



## CASE STUDY

Bat & Ball Hotel, 495 Cleveland Street, Redfern

NSW | Hotel | EOI

After being on the market with an alternative agency for several months, our vendor was motivated to sell this asset and in doing so achieve the best possible price in the shortest period of time as a result. As such Ray White Hotels Australia was exclusively engaged to perform this task.

Devoting the national resources of the Ray White Hotels Australia team to the sale process, we were able to produce for our vendor:

- 28 enquiries in total, sourced from all facets of the agreed marketing schedule
- 31 targeted phone calls to known investors, property owners and buyers;
- 7 written offers to acquire the hotel at the closure of the Expression of Interest process; and
- An unconditional exchange of contracts at a price in excess of vendor's expectation.

Ray White Hotels Australia are specialist hotel and accommodation brokers who consistently deliver results above the expectation of our client. The first time around.

### Sales Analysis\*

Method of Sale:	E.O.I
Marketing Time Frame:	4 Weeks
Sale Date:	May 2014
Sale Price:	\$4,350,000
Marketing Budget:	\$24,526



Hotels Australia

### Contact Agent

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