

## Peter Nelson

---

**From:** Lani Faaee <lfaaee@hunterlaw.com.au>  
**Sent:** Wednesday, 23 September 2020 3:02 PM  
**To:** Mathew Sofi  
**Subject:** Suite 7, 3-5 Norfolk Street, Liverpool  
**Attachments:** Letter to Mathew Sofi 23.9.2020.pdf

Dear Sir,

Please see attached.

Yours faithfully,  
**Lani Faaee**



HUNTER LAWYERS

Suite 4, 3-5 Norfolk Street  
Liverpool NSW 2170  
T (02) 9600 8400 | F (02) 9602 8895

Liability limited by a scheme approved under Professional Standards Legislation

---

This email message and any accompanying attachments may contain information that is confidential and is subject to legal privilege. If you are not the intended recipient, do not read, use, disseminate, distribute or copy this message or attachments. If you have received this message in error, please notify the sender immediately and delete this message. Any views expressed in this message are those of the individual sender, except where the sender expressly, and with authority, states them to be the views of Hunter Lawyers. Before opening any attachments, please check them for viruses and defects. Attachments are supplied on the express conditions the addressee assumes all risk of use and absolves Hunter Lawyers entirely of all responsibility for consequences of its use.

**Fraud warning:** Please be aware that there is a significant risk posed by cyber fraud, specifically relating to email accounts and bank account details. Our bank account details will never change during the course of a transaction, and we will never change our bank details via email. Please check account details with us in person. **We will not accept responsibility if you transfer money into an incorrect account.**

## Peter Nelson

---

**From:** Albert Macri <albert@amacri.com.au>  
**Sent:** Thursday, 10 September 2020 11:46 AM  
**To:** Mathew Sofi  
**Subject:** RE: Offer to Purchase Lot 6, 3-5 Norfolk Street Liverpool

Hi Matt

Thanks for your email.

I will give it some serious thought.

---

**Albert A. Macri**  
Principal

**ALBERT A. MACRI & CO**  
**Lawyers**

Norfolk Business Centre  
Suite 3, 3-5 Norfolk Street, Liverpool NSW 2170  
PO Box 710, Liverpool BC NSW 1871  
DX 5017 Liverpool  
t: 02 9601 7888  
f: 02 9601 5996  
e: [albert@amacri.com.au](mailto:albert@amacri.com.au)

This e-mail transmission is intended only for the addressee and may contain confidential and/or legally privileged information. Confidentiality and privilege are not waived if you are not the intended recipient of this e-mail, nor may you use or retain, or disclose, copy or forward to any third party this email, or any information contained in or attached to it. If you received this e-mail in error please delete it (and any copy of it from your computer system) and kindly notify the sender by reply e-mail. Albert A Macri & Co does not warrant that this e-mail and/or any attachments are error or virus free and recommends that all attachments be checked for computer viruses. Albert A Macri & Co does not by itself, or on behalf of its clients, waive any legal professional privilege that may exist in the content of this email.

*"Liability limited by a scheme approved under Professional Standards Legislation".*

### **FRAUD ALERT - DO NOT TRANSFER MONEY WITHOUT CHECKING WITH US FIRST BY PHONE**

It has become a trend where fraudsters are intercepting emails and then inserting their bank account details in place of the intended account details. To reduce this risk, you must not deposit or transfer funds using account details which have only been provided via email by us (or by anyone else). If you do receive such an email, please phone our office and verify the account details first.

---

**From:** Mathew Sofi  
**Sent:** Thursday, 10 September 2020 11:26  
**To:** Albert Macri  
**Subject:** Offer to Purchase Lot 6, 3-5 Norfolk Street Liverpool

Good Morning Albert ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 6, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$950,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 6 as at 31<sup>st</sup> August 2020 is \$1,140,000.00.

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 6 for \$1,190,000.00, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

#### **OFFER & TERMS**

LAND: Lot 6, 3-5 Norfolk Street Liverpool

VENDOR: Telrich Pty Ltd

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$1,140,000.00 , a copy of the valuation is attached.

1. Purchase Price: \$1,190,000.00\*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$1,090,000.00** and the vendor will settle on the property.

- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia

PO Box 285 Liverpool NSW 1871

P: (+61) 2 9601 7166

M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\* This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.



## Peter Nelson

---

**From:** Smarta Strata <irene@smarta4strata.com.au>  
**Sent:** Friday, 25 September 2020 2:49 PM  
**To:** Mathew Sofi  
**Subject:** RE: Offer to Purchase Lot 5, 3-5 Norfolk Street Liverpool

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Dear Mathew,

We have considered your increased offer, but unfortunately at this time your offer is not accepted.

Kind Regards,

Irene Hluchan.

---

**From:** Mathew Sofi [mailto:mathews@sofigroup.com.au]  
**Sent:** Thursday, 10 September 2020 10:59 AM  
**To:** office@smarta4strata.com.au  
**Subject:** Offer to Purchase Lot 5, 3-5 Norfolk Street Liverpool

Good Morning Irena ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 5, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$500,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 5 as at 31<sup>st</sup> August 2020 is \$610,000.

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 5 for \$660,000, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

## OFFER & TERMS

LAND: Lot 5, 3-5 Norfolk Street Liverpool

VENDOR: Hluchan

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$610,000, a copy of the valuation is attached.

1. Purchase Price: \$660,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$560,000** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

### **Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia

PO Box 285 Liