

HENRY WILLIS



Riverside Real Estate, nestled in the heart of Mosman Park, the suburb that can boast being "between river and sea", has been a familiar name in the area for many years.

Riverside took on a new lease of life at the beginning of 2012 when it was bought by Henry Willis following the retirement of the previous owners. Henry has re-launched the already successful real estate agency with a more modern look and a dynamic focus on a total property service. Listings and sales have already increased and the Sales Team is set to expand, the Property Management Department has already taken on new staff and new listings, and Henry's plans for a vibrant complete property service are well on the way.

Riverside has a great reputation for having looked after buyers, sellers, landlords and tenants alike for many years. The strong reputation of its efficient and reliable Property Management Department is well known with many clients have been with Riverside Real Estate for over 17 years.

Henry will be well known to western suburb residents having grown up and been educated in the area and being an active member of the western suburbs community all his life. Henry and his wife and family live in Mosman Park where he is a popular and highly respected member of the real estate profession having been involved in real estate sales for many years.

Henry's experience, reliability and professionalism ensures that his vision and plans for the expansion of Riverside Real Estate are set to succeed and meet the needs and expectations of a growing community of home owners and investors alike.

Thank you for considering Riverside Real Estate. Please find below some information about Henry including some of his recent sales as well as testimonials to both his character and selling ability. You will also find below some examples of the way we will be marketing your property should you choose to list with Riverside Real Estate including examples of Post advertisements, signage, brochures and a marketing options sheet.

Let me say you are a good guy to do business with and Claire and I would be very happy to work with you in the future.

## **Troy and Claire Howie**

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We are over-the-moon with our new place that Riverside helped arrange for us. Henry's professionalism and swift attention to detail represented an outstanding service not only in the sale of our previous property but also in securing our new property whilst additionally managing the intricacies of tenancy agreements in a fair and equitable manner for all parties. We will only use Riverside Real Estate for any future transactions based on the quality of service, timely approach and value management that was achieved in our recent transactions.

## **Julian and Nicole Croudace**

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Henry raises the bar in terms of integrity, service and capability when servicing the residential market.

## **Philip and Sandra Oates**

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Thank you for your assistance with the sale of our investment property in Mosman Park. Your advice on how to present the property, and your straightforward and professional manner with us, the vendors and the purchaser has been appreciated.

Please don't hesitate to refer any potential clients to us for our endorsement.

## **Richard and Nina Harris**

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I would like to thank you very much for your time, effort, advice and professionalism in selling my home. Any questions I had or any advice that was needed you covered effectively and promptly. I will also be more than happy to refer you to my family and friends.

## **Susie Power**

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I have found Henry Willis to be professional and highly efficient in his management of my property purchase. The assistance and advice provided extended beyond the official requirements....making the purchasing process surprisingly seamless.

## **David and Helene Hansen**

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Karleen and I would like to record our pleasure and satisfaction in engaging Henry to sell our home. His prompt attention to all aspects of the sale was exemplary and we doubt that there is another real estate agent with the level of patience and engaging personality as Henry .....We cannot recommend Henry highly enough.

## **Karleen and Derek Chantler**

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We have purchased and sold a number of properties in Mosman Park, always through Henry. In all our dealings we have found him to demonstrate the utmost professionalism in a friendly manner. We have recommended Henry to friends and colleagues.

## **Vicki and Tony McAlinden**

Henry was very efficient, organised and always reliable. He provided me with and I would have no hesitation in recommending Henry to others.

### **Jemma Bates-Smit**

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We have been terrifically satisfied by the service we have received from Henry Willis, who has become not only now a trusted advisor, but also a patient friend. We sold our home for a price we are very satisfied with – between 30,000-\$50,000 more than many other agents in the area had quoted.

### **Dixie Marshall and Luke Morfesse**

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I am writing to express our complete satisfaction with the manner in which you handled the sale of our property. We consider the result to be outstanding. The process from early appraisal, through planning market strategy, quality and timing of signage, graphics, photography, press coverage and sale closure was very professional. It is again a pleasure to work with you. Your intelligent and polite service has achieved a good outcome for all concerned.

### **Mike and Sue Croudace**

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I write after having Henry Willis, sell a property for me for the third time. Henry achieved an excellent result again, particularly when compared with other agents expectations. I feel that this was due to his professionalism, follow-up of all potential buyers and his outstanding nature of dealing with those potential buyers. The property for sale also received great exposure in several newspapers and Henry's knowledge of how to achieve it was based on his great knowledge of the Western Suburbs property market. I am more than happy to recommend Henry Willis as I have found on all three occasions that he had been a pleasure to deal with.

### **J El-Raghy**

We believe Henry handled the process of the sale very well and made us, the purchasers feel very comfortable during the negotiation.....We were very pleased he called since we were into our 4<sup>th</sup> year of looking for the right house. We would recommend Henry to anyone looking for an agent to sell their property. We expect him in due course to be known as the Western Suburbs' premier agent.

### **H and D Currie**

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I chose Henry Willis to market my house for one simple reason – he listens, he really listens with intelligence and empathy. I believe this skill would give him the edge in identifying a potential buyer when other agents may miss the opportunity because they are too busy talking – it worked, the house sold for an excellent price in two days.

### **M Webster**

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We would like to thank you very much for the very smooth handling of the sale of our property. Your advice, co-ordination with our son-in-law, home opens and communication of progress of interest was very much appreciated. It was great that the property SOLD on the Auction day! Please accept our sincere thanks for all your work, advice and pleasant approach. We would be very happy to recommend you to anyone looking to sell their property.

### **D and M Luke**

# RECENT SUCCESS



## PERSONALLY SOLD:

|                          |                  |             |
|--------------------------|------------------|-------------|
| 41 Keane Street          | Peppermint Grove | \$4,500,000 |
| 57 Mayfair Street        | Mount Claremont  | \$1,700,000 |
| 23 Circe Circle North    | Dalkeith         | \$2,550,000 |
| 71 Florence Road         | Nedlands         | \$1,850,000 |
| 2 Horgan Street          | Mosman Park      | \$850,000   |
| 19 Murray Avenue         | Mosman Park      | \$980,000   |
| 442 South Terrace        | South Fremantle  | \$1,475,000 |
| 50a Pembroke Street      | Bicton           | \$1,185,000 |
| 3 George Street          | Cottesloe        | \$1,030,000 |
| 8a John Street           | North Fremantle  | \$1,050,000 |
| 55 McCabe Street         | Mosman Park      | \$1,015,000 |
| 9/14 Fairlight Street    | Mosman Park      | \$378,000   |
| 11/15 St Leonards Street | Mosman Park      | \$360,000   |
| 59 Mayfair Street        | Mount Claremont  | \$1,500,000 |
| 19/9 Preston Point Road  | East Fremantle   | \$300,000   |
| 3 Amherst Street         | Fremantle        | \$700,000   |
| 57 Mayfair Street        | Mount Claremont  | \$1,575,000 |
| 23/15 Eric Street        | Cottesloe        | \$400,000   |
| 111 Solomon Street       | Fremantle        | \$770,000   |
| 103 Wellington Street    | Mosman Park      | \$1,350,000 |
| 206/14 McNamara Way      | Cottesloe        | \$310,000   |
| 22 William Street        | Cottesloe        | \$3,200,000 |
| 15 Jameson Street        | Mosman Park      | \$1,285,000 |
| 19b Forrest Street       | Fremantle        | \$520,000   |
| 35 Victoria Street       | Mosman Park      | \$920,000   |
| 2 Rockton Road           | Nedlands         | \$1,488,000 |
| 2A Boronia Avenue        | Nedlands         | \$1,150,000 |
| 104/30 The Avenue        | Nedlands         | \$1,120,000 |
| 7 Cain Mews              | Mosman Park      | \$869,000   |
| 143 Fairway              | Crawley          | \$1,000,000 |
| 20 Mitford Street        | Swanbourne       | \$1,075,000 |
| 8/15 St Leonards Street  | Mosman Park      | \$301,000   |
| 4/14 Fairlight Street    | Mosman Park      | \$406,000   |
| 15 Pearse Street         | North Fremantle  | \$610,000   |
| 83/375 Stirling Highway  | Claremont        | \$375,000   |
| 9a College Road          | Claremont        | \$1,075,000 |
| 2/44 Wellington Street   | Mosman Park      | \$492,500   |
| 2 Amherst Street         | Fremantle        | \$1,055,000 |
| 25 Fairbairn Street      | Mosman Park      | \$1,400,000 |

