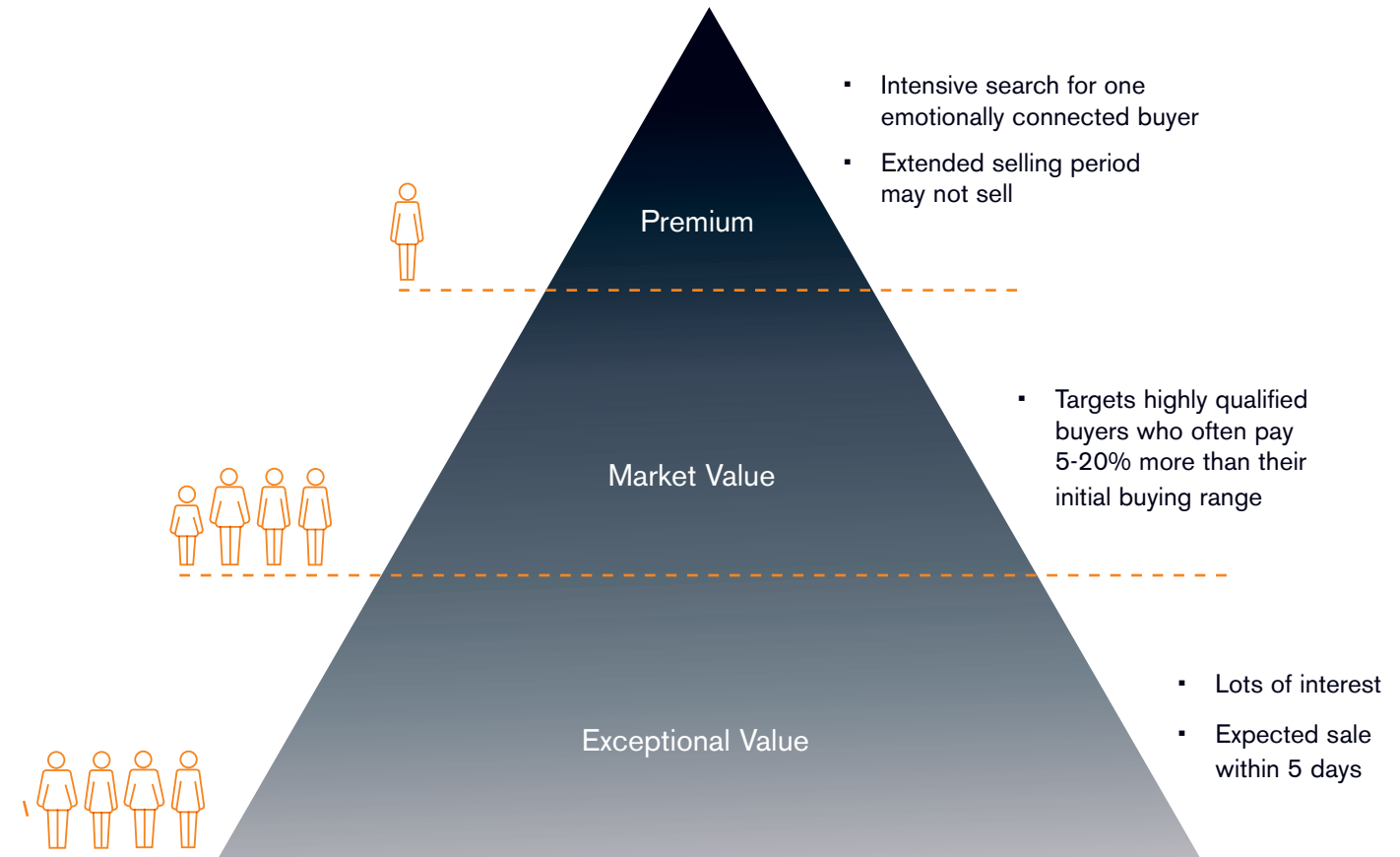
Buyers start looking with a logical outlook. When they fall in love with a property they become emotional. This occurs when you see them choosing bedrooms, colours and placing furniture. A buyer with an emotional attachment to a property tends to pay more.



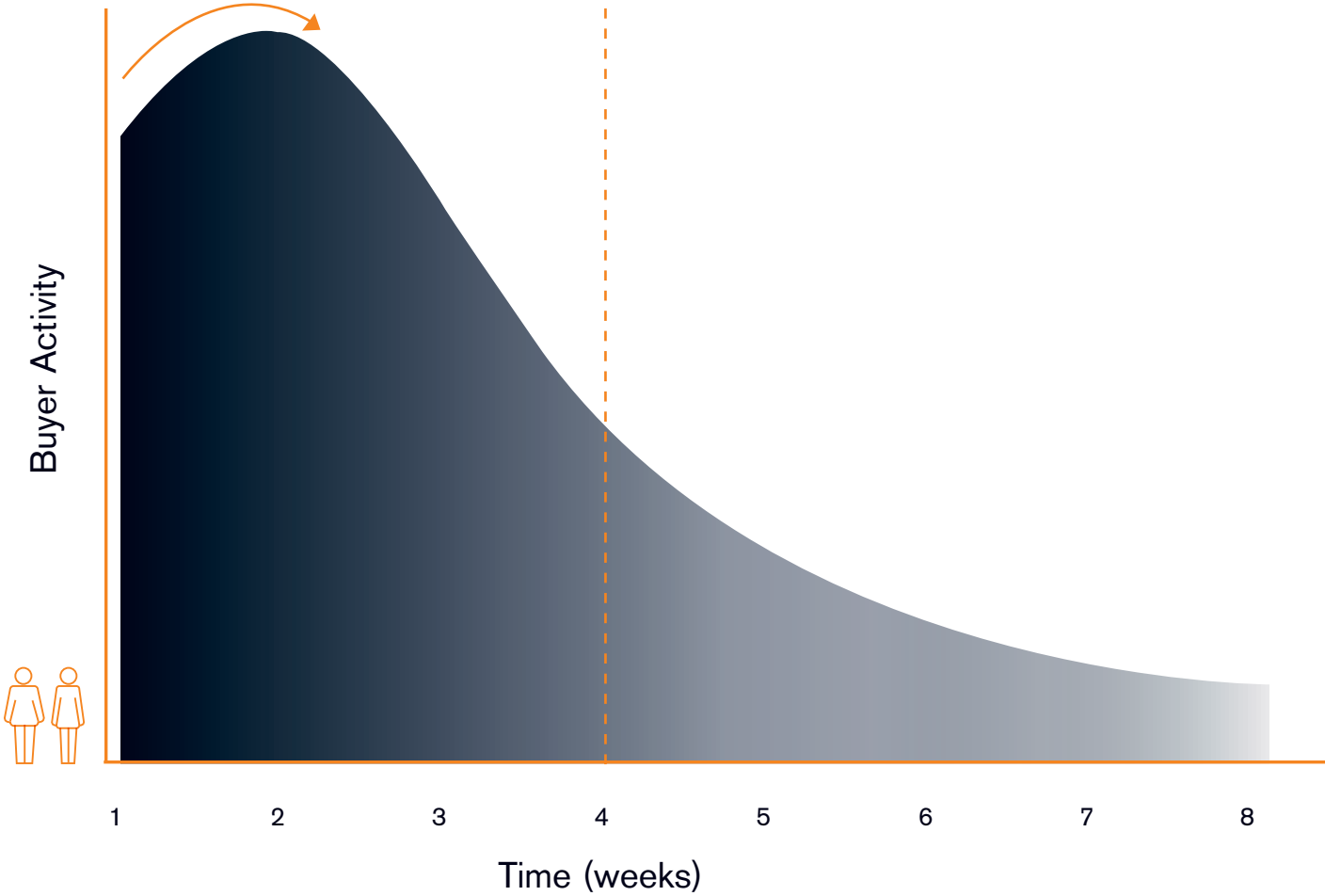
McGrath **102** offices work together to sell your property as a team.

102 offices. 1 team. 1 brand. 1 philosophy.

Price and position in the market



Buyer enquiry graph



We employ top Auctioneers
to maximise your selling price



OUR VALUE-ADDED SERVICES

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Your Marketing Campaign

McGrath Signboards



32 Smith Street, Rushcutters Bay
3 beds 2 baths 1 car

AUCTION Saturday 27 February 11.30am	WELCOME Saturday 11.30am – 12pm Wednesday 5.30pm – 6pm
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AGENT
Rebecca Nguyen 0425 455 987
Anna Smith 0425 455 987

WATCH VIDEO

McGrath
mcgrath.com.au



Internet marketing - mcgrath.com.au

McGrath Buy Rent Sell Home Loans About Us

WHERE DO YOU WANT TO LIVE?

Find the home you love

Buy Any property type SEARCH

\$50k \$500k 20 Surrounding suburbs More options +

Properties we love

A selection of our favourite homes.



Buy Rent Sell Home Loans About Us

4 Montpelier Place, Manly, NSW

\$5,450,000

Embracing seamless indoor outdoor living and far-reaching ocean and coastal scenes, this exclusive architect designed masterpiece is the ultimate lifestyle retreat. Nestled amid a lush and park like setting, it is footsteps to the ocean and Talby Tower Beach.

- Sweeping northerly ocean access from Manly to Central Coast
- Level lawn terrace with captivating ocean views and pergola
- 600m of private landscaped gardens and level landscaped lawn
- Expansive open plan living and dining area with gas fireplace
- Easy flow to seaside terrace and vast rear courtyard with spa
- Family room flows to courtyard, main bedroom with ensuite
- Main equipped CaesarStone island kitchen, three bathrooms
- Lift to all floors, ducted air conditioning, timber flooring
- Short stroll to Shelly or Manly Beach and seaside eateries
- Double lock-up garage with additional covered parking

KEY DETAILS

Council rates - \$4,200/yr Water rates - \$70/yr

4 Beds **3** Baths **2** Cars

UPCOMING INSPECTIONS

Saturday 12 December 1:00pm - 1:30pm

SALE METHOD

Private Treaty

RESOURCES

FLOOR PLAN

RECOURSE

SALE CONTRACT

COMPARABLE SALES

CALCULATORS

CSH1 CALCULATORS

SHARE

📄
📱
📧
📺
📧

Internet marketing - realestate.com.au domain.com.au

realestate.com.au
 For outstanding results call 0414 988 801
 55 Greens Ave, Outlands, NSW 2117
 Price guide over \$2,300,000
 Home loans may be available
 Thomas Choy, McGrath - Castle Hill
 Open for Inspection Times

realestate.com.au
 7 Foss St, Hunters Hill, NSW 2115
 McGrath
 7 Foss Street Hunters Hill NSW 2115
 Contact Agent
 Paul Conway, Ashley Stockham, McGrath - Hunters Hill
 Open for Inspection Times

domain.com.au
 124 Wicker Street, North Sydney NSW 1585
 Auction, price guide on request
 Ben Collier, McGrath
 Inspection & auction times: Saturday 11 AM

MARKETING ELEMENTS

1 MCGRATH.COM.AU

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2 REALESTATE.COM.AU

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Domain delivers the buyers. Contact your real estate agent today.



