



News Views and New Initiatives

The Original and Still Number 1



The year that was 2009....

What a year it has been, starting 2009 still with uncertainty over interest rates followed by the Global Finance Catastrophe, the year in the management rights industry again looked bleak, as 2008 had been the horror year for management rights sales. However, around April the mood began to change and we saw vendors coming to terms with the downward trends in the market and buyers again appearing in the market. The interesting part of that was in the following months 60% of our sales were to experienced operators who had sat out 2008 before looking to re-enter the industry. Buyers were still cautious and were really doing their homework before jumping in.

Since April 2009 the market has been steady with Resort Brokers achieving over \$20m worth of management rights going to contract on the Sunshine Coast alone.

Prices have steadied, however we are still subject to valuations in most sales and the valuers are certainly not supporting the highs of the past. We hosted three management rights lunches attended by over 120 resident managers and a private meeting with the Tourism Transition Board at Oceans Mooloolaba. In the past few months we have seen over 13 management rights offered by receivers and the Mantra Group looking to sell 18 of their management rights with more to come. What effect this will have on multipliers is yet to be seen. We will market several of these.

2010 is poised to be a good year for management rights sales and we will soon launch a number of new exiting initiatives in early 2010 which will assist in offering our vendors more options, better exposure and new markets.

***\$90 million in sales in the financial year to date
“When results count”***

Resort Brokers has over \$71million worth of properties unconditional since June 2009 consisting of 15 Management Rights and 24 Motels. This does not factor in the conditional sales that will push us over the \$90 million. 77% of these sales were exclusive listings compared to 6.7% which were open listings. This demonstrates the power of listing your property exclusively with a professional marketing campaign.

To Sell your Property—Give Glenn a Call on 0412 277 804 for a confidential chat

SOLD is Yours™



Featured Listing

Award Winning Sustainable development awards 2007, 2008 and 2009

Management Rights Overview



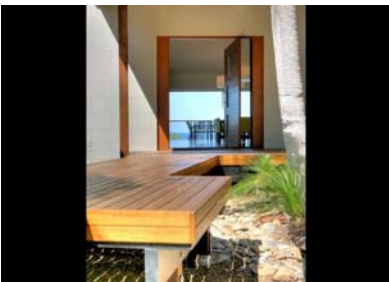
Glenn Millar and Resort Brokers have been appointed to market the management rights of one of the most unique and exciting complexes you will ever see.

This rare and unique \$100 million dollar residential development, nestled five kilometres south of Agnes Waters has been awarded top honours in environmentally sustainable development in Australia. Sunrise 1770 is an environmentally sustainable development on the Queensland coast, ten km from the town of 1770 (named after Captain Cook's arrival in May 1770) and approximately 500 km north of Brisbane.



172 houses will be located within the 625 hectare development and 75% of the land will remain as a nature conservation reserve. Houses will have views of the ocean or of Reedy Creek Conservation Reserve.

The community features a nursery, two clubs, eight beach barbecue pavillions, three swimming pools, four tennis courts, basketball and beach volleyball court, kids playground, surf lookout tower at Springs Beach and an environmentally friendly car wash using recyclable water.



The Managers live rent free in a four bedroom house overlooking the ocean for the length of the agreements. *No real estate to buy*. The Office is leased from the body corporate at \$5,000 per annum.



The role is predominately caretaking, with two fulltime staff employed to assist however, the current managers have began letting some of the houses and there are more to come. The Manager's office is outside the complex. Income is derived from the caretaking and letting as well as from lot owners for gardening and maintenance.

This role would suit a hands on person as the complex features a waste treatment plant, water storage, a plant nursery and 6km of sealed roads.

Agreements are for 25 years with 19 years remaining.