|                          |                  |             |
|--------------------------|------------------|-------------|
| 10/126 Forrest Street    | Peppermint Grove | \$422, 500  |
| 5/54 Glyde Street        | Mosman Park      | \$1,000,000 |
| 6/20 Wellington Street   | Mosman Park      | \$360,000   |
| 1/65 Thompson Road       | North Fremantle  | \$830,000   |
| 105/30 The Avenue        | Nedlands         | \$1,010,000 |
| 4/183 Broome Street      | Cottesloe        | \$550,000   |
| 34 Goldsmith Road        | Dalkeith         | \$2,500,000 |
| 204/30 The Avenue        | Nedlands         | \$1,100,000 |
| 23 Davies Road           | Claremont        | \$1,100,000 |
| 10 Cliff Road            | Claremont        | \$3,000,000 |
| 33/35 Esplanade          | Nedlands         | \$2,500,000 |
| 23 Horgan Street         | Mosman Park      | \$910,000   |
| 19 Thelma Street         | Mosman Park      | \$1,100,000 |
| 56 View Street           | Peppermint Grove | \$5,750,000 |
| 4 Manning Street         | Mosman Park      | \$2,250,000 |
| 21/15 Boundary Road      | Mosman Park      | \$710,000   |
| 16/389 Stirling Highway  | Claremont        | \$311,000   |
| 8/126 Forrest Street     | Peppermint Grove | \$475,000   |
| 51 Riley Road            | Dalkeith         | \$2,650,000 |
| 2/17 Victoria Avenue     | Claremont        | \$595,000   |
| 87 Wellington Street     | Mosman Park      | \$1,010,000 |
| 69 Hampden Road          | Nedlands         | \$2,090,000 |
| 4 Thomson Road           | Claremont        | \$1,425,000 |
| 3 College Road           | Claremont        | \$1,635,000 |
| 18 Beagle Street         | Mosman Park      | \$1,400,000 |
| 84 Victoria Street       | Mosman Park      | \$930,000   |
| 22/15 Boundary Road      | Mosman Park      | \$699,000   |
| 84 Glyde Street          | Mosman Park      | \$1,025,000 |
| 3/1 Fairlight Street     | Mosman Park      | \$850,000   |
| 65 Solomon Street        | Mosman Park      | \$1,400,000 |
| 6 Kamman Lane            | Mosman Park      | \$915,000   |
| 27B Fairlight Street     | Mosman Park      | \$675,000   |
| 690 Stirling Highway     | Mosman Park      | \$650,000   |
| 9/11 Stirling Road       | Claremont        | \$335,000   |
| 15/30 Wellington Street  | Mosman Park      | \$635,000   |
| 10 Melvista Avenue       | Claremont        | \$3,800,000 |
| 20 Thelma Street         | Mosman Park      | \$750,000   |
| 28 Monument Street       | Mosman Park      | \$810,000   |
| 7/17 St Leonards Street  | Mosman Park      | \$254,000   |
| 13/17 St Leonards Street | Mosman Park      | \$240,000   |
| 14/17-23 Glyde Street    | Mosman Park      | \$285,000   |
| 20/6 Stuart Street       | Mosman Park      | \$595,000   |
| 23 Horgan Street         | Mosman Park      | \$820,000   |
| 109 Samson Street        | White Gum Valley | \$430,000   |

An example of an advertisement in the Post Newspaper:



T: (08) 9384 6600  
W: www.riverandsea.com.au  
E: info@riverandsea.com.au

FOR SALE: 71 Florence Road, Nedlands

\$1,985,000



### FAMILY RESORT

Home Open: Saturday 11.00 – 11.45



Character charm merges with a modern lifestyle. A flexible floor plan with multiple living zones all wrapped around your private resort-like swimming pool. Set on a quarter acre in a prime position near the golf course end. Bonus separate studio is easily converted to self-contained accommodation and adds further possibilities.

Henry Willis: 0418 939 429

16 Arrowsmith Lane, Mosman Park  
EOI \$3Million



### SPECTACULAR RIVER PANORAMA

Home Open: Saturday 12.00 – 12.45

Imaginative architect design makes the very best of this elevated position with sweeping, uninterrupted, 180degree views of the river. Nearly every room enjoys a river aspect and a central courtyard ensures the home is bathed in natural light. Outdoor entertaining and the solar-heated, lap pool are completely protected from the wind, yet also enjoy the river view. Three river-view bedrooms, fourth bedroom or office, two bathrooms, two living areas, study nook and double garage situated on 622sqm of prime land in one of the best positions available.

Henry Willis: 0418 939 429

23 Circe Circle, Dalkeith  
\$2,790,000



### ELEGANT DECO MODERNIST FUSION

Home Open: Saturday 1.00 – 1.45

Stunning character home of exceptional quality. Open flowing spaces, world-class finishes and generous accommodation set in beautiful grounds on an elevated quarter acre block with north rear. Four expansive bedrooms, two sparkling bathrooms, media room, guest powder, generous kitchen/family/dining with outstanding feature wine cellar, secure double garaging and gorgeous pool.

Henry Willis: 0418 939 429

An example of different signs we can use to market your property:

Photo Sign:

# FOR SALE

16 Arrowsmith Lane,  
MOSMAN PARK



## SPECTACULAR RIVER PANORAMA

A beautiful Minim Cove home, architect designed to maximise the views from this elevated site. Four bedrooms, two Bathrooms and two living areas, one on each floor. The outdoor entertaining and solar heated pool are protected from the sou'wester and the afternoon sun. Enjoy the ever changing moods of the river and sky from nearly every room of your secure, low maintenance home in this brilliant location.

