

SMART INVESTMENTS MAGAZINE

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September 2024 Edition

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TO MAKE SMART INVESTMENTS

S A Thomson Nerys is a leading property development and investment firm committed to delivering exceptional results for its clients.

With decades of combined experience in the industry, the team at S A Thomson Nerys has built a reputation for their ability to identify and capitalise

on emerging opportunities in the market.

From property development and management to project marketing and sales, we offer a comprehensive range of services to help clients achieve their goals. With a focus on innovation and a commitment to excellence, S A Thomson Nerys is dedicated to helping clients navigate the complex world of property investment and development with confidence and success.

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MESSAGE FROM THE CHAIRMAN

We are committed to elevating your real estate experience to unprecedented levels.

77



Group Chairman Sanjika Abeyratna

Unlock the door to unparalleled real estate experiences with **S A Thomson Nerys**.

Our commitment to excellence is the cornerstone of your property journey. Specialising in **Melbourne's dynamic market** and extending our expertise across **Australia**, we pride ourselves on offering **comprehensive end-to-end real estate services**.

Central to our success is our Sales team, dedicated to identifying high-growth potential suburbs that not only meet your current needs but also promise substantial future returns on your investment. We meticulously seek out opportunities that align with your goals, ensuring a **strategic approach to property acquisition**.

We cater to diverse lifestyles with a diverse range of property types. Whether you seek contemporary apartments, spacious houses, prime land for your dream home, or thoughtfully designed townhouses, our curated selection guarantees a perfect match for every discerning client.

At **S A Thomson Nerys**, we recognise that real estate transactions are profound milestones in your life, far beyond mere transactions.

With unwavering commitment to excellence, profound market knowledge, and a relentless dedication to client satisfaction, we are committed to elevating your real estate experience to unprecedented levels.

Let us guide you through your property journey with expertise, integrity, and a commitment to your success.

Discover the difference with **S A Thomson Nerys**, where your aspirations meet exceptional real estate service.

XPERTISE



Property Investment

We offer tailored investment solutions to help you build a strong property portfolio.

Our team provides expert advice and guidance to help you make informed decisions and maximise your returns.



Property Management

Our property management services are designed to make your life easier.

From finding the right tenants to managing maintenance and repairs, we take care of all the details so you can enjoy a stress-free rental experience.



Commercial Projects

We focus on commercial property development and management, collaborating with clients to pinpoint opportunities and provide complete turnkey solutions.

Additionally, we offer comprehensive management services to enhance ROI.



Strata Management

We specialise in strata management services for residential, commercial and mixed-use properties.

Our team has the expertise to handle everything from administrative tasks to maintenance and repairs, ensuring your property is well-maintained and running smoothly.

MEET OUF

Working with you









Paul Edwards Head of Commercial Projects



Cheryl Way Property Manager



Kivindra De Silva **Business Development** Manager



Maeva Brownhall Office Administrator



Jazz Kang Established Homes Sales Manager



Pasanjith Marasinghe Strategic Investment Consultant



Saneli De Silva Strategic Investment Consultant



Catherine Supadmo Strategic Investment Consultant

to make smart investments

О согомво





Dilruk MaithriStrategic Investment
Consultant



Reshani Ratnayake Strategic Investment Consultant



Kalani Hettiarachchi Post Sales & Settlements Support



Thushani Chandrasena
Finance and
Administration Manager



Yunali Mallikarachchi Leasing & Property Management Department

SINGAPORE









WELCOME TO THE TEAM!

Welcome our newest team members this month!



Thushani Chandrasena
Finance and Administration Manager

We are excited to welcome Thushani as our new **Manager of Finance and Administration**.

With over 30 years in international banking, she brings deep expertise in client servicing, finance, and administration. Thushani's extensive experience includes managing complex financial systems and fostering strong client relationships with both multinational and local blue-chip companies. She is set to optimise our operations at S A Thomson Nerys!

Outside of her professional life, Thushani is a devoted mother and a passionate advocate for animal welfare, reflecting her commitment to **making a positive impact** both in and out of the workplace.



Catherine Supadmo
Strategic Investment Consultant

We are thrilled to introduce Catherine, our newest **Strategic Investment Consultant**. Currently pursuing a **Bachelor of Commerce** with majors in Marketing Science and **Accounting**, Catherine combines her academic knowledge with hands-on experience in **sales** and marketing. Over the next five years, she aims to become a top real estate agent by developing a strong client base, mastering market trends, and earning recognition for outstanding customer service.

