

Brunswick

Dear Mr & Mrs Vendor,

Thank you for the opportunity to conduct a market appraisal on your property. We are thrilled at the prospect of representing you in the sale of your property.

This submission includes helpful material to assist you in your planning and decision making, pertinent information on our service and strategy, as well as our fully researched and professionally planned marketing proposal.

We feel confident that our local experience, exceptional marketing and the proven success of Raine & Horne office combined with the strength of the Raine & Horne network will ensure the best outcome for you.

Please read through the information, we look forward to working with you.



Agent Details

Mario Elezovic | 0411 750 111

In 2017, Mario Elezovic, Managing Director of Raine & Horne, Brunswick celebrated his 30th year in Real Estate. His unparalleled set of expertise alongside his brother and partner Robert lead their high achieving team of results-focused real estate professionals. Mario has ingrained within each of his team members his traditional values of integrity and loyalty, these values are at the forefront of all they do. The entire Raine & Horne network consists of over 300 offices Australia wide and Mario's elite office proudly sits amongst the top 2% of the highest performing.

Entrepreneurial in nature, Mario is a key influencer in setting new industry standards. A believer of innovation, he embraces cutting edge technology and is always seeking new ways to achieve exceptional results for his clients.

Mario and Robert had a vision to build a multi-million dollar state of the art super office and in July 2017 they brought that dream to life. Their new 20 meter frontage office on Sydney Road encompasses the latest real estate technologies and is strategically located only 4kms from the city in Brunswick. This office not only attracts the best agents in the industry but ensures that each and every one of their clients gets to enjoy a world-class experience.

A consummate negotiator, Mario quickly earns the trust of sellers and buyers alike. Having achieved record results year after year, Mario is dedicated to surpassing his client's expectations. Having developed an extensive database of over 10,000 pre-qualified buyers, you can take comfort in knowing Mario will ensure the right buyers know about their dream home, yours.

Mario takes the time to guide his clients and offer his complete insights into market trends. He never takes on a cookie cutter approach and instead analyses each of his clients unique set of requirements before developing a tailored marketing solution for them and their property. Mario sees it as his job to "take care of the most valuable asset in people's lives, their family home or investment property" and what he loves most about his job is that "you walk into people's lives and become part of the family".

Born in Fitzroy North and having resided in Coburg with his family for the past 20 years, Mario's difference is that he lives and breathes Northside. For him this isn't just work, the Northern suburbs are his life and his dedication to the area is unwavering. Mario welcomes the opportunity for all prospective Vendors to contact him for an obligation free Market Appraisal.



Your Team

Established by brothers Mario & Robert Elezouic in 1996, Raine & Horne Brunswick has cemented itself as leading performers in core areas Brunswick, Coburg, Pascoe Vale, Fawkner, Carlton North and Fitzroy North.

While the entire Raine & Horne network consists of over 300 offices Australia wide, the Brunswick office proudly sits amongst the top 2% of the highest performing. Mario & Robert alongside Commercial Director, Tim Frlan lead their high achieving team of result-focused real estate professionals, ingraining in each member their traditional values of integrity and loyalty.

Their team unites like a family, with each person's unique strengths and personalities coming together making them a force to be reckoned with. They're the go-getters, the movers and the shakers, with the unified goal of providing their clients with the highest level of service they'll ever experience.

Mario and Robert had a vision to build a multi-million dollar state of the art super office and in June 2017 they brought that dream to life. Their new 20 meter frontage office on 778-784 Sydney Rd, Brunswick encompasses the latest real estate technologies and is strategically located only 5.5kms from the CBD. This office not only attracts the best agents in the industry but ensures that each and every one of their clients gets to enjoy a world-class real estate experience.

RH Brunswick are a passionate team of progressive thinkers who constantly grow and evolve, finding new ways to achieve exceptional levels of service and the highest results for their clients across residential and commercial sales and property management. For the latest property news and exclusive giveaways follow RH Brunswick on Facebook www.facebook.com/rh.brunswick





Community

Raine & Horne Brunswick proudly support several local schools, clubs and organizations, recognizing the importance of giving back to the community which has helped make Raine & Horne Brunswick the success it is today.