Property brochures



5 Beds 3 Baths 3 Cars

10 Yerong Place Castle Hill

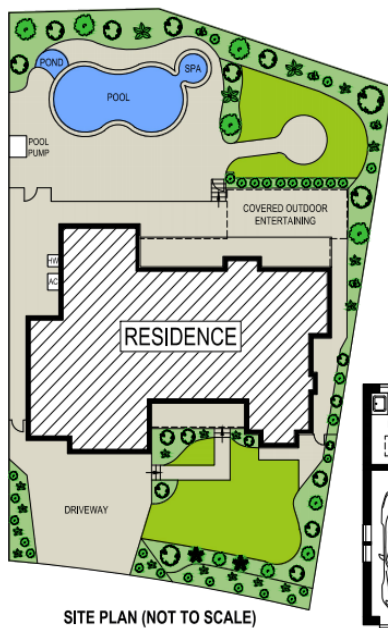
Proudly poised on the high side of a prestigious cul-de-sac, this wide-fronted family residence showcases enduring 'Billyard Homes' quality over 902sqm. It's a walk to M2 city buses while close to Castle Towers, Samuel Gilbert Primary, Oakhill and the future train line.

Auction
Saturday 10 December 10.30am
 View Saturday 1pm-1.30pm
 Sunday 1pm-1.30pm

Agent www.mcgmath.com.au

A4 Brochure

McGrath



0 1 2 3 4 5

Scale in metres. Indicative only. Dimensions are approximate. All information contained herein is gathered from sources we believe to be reliable. However we cannot guarantee its accuracy and interested persons should rely on their own enquiries.








Awarded top 10 agent in McGrath for 2016



Sales in Castle Hill






140 agents with sold properties in the past 12 months.

	David Choy McGrath Castle Hill ★ 5	51
	Jack Ho Murdoch Lee Estate Agents Castle Hill	25
Louis Carr		
	Michael Roberts Louis Carr Castle Hill ★ 4.8	17
Gilmour		
	Grant McEnally Gilmour Property Agents ★ 4.8	16
	Dean Muriti ★ 4.9	14

Source: ratemyagent.com.au October 2016

Total sales price in Castle Hill

129 agents with sold properties in the past 12 months.

	David Choy McGrath Castle Hill ★ 5	\$49.84M
	Jack Ho Murdoch Lee Estate Agents Castle Hill	\$37.47M
Louis Carr		
	Michael Roberts Louis Carr Castle Hill ★ 4.8	\$27.14M
	Dean Muriti ★ 4.9	\$20.89M
Gilmour		
	Grant McEnally Gilmour Property Agents ★ 4.8	\$18.37M

Source: ratemyagent.com.au October 2016

WINNER



HOME SELLERS
CHOICE AWARDS
OPENAGENT 2016

David Choy

Agent of Choice

Awarded for delivering outstanding real estate service and customer experiences in 2016.

A stylized, handwritten signature in black ink, appearing to read 'Zoe Pointon'.

Zoe Pointon, Director

A stylized, handwritten signature in black ink, appearing to read 'Marta Higuera'.

Marta Higuera, Director

RANK	CHANGE	NAME	COMPANY	SUBURB(S) SERVICED	STATE	YEARS OF EXPERIENCE	SUPPORT STAFF	AVERAGE DAYS ON MARKET	RESIDENTIAL PROPERTY LISTINGS SECURED	RESIDENTIAL PROPERTIES SOLD	TOTAL VALUE OF RESIDENTIAL PROPERTIES SOLD	AVERAGE SALE PRICE
1	0	Alexander Phillips	Phillips Pantzer Donnelley	Eastern Suburbs of Sydney	NSW	16	3	20.45	197	184	\$530,410,600	\$2,882,666
2	↑2	Michael Clarke	Clarke & Humel	Manly	NSW	13	3	18	193	185	\$503,848,100	\$2,723,503
3	↓1	James Tostevin	Marshall White	Hawthorn	VIC	33	3	29	180	155	\$387,895,190	\$2,502,550
4	↓1	Marcus Chiminello	Marshall White & Co	Toorak	VIC	16	3	22	115	105	\$442,614,810	\$4,215,379
5	↑1	Glen Coutinho	RT Edgar Boroondara	Kew	VIC	33	1	28	168	159	\$340,529,700	\$2,141,696
6	↓1	Ricardo Serrao	Raine & Horne Double Bay	North Bondi	NSW	30	3	25	161	131	\$280,300,398	\$2,139,698
7	↑2	David Highland	Highland Property	Cronulla	NSW	21	2	38.02	123	119	\$265,036,000	\$2,227,193
8	↑26	Timothy Foote	Belle Property	Mosman	NSW	17	5	23.27	56	85	\$246,031,086	\$2,894,483
9	↑11	Tim Heavyside	Fletchers	Eastern suburbs of Melbourne	VIC	16	4	25	148	143	\$236,315,500	\$1,652,556
10	↓2	Peter Chauncy	McGrath Estate Agents	Naremburn	NSW	15	2	15	103	112	\$207,500,461	\$1,852,683
11	↓1	Robert Pignataro	Strathfield Partners Real Estate	Strathfield	NSW	21	2	23	353	299	\$398,453,276	\$1,332,620
12	↑28	David Walker	Ray White Turramurra Wahroonga	Upper North Shore, Wahroonga & Turramurra	NSW	14	1	21.8	103	98	\$201,865,500	\$2,059,852
12*	↓5	Peter Starr	McGrath Estate Agents	Edgecliff	NSW	28	1	15	82	80	\$223,483,409	\$2,793,542
13	↑61	Shaun Stoker	Ray White Surry Hills	Ersleville	NSW	16	3	22	127	163	\$238,374,050	\$1,462,417
14	↑4	Helen Yan	Ray White Balwyn	Balwyn	VIC	8	1	20	115	82	\$197,866,600	\$2,413,007
15	↑18	Betty Ockerlander	McGrath Estate Agents	Epping	NSW	24	4	21	105	151	\$215,488,758	\$1,427,078
16	NEW	Ercan Ersan	Ray White	Stanmore, Enmore, Newtown, Marrickville	NSW	12	3	29	159	147	\$211,817,000	\$1,440,932
17	↑5	Mathew Steinwede	McGrath Estate Agents	Wamberal & MacMasters Beach	NSW	20	5	47	205	238	\$271,912,000	\$1,142,487
18	↑5	Andrew Lutze	Cunninghams	North Balgowlah & Seaforth	NSW	11	2	26.4	144	120	\$184,450,000	\$1,537,083
19	NEW	Zali Reynolds	Marshall White	Glen Iris	VIC	14	3	26	98	93	\$173,014,500	\$1,860,371
20	↓9	William Phillips	BresicWhitney	Inner Sydney	NSW	8	2	27	121	111	\$177,485,500	\$1,598,968
21	↓7	Vivien Yap	Ray White Dalkeith Claremont	Dalkeith	WA	7	2	67.7	101	91	\$165,088,000	\$1,814,154
22	NEW	Brent Courtney	McGrath Estate Agents	Longueville, Lane Cove & Chatswood	NSW	25	4	25	56	59	\$192,126,500	\$3,256,381
23	↑13	Edward Brown	Belle Property	Eastern Suburbs of Sydney	NSW	13	2	26	104	102	\$156,208,000	\$1,531,451
24	↑20	Leon Gouzenfiter	Gary Peer Real Estate	Bentleigh	VIC	10	2	30	113	106	\$158,409,500	\$1,494,429
25	↓8	Simon Harrison	Belle Property Lane Cove & Hunters Hill	Lane Cove & Hunters Hill	NSW	19	4	32	72	65	\$168,072,000	\$2,585,723
26	NEW	Tony Smith	Max Brown REal Estate Group	Mooroolbark	VIC	30	2	237	501	147	\$157,338,337	\$1,070,329
27	↑1	Maclay Longhurst	BresicWhitney	Inner Sydney	NSW	4	1	23	91	82	\$148,216,000	\$1,807,512
28	↑9	Dib Chidiac	Raine & Horne Concord	Concord	NSW	9	3	40	116	88	\$148,152,300	\$1,683,549
29	↑37	Alex Mintorn	McGrath Estate Agents	Wahroonga	NSW	10	4	21	91	89	\$147,611,000	\$1,658,551
30	↑1	Jennifer Carr	Louis Carr Real Estate	West Pennant Hills	NSW	30	2	39.1	95	79	\$146,583,730	\$1,855,490
31	↑11	Nancy Hu	Fletchers Projects	Melbourne	VIC	10	1	28	371	287	\$213,070,980	\$742,408

This submission has been amended and has moved the agent from 37th place to equal 12th place.

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RANK	CHANGE	NAME	COMPANY	SUBURB(S) SERVICED	STATE	YEARS OF EXPERIENCE	SUPPORT STAFF	AVERAGE DAYS ON MARKET	RESIDENTIAL PROPERTY LISTINGS SECURED	RESIDENTIAL PROPERTIES SOLD	TOTAL VALUE OF RESIDENTIAL PROPERTIES SOLD	AVERAGE SALE PRICE
32	↓2	Lorraine Crawford	McGrath Estate Agents	Sydney & Eastern Suburbs of Sydney	NSW	21	1	16	57	58	\$170,153,409	\$2,933,679
33	↓20	Mark Wridgway	RT Edgar Toorak	Toorak	VIC	24	3	17.69	94	55.5	\$172,902,999	\$3,115,369
34	↑5	Piers van Hamburg	McGrath Estate Agents	Neutral Bay, Cremorne & Mosman	NSW	20	2	17	57	64	\$149,440,938	\$2,335,015
35	NEW	Stephanie Williams	Harcourts Williams	Adelaide	SA	12	1	19.8	77	73	\$135,173,500	\$1,851,692
36	NEW	Annika Bongiorno	Stone Real Estate McMahons Point	McMahons Point	NSW	14	1	24	63	60	\$145,734,000	\$2,428,900
38	↓11	Chris Hassall	Buxton Real Estate	Bentleigh	VIC	15	2	25	100	94.5	\$134,000,000	\$1,417,989
39	NEW	Teena Vaughan	McGrath Estate Agents	Epping	NSW	20	4	13	75	115	\$124,121,379	\$1,079,316
40	↑13	Sam Gamon	Chisholm & Gamon	Melbourne	VIC	16	1	20.95	83	91	\$126,070,171	\$1,385,386
41	↑15	Nicholas McEvoy	BresicWhitney	Inner Sydney	NSW	8	1	30	64	58	\$137,535,000	\$2,371,293
42	↑57	Stefon Bertram	McGrath Estate Agents	Ryde	NSW	11	3	18	81	79	\$120,128,194	\$1,520,610
43	↑29	George Rafty	First National Newcastle City	Newcastle	NSW	25	2	25.1	153	115	\$118,092,000	\$1,026,887
44	↑7	Peter Diamantidis	Raine & Horne St Marys	St Marys	NSW	16	1	18	153	141	\$116,848,000	\$828,709
45	↓21	Tracy Yap	Tracy Yap Realty Epping	Epping, Eastwood & Marsfield	NSW	20	2	29	85	81.5	\$122,127,000	\$1,498,491
46	NEW	Donovan Murphy	McGrath Estate Agents	Wollstonecraft	NSW	9	1	13	65	68	\$121,568,000	\$1,787,765
47	↓2	Nigel Mukhi	McGrath Estate Agents	Kirribilli & Milsons Point	NSW	15	2	17	50	50	\$139,056,050	\$2,781,121
48	↑23	Michael Sleiman	Daystar First National	Revesby, Panania & Picnic Point	NSW	11	2	32	115	114	\$117,862,283	\$1,033,880
49	↓2	Catherine Dixon	Phillips Pantzer Donnelley	Sydney	NSW	8	1	21	61	59	\$123,550,264	\$2,094,072
50	↑11	William Chen	Buxton Boorodara	Balwyn, Balwyn North & Kew	VIC	13	1	28	60	49	\$141,231,600	\$2,882,278
51	NEW	Paul Richards	Bekdon Richards	Hawthorn	VIC	17	1	40	90	79	\$117,453,500	\$1,486,753
52	↑12	Cameron Airlie	N G Farah Real Estate	Coogee	NSW	18	2	28.4	85	70	\$116,309,525	\$1,661,565
53	↑22	Kate Strickland	Marshall White	Bayside	VIC	9	1	28	55	50	\$126,916,500	\$2,538,330
54	NEW	Sam Guo	Raywhite Broadbeach and Mermaid Waters	Surfers Paradise & Bundal	QLD	12	3	32	72	59	\$120,000,000	\$2,033,898
55	NEW	Tracey Dixon	McGrath Estate Agents	Hunters Hill & Woolwich	NSW	20	5	24	44	43	\$143,222,000	\$3,330,744
56	↑12	Jeremy Hodder	Belle Property Wollongong	East Corrimal & Towradgi	NSW	14	2	63.79	127	115	\$111,399,800	\$968,694
57	↓5	David Howe	McGrath Estate Agents	Northbridge	NSW	24	2	16	43	44	\$131,918,500	\$2,998,148
58	↓15	David Choy	McGrath Estate Agents	Castle Hill	NSW	20	2	30	76	77	\$113,867,308	\$1,478,796
59	NEW	Debbie Donnelley	Phillips Pantzer Donnelley	Eastern Suburbs	NSW	29	1	24	36	49	\$124,179,000	\$2,534,265
60	↓19	Peter Gordon	Cobden & Hayson	Balmain	NSW	13	2	22.47	66	66	\$114,710,000	\$1,738,030
61	↓42	Norman So	Belle Property Strathfield	Strathfield	NSW	8	1	30.33	114	86	\$113,231,500	\$1,316,645
62	NEW	Michael Coombs	McGrath Estate Agents	Neutral Bay	NSW	18	3	42	33	26	\$168,639,500	\$6,486,135
63	NEW	Mark Di Giulio	Barry Plant Manningham	Bulleen	VIC	12	2	34.15	85.5	86	\$109,609,500	\$1,274,529
64	NEW	Gregory Booker	LJ Hooker Kallangur/Murrumbidgee Downs	Kallangur & Murrumbidgee Downs	QLD	48	2	27	493	349	\$142,868,540	\$409,365
65	NEW	Adam Flynn	Biggin & Scott Knox	Boronia	VIC	19	2	29	161	140	\$104,750,639	\$748,219
66	↑20	Dennis Vertzayias	McGrath Estate Agents	Sydney Metro	NSW	30	3	101	311	136	\$102,106,000	\$750,779