Catherine is dedicated to continuing her education and aspires to make a significant impact on the community by **helping clients find their dream homes**. Her ambition and commitment will undoubtedly contribute greatly to our team and our clients' success.





WHATS

The team had the pleasure of attending the Sri Lankan Doctors Annual Scientific Meeting and Gala Dinner, hosted at the esteemed Langham Hotel by the Sri Lankan Doctors Association of Victoria on the 24 of August. This event provided an excellent opportunity to network with Sri Lankan doctors from Victoria, enjoy a diversity of live music, and partake in an evening of celebration and camaraderie.







STAY IN THE LOOP!





NEW EXCLUSIVE PARTNERSHIP

UNLOCK NEW HORIZONS: DISCOVER PRIME LANDS' PREMIER PROPERTIES FOR AUSTRALIAN INVESTORS

In a groundbreaking development, S A Thomson Nerys is thrilled to announce an exclusive partnership with Prime Lands Group, a leading name in Sri Lankan real estate. This collaboration marks a significant milestone, opening new doors for Australian investors eager to explore lucrative property opportunities in Sri Lanka.



Prime Lands Group's most recent project, YOLO

Why Choose Sri Lankan Real Estate?

Sri Lanka's real estate market is thriving, driven by strong economic growth and increasing demand for quality properties. Investing now positions you advantageously in a market with high potential returns and long-term value.

Your Path to Investment Success

At S A Thomson Nerys, we are committed to making your investment journey seamless. Our dedicated team will guide you through every step—from selecting the right property to finalising your purchase—ensuring a smooth and rewarding experience.

Start Exploring

Ready to explore these exclusive opportunities? Contact us to discover how our partnership with Prime Lands Group can help you achieve your investment goals.



HOUSE & LA

UNVEILING THE FUTURE OF REAL ESTATE: STRATEGIC INVESTMENTS IN HOUSE & LAND PACKAGES

S A Thomson Nerys is renowned as a premier choice for discerning investors, offering exceptional opportunities across Australia, including for non-residents.

Our distinguished reputation for excellence is built on comprehensive services that ensure a seamless journey from the initial consultation through to successful property acquisition.

Committed to accessibility, we facilitate investments with a minimal 5% deposit requirement, making our opportunities both financially feasible and highly attractive. Our experienced professionals provide bespoke advice, carefully tailored to meet each individual's unique needs and goals.

Moreover, we offer convenient loan facilities to support swift and efficient financing, capitalise empowering clients to opportunities confidently. Located Australia's vibrant real estate market, we specialise in residential and commercial properties, land development projects, and tailored investment portfolios.

Beyond financial support, S A Thomson Nerys prioritises reliability and personalised service, fostering long-term relationships based on trust and transparency. Whether you're a firsttime investor or seasoned entrepreneur, discover how our solutions can propel your real estate success.

Contact us today to learn more about our investment opportunities.

DUBAI



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Pasanjith Marasinghe Strategic Investment Consultant pasanjith@sathomson.com.au +61 481 433 295

COLOMBO



Dilruk Maithri Strategic Investment Consultant dilruk@sathomson.com.au +94 74 132 9681



Meet our TRUSTED BUILDER

FEATURING







Trusted builders are the foundation of any successful construction project, offering expertise, reliability, and a commitment to quality craftsmanship. With a solid reputation built on years of experience, trusted builders prioritize transparency and clear communication throughout every stage of the building process. They understand the importance of listening to clients' needs and preferences, offering personalized solutions that exceed expectations. Their attention to detail ensures that every aspect of the project is meticulously handled, from initial planning and design to the final touches. By fostering a culture of integrity and accountability, trusted builders instill confidence in their clients, forging lasting relationships based on mutual respect and satisfaction.

FULL TURNKEY

Selecting the design for your new home is an exciting endeavor! With numerous options available, each home you explore offers unique features to adore. This marks the beginning of turning your dreams into reality, and we're delighted to be part of this journey.

Our trusted builders are committed to helping you discover the perfect home. They provide award-winning designs and the flexibility to customize floor plans to suit your preferences. Whether you desire changes in finishes, room configurations, or additional features, we ensure your satisfaction for years to come. They will guide you through every step of the process, assisting you in selecting the ideal look and style.