Photo 1

Photo 1

Photo 1

Photo 1

Photo 1

Photo 1



Awards

2017

Outstanding Property Manager
Kasey Lawrence – Raine&Horne Brunswick

Top Commercial Salesperson \$Value
Tim Frlan Raine&Horne Brunswick

Top Salesperson Metro Office \$Value
1st Place – Robert Elezovic – Raine&Horne Brunswick

Top Salesperson Metro Office Number Of Sales
1st Place – Robert Elezovic – Raine&Horne Brunswick

Top Metro Office \$Value
2nd Place – Raine&Horne Brunswick

2016

Albert rizk “High Achievers Award”
Robert Elezovic – Raine&Horne Brunswick

Top Salesperson Metro Office \$Value
2nd place – Robert Elezovic – Raine&Horne Brunswick

Top Auction Listing Office
Raine&Horne Brunswick
Top Metro Office Number of Sales
3rd Place – Raine&Horne Brunswick

2015

Top Auction Listing Office – RH Brunswick
Top Metropolitan Office, Dollar Value – 1st place, RH Brunswick
Top Metropolitan Office, Number of Sales – 3rd place, RH Brunswick

2014

The Albert Rizk “High Achievers Award” – Mario Elezovic
Top Salesperson Metro Office, Dollar Value – Mario Elezovic
Top Metropolitan Office, Dollar Value – 1st place, RH Brunswick
Top Metropolitan Office, Number of Sales – 2nd place, RH Brunswick

2013

Top Metropolitan Office, Dollar Value – 2nd place, RH Brunswick
Top Metropolitan Office, Number of Sales – 3rd place, RH Brunswick

2012

Top Auction Listing Office – RH Brunswick

Photo 2



Office Profile

Brother / Director duo Mario and Robert Elezouic had a vision to build a multi-million dollar state of the art super office and in June 2017 they brought that dream to life.

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Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9:00-17:30	9:00-17:30	9:00-17:30	9:00-17:30	9:00-17:30	CLOSED	CLOSED



(03) 9384 0000



778-784 Sydney Road, Brunswick, VIC, 3056



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Testimonials



"The team at Raine & Horne are a wonderful and professional team. The sales team are very honest and hit the mark and achieve property sales to my expectations every time. I would give Mario and Robert all my properties to sell no matter where they are. Their expertise is second to none and they stand out in the market."

The rental department manage my properties fantastically where I don't need to think about the property. They keep everything running smoothly and transparently from the right tenants, maintenance and prompt rental payments. The team is lovely and have watched them grow from strength to strength. Keep it up team!!"

Lou Bosancic



"I am writing to express my heartfelt thanks to you and your team at Raine & Horne Brunswick for the wonderful results you achieved on my behalf ... I am still stunned by the much higher than expected selling price you obtained."

Michael Dennis



"Dear Robert, After interviewing 6 of the best local agents, Dom and I felt most comfortable and confident in your ability to sell the property for our expectation of \$700,000. Your unique marketing approach and sales style was the turning point in our decision. Your marketing campaign combined with...hard work...were key factors in achieving a sale price of \$712,500 on the 24th day of the campaign... We will certainly recommend your services to our friends and family."

Marianna Granato



"The outstanding and cost-effective market-ing scheme you developed for us ... generated an overwhelming level of interest ... We were absolutely stunned at the number of interested buyers that came through opens and attended on auction day. Robert's auctioneering expertise quickly became evident on the day, as he di-rected and mastered the auction to perfection."

Alexandros & Alexandra Vargiomezis



"Prior to my first meeting with you and Robert, I had been in contact with many real estate agents ... The reason I chose you over the others was because of the level of professionalism, enthusiasm and support you showed me."

Arie Walker



Marketing

Digital Marketing - Amplify

Exclusive to Raine & Horne Amplify attracts more buyers, increases exposure and guarantees better results for your property. Amplify uses the latest in digital marketing technology to market your property.

It places property ads across social media sites and search engines including Facebook, Instagram and Google, targeting audiences based on their online profile and behaviours.

Amplify creates up to 72 different online Ads, putting your property ahead of the competition. This advanced technology learns and evolves in real time.

Attract more buyers, increase exposure and get better results for your property with Amplify.

Better marketing attracts more buyers and achieves a better price. It's as simple as that! We have the experience, the research and the market knowledge to create an effective marketing campaign utilising traditional and digital advertising solutions for your property.