This submission has been amended and has moved the agent from 37th place to equal 12th place.

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67	NEW	Marnie Seiner	McGrath Estate Agents	Maroubra, Botany & Little Bay	NSW	22	2	33	62	71	\$107,619,425	\$1,515,767
68	↓47	Adrian Bo	McGrath Estate Agents	Coogee	NSW	30	2	19	79	69	\$106,814,000	\$1,548,029
69	NEW	Matthew Carpenter	Starr Partners Merrylands	Merrylands	NSW	21	1	24	141	131	\$100,616,525	\$768,065
70	NEW	Steve Lambley	Cunninghams	Balgowlah & Balgowlah Heights	NSW	11	2	29.67	63	56	\$113,955,500	\$2,034,920
71	NEW	Matthew Kenneth Dewan	OBrien Real Estate	Pearcedale, Cranbourne South & Devon Meadows	VIC	11	1	21	119	124	\$99,327,662	\$801,030
72	NEW	James Bennett	Belle Property Lane Cove	Greenwich & Lane Cove	NSW	9	2	23	59	51	\$115,052,300	\$2,255,927
73	NEW	Mark Meyer	LJ Hooker Double Bay Group	Double Bay, Rose Bay & Bellevue Hill	NSW	26	2	51	80	92	\$100,925,000	\$1,097,011
74	↓48	Chris Volpatti	McGrath Estate Agents	Bronte & Waverley	NSW	18	1	15	38	39	\$126,358,000	\$3,239,949
75	NEW	Mechlenne Douaihy	Merc Real Estate	Castle Hill	NSW	16	1	24.6	109	102	\$100,306,320	\$983,395
76	NEW	Adrian Bridges	McGrath Estate Agents	Mosman	NSW	9	2	20	40	43	\$118,623,050	\$2,758,676
77	NEW	Tim Cullen	McGrath Estate Agents	Northern Beaches of Sydney	NSW	18	2	19	79	74	\$105,588,527	\$1,426,872
78	NEW	Daniel Gonzalez	Realty Lane	Trigg	WA	4	1	35.81	163	91	\$97,691,500	\$1,073,533
79	↓50	Kieran Bresnahan	McGrath Estate Agents	St George & Oatley	NSW	18	2	16	70	76	\$104,688,000	\$1,377,474
80	↓17	Matthew Smythe	Belle Property	Cremorne	NSW	15	1	29.15	61	51	\$106,913,138	\$2,096,336
81	↓1	Andrew Liddell	BresicWhitney	Inner Sydney	NSW	6	1	24	68	55	\$108,275,000	\$1,968,636
82	NEW	Bill Tsounias	McGrath Estate Agents	Sans Souci	NSW	14	3	29	84	69	\$101,839,000	\$1,475,928
83	NEW	Steven Peter Kourdis	Stone Real Estate Lindfield	Lindfield	NSW	13	1	30	49	44	\$112,801,000	\$2,563,659
84	↓3	Mark Kentwell	PRDnationwide Newcastle	Newcastle	NSW	13	2	34	73	89	\$95,474,650	\$1,072,749
85	NEW	Ramin Rahimi	Starr Partners Pemulwuy	Pemulwuy	NSW	9	1	24	90.5	134	\$94,289,678	\$703,654
86	NEW	Daniel Starr	Starr Partners Merrylands	Merrylands	NSW	20	1	26	162.5	123.5	\$90,380,570	\$731,826
87	NEW	Georgi Bates	Cunninghams	Fairlight	NSW	16	3	24.39	51	57	\$101,240,000	\$1,776,140
88	NEW	Amanda Bonnici	Ray White Shellharbour Oak Flats Group	Shellharbour City	NSW	12	3	67	147.5	108.2	\$88,556,620	\$818,453
89	NEW	Anna Younan	McGrath Estate Agents	Camden, Gledswood Hills & Grasmere	NSW	11	2	50	156	102	\$87,798,300	\$860,768
90	NEW	John Schwarzer	Highland Property	Burraneer, Cronulla & Woollooware	NSW	21	2	31.27	65	56	\$99,724,000	\$1,780,786
91	NEW	James Levy	Savills	St Ives	NSW	8	0	28.75	51	49	\$100,899,000	\$2,059,163
92	↓30	Romana Altman	Buxton Sandringham	Black Rock & Beaumaris	VIC	19	1	28	62	61	\$96,558,500	\$1,582,926
93	NEW	Mark jackson	belle property neutral bay	Kirribilli	NSW	20	2	20	45	39	\$105,359,000	\$2,701,513
94	↑6	Adrian Sereni	Warwick Williams Real Estate	Drummoyne	NSW	12	1	22	53	56	\$97,952,000	\$1,749,143
95	↓28	Chris Nunn	BresicWhitney	Inner Sydney	NSW	5	1	25	67	59	\$95,693,500	\$1,621,924
96	NEW	Alexandra Stamatou-Buda	McGrath Estate Agents	Inner West	NSW	12	1	31	70	63	\$95,578,500	\$1,517,119
97	↓13	Brett Hayman	Hayman Partners	Canberra	ACT	21	2	47.4	133	102	\$83,516,000	\$818,784
98	NEW	James Baker	McGrath Estate Agents	Avalon Beach	NSW	11	3	38	48	44	\$100,419,500	\$2,282,261
99	NEW	Charles Touma	BresicWhitney	Inner Sydney	NSW	9	1	27	70	55	\$96,963,000	\$1,762,964
100	↓5	Adrian Oddi	BresicWhitney	Inner Sydney	NSW	15	1	26	62	50	\$94,855,000	\$1,897,100

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TOP 100
AGENTS
2016

11

presented to

David Choy

McGrath Estate Agents Castle Hill

Exclusive Partner:

 **homely**.com.au

Rank	Name	Company	State	Suburb/s serviced
1	Alexander Phillips	Phillips Pantzer Donnelley	NSW	Eastern suburbs
2	James Tostevin	Marshall White	VIC	Boroondara
3	Ric Serrao	Raine & Horne Double Bay	NSW	Bondi
4	Michael Clarke	Clarke & Humel Property	NSW	Manly
5	Marcus Chiminello	Marshall White	VIC	Stonnington, Toorak, South Yarra, Armadale
6	Glen Coutinho	RT Edgar Boroondara	VIC	Boroondara
7	Jason Pantzer	Phillips Pantzer Donnelley	NSW	Eastern suburbs
8	Helen Yan	hockingstuart Balwyn	VIC	Balwyn, Balwyn North, Camberwell
9	Simon Harrison	Belle Property Lane Cove/Hunters Hill	NSW	Lane Cove, Hunters Hill
10	Brent Courtney	McGrath Estate Agents	NSW	Longueville, Chatswood
11	David Choy	McGrath Estate Agents	NSW	Castle Hill
12	Jason Boon	Richardson & Wrench Elizabeth Bay	NSW	Potts Point, Elizabeth Bay
13	William Phillips	BresicWhitney	NSW	Surry Hills
14	Norman So	McGrath Estate Agents (formerly with Strathfield Partners)	NSW	Strathfield
15	Ben Collier	McGrath Estate Agents	NSW	Woollahra
16	Steven Chen	McGrath Estate Agents	NSW	Edgecliff
17	Su En Tracy Yap	Tracy Yap Realty	NSW	Epping, Eastwood, Marsfield, Macquarie Park
18	Peter Chauncy	McGrath Estate Agents	NSW	Naremburn
19	Tim Heavyside	Fletchers Real Estate	VIC	Surrey Hills
20	Piers van Hamburg	McGrath Estate Agents	NSW	Cremorne
21	Dallas Taylor	Jellis Craig Doncaster	VIC	Manningham
22	Tim Foote	Belle Property Mosman	NSW	Mosman
23	Nick Renna	hockingstuart Bentleigh	VIC	Bentleigh, Ormond, McKinnon, Bentleigh East
24	Andrew Keleher	Jellis Craig Doncaster	VIC	Templestowe
25	Shaun Stoker	Ray White Erskineville	NSW	Erskineville
26	Michael Coombs	McGrath Estate Agents	NSW	Mosman
27	Tracey Dixon	McGrath Estate Agents	NSW	Hunters Hill, Woolwich
28	Vivien Yap	LJ Hooker Claremont	WA	Claremont
29	Alex Mintorn	McGrath Estate Agents	NSW	Wahroonga
30	David Howe	McGrath Estate Agents	NSW	Northbridge
31	William Chen	Jellis Craig Balwyn	VIC	Balwyn
32	Daniel Gillespie	Belle Property Bondi Junction	NSW	Clovelly
33	Robert Pignataro	Strathfield Partners	NSW	Strathfield
34	Betty Ockerlander	McGrath Estate Agents	NSW	Epping
35	Chris Hassall	Buxton Bentleigh	VIC	Bentleigh
36	Shad Hassen	McGrath Estate Agents	NSW	Inner West Sydney
37	David Highland	Highland Property Agents	NSW	Sutherland Shire
38	David Walker	Ray White Wahroonga	NSW	Wahroonga
39	Andrew Lutze	Cunninghams	NSW	Balgowlah
40	Wayne Vaughan	McGrath Estate Agents	NSW	Epping, Eastwood
41	Chris Volpatti	McGrath Estate Agents	NSW	Bronte
42	Adrian Bo	McGrath Estate Agents	NSW	Randwick
43	Nigel Mukhi	McGrath Estate Agents	NSW	Kirribilli, Milsons Point
44	Zali Reynolds	Marshall White	VIC	Glen Iris
45	Robert Ding	Marshall White	VIC	Hawthorn
46	Paul Richards	Bekdon Richards Estate Agents	VIC	Hawthorn
47	Edward Brown	Belle Property Bondi Junction	NSW	Eastern Suburbs
48	Steven Kourdis	Stone Real Estate Lindfield	NSW	Lindfield
49	Kieran Bresnahan	McGrath Estate Agents	NSW	Oatley
50	Mark Wridgway	RT Edgar Toorak	VIC	Toorak