Ultimately, purchasing the right home entails more than research and financial negotiations—it's about taking pride in the space you've crafted and enjoying the rewards once the journey is complete.



urbane Orbit HOMES

In 1979, two carpenters set out to create a new type of home specifically designed for Australian families. Their vision extended beyond just the home itself; they aimed to provide a stress-free home-building experience for buyers.

Since then, this vision has evolved and grown. Orbit Homes has maintained its position as one of the country's leading builders, renowned for delivering high-quality homes suited to the Australian lifestyle.

The Orbit Homes team comprises individuals who have been part of the Orbit Homes family since its inception. With decades of experience, they offer invaluable knowledge to guide you in building the perfect home. They also deeply value the trust placed in them to ensure a seamless building journey.

Orbit Homes' ultimate goal is to ensure that your home brings you years of enjoyment, helps create irreplaceable memories, and provides the daily contentment of truly feeling 'at home'.

URBANE HOMES TURNKEY NCLUSIONS



What does 'Turnkey' really mean? When you choose Urbane Homes, you are opting for a fixed-price home and land package complete with **Turnkey Inclusions**.

A Turnkey house and land package means that at the end of the build, you can simply turn the key and step into your new home everything is included!









HOUSE & LAND PACKAGES









♠ 2 ♣ 3 ♣ 1 ♠ 1

LOT 317

Road C3, DONNYBROOK - Balmain Estate

Land Price: \$275,000 Build Price: \$329,527 Land size: 213m² House size: 140m²

Anticipated titles: September 2025

\$604,527



♠ 2 ♣ 4 ♠ 2 ♠ 2

LOT 41275

Powderbark Crescent, CRAIGIEBURN - Highlands Estate

Land Price: \$453,000 Build Price: \$368,317 Land size: 392m² House size: 235m²

Anticipated titles: May 2025

\$821,317





\$766,798

\$699,275

\$655,181

Land Price: \$402,000 Build Price: \$364,798 Land size: 350m² House size: 199m²

Anticipated titles: February 2025

AMBER 140- Co-Living **LOT 2135** Craycroft Road, TRUGANINA -♠3 ♣3 ♣1 ♠1 **Grandview Estate** Land Price: \$277,000 Build Price: \$331,307 \$608,307 Land size: 213m²

House size: 140m² Anticipated titles: March 2025



Land Price: \$349,000 Build Price: \$350,275

Land size: 294m²



Land Price: \$349,000 Build Price: \$350,275 Land size: 294m² House size: 168m²

Anticipated titles: February 2025

House size: 168m² Anticipated titles: March 2025



Land Price: \$329,000 Build Price: \$326,181 Land size: 263m² House size: 151m²

Anticipated titles: February 2025



Anticipated titles: February 2025

House size: 192m²

\$699,275



TITLED LAND:



Advantages and Benefits for Your New Home Journey



Titled land [...] gives homeowners a faster and simpler process.



When it comes to embarking on your new home journey, it's essential to grasp the various options and steps involved. One of the terms you'll come across in the initial stages is 'titled' and 'untitled' land.

What does 'titled land' mean?

A land title is a crucial document that confirms ownership of a piece of land. Without а land title. construction cannot commence. Once the land title is secured and registered with the Land Registry, you are ready to start building your new home.



What are the advantages of purchasing titled land?

Generally speaking, the biggest advantage of purchasing titled land is that it gives homeowners a faster and simpler process!

<u>Here is why:</u>

- 1.The land transfer process can commence immediately, speeding up your ownership.
- 2. There are no delays due to the forecast title date, which can impact your future plans.
- 3. Builders can proceed to commence construction promptly.
- 4. No risk in Builder costs increasing due to unforeseen delays.

You can also benefit from the attractive incentives on titled land currently being provided by various developers. These incentives may consist of discounts, rebates, or extra perks that can enhance the appeal of purchasing titled land for you.

Want to know more?

Schedule a personalised meeting with me today.







Royston Homes focuses on delivering success for their clients, drawing on over 15 years of experience. Their strategic approach combines proficiency and insight to create quality homes that meet market demands.