Office Frontage

Our new state of the art office is situated within the diverse cultural hub of Brunswick only 4km from the CBD. The 20 metre office front gives us the ability to promote properties on our huge digital screens to attract the passive buyer



Print Advertising

Local, daily and specialised print advertising are still an important part of the real estate marketing mix.

Local Newspaper Saturations means massive exposure in leading newspapers throughout an extensive catchment region - your property advertisements are delivered to the door.

Getting presentation right can produce outstanding results. So, we take a detailed approach to each individual property and highlight its selling points to match it with the market we're targeting.



Online Advertising

We have access to real estate portals to reach the wider target market, with over 950,000 hits per month on our rh.com.au website.

Web Portals

- rh.com.au/brunswick
- realestate.com.au
- domain.com.au
- realestateview.com.au
- allhomes.com.au
- reiq.com.au
- reiwa.com.au
- homehound.com
- iproperty.com.au
- abcrealestate.com.au
- realestateworld.com.au
- homely.com.au
- juwai.com
- Real Estate Investar

Statewide Exposure

The Age Newspaper - The newspaper of choice for those wanting to reach an affluent and influential market. The Age attracts more readers than any other state-wide publication. With a readership of more than 860,000 on Saturday, it is the premier print medium for those looking to buy property. Editorial Coverage - We enjoy long-standing, positive relationships with the Property Editors of The Age, local newspapers and other industry publications.

Our properties are regularly selected for extended editorial coverage and featured in these publications.

Database Marketing

Our database and buyer matching is an invaluable asset for our vendors, our comprehensive local, investor and international databases comprise thousands of qualified buyers just waiting for the right property. We alert suitable buyers of your property's availability. We also regularly sell properties by this method alone.

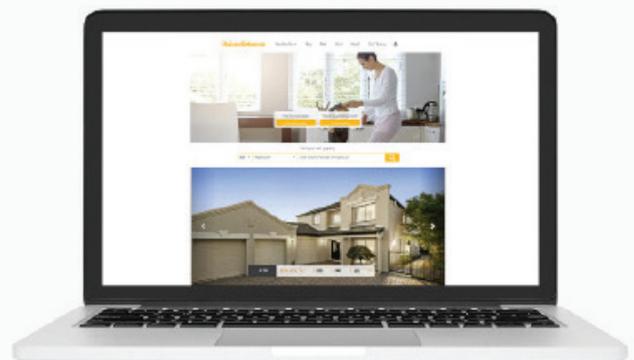
For the latest Real Estate updates, exclusive giveaways, reviews on Northsides best eateries and your daily dose of interior inspiration, follow us on Facebook and Instagram!

Local Marketing

The majority of buyers come from relatively nearby, making local marketing a foundation stone in your sales campaign. Typically, your campaign will include:

- Eye-catching signboards and pointer signs for open homes
- Quality brochures to hand out at open homes
- Letterbox drops in surrounding areas

As a part of the creative process, we can organise professional photography to give your property a visual edge in all media.



Facebook and Instagram Marketing

Our newest addition to our marketing packages is Facebook and Instagram advertising. We're able to laser target who sees your property based on peoples specific interests, where they live, their age and income. This guarantees a huge influx of additional exposure to people who are actually looking to buy a home. With flexible packages available based on your budget, we highly encourage this as an avenue you opt for when selling your most valuable asset, your investment property or family home.

Raine & Horne, Brunswick added 5 new photos. August 7 · 🌐

Northsiders, meet 'Mr Nichols'! A collection of 28 apartments that fuse contemporary design with a nostalgic nod to the past. We're talking about a brickwork front facade for that beautiful heritage feel & ultra-modern interiors. Located in the heart of Brunswick on 65 Nicholson Street, these one bedroom-plus study & two bedroom-two bathroom apartments were designed for you, the inner city dweller. Think you're ready to buy off the plan? Then tap the link to get in touch with Rob who will give you all the details: <http://bit.ly/MrNichols>

4,551 people reached Boost Post

Video's and 3D Virtual Tours

Transforming your home with the latest technology.

When you list your property with us to sell, know that we work with the best. The best photographers, videographers & the best interior stylists in Melbourne. We tailor your marketing campaign to attract the right buyers for your home.

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