

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

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

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

Philip and Sandra Oates

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

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

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

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 HenryWe cannot recommend Henry highly enough.

Karleen and Derek Chantler

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

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

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

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 4th 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

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

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 W: 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
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 W: www.riverandsea.com.au

 **Riverside**
REAL ESTATE

Marketing options:

ANNEXURE A					
Marketing		Standard	Cost	Period/Qty	Select
Photography					
Standard package 15 shots			\$175	1	
Twilight package 15 shots			\$250	1	
Videography					
1 1/2 minute video with captions and music			\$550	1	
Floorplan					
Floorplan - redraw from existing			\$110	1	
Floorplan - site visit			\$170	1	
Internet					
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	
Sign					
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	
Brochure					
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	
Print Media					
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	
Auctioneer					
			\$660	1	
Total					