Specialising in turnkey house and land packages, Royston Homes offers a diverse range of floor plan options with market-leading inclusions in prime locations across Melbourne and regional Victoria. This allows clients to maximise their investment potential.

The AHB Group builds quality housing for families and communities across metropolitan Melbourne and regional Victoria. Established in 2005, the AHB Group has grown into one of Victoria's and Australia's largest building and development groups, assisting over 8,000 families in realising their dream of a new home.

Structured as a group model, the AHB Group harnesses infrastructure for productivity, growth, and quality assurance.

HOUSE & LAND PACKAGES

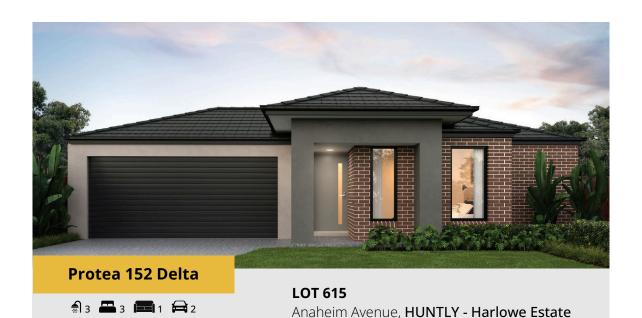




Anaheim Avenue, HUNTLY - Harlowe Estate

Land Price: \$272,000 Build Price: \$370,800 Land size: 475m² House size: 152.32m² Anticipated titles: Titled

\$642,800



Land Price: \$276,000 Build Price: \$374,800 Land size: 500m² House size: 152.32m² Anticipated titles: Titled

\$650,800





♠ 2 ♣ 3 ♣ 1 ♠ 2



LOT 7522

Akroydon Street, WERRIBEE - Harpley Estate

Land Price: \$329,000 Build Price: \$329,000 Land size: 313m² House size: 139.29m² Anticipated titles: Titled

\$658,000



♠ 4 ♣ 4 ♠ 1 ♠ 2

LOT 5008

Paganica Street, **BEVERIDGE - Mandalay Estate**

Land Price: \$337,000 Build Price: \$368,000 Land size: 350m² House size: 183.63m² Anticipated titles: Titled

\$705,000





Land Price: \$351,000 Build Price: \$339,800 Land size: 312m² House size: 176.18m² Anticipated titles: Titled

\$690,800

Windermere Estate



Land Price: \$325,000 Build Price: \$339,900 Land size: 350m² House size: 176.18m² Anticipated titles: Q3 2024

\$664,900



Land Price: \$322.000 Build Price: \$300.800 Land size: 291m² House size: 116.88m² Anticipated titles: Q1 2025

\$622,800



Land Price: \$340,000 Build Price: \$330,800 Land size: 323m² House size: 176.18m² Anticipated titles: Titled

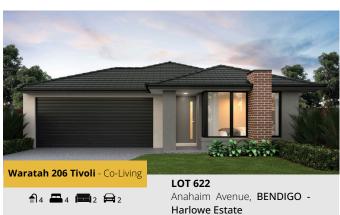
\$670,800



Land Price: \$254,000 Build Price: \$330,800 Land size: 225m² House size: 130.32m²

Anticipated titles: Q1 2025

\$584,800



Land Price: \$262,000 Build Price: \$403,800 Land size: 448m² House size: 206.17m² Anticipated titles: Titled

\$665,800





For over two decades, Hermitage Homes has been dedicated to crafting quality homes for thousands of satisfied families and investors throughout Victoria. Their success is rooted in a steadfast commitment to stylish design, unbeatable service, meticulous attention to detail, and exceptional value, which has established them as one of Australia's fastest-growing housing companies.

With a solid reputation for delivering high-quality homes and outstanding customer service, Hermitage Homes oversees every aspect of the building process, offering comprehensive turnkey packages that ensure a seamless transition from construction to occupancy.

Their strong partnerships with land developers across Melbourne provide them with exclusive access to prime lots within highly sought-after estates, further enhancing their reputation as a trusted builder in the region.

Hermitage Homes continues to innovate and evolve, consistently setting benchmarks in the industry for craftsmanship and client satisfaction.