Rank	Name	Company	State	Suburb/s serviced
51	Leon Gouzenfiter	Gary Peer & Associates	VIC	Caulfield North
52	Benjamin Dax	Woodards Carnegie	VIC	Carnegie
53	Kate Strickland	Marshall White	VIC	Brighton
54	Toby Parker	hockingstuart Balwyn	VIC	Balwyn, Balwyn North
55	Steve Lambley	Cunninghams	NSW	Balgowlah, Balgowlah Heights
56	Jason Xi	Ray White Oakleigh	VIC	Clayton, Clayton South, Clarinda
57	Michael Doran	McGrath Estate Agents	NSW	St Ives
58	Mark Kentwell	PRDnationwide Newcastle	NSW	Newcastle
59	Madeline Kennedy	Marshall White	VIC	Armadale
60	Rohan Calder	Noel Jones Blackburn	VIC	Blackburn
61	Julian Hasemer	1st City	NSW	Darling Point
62	Richard Shalhoub	McGrath Estate Agents	NSW	Sydney
63	Ercan Ersan	Ray White Erskineville/Alexandria/Surry Hills	NSW	Stanmore, Chippendale, Enmore, Newtown
64	Andy Yeung	Ray White Willoughby	NSW	Sydney's North Shore
65	Mathew Cox	Buxton Mentone	VIC	Mentone
66	Marnie Seinor	McGrath Estate Agents	NSW	Botany
67	Edward Hobbs	Biggin & Scott Richmond	VIC	Richmond
68	Adam Denina	Starr Partners Parramatta	NSW	North Parramatta
69	Robert Ward	LJ Hooker Wahroonga	NSW	Wahroonga
70	Nick Separovich	McGrath Estate Agents	NSW	Chatswood
71	Peter Starr	McGrath Estate Agents	NSW	Edgecliff
72	Duane Wolowiec	Marshall White	VIC	Hawthorn
73	Ray Fayad	Laing + Simmons Parramatta/Granville/Auburn	NSW	Parramatta, Granville, Auburn
74	Scott Thornton	McGrath Estate Agents	NSW	Mosman
75	Michael Sleiman	Daystar First National	NSW	Padstow, Panania, Picnic Point
76	Maurice DiMarzio	hockingstuart Balwyn	VIC	Hawthorn, Balwyn, Kew
77	Sam Guo	Ray White Broadbeach	QLD	Gold Coast
78	James Redfern	Marshall White	VIC	Armadale
79	Brad Gillespie	McGrath Estate Agents	NSW	Alexandria
80	Matthew Scafidi	Noel Jones Mitcham	VIC	Mitcham
81	Bill Tsounias	McGrath Estate Agents	NSW	St George
82	Matt Lancashire	Ray White New Farm	QLD	New Farm
83	Ettiene West	Morton Real Estate	NSW	Sydney CBD
84	Peter Gordon	Cobden & Hayson	NSW	Rozelle
85	George Rafty	First National Newcastle City (formerly with PRDnationwide)	NSW	Newcastle
86	Annika Bongiorno	McGrath Estate Agents	NSW	McMahons Point, Lavender Bay, Wollstonecraft
87	Mark Jackson	Belle Property Neutral Bay	NSW	Kirribilli
88	Jill Henry	Stone Real Estate Lindfield	NSW	Upper North Shore
89	Matthew Smythe	Belle Property Neutral Bay	NSW	Cremorne
90	Ron Kissell	Ray White Helensburgh	NSW	Helensburgh
91	David Smeallie	Belle Property Mosman	NSW	Mosman
92	James Crow	Morton Real Estate	NSW	Pymont
93	Nicholas Lynch	Nicholas Lynch Pty Ltd	VIC	Mornington
94	Anna Younan	McGrath Estate Agents	NSW	Macarthur Region
95	Scott Farquhar	McConnell Bourn	NSW	Killara
96	Kevin Dearlove	McGrath Estate Agents	NSW	Beecroft
97	Luke Jeffree	Century 21 Jeffree Real Estate	NSW	Gymea
98	Mark McPherson	McGrath Estate Agents	NSW	Coogee
99	Steven Fan	Ray White Parramatta	NSW	Parramatta
100	David Murphy	David Murphy Real Estate	NSW	Mosman

John Camilleri

From: Geoff Lucas
Sent: Wednesday, 6 April 2016 10:48 AM
To: - All Staff
Subject: Real Estate Business Top 100 Agents 2016

Morning Team,

Last night was the 2016 Real Estate Business Top 100 Agents 2016 ranking. I'm delighted to announce that **McGrath had 30 in the list, 7 of those in the top 20**. The ranking is based on the number of sales, volume of sales and the average sale price recorded in 2015.

These are the superstars of not only McGrath but the industry and to see so many familiar names represent our brand across the country is something we should all be proud of.

Please join me in congratulating the below agents on this outstanding achievement.

10	Brent Courtney McGrath Lane Cove	42	Adrian Bo McGrath Coogee
11	David Choy McGrath Castle Hill	43	Nigel Mukhi McGrath Neutral Bay
14	Norman So McGrath Concord	49	Kieran Bresnahan McGrath St George
15	Ben Collier McGrath Edgecliff	57	Michael Doran McGrath Pymble
16	Steven Chen McGrath Projects NSW	62	Richard Shalhoub McGrath Edgecliff
18	Peter Chauncy McGrath Crows Nest	66	Marnie Seinor McGrath Coogee
20	Piers van Hamburg McGrath Neutral Bay	70	Nick Separovich McGrath Chatswood
26	Michael Coombs McGrath Mosman	71	Peter Starr McGrath Edgecliff
27	Tracey Dixon McGrath Hunters Hill	74	Scott Thornton McGrath Mosman
29	Alex Mintorn McGrath Pymble	79	Brad Gillespie McGrath Edgecliff
30	David Howe McGrath Northbridge	81	Bill Tsounias McGrath Brighton-Le-Sands
34	Betty Ockerlander McGrath Epping	86	Annika Bongiorno McGrath Neutral Bay
36	Shad Hassen McGrath Leichhardt	94	Anna Younan McGrath Camden
40	Wayne Vaughan McGrath Epping	96	Kevin Dearlove McGrath Epping
41	Chris Volpatti McGrath Coogee	98	Mark McPherson McGrath Coogee

Kind regards,
Geoff

Geoff Lucas
Chief Operating Officer
McGrath Estate Agents

RANK	YEAR-ON-YEAR CHANGE	NAME	COMPANY
1	N/C	James Tostevin	Marshall White
2	N/C	Alexander Phillips	Phillips Pantzer Donnelley
3	N/C	Marcus Chiminello	Marshall White
4	8	Ric Serrao	Raine & Horne Double Bay/ Bondi Beach
5	6	Simon Harrison	Belle Property Lane Cove/ Hunters Hill
6	4	Glen Coutinho	RT Edgar
7	-2	Michael Clarke	Clarke & Humel Property
8	13	Jason Boon	Richardson & Wrench Elizabeth Bay/Potts Point
9	4	Adrian Bo	McGrath Estate Agents
10	New	Ben Collier	McGrath Estate Agents
10	-6	Peter Chauncy	McGrath Estate Agents
12	-4	Piers van Hamburg	McGrath Estate Agents
13	12	Tracy Yap	Tracy Yap Realty
14	-9	Vivien Yap	ACTON Dalkeith
15	3	Andrew Keleher	Jellis Craig
15	New	Hamish Tostevin	Marshall White
17	5	David Choy	McGrath Estate Agents
17	1	David Howe	McGrath Estate Agents
19	-2	Tim Heavyside	Fletchers
20	-4	Nick Renna	hockingstuart Bentleigh
21	New	Steven Kourdis	mconnell bourn
22	13	William Chen	Jellis Craig Balwyn
22	8	Jason Pantzer	Phillips Pantzer Donnelley
24	-10	Brent Courtney	McGrath Estate Agents
25	New	Betty Ockerlander	McGrath Estate Agents
26	-19	Robert Pignataro	Strathfield Partners
27	4	Tim Foote	Belle Property Mosman
27	-3	Shad Hassen	McGrath Estate Agents
29	11	Andrew Lutze	Cunninghams
30	19	Paul Richards	Bekdon Richards Estate Agents
31	23	Robert Ward	LJ Hooker Wahroonga
32	27	Daniel Gillespie	Belle Property Bondi Junction
33	-24	Andrew McCann	Jellis Craig
33	New	Chris Volpatti	McGrath Estate Agents
35	10	Dallas Taylor	Jellis Craig
36	5	Shaun Stoker	Ray White
37	-10	Tracey Dixon	McGrath Estate Agents
38	New	Wayne Vaughan	McGrath Estate Agents
39	New	Chris Hassall	Buxton Bentleigh
40	27	Kieran Bresnahan	McGrath Estate Agents
41	New	Adrian Abel	Abel McGrath
41	New	David Highland	Highland Property Agents
43	9	Kevin Dearlove	McGrath Estate Agents
44	New	Helen Yan	hockingstuart Balwyn
45	New	Zali Reynolds (Booker)	Marshall White
46	7	Michael Coombs	McGrath Estate Agents
47	-14	Bev Heymans	ACTON Cottesloe
48	New	Bill Tsounias	McGrath Estate Agents
49	New	Ivan Lampret	Gibson Partners Real Estate
50	New	Mathew Cox	Buxton Mentone

