

# Sales & Marketing Report

Run by Administrator on 12/08/2011  
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	Plot Ref	Plot Address	Unit Type	Marketing Commenced	Handover Date	Reservation Date	Legal Completion	Variance in weeks			Budget Equity Share % Sales	Actual Equity Share % Sales	Equity Share % Sales Variance	Budget Equity Sold (Value of equity sold)	Actual Equity Sold (Value of equity sold)	Budget Market Value at 100% Equity Sold	Actual Market Value at 100% Equity Sold
								Marketing Comm. to Reservation	Marketing Comm. to Legal Comp.	Marketing Res. to Legal Comp.							
<b>Dream Valley</b>																	
<b>Sales Period:</b>		February 2012 to February 2012		0		<b>Unsold Equity Yield:</b> 0.0275											
Dream Valley LCHO Phase, 3b house 75sqm, unit 1	4	Bipolar Road	3b house	11-Apr-11	03-Oct-11	26-Jul-11		15			50	50	0	87,500	87,500	175,000	175,000
Dream Valley LCHO Phase, 2b flat 65sqm, unit 1	6	Bipolar Road	2b flat	11-Apr-11	03-Oct-11	26-Jul-11		15			50	50	0	80,000	80,000	160,000	160,000
Dream Valley Rented Phase, 2b flat 65sqm, unit 1	3	Bipolar Road	2b flat	11-Apr-11	03-Oct-11						0						
Dream Valley Rented Phase, 2b house 65sqm, unit 1	2	Bipolar Road	2b house	11-Apr-11	03-Oct-11						0						
Dream Valley Rented Phase, 3b house 75sqm, unit 1	1	Bipolar Road	3b house	11-Apr-11	03-Oct-11						0						
Dream Valley LCHO Phase, 2b house 65sqm, unit 1	5	Bipolar Road	2b house	11-Apr-11	03-Oct-11	26-Jul-11		15			50	50	0	82,500	82,500	165,000	165,000
<b>Total</b>							6	45	0	0	25	25	0	250,000	250,000	500,000	500,000
<b>Old school site</b>																	
<b>Sales Period:</b>		March 2012 to July 2012		4		<b>Unsold Equity Yield:</b>											
Horsham Road, 1b Flat 50sqm, unit 8	8	Horsham Road	1b Flat	12-May-11	20-Jul-11						40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 3	3	Horsham Road	1b Flat	12-May-11	20-Jul-11	04-Jul-11		8			40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 7	7	Horsham Road	1b Flat	12-May-11	20-Jul-11	04-Jul-11	05-Aug-11	8	12	4	40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 6	6	Horsham Road	1b Flat		12-Aug-11						40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 4	4	Horsham Road	1b Flat	12-May-11	01-Jun-11						40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 5	5	Horsham Road	1b Flat	12-May-11	20-Jul-11	04-Jul-11		8			40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 2	2	Horsham Road	1b Flat	12-May-11	20-Jul-11	04-Jul-11		8			40	40	0	70,000	70,000	175,000	175,000
Horsham Road, 1b Flat 50sqm, unit 1	1	Horsham Road	1b Flat	12-May-11	20-Jul-11	04-Jul-11		8			40	40	0	70,000	70,000	175,000	175,000
<b>Total</b>							7	40	12	4	40	40	0	560,000	560,000	1,400,000	1,400,000
<b>Peaceful Road</b>																	
<b>Sales Period:</b>		February 2012 to February 2012		0		<b>Unsold Equity Yield:</b> 0.0275											
Approved LCHO Phase, 2b house 65sqm, unit 1	6	Peaceful Road	2b house	15-Feb-11	01-Aug-11						50	50	0	82,500	82,500	165,000	165,000
Approved LCHO Phase, 2b flat 65sqm, unit 1	4	Peaceful Road	2b flat	15-Feb-11	01-Aug-11	26-Jul-11		23			50	50	0	80,000	80,000	160,000	160,000
Approved sales phase, 2b flat 65sqm, unit 1	9	Peaceful Road	2b flat	15-Feb-11	01-Jul-11						100	100	0	160,000	160,000	160,000	160,000
Approved sales phase, 3b house 75sqm, unit 1	8	Peaceful Road	3b house	15-Feb-11	01-Jul-11	01-Aug-11		24			100	100	0	175,000	175,000	175,000	175,000
Approved rent phase, 2b house 65sqm, unit 1	3	Peaceful Road	2b house	15-Feb-11	02-Sep-11						0						
Approved LCHO Phase, 3b house 75sqm, unit 1	5	Peaceful Road	3b house	15-Feb-11	01-Aug-11	02-Aug-11		24			50	50	0	87,500	87,500	175,000	175,000
Approved sales phase, 2b house 65sqm, unit 1	7	Peaceful Road	2b house	15-Feb-11	01-Jul-11	07-Jun-11	10-Aug-11	16	25	9	100	100	0	165,000	165,000	165,000	165,000
Approved rent phase, 3b house 75sqm, unit 1	1	Peaceful Road	3b house	15-Feb-11	02-Sep-11						0						
Approved rent phase, 2b flat 65sqm, unit 1	2	Peaceful Road	2b flat	15-Feb-11	02-Sep-11						0						
<b>Total</b>							8	87	25	9	50	50	0	750,000	750,000	1,000,000	1,000,000