HOUSE & LAND PACKAGES





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LOT 13

Yardi Way, CLYDE NORTH - Saffron Estate

Land Price: \$385,000 Build Price: \$334,720 Land size: 294m² House size: 174.86m²

Anticipated titles: December 2024

\$719,720



LOT 109

Aspiration Road, OFFICER - Brunt Road Officer

Land Price: \$395,000 Build Price: \$331,100 Land size: 272m² House size: 140.76m²

Anticipated titles: October 2025

\$726,100





LOT 771

LUCAS 15 SUMMIT

Land Price: \$307,000 Build Price: \$304,500 Land size: 263m² House size: 140.15m² Anticipated titles: Titled

Kindness Road, TARNEIT - Marigold Estate

\$611,500



♠ 2 ♣ 3 ♠ 1

LOT 25 Kowloon Pkwy, TARNEIT - Tarneit Point

Land Price: \$376,250 Build Price: \$ 286,400 Land size: 301m² House size: 118.71m²

Anticipated titles: August 2025

\$662,650





 \bigcirc 2 \bigcirc 4 \bigcirc 2

LOT 518

Ember Loop, SUNBURY - Kimberley Estate

Land Price: \$378,900 Build Price: \$365,600 Land size: 400m² House size: 206.32m²

Anticipated titles: April 2026

\$744,500



♠ 2 ♣ 4 ♠ 2

LOT 517

Ember Loop, **SUNBURY - Kimberley Estate**

Land Price: \$378,900 Build Price: \$365,700 Land size: 400m² House size: 206.32m²

Anticipated titles: April 2026

\$744,600



UNSATISFIED

WITH YOUR CURRENT

PROPERTY

MANAGEMENT?



PROPERTY **JANAGEMENT**

Dear Property Owners,

For those who haven't yet had the opportunity to meet Cheryl, our Senior Property Manager, here is an introduction. Cheryl is supported by Yunali (Administration Assistant), Maeva (Office Administrator), and Anu (Principal and Owner). Together, they form a **dedicated team** committed to providing **exceptional property** management services. Cheryl's role encompasses more than just collecting rent; it involves managing various aspects of property care and ensuring that the instructions of the Renter Provider (owner) are meticulously followed.

Important Update: New Owner Instructions Form Required Starting September 1st

To enhance this process, your assistance is required with a new regulatory mandate.

Effective September 1st, Real Estate Australia and Consumer Affairs require all property management agencies to have the Owner Instructions Form completed and signed by property owners. This form is essential for accurately following your directives and managing your property effectively.

The form will be distributed throughout September. Owners are requested to complete and sign the form as thoroughly as possible. Below is a breakdown of the sections:

Sections to Complete:

Emergency Contact: Provide updated contact information. Bank Account Details: Confirm and verify bank account details. *Insurance:* If insurance has been arranged by the management team, this section can be skipped. If there is uncertainty, please contact the office for verification.

Sections Not Required to Fill In:

Swimming Pool **Embedded Electricity Network Broken Appliances and Chattels**

Intention to Sell: This section is only applicable if the owner plans to sell the property in the next 6 months.

Owner's Cooperation: This section will be completed by the management team.

Thank you in advance for your cooperation and attention to this matter. For any questions or further assistance, please contact the property management team.

Here are some of the key tasks a Property Manager handles:

- Advertising properties for rent
- Following up on insurance claims if required
- Inspecting properties every 6 months
- Managing and attending Open Home viewings
- Screening tenants (reference checks and reviewing rental history)
- Managing the condition report process from start to finish
- Overseeing the tenancy agreement signing process and addressing any questions
- Handling tenant complaints (e.g. noise issues with neighbours)
- Managing rent arrears from tenants
- Organising tradespeople for urgent repairs and regular maintenance
- Conducting rent reviews
- Handling lease renewals
- Staying up to date with tenancy laws to ensure compliance

Cheryl Way, Senior Property Manager - +61 435 497 280

ASPIRE MELBOURNE



REDEFINING **** URBAN LUXURY

Aspire Melbourne stands as a symbol of modern sophistication and architectural innovation. This striking tower not only graces Melbourne's skyline but redefines luxury living with its blend of historical inspiration and contemporary design.

ELEGANT DESIGN AND LUXURY LIVING

Drawing inspiration from Melbourne's historic Flagstaff, the building's sculptural façade boasts smooth, flowing curves that impart a dynamic and elegant presence. Inside, residents enjoy a serene environment with a restrained colour palette, natural materials, and gold accents that nod to Melbourne's rich heritage.