RANK	YEAR-ON-YEAR CHANGE	NAME	COMPANY
51	-25	Stephanie Williams	Harcourts Brock Williams
51	-22	George Rafty	PRDnationwide Newcastle & Lake Macquarie
53	2	Adam Joske	Gary Peer & Associates
54	New	Leon Gouzenfiter	Gary Peer & Associates
55	New	Tim Picken	Kay and Burton
56	-33	John Paranchi	McGrath Estate Agents
57	-11	Jake Rowe	McGrath Estate Agents
58	21	Nigel Mukhi	McGrath Estate Agents
59	12	Andrew McDermott	Belle Property Castle Hill
59	-2	Edward Hobbs	Biggin & Scott Richmond
61	New	Stefanie Dobro	Caporn Young Estate Agents
62	1	Peter Gordon	Cobden & Hayson
63	New	Ray Fayad	Laing + Simmons Parramatta Granville Auburn
64	New	Kaine Lanyon	Marshall White
65	New	Sam Guo	Ray White Broadbeach
66	-3	Anna Chow	Richardson & Wrench Gordon
67	-23	Mark Kentwell	PRDnationwide Newcastle & Lake Macquarie
68	New	Matthew Carpenter	Starr Partners Merrylands
69	24	Nicholas Papadopoulos	Century 21
70	2	Julian Hasemer	1st City Hasemer+Caldwell.Eyles
70	New	Matthew Smythe	Belle Property Neutral Bay
72	5	Dane Queenan	PRDnationwide Port Stephens
73	New	Daniel Bullen	Jellis Craig Blackburn
73	New	Richard Shalhoub	McGrath Estate Agents
75	-39	Bethwyn Richards	McGrath Estate Agents
76	-6	Luke Jeffree	Century 21 Jeffree Real Estate
77	New	Toby Parker	hockingstuart Balwyn & Hawthorn
77	18	Susan James	Space Real Estate
79	New	Mark McPherson	McGrath Estate Agents
80	11	Nickolas Dilles	Century 21 Southwest
80	New	Brad Gillespie	McGrath Estate Agents
82	New	Daniel Starr	Starr Partners Merrylands
83	New	Dave Neilson	RE/MAX Bayside Properties
84	-24	A. Stamatiou- Buda	McGrath Estate Agents
84	-41	Michael Keil	Michaelkeil.com
86	14	Matt Lancashire	Ray White NewFarm
87	New	Mark Jackson	Belle Property Neutral Bay
87	-45	Timothy Cullen	McGrath Estate Agents
89	New	Michael Tringali	McGrath Estate Agents
90	-34	Jeremy Rosens	Gary Peer & Associates
91	New	Paul Caine	Caine Real Estate
92	-26	Michael Flook	Robinson Property
93	-19	Justin Davies	Space Real Estate
94	-55	James Curtain	Place Estate Agents Bulimba
94	New	Sean Hughes	Realmark Coastal
96	-11	Jill Henry	mconnell bourn
97	New	Niki Peinke	The Property Exchange
98	-60	Mark Di Giulio	Barry Plant Manningham
99	New	Matthew King	McGrath Estate Agents
100	New	Brad Caldwell-Eyles	1st City Hasemer+Caldwell.Eyles

·2013·



AGENTS

8th

presented to

David Choy

McGrath Estate Agents

Castle Hill

Research partner

real estate
Business

rpdata.com

A  **CoreLogic** Business

real estate Business

TOP 20 AGENTS NSW 2013

	AGENT	COMPANY	AREA	STATE	NO. SOLD	\$ VOLUME
1	Wayne Vaughan	McGrath Estate Agents	Sydney	NSW	101	\$115,404,245
2	Adrian Bo	McGrath Estate Agents	Sydney	NSW	101	\$113,386,500
3	John Paranchi	McGrath Estate Agents	Sydney	NSW	67	\$82,386,500
4	David Choy	McGrath Estate Agents	Sydney	NSW	74	\$67,497,736
5	Jason Boon	Richardson & Wrench	Sydney	NSW	54	\$142,565,500
6	Peter Chauncy	McGrath Estate Agents	Sydney	NSW	64	\$73,895,000
7	John McManus	McGrath Estate Agents	Sydney	NSW	61	\$78,769,796
8	George Rafty	PRD Nationwide	Newcastle	NSW	106	\$66,505,500
9	Steve Lembidakis	Raine & Horne	Sydney	NSW	94	\$63,722,500
10	Kathleen Synnott	McGrath Estate Agents	Sydney	NSW	72	\$62,122,480
11	Piers van Hamburg	McGrath Estate Agents	Sydney	NSW	70	\$62,936,500
12	Amy Kasler	LJ Hooker	Sydney	NSW	78	\$61,486,500
13	Nicholas Papadopoulos	Century 21	Sydney	NSW	129	\$69,756,150
14	Tim Cullen	McGrath Estate Agents	Sydney	NSW	71	\$58,434,930
15	Aris Dendrinos	Richardson & Wrench	Sydney	NSW	85	\$56,685,100
16	Mark Somboli	Professionals Montgomery	Sydney	NSW	92	\$55,980,550
17	Warwick Williams	Warwick Williams Real Estate	Sydney	NSW	55	\$59,749,000
18	Tracey Dixon	McGrath Estate Agents	Sydney	NSW	41	\$80,179,860
19	Mark Meyer	LJ Levi Real Estate	Sydney	NSW	47	\$64,032,000
20	Matthew Bourn	mconnellbourn estate agents	Sydney	NSW	39	\$77,540,000

FOR IMMEDIATE RELEASE

Local real estate agent named one of Australia's best

KEY POINTS

- Report uncovers the country's top 100 real estate agents
- Local real estate agent David Choy makes the list

Tuesday 21 May, 2013: A Castle Hill businessman has been named one of Australia's leading real estate agent in a national list of top performing agents.

David Choy of McGrath Estate Agents Castle Hill placed eighth in the 2013 *Real Estate Business* Top 100 Agents benchmark report, which ranks real estate agents across Australia according to a range of 2012 calendar year business metrics, including sales volumes, sales dollars and average sale price.

According to the report, Mr Choy sold 74 properties in 2012, totaling more than \$67 million - an extraordinary feat given current market conditions, *Real Estate Business* editor Stacey Moseley said.

"While market activity picked up slightly in 2012, we are still a long way from saying the Australian property market has fully recovered," Ms Moseley said. "Economic uncertainty still looms over consumers and as a result, market confidence has taken a hit with fewer buyers and sellers willing to take the plunge.

"In boom markets everyone can prosper, but when times are tough, only those with the right business acumen can truly excel.

"The *Real Estate Business* Top 100 Agents ranking provides consumers and industry leaders with insight into those practitioners who are going above and beyond their peers to ensure they get the best result for their clients," she added.

Partnered by leading property analytics company, RP Data, the 2013 *Real Estate Business* Top 100 Agents ranking was based on submissions supplied by the leading agents across Australia.

The data collected included sales numbers, sales volumes, years in the industry and listing numbers, among other information, with RP Data verifying the sales data provided by every agent.

More than half of the Top 100 Agents were based in New South Wales (57), followed by 15 in Victoria, 12 in Western Australia and 9 in Queensland. The ACT featured 4 agents, while South Australia and the Northern Territory achieved 2 and 1 agent respectively.

Why McGrath?

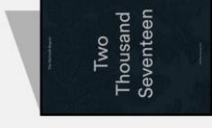
McGrath Magazine

DEDICATED PUBLISHER
320,000 COPIES A YEAR



McGrath Report

\$5 MILLION IN MEDIA COVERAGE
OVER 40,000 COPIES DISTRIBUTED



China Desk

SERVICING THE CHINESE
LANGUAGE MARKET

中文部

The power of our reach

McGRATH.COM.AU
DATABASE
SOCIAL MEDIA

300k

WEBSITE VISITORS
A MONTH

375k

APPROX. BUYERS
IN DATABASE

82k

FOLLOWERS ON
SOCIAL MEDIA

The power of our network

THE LARGEST MOST CONNECTED REAL ESTATE BRAND IN AUSTRALIA,
PROVIDING A CONSISTENT & UNIQUE CUSTOMER EXPERIENCE

2,300

PEOPLE

102

OFFICES

51

DEDICATED
AUCTIONEERS

McGrath stats

102

offices

2.4 m

McGrath website visitors (FY17)

262

training events (FY17)

936

sales people (approx.)

1,635

Oxygen loans settled (FY17)

12,841

properties sold (FY17)

32,201

properties managed

78,163

open for inspections (FY17)



53k

likes



14k

followers



15k

followers

Month that was June 2018



95 Offices



864 Sales People Approx



400,149 Buyers In Database



255,854 Buyer Alerts Emailed



6,256 Open For Inspections



41 Auction Dom
60 Private Treaty Dom



53 Exclusive Auctioneers



China Desk Enquiries
91 Assisted
31 Meetings
4 Sale



739 Sales



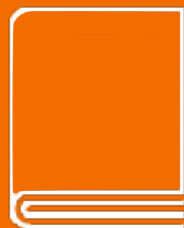
505,841 Website Views
1,023,741 Page Views



16 Training Events



86,335 Followers



32,000 Magazine Copies



273 Oxygen Approvals



33,106 Properties Managed
\$21.5B Value Managed Approx



37,000+ Rental Alerts Emailed



THE FUTURE OF HILLS DISTRICT REAL ESTATE

Leading agents David and Thomas Choy join the McGrath Hills success story.

With over 20 years combined experience, countless awards, and a track record of exceptional results, hundreds of local owners have discovered why brothers, David and Thomas Choy, are recognised as the number one agents in the Hills District.

Now based in our Hills District regional office, David and Thomas are now taking their careers to the next level with a company renowned for its innovation, six star customer service and record prices. Chief Executive and founder John McGrath (centre) is committed to a long term growth plan in the Hills and is excited by the addition of the two market leaders.

As long term residents of the area, both have an expert local knowledge and strong ties to the Hill District Community. Their industry expertise coupled with McGrath's premium marketing tools, including an award-winning website and an extensive 80,000 buyer database, allows them to give you the best possible advantage when it comes to achieving a premium price for your property.

If you are looking to buy or sell, contact David or Thomas Choy today and find out why your home is worth more with McGrath Hills District.

David Choy
D 9680 5936
M 0411 196 328
E davidchoy@mcgrath.com.au

Thomas Choy
D 9680 5930
M 0414 253 119
E thomaschoy@mcgrath.com.au

McGrath

mcgrath.com.au



YES, WE WILL CHOOSE McGRATH AGAIN

95% of our home owners will choose McGrath again to sell their home.

We take our service and results seriously, that's why at McGrath, we survey our clients and ask the hard question - 'Will they choose McGrath again?'

95% of our clients said yes they would sell with us again and over 90% told us they were happy with their selling price.

In the business of real estate, these results are reassuring but we still have work to do.

If you are considering selling and want to find out why your home is worth more with McGrath, then call us today.

McGrath

McGrath Estate Agents
1 Terminus Street, Castle Hill
T 9680 5900

*Homeseeker Survey April - June 2010

mcgrath.com.au



DAVEY HONG

McGrath China Desk

Established by McGrath to bridge language and cultural gaps, the China Desk is a specialised portal for all Chinese buyers to access regarding the process of transacting property in Australia. It provides various services to all Chinese buyers including basic translation of property information, explanation of property types and the buying process, as well as connecting these buyers with a range of Chinese speaking services to facilitate their acquisitions.

Davey Hong is the dedicated Asia specialist at the China Desk and facilitates all McGrath agents when dealing with Chinese background clients, to ensure that communications are understood and transparent. This process reinforces the trust and confidence between agents and Chinese background clients to guarantee that real estate related decisions are stress free.

A driven and ambitious real estate professional with more than six years experience, Davey brings his highly personalised and transparent approach to the industry. His sense of integrity and passion for property are reflected in his commitment to providing exceptional customer service throughout the entire sales process.

Davey is bilingual in Mandarin and English, both speaking and writing, which is a great asset when dealing with a range of multicultural clients and breaking through communication barriers. He is experienced in project marketing, leasing and sales and has a deep understanding of the motivations and dynamics involved in real estate, which enables him to thoroughly engage with his clients to provide detailed and informative advice.

"To be able to assist people in their real estate needs is an absolute pleasure for me," Davey says.

Davey is a proud representative of the McGrath brand, which he admires for its marketing prowess and reputation as the number one agency for client service. For confidential advice and to find out more about the various services available via the China Desk, Davey is a genuinely caring and confident individual to contact.