Expressions of Interest are now being sought

For a detailed information memorandum contact Glenn Millar on 0412 277 804 or email glennmillar@resortbrokers.com.au



Featured Listings—Exclusive to Glenn Millar and Resort Brokers

5 Star Rated Hervey Bay Resort

- 61 apartment 5 star AAA rated luxury complex
- Under two years old
- 23 ears to run on agreements
- Large three bedroom residence
- Separate fully staffed laundry business

NETT \$316,000 Price \$2,279,000



Premier Beachfront Resort in Agnes Water

Mantra Pavilions Mirage at 1770

- 78 Apartments—44 in manager’s letting pool
- Three years old—22 years on agreements
- Spacious 3 bedroom manager’s residence with double garage
- Lap pool, plunge pool, spa, BBQ areas
- Stunning complex with immaculate grounds

NETT \$278,000 Price \$1,150,000



Beachfront Sunshine Coast Resort

- 125 apartments 60 in letting pool
- 3 bedroom manager’s residence \$340,00
- Full resort facilities—long agreements

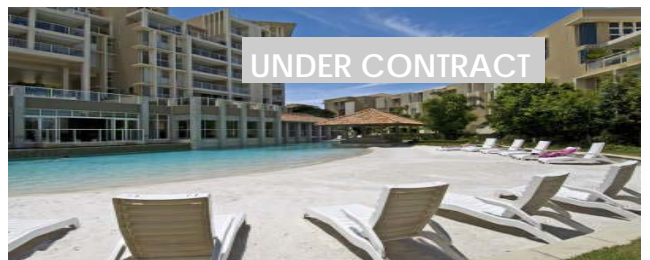
NETT \$216,000 Price \$1,230,000



Upmarket Gold Coast Permanent

325 Apartments, 230 in letting pool
 \$430,000 BC Salary
 Luxury resort facilities

Nett \$780,000 Price \$5,900,000



Boutique Sunshine Coast Resort

Confidential Listing
 Nett \$340,000 Price \$2,300,000
 Stunning near new boutique complex in prime location
 For details contact Glenn Millar on 0412 277 804



For Information on any of the above listings
 contact Glenn Millar on 0412 277 804

NICHE MARKET - CYCLE TOURISM

For those sceptical of the Sunshine Coast Council's push to get people on their bikes, here's something to ponder. There's gold in them-there touring cycle saddle bags.

Or at least that is what market research from the La Trobe University's tourism boffins showed.

The study, based around Victoria's Rail Trail bike routes, found that places like Noosa have 53% more to gain by way of cash injection from pedal-powered tourists than the non-bikers.

"The study provides strong evidence that recreational cyclists are a high-yield, high-spending market and provide numerous economic and social opportunities for regions," professor Sue Beeton said.

Researchers looked at the Murray to Mountain Rail Trail (using old rail-line routes). It found the bike brigade's average spend was \$244 a day, compared to the \$159 cash flow from other travellers in the region.

Nigel Walker, a Noosa-based expert whose job it is to get people out of cars and on to cycleways, was not surprised by the figures.

Mr Walker said he was more concerned with behaviour modification and the provision of recreational bikeways, but the Coast stood to gain greatly from the potential of cycle tourism.

"I do know that there are people coming here to Noosa for two to three weeks a year just to ride their bikes around," Mr Walker said.

He was aware of an increasing demand for some more adventurous and longer cycle rides and this could be accommodated on the Coast with cycleway links from Noosa to Maroochydore and Caloundra.

In the hinterland, Noosa has been opening up its trails to bikes, with Council looking to use the old cane rail lines through Yandina to Coolool as a cycleway link.



CONTACT US

Mobile: 0412 277 804

Phone: 07 3878 3999

Email: glennmillar@resortbrokers.com.au



2010 a new beginning for the Sunshine Coasts leading resort brokerage

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Our research indicates that we sell 77% of our Exclusive Listings compared to 6.4% of open listings. On The Sunshine Coast it's 90%. An exclusive listing gives the seller more control, better exposure and most often a far better price than a scattergun approach. Commencing 2010 we will no longer be in a position to take on multi listed properties as we have a commitment to our clients that have entrusted us to market and sell their properties exclusively with me and Resort Brokers. We will commit to taking a total of eight listings only at any one time to ensure we have the time to effectively market these properties and provide a high level of feedback and support to our entrusted clients. A full marketing program with a new state of the art dedicated website will be launched in February that will provide a marketing platform unseen before in management rights sales.



Glenn Millar—Resort Brokers Sunshine Coast