EXCEPTIONAL AMENITIES

Residents benefit from world-class amenities, including:

- Champagne Conservatory: An elegant space for celebrations with panoramic city views.
- Whisky Parlour: A sophisticated setting for enjoying fine spirits.
- Wellness Facilities: A state-of-the-art gym, serene wellness room, and a luxurious pool area resembling an Australian billabong.
- Outdoor Hot Tub: A tranquil retreat surrounded by lush greenery.

PRIME LOCATION

Located at the heart of Melbourne's vibrant arts and cultural precinct, Aspire Melbourne offers unparalleled access to premier venues such as Hamer Hall and the National Gallery of Victoria.

the PERKS

- Rebates up to 12.5%
- Zero Local Stamp Duty
- Furniture Package Included
- Developer Rebates for Foreign Investors
- Free Upgrades

*Terms and conditions apply

With the city's renowned dining, entertainment, and cultural attractions just moments away, residents can immerse themselves in a rich urban experience right at their doorstep.

EXPERIENCE ASPIRE MELBOURNE

Aspire Melbourne is not just a residence; it's a lifestyle. With its blend of modern elegance and historical charm, it provides a unique living experience in one of Melbourne's most dynamic neighbourhoods.

HIGHLIGHTS OF THE MONTH

A selection of Melbourne's standout projects!



MELBOURNE SQUARE

A Pinnacle of Urban Elegance

Dominating Melbourne's Arts Precinct, Melbourne Square combines architectural elegance with vibrant city energy. Experience unparalleled living in Southbank's premier address, where luxury and culture converge.



RIVERHILLS

Embrace Nature's Tranquility

Riverhills in Wollert blends tranquil parkland views with modern convenience. Just 25 km from Melbourne CBD, enjoy nature's beauty and proximity to essential amenities. Embrace peaceful living at Riverhills.



BRADMILL

Reviving Heritage, Shaping Community

Experience the essence of Bradmill, where rich heritage meets modern living. Explore a community of town homes, contemporary apartments, and exceptional amenities, all set within the unique character of Yarraville.



THE BELMONT

Elegance Redefined

Discover The Belmont, where modern elegance meets premium craftsmanship. These stylish residences offer contemporary luxury with light-filled spaces and topnotch amenities, blending comfort and convenience in Melbourne's vibrant neighbourhood.

INVEST Dai

- Luxury 1-4 Bedroom apartments
- UAE Golden Residency Visa
- High Return on Investment
- 5% Deposit
- Tax free country
- Crypto Payments









DAMAC LIVE THE LUXURY



Wajahat Ali - Strategic Investment Consultant +97156 315 0953 wajahat@sathomson.com



SATHOMSON CONSULTANCY





HARITHA CEYLON:

THE LAUNCH OF HARITHA AUSTRALIA

Haritha Ceylon Expands **Australia and China**

Haritha Ceylon, known for its premium organic food and coco and coir-based agribusiness products, has recently expanded operations with the launch of Haritha Australia in July 2024. This new venture aims to introduce Sri Lankan specialty foods, geotextile products, coir materials, and agricultural goods to the Australian and Chinese markets. With established trade networks linking Sri Lanka, Australia, and China, Haritha Australia is positioned for success.

As their Australian/Sri Lankan agency partner, SA Thomson Consultancy is pleased to welcome Haritha Australia to the region. Australian consumers will soon have access to renowned products such as Silver Tip Tea, alongside a variety of specialty agri-business items from Haritha Ceylon. These products will also be available for export to China and other parts of Asia.

Discover Sri Lankan Products

Haritha Australia offers a range of Sri Lankan specialty recyclable products. These include eco-friendly woodless pencils made from sustainable materials, and homewares crafted from recycled newspapers, which encompass various decorative and practical items.

Additionally, we provide domestic commercial brushes featuring natural coco fiber bristles, suitable for both animal and interior use.

Looking Ahead

This expansion marks an exciting development for Haritha Ceylon as they broaden their global footprint. By bringing high-quality, organic products to new markets, Haritha Australia aims to connect with a wider audience and share the unique flavours and traditions of Sri Lanka.

For those interested in exploring these new offerings or learning more about Haritha Ceylon's initiatives, visit

Contact our Head of Commercial Projects, Paul, to find out more.





Let's talk a investme

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