M 0424 603 824
D 9386 3388
E daveyhong@mcgrath.com.au
W mcgrath.com.au

洪俊嵩

中文部门

McGrath地产中介专为华人买家而设的“中文部门”，旨在消除语言和文化差异，让华人买家获取在澳洲进行物业交易的讯息。“中文部门”为所有华人买家提供各种服务，包括翻译物业基本资料、解释物业种类和买卖程序，以及联系买家通过中文部门，协助他们购买物业。

中文部门由亚洲专家洪俊嵩负责，他在各区McGrath中介当有华裔背景的客户需要时，为他们提供协助，以确保双方沟通时能互相理解及高透明度。这过程加强代理和华裔背景客户之间的信任和信心，保证就相关的房地产买卖作出决定时没有压力感。

洪俊嵩充满动力和抱负，从事地产专业工作超过六年，他把高度人性化及透明处事方式带进业界。在整个买卖过程中，他致力提供卓越客户服务，充份反映出他正直诚实和热爱地产工作。

洪俊嵩能说普通话及英语，这个优点让他能好好与不同文化背景的客户沟通，突破语言障碍。他对市场推广、租赁及销售都极富经验，也深切体会从事房地产工作所需的动力及活力，能让他为客户提供详实与依据性的意见。

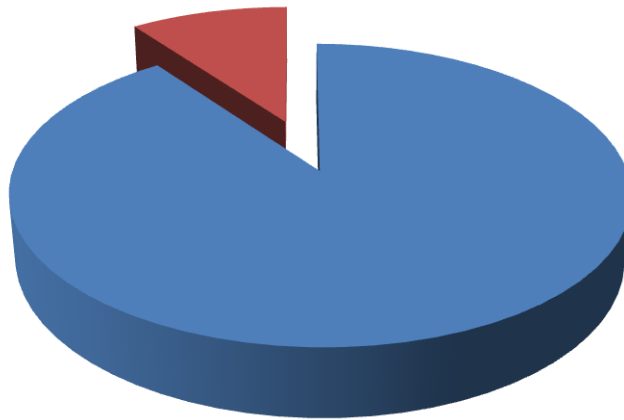
洪俊嵩说：“很高兴能为客户在房地产的需要上提供协助”

McGrath在客户服务方面是业界顶尖的品牌，洪俊嵩对能成为McGrath的营业代表感自豪，他欣赏公司的超卓推广技巧及优异的声誉。如欲透过中文部门取得更多保密意见及了解不同服务，可与真正关怀客户及充满自信的洪俊嵩联络。

Principal V's Team Choy

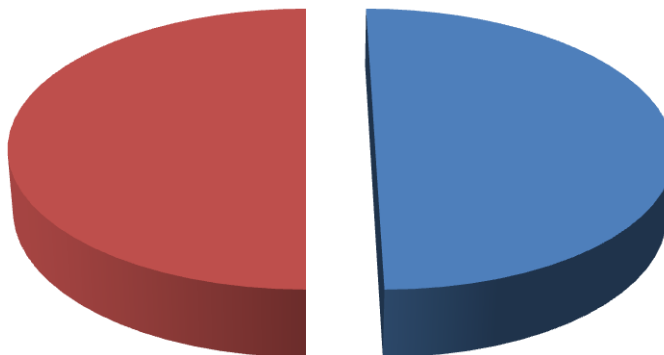
You need total Focus in Today's Market

Agent with support team



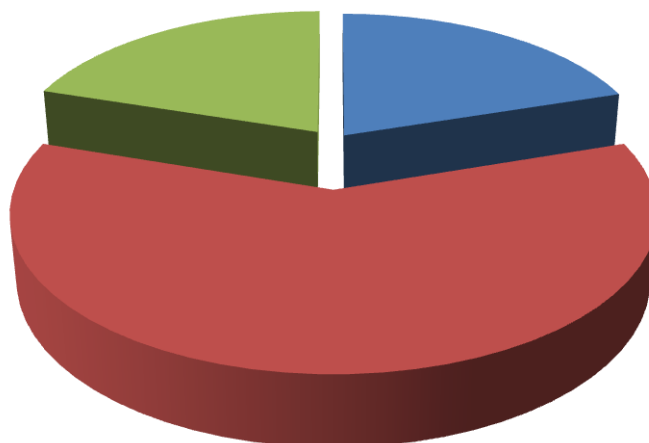
- Negotiate, buyers, seller information
- Management, rental issues, compliance, marketing P/R

Agent without support team



- Negotiate, buyers, seller information
- Management, rental issues, compliance, marketing P/R

Principal



- Negotiate, buyers, seller information
- Management, rental issues, compliance, marketing P/R
- Admin, errands, misc

Maximise exposure to overseas buyers

myfun.com (meaning buy property) provides additional reach to help generate more buyer enquiry for your property.



Exposure to Chinese buyers



Seamless duplication of your realestate.com.au listing in Chinese



The screenshot displays the myfun.com website interface in Chinese. At the top, there is a search bar with filters for location (e.g., Sydney, Melbourne), price range, and property type. Below the search bar, several property listings are shown, each with a photo, price, and brief description. The listings include details like '3-Bedroom Apartment', '2-Bedroom House', and 'Luxury Apartment'. The website layout is clean and professional, with a focus on presenting property information in a user-friendly manner for Chinese-speaking users.

Additional reach in China for your property

In 2013, Chinese buyers spent \$5.9 billion on Australian real estate¹, with spend anticipated to grow over the next five years². Property in Australia is becoming increasingly attractive to Chinese buyers looking for improved lifestyle, education and future security.

myfun.com targets buyers who may not have seen your listing.



Access more buyers to drive competition.



Seamless duplication of your realestate.com.au listing in Chinese.



Manual translation to maintain accuracy of your property descriptions.

Social media links to save and share properties

Australian Agent contact details

Property Liaison Specialist in China speaks English and Chinese

Free enquiry line

Live chat

Buyer can email enquiry in English or Chinese to Property Liaison Specialist.

1. Foreign Investment Review Board, Annual Report 2012-13. 2. REA Internal Statistics.

UNPARALLELED reach into China!

Your MyFun.com Listing is syndicated to Squarefoot.com.hk, Fang.com and AusProperty China.



meaning: *buy property*

86K visits/month ¹

Benefits:

- Seamless translation of your listing in Chinese by a Property Liaison specialist
- Enquiries sent to you in English
- Integrated campaign performance reports



Showcasing properties for sale and rent in Hong Kong and internationally.

388K visits/month ²



搜房控股有限公司 旗航网站

#1 Property Portal in China (previously branded soufun.com)

Domestic and international properties

30M users/month ³



Promoting Australian properties in Mandarin.

27K visits/month ⁴

SOLD BY DAVID CHOY



5 Stonehaven Place Castle Hill



41 Castlewood Drive Castle Hill



65 Rosebery Road Kellyville



3 Greenvale Place Castle Hill



6 Grand Way Castle Hill



27 Pevensey Street Castle Hill



109 Ridgeway Drive Castle Hill



4 Woodbridge Place, Bella Vista



5 Donnegal Court Castle Hill



8 Springthorpe Way Castle Hill



47 Blakett Drive Castle Hill



23 Rowanbrae Crescent, Bella Vista



30/1 Hume Avenue Castle Hill



18 Britannia Road Castle Hill



3 Calais Place Castle Hill

SOLD BY DAVID CHOY



19 Tristan Court Castle Hill



15 Dan Crescent Castle Hill



15 Yerriabah Place Castle Hill



71 Patya Circuit Kellyville



6 Cape Place Cherrybrook



20 Merrilong Street Castle Hill



24 White Cedar Drive Castle Hill



1 George Mobbs Drive Castle Hill



2 Combara Avenue Castle Hill



18 Messenger Street Kellyville



4 Calais Place Castle Hill



29 London Court Kellyville



4 Yarpole Avenue, West Pennant Hills



2 Yaringa Road Castle Hill



8 Palisander Place Castle Hill

SOLD BY DAVID CHOY



17 Kelbrae Close Castle Hill



9 Braefield Place Castle Hill



5 Danehill Court Castle Hill



11 Dan Crescent Castle Hill



2 Neville Court Castle Hill



12/67 Brisbane Road Castle Hill



8/52 Kerrs Road Castle Hill



8 Foley Place Castle Hill



19 Ravenswood Rise Bella Vista



17 Skye Court Kellyville



8/342 Old Northern Road Castle Hill



4 Highclere Place Castle Hill



9 Wirrabrook Rise Bella Vista



76/2 Purser Avenue Castle Hill



11 English Avenue Castle Hill

SOLD BY DAVID CHOY



10 Warwick Parade Castle Hill



18 Arlington Avenue Castle Hill



7 Erlestoke Place Castle Hill



171 Excelsior Avenue Castle Hill



56 Castle Street Castle Hill



12 Chepstow Drive Castle Hill



72 Pentonville Parade Castle Hill



6 Dresden Avenue Castle Hill



143 Old Castle Hill Road Castle Hill



226A Kissing Point Road Dundas



6/15 Hume Avenue Castle Hill



17 Ridgeway Drive Castle Hill



5 Coolong Street Castle Hill



95 Edgewater Drive Bella Vista



31 Daphne Avenue Castle Hill

SOLD BY DAVID CHOY



18 Bimbil Place Castle Hill



25 White Cedar Drive Castle Hill



12 Giovanna Court Castle Hill



94 Narcissus Avenue, Quakers Hill



220 Ridgcrop Drive, Castle Hill



15 Garigal Road Kellyville



15 Chepstow Drive Castle Hill



3 Ferngreen Way Castle Hill



9 Drawbridge Place Castle Hill



6 Celeste Avenue Castle Hill



24/22 Mercer Street Castle Hill



23 Chiltern Crescent Castle Hill



8 Yerong Place Castle Hill



16 Drayton Avenue Castle Hill



11 Northwood Place Castle Hill

SOLD BY DAVID CHOY



10 Duff Place Castle Hill



10 Kinaldy Crescent Kellyville



22 Parsonage Road Castle Hill



240 Ridgcrop Drive Castle Hill



7 Caroola Street Castle Hill



2/42 Kerrs Road Castle Hill



5 Wildrose Street Kellyville



28 Hayes Avenue Kellyville



5 Clarke Place Castle Hill



76 Chepstow Drive Castle Hill



29 Lodge Avenue Old Toongabbie



2/75A Crane Road Castle Hill



12 Rondelay Drive Castle Hill



24 Clarke Place Castle Hill



12 Moroney Avenue Castle Hill

SOLD BY DAVID CHOY



25 Wiseman Road Castle Hill



11 Willowbrook Place Castle Hill



44 Beaumaris Avenue Castle Hill



1/18 Parsonage Road Castle Hill



10 Octagonal Avenue Castle Hill



45A Blackett Drive Castle Hill



93A Church Street Castle Hill



13/79 Crane Road Castle Hill



7/342 Old Northern Road Castle Hill



14 Galvin Avenue Kellyville



26 Celeste Avenue Castle Hill



10 Yerong Place Castle Hill



50 Ellerslie Drive West Pennant Hills



4 Blackett Drive Castle Hill



68 Westmore Drive West Pennant Hills

SOLD BY DAVID CHOY



1/4 Mercer Street Castle Hill



73/2 Purser Avenue Castle Hill



61 Cattai Creek Drive, Kellyville



3 Bentham Place Castle Hill



48/23 Crane Road Castle Hill



106 Chepstow Drive Castle Hill



15 Queensbury Avenue Kellyville



38 Bordeaux Crescent Castle Hill



38 Lisa Crescent Castle Hill



116 Excelsior Avenue Castle Hill



3 La Vista Grove Castle Hill



7 Coonardoo Place Castle Hill



6 Muston Place Glenhaven



24 Gooraway Drive Castle Hill



18 Anne William Drive, WPH

SOLD BY DAVID CHOY



1 Hotham Avenue Beaumont Hills



9 Greenvale Place Castle Hill



15 Edward Street Baulkham Hills



53 Church Street Castle Hill



17 Yandiah Place Castle Hill



9/52 Kerrs Road Castle Hill



111 Ridgeway Drive Castle Hill



3 Muston Place Glenhaven



74/2 Purser Avenue Castle Hill



73 St Pauls Avenue Castle Hill



11 Hawick Court Kellyville



78 Pentonville Parade Castle Hill



3/23 Crane Road Castle Hill



77/2 Purser Avenue Castle Hill



43 Castlewood Drive Castle Hill

SOLD BY DAVID CHOY



6 Northumberland Court Castle Hill



52 Bordeaux Crescent Castle Hill



34 Candlebush Crescent Castle Hill



61 Thomas Wilkinson Avenue Dural



10 Yaringa Road Castle Hill



10 Government Farm Crescent Castle Hill



16 Hamish Court Beaumont Hills



150 Old Castle Hill Road Castle Hill



8 Candlebush Crescent Castle Hill



12 Pentonville Parade Castle Hill



144/23 Crane Road Castle Hill



20 Whitley Avenue Kellyville



96 Chepstow Drive Castle Hill



4 Parsonage Road Castle Hill



4/79 Crane Road Castle Hill

SOLD BY DAVID CHOY



16 Kookaburra Place WPH



39 Castlewood Drive, Castle Hill



97 Aiken Road West Pennant Hills



9 Redwood Close Castle Hill



21/1 Hume Avenue Castle Hill



81B Church Street Castle Hill



19 Dan Crescent Castle Hill



7 Morven Court Castle Hill



7 Flegg Street Kellyville



1 Lockhart Avenue Castle Hill



13A Kingussie Avenue Castle Hill



11 Lockhart Avenue Castle Hill



16 Knightsbridge Place Castle Hill



3 Radcliffe Place Kellyville



34 Winchcombe Place Castle Hill

SOLD BY DAVID CHOY



59 Kings Road Castle Hill



3 Cardiff Way Castle Hill



16 Carmargue Street Beaumont Hills



6/9 Orange Grove Castle Hill



4 Ollie Place Castle Hill



19 Applegum Crescent, Kellyville



5 Helmsley Grove Castle Hill



9 Kelbrae Close Castle Hill



9 Donnegal Court Castle Hill



21 Lockhart Avenue Castle Hill



13 Castlefern Court Kellyville



14 Plymouth Avenue North Rocks



20 Bounty Avenue Castle Hill



1 McManus Street Kellyville



11/8 View Street West Pennant Hills

SOLD BY DAVID CHOY



31A Gindurra Avenue Castle Hill



48 Parsonage Road Castle Hill



8 Hyde Avenue Glenhaven



30 Linden Way Bella Vista



120 Tuckwell Road Castle Hill



3 Crinan Court Castle Hill



14 Cunningham Parade Kellyville



2 Anson Place Castle Hill



15 Highbrook Place Castle Hill



81 Gindurra Avenue Castle Hill



13 Cunningham Parade Kellyville



90 Darcey Road Castle Hill



10 Lockhart Avenue Castle Hill



74 First Farm Drive Castle Hill



3 Neville Court Castle Hill

SOLD BY DAVID CHOY



33 Mountain View Crescent, WPH



7 Luss Court Glenhaven



17 Longley Place Castle Hill



22 Parsonage Road Castle Hill



34 Sherwin Avenue Castle Hill



9 Pentonville Parade Castle Hill



11 Henley Close Castle Hill



120 Darcey Road Castle Hill



163 Old Castle Hill Road Castle Hill



61 Balintore Drive Castle Hill



10 Baker Street Beaumont Hills



156 Old Castle Hill Road Castle Hill



19 Patya Circuit Kellyville



36A Glenhope Road, WPH



65 George Mobbs Drive Castle Hill

SOLD BY DAVID CHOY



75 Excelsior Avenue Castle Hill



164 Gilbert Road Glenhaven



28 James Mileham Drive Kellyville



3 Gum Tree Place Castle Hill



12 Coomalie Avenue Castle Hill



2 Jordana Place Castle Hill



44 Gindurra Avenue Castle Hill



83 Yaringa Road Castle Hill



16 Rockwall Place, WPH



134 Harrington Avenue Castle Hill



1 Bowman Avenue Castle Hill



37-39 Crane Road Castle Hill



12/1 Hume Avenue Castle Hill



9 Springthorpe Way Castle Hill



17 Lygon Place Castle Hill

David Choy
Testimonials

McGrath

\$1,835,000 Sold Before Auction on 19 Apr 2018

House

5 Donnegal Ct Castle Hill NSW 2154

🏠 5 🚗 2 🚿 3

Overall Satisfaction ★★★★★

The hardest working and most dedicated agent out there

Vendor Review - Recommended by DeniseEagles

29 April 2018

Thank you David Choy, it was a pleasure to work with you.

David was so committed to selling our property from start to finish. Everything was so professional from the photos, brochures, marketing and feedback reports. He is extremely knowledgeable about the Hills area and works so hard and for such long hours with enthusiasm and commitment. He kept us informed and met up with us regularly and provided us with very detailed professional reports and feedback. We would highly recommend David Choy to anyone.

Market Knowledge ★★★★★

Communication Skills ★★★★★

Credibility ★★★★★

Negotiation Skills ★★★★★

(Amount Undisclosed) Sold by Auction Sale on 03 Mar 2018

House

15 Yerriabah Pl Castle Hill NSW 2154

 5  2  2

Overall Satisfaction ★★★★★

Sensational Agent - Stellar Selling Experience!!!

Vendor Review - Recommended by jacqui.tilbrook

11 March 2018

Thank you to David Choy and your team at McGrath upon the sale of our property at 15 Yerriabah Place Castle Hill. David's expertise, commitment, availability and work ethic is second to none!! Right from the beginning David willingly made himself available after hours, explained in great detail how the selling process for our property would be mapped out against a dedicated and carefully structured 4 week campaign. David advised us to take the property to auction due to strong buyer interest, which was backed up by a weekly meeting with written feedback. This strategy proved to be very successful securing an excellent price for our home. We would highly recommend David to anyone selling their home. Without a doubt, the agent you choose really does make a difference!!!

Market Knowledge ★★★★★

Communication Skills ★★★★★

Credibility ★★★★★

Negotiation Skills ★★★★★

To whom it may concern

Following our decision to sell our family home of thirty nine years we sought submissions from several agents. The professional, comprehensive marketing proposal and enthusiastic presentation resulted in our appointment of David Choy to act on our behalf.

Throughout the marketing campaign David's advice has been invaluable, his knowledge of the Castle Hill market excellent, and at all times we were kept well informed of advertising progress, buyer interest and feedback.

His dedication to our sale was reflected in ongoing negotiations with a very interested buyer and which resulted in us accepting a pre emptive unconditional offer which exceeded our expectations and released us from the emotional involvement Auction involved.

We have no hesitation in recommending David Choy and his team at McGrath Castle Hill , and particularly Patrick Barnes to assist you with your property needs as their enthusiasm , customer relations, and marketing knowledge is outstanding

David & Judy Cash
10 Duff Place
Castle Hill

20th April 2017

53 Church St
Castle Hill 2154
16/10/2016

Mr John McGrath

CEO

McGrath Estate Agents

1 Terminus Street

Castle Hill 2154

Dear Mr McGrath,

Re: **Mr David Choy**

From our first meeting with Mr David Choy, we formed the opinion we had made the right choice in selecting him as our agent to sell our house at 53 Church Street, Castle Hill.

His impeccable credentials alone are testimony to his skills, but in addition we found him transparently honest in all his dealings concerning the sale with my wife, Marie, and myself.

His infectious enthusiasm and attention to detail assisted our confidence in the whole process, which for people such as ourselves who have lived in Castle Hill for over 50 years, is a daunting and at times quite a stressful experience.

The highly professional way the sale was carried out was outstanding; from small things such as shoes at the door, to useful advice as to how we should present our home to advantage. We were also kept informed of the whole process on a very regular basis through thoughtful phone updates.

We have no reservations in recommending Mr David Choy as a highly committed and skilful agent who works tirelessly in the interests of vendors. Of special note is his extensive network of potential buyers, which in no small measure has contributed to the highly successful outcome he has achieved on our behalf.

We commend Mr Choy in particular, but also his colleagues and the team he assembled to assist in the marketing of our property.

Yours sincerely,



Trevor R Parmenter AM

On behalf of Marie and Trevor Parmenter



Dear David,

Just a short note
to thank you for the way
you welcomed our family here,
you made the whole
process quite easy. Every
thing you said you would
do you did.



I would not hesitate
to use you & recommend you
to family & friends

Regards

Annette Ballard.

5 Lombard Place

Castle Hill.





Kenthurst
Construction Pty Ltd
Builders Lic. No. 142340C

**MCGRATH REAL ESTATE CASTLE HILL
11/1 TERMINUS STREET
CASTLE HILL NSW 2154**

Re: Testimonial for David Choy

To whom it may concern,

From our first meeting, we were pleased with the level of professionalism and commitment demonstrated by David. Choosing the right agent for our property at 19 Kathleen Avenue, Castle Hill, was essential to achieving the best possible price.

Working with David, we were confident from the outset that the maximum price would be achieved. David was always available to take our questions or queries. The marketing strategy proposed by David was of the highest quality and contributed to achieving the sale price we wanted.

With the marketing campaign only weeks old, we received a series of offers on the property. From these initial offers, we were able to negotiate a sale price consistent with what we wanted. This sale price also happened to be a new sale record for the suburb of Castle Hill.

Finally, we would recommend McGrath Real Estate Castle Hill to anyone looking for an agent in the Hills District. Working with David was a fantastic experience and we would recommend him to anyone needing a real estate agent to represent them in either a sale or purchase situation.

Kind Regards

Peter Harb
Director
Kenthurst Construction Pty Ltd

Sale Property	_____
Vendor's name	_____
Address	_____
Vendor's name	_____
Address	_____
Solicitor	_____ Telephone _____
Solicitor's address & service address	_____
Agent	Hills Property Pty Ltd trading as McGrath Castle Hill ABN 55 129 358 265, Licence No. 1540991, of Suite 11, 1 Terminus Street CASTLE HILL NSW 2154 (phone (+61 2) 9680 5900); and Hills Prestige Pty Ltd ABN 35 139 377 012, Licence No 1594261. (In this Agreement referred to as " McGrath ", unless otherwise indicated by the context)
Agent's recommended method of sale:	_____
Agents Estimated Selling Price as per elected method of sale:	_____ <input type="checkbox"/> This can be published
(The Estimated Selling Price is an opinion of value only and is not a valuation)	
This agreement incorporates the Sales Inspection Report dated the same date of this agreement.	

Appointment

- I am the Vendor of the Sale Property ("**the Property**"). I warrant I have the authority to enter into this agreement. I appoint McGrath to submit the Property for sale by:
 Private treaty. The offering price for the property will be: _____
 Expressions of Interest closing : am / pm, /..... /.....
 Auction on /..... /..... or any other date agreed to in writing between the parties. I will provide a reserve price in writing prior to the commencement of the auction. If the Property fails to sell at auction, McGrath's appointment under this agreement will revert to an appointment to sell and market the property by private treaty.
- I give McGrath exclusive rights to sell the Property commencing today and expiring in 90 days ("**Exclusive Period**"). After the Exclusive Period McGrath will remain as Non-exclusive agent unless either party cancels this agreement in writing ("**Non-exclusive Period**"). If the Exclusive Period is for a fixed term exceeding 90 days, then I may terminate this agreement by giving 30 days notice in writing to McGrath at any time after the end of the first 90 days. If this agreement is for the sale of residential property where the contract for sale provides for the construction of a new dwelling on the land by me, then the preceding sentence does not apply.
- My solicitor will prepare a contract for sale. I am aware that McGrath cannot offer the Property for sale before the contract is available for inspection. McGrath may show prospective purchasers through the Property as agreed by me.
- The easements, covenants, defects, notices or orders(if any) that may affect the Property are as provided in the contract for sale and I am not aware of any others. The fittings and fixtures will be as per the contract for sale. The Property is offered with vacant possession subject to existing tenancy.
- I do not require McGrath to communicate to me in writing any offers, other than those provided to the agent by the prospective buyer in writing. During the sale, I request McGrath to obtain offers provided from prospective purchaser in writing for my consideration whenever possible.

Agent's Remuneration

- I agree that McGrath shall be entitled to a fee of% (GST inclusive) of the selling price ("**Selling Fee**");
 - if the property is sold by McGrath, any other agent or myself during the Exclusive Period;
 - if at any time following the expiration of the Exclusive Period I enter into a contract for the sale of the Property with a purchaser who was effectively introduced to the Property during the Exclusive Period by McGrath, any other agent, or myself;
 - if at any time during the Non-exclusive Period McGrath effectively introduces a purchaser to the Property who subsequently enters into a Contract for the Sale of the Property;
- The Selling Fee is due and payable on completion of the sale. If the contract for sale is terminated due to the purchaser's non-performance and the deposit is forfeited to me, I agree to pay the Selling Fee and any other outstanding monies to McGrath on termination of the Contract. If the Contract for sale is not completed as a result of my default, I agree to pay the Selling Fee and any other outstanding monies to McGrath on demand.

Agreed by the Vendor

Agreed by Hills Property Pty Ltd and on behalf of McGrath Castle Hill

© McGrath Limited 2011

Date

Date

8. The Selling Fee cannot be varied unless agreed by me in writing.
9. If the Property sells at the Estimated Selling Price the Selling Fee will be \$..... (GST inclusive). I understand that the Estimated Selling Price is an opinion of value only and not a valuation;
- Warning: A commission is payable under this agreement even if the sale of the property is not completed.**
IMPORTANT: This is an Exclusive agency agreement. This means you may have to pay the agent commission even if another agent (or you) sells the property or introduces a buyer who later buys the property.
WARNING: Have you signed an agency agreement for the sale of this property with another agent? If you have, you may have to pay 2 commissions (if this agreement or the other agreement you have signed is a sole or Exclusive agency agreement).

Deposit and Authorisation

10. I agree that McGrath will hold the deposit paid by the purchaser in trust, which will only be invested in an interest bearing account if the contract for sale for the property so requires. McGrath will be entitled to deduct all fees and expenses payable under this agreement on receipt of authorisation from the purchaser or their solicitor/conveyancer to account to us. If the deposit is invested in an interest bearing account, interest earned on investment will be disbursed as per the contract for sale after bank and government charges have been deducted. If the parties to the contract for sale agree to release the deposit or any part of it before completion, I agree that McGrath may continue to hold an amount equal to the Selling Fee and any outstanding monies owed under this agreement ("**Total Amount**") in trust pending completion of the sale and will not be required to release the whole deposit unless I provide an irrevocable authority addressed to the purchaser directing the purchaser to pay the Total Amount to McGrath from the balance of purchase monies to be paid by the purchaser on completion.

Material Facts

11. In respect of the sale of the Property I warrant and agree that I have supplied in writing to McGrath all relevant facts and information pertaining to all facts in respect of the Property which a purchaser would consider to be material.
12. I acknowledge that the *Property, Stock and Business Agents Act 2002* requires McGrath to disclose all material facts to prospective purchasers. I direct McGrath to disclose all of the material facts provided in writing by me to McGrath to all prospective purchasers of the Property. In this clause 'material fact' has the same meaning as it has in Section 52 of the *Property, Stock and Business Agents Act 2002*. I have been advised by McGrath that I should obtain my own independent legal advice regarding the meaning of 'material fact'.

Financial and Investment Advice

13. I acknowledge that I should seek my own independent financial and investment advice.
WARNING: Any financial or investment advice provided by McGrath is general advice and does not take into account the individual circumstances of the vendor or the vendor's objectives, financial situation or needs.

McGrath's Indemnity and Liability

14. I will hold and keep indemnified McGrath against all actions, suits, claims, demands, costs and expenses whatsoever which may be taken or made against McGrath in the course of or arising out of the performance or exercise of any of the powers, duties or authorities of McGrath under this agreement, whatsoever.

Good and Services Tax (GST)

15. Any amounts payable by me to McGrath and McGrath Marketing pursuant to this agreement for services are expressed including of Goods and Services Tax (GST) at the rate of 10% or such other rate as determined by legislation.

Conjunction

16. Unless otherwise instructed, McGrath may allow other agents to act in conjunction with them in order to effect a sale but only one Selling Fee will be payable by me.

Expenses

17. I agree that McGrath shall be entitled to reimbursement for the following expenses or charges incurred by them in connection with services provided under this Agreement. The services and amounts cannot be varied except with my agreement in writing.

Description of Expense/charge	Amount	When Payable
Marketing I have approved a marketing program with expenses (" Marketing Investment ") as set out on the attached Marketing Schedule. I acknowledge that the marketing services will be provided by Architype Marketing Pty Ltd ABN 37 055 590 237 (" McGrath Marketing ") and authorise McGrath Marketing to provide marketing services to me in accordance with attached Marketing Schedule.	\$	Payable on the date of this agreement unless otherwise agreed by McGrath. Despite anything else in this Agreement, I agree to pay all marketing expenses approved by me and expended regardless of whether the Property is sold. If the Property is not sold or completion of the sale does not take place, I agree to pay any outstanding marketing expenses on demand.
Auctioneer booking fee (NB: only applicable if the agreed method of sale is by way of Auction).	\$660.00 (GST inc.)	Payable as part of the Marketing Investment, whether or not the Property is withdrawn from sale or sold before, at, or after the auction.

Agreed by the Vendor

Agreed by Hills Property Pty Ltd and on behalf of McGrath Castle Hill

© McGrath Limited 2011

Date

Date

Credit Card Payment for Marketing

I authorise McGrath Marketing to debit the below credit card for the Marketing Investment (including any auctioneers booking fee if applicable).

Amount \$ _____

Payment Method Cheque Visa Mastercard Amex EFT

Cardholder's Name _____

Card No. _____ / _____ / _____ / _____ Expiry Date ____ / ____ CSV _____

Signature _____

Credit card payments will incur a 1.65% surcharge. EFT details: McGrath Marketing - Acct: 236449542 - BSB: 182 222 - Please indicate property address that payment relates to.

Disclosures

18. In respect of any expenses incurred by me or by McGrath on my behalf pursuant to this agreement, McGrath discloses to me that they may receive the following rebates, discounts or commissions from third parties:

Name of Third Party	Estimated amount of Rebate, Discount or Commission.
McGrath Marketing ABN 37 055 590 237	Volume based rebate between 0% and 17.5% used to subsidise marketing production costs
Oxygen Home Loans Pty Ltd ABN 46 103 177 377	Between 0% and 23.75% of the upfront and trail commission received by Oxygen for any successful referral

Privacy Statement

19. I acknowledge and agree that the personal information which I have provided to McGrath will be collected, stored, used and disclosed by McGrath in order to perform its obligations in marketing and selling the Property in accordance with this agreement. I acknowledge that McGrath also conducts direct marketing and customer feedback surveys in relation to its services from time to time. I acknowledge and agree that McGrath, its related bodies corporate and partners and each of their officers, employees, agents and contractors are permitted to collect, store, use and disclose my personal information in the manner set out above and in accordance with the *Privacy Act 1988*, *Spam Act 2003* and *Do Not Call Register Act 2006*. This consent is for an indefinite period unless it is withdrawn by me.

McGrath complies with laws protecting privacy. McGrath's Privacy Policy is available at www.mcgrath.com.au and personal information can be accessed or consent to the use or uses of personal information withdrawn by contacting McGrath's Privacy Officer on 9386 3333 or by email to privacy@mcgrath.com.au.

Consumers Guide

20. I acknowledge that I have been provided with a copy of the approved Consumers Guide 'Agency Agreements for the Sale of Residential Property' before this agreement was entered into:

- Yes Date / /
- No

Service of Agreement

21. I acknowledge being served with a copy of this agreement:

- Yes Date _____
- No

Cooling Off Period

22. I acknowledge that I have a cooling off period under this Agreement. I have waived the cooling off period in writing:

- Yes (copy of signed waiver is attached to this agreement)
- No

'COOLING OFF PERIOD': You (the vendor) have a cooling off period for this agreement. If you do not wish to continue with this agreement you can cancel it until 5pm on the next business day or Saturday.

Agreed by the Vendor

Agreed by Hills Property Pty Ltd and on behalf of McGrath Castle Hill

© McGrath Limited 2011

Date

Date

Property Stock and Business Agents Act 2002 Section 47 Disclosures

To _____

Your sale of _____

I set out below:

- The nature of our relationship with each person/entity named below to whom I have referred you to professional services associated with the sale or purchase;
- The amount or value of the monetary or other consideration which I derive or expect to derive from each person/entity.

Name of person/entity	Nature of relationship	Amount of value of consideration
McGrath Marketing ABN 37 055 590 237	Fully owned subsidiary of McGrath Sales Pty Ltd	Volume based rebate between 0% and 17.5% used to subsidise marketing production costs
Oxygen Home Loans Pty Ltd ABN 46 103 177 377	Fully owned subsidiary of McGrath Sales Pty Ltd	Between 0% and 23.75% of the upfront and trail commission received by Oxygen for any successful referral

I also set out below the amount, value or nature of any benefit of which I am aware that a person/entity to whom I have referred you has received, receives, or expects to receive in connection with the sale or for promoting the sale, or for providing a service in connection with the sale, of the land.

Name of person/entity	Nature of relationship	Amount, value or nature of any benefit

Signature of agent: _____

Dated: _____

Print name: David Choy

Licence/Registration No: 973825

IMPORTANT NOTICE TO THE SELLER

This form must be given to you at the time the agent refers you to a person for professional services associated with the sale and before you enter into a contract for the sale of the above property. If it is given to you afterwards you should not sign below.

I acknowledge receiving this disclosure form at the time the agent referred me to a person for professional services associated with the sale and before entering into a contract for sale of the above property.

Signature of Vendor/s: _____

Dated: _____

Print name/s: _____

McGrath

Annexure A

NSW Agency Agreement Pricing Annexure

Property Address: _____

1. I/We confirm the agent has provided sales evidence of at least 3 similar properties (attached) to form their estimated selling price of \$_____ to \$_____
2. I/We currently consider the range of the agents estimated selling price to be fair and reasonable.
3. I/We reserve the right to vary our expectations or the advertised/quoted price at any stage and I/we will advise you accordingly in writing.
4. I/We confirm our instructions to promote the above property at the following price (choose one only)
 - Price range of \$_____ to \$_____ ; *(auction only)* or
 - Market the property at a single price of \$_____ to \$_____ ; *(private treaty or auction)* or
 - No price indication at all, but buyers can be given a copy of the comparable sales used at the agents discretion *(private treaty or auction)*
5. I/We will provide our final reserve price in writing prior to the scheduled auction, upon receiving all feedback from the market
6. Should I/we decline an offer, which is above the bottom figure of the displayed price range, the advertised/quoted price will be amended as soon as practical to show a new price range which is not less than the price which was declined.

Print Vendor Name/s

Vendor/s Signature

Date

McGrath Estate Agents

Date

mcgrath.com.au

David Choy
02 9680 5936
0411 196 328
davidchoy@mcgrath.com.au