Henry Willis: 0418 939 429

T: (08) 9384 6600 E: [henry@riverandsea.com.au](mailto:henry@riverandsea.com.au) W: [www.riverandsea.com.au](http://www.riverandsea.com.au)



Stock Board:



**Riverside**  
REAL ESTATE

# FOR SALE

**Henry Willis**  
**0418 939 429**

130 Wellington Street  
Mosman Park WA 6012  
Tel: (08) 9384 6600  
[henry@riverandsea.com.au](mailto:henry@riverandsea.com.au)  
[www.riverandsea.com.au](http://www.riverandsea.com.au)

An example of the brochures we use:

# FOR SALE



**22 William Street, Cottesloe**

**\$3,290,000**

## **CONTEMPORARY ELEGANCE WITH PARKLAND OUTLOOK**

An extraordinary family home designed by architect Andrew Boughton located high on Claremont Hill overlooking Jasper Green Reserve Cottesloe.

Clean lines, flowing spaces, energy and light, separation of living zones, natural materials, and high grade fixtures and finishes all merge in this delightful home.

Offering generous accommodation, open plan living, chef's kitchen with scullery, children's lounge/study, gas-heated plunge pool and fireplace-warmed year round alfresco dining, plentiful storage, ocean views and large 3 car garage. Enjoy the community atmosphere and parkland living.

**Henry Willis: 0418 939 429**

T: (08) 9484 6600 E: [henry@riverandsea.com.au](mailto:henry@riverandsea.com.au) W: [www.riverandsea.com.au](http://www.riverandsea.com.au)

 **Riverside**  
REAL ESTATE

## Marketing options:

| <b>ANNEXURE A</b>                          |  |  |             |                   |               |
|--|--|--|-------------|-------------------|---------------|
| <b>Marketing</b>                           |  | <b>Standard</b>  | <b>Cost</b> | <b>Period/Qty</b> | <b>Select</b> |
| <b>Photography</b>                         |  |  |             |                   |               |
| Standard package 15 shots                  |  |  | \$175       | 1                 |               |
| Twilight package 15 shots                  |  |  | \$250       | 1                 |               |
| <b>Videography</b>                         |  |  |             |                   |               |
| 1 1/2 minute video with captions and music |  |  | \$550       | 1                 |               |
| <b>Floorplan</b>                           |  |  |             |                   |               |
| Floorplan - redraw from existing           |  |  | \$110       | 1                 |               |
| Floorplan - site visit                     |  |  | \$170       | 1                 |               |
| <b>Internet</b>                            |  |  |             |                   |               |
| Various websites                           |  |  | \$75        | 90 days           |               |
| realestate.com.au - standard listing       |  |  | \$50        | 90 days           |               |
| realestate.com.au - feature property       |  |  | \$177       | 30 days           |               |
| realestate.com.au - feature property       |  |  | \$350       | 90 days           |               |
| <b>Sign</b>                                |  |  |             |                   |               |
| Stockboard 4'x3'                           |  |  | \$77        | 180 days          |               |
| Photo signboard 6'x4'                      |  |  | \$169       | 180 days          |               |
| Photo signboard 8'x4'                      |  |  | \$249       | 180 days          |               |
| Photo signboard 8'x6'                      |  |  | \$369       | 180 days          |               |
| <b>Brochure</b>                            |  |  |             |                   |               |
| In-house colour brochure                   |  |  | N/C         | 50                |               |
| Double sided A4 with floorplan             |  |  | \$79        | 50                |               |
| Double sided A4 with floorplan             |  |  | \$99        | 100               |               |
| Double sided A4 with floorplan - laminated |  |  | \$149       | 50                |               |
| Double sided A4 with floorplan - laminated |  |  | \$189       | 100               |               |
| Double sided A3 folded                     |  |  | \$199       | 50                |               |
| Double sided A3 folded                     |  |  | \$229       | 100               |               |
| <b>Print Media</b>                         |  |  |             |                   |               |
| West Australian                            |  | \$678.00   | \$600       | 30 days           |               |
| West Australian - prominent                |  | \$1,017.00   | \$900       | 30 days           |               |
| Post Full Page                             |  | \$1,650.00   | \$990       | 1                 |               |
| Post Half Page                             |  | \$880.00   | \$490       | 1                 |               |
| Post Quarter Page                          |  | \$440.00   | \$245       | 2                 |               |
| Post 1/8 Page                              |  | \$240.00   | \$122       | 1                 |               |
| Western Suburbs Weekly Full Page           |  | \$1,800.00   |             | 1                 |               |
| Western Suburbs Weekly Half Page           |  | \$900.00   |             | 1                 |               |
| Western Suburbs Weekly Quarter Page        |  | \$450.00   |             | 1                 |               |
| <b>Auctioneer</b>                          |  |  |             |                   |               |
|  |  |  | \$660       | 1                 |               |
| <b>Total</b>                               |  |  |             |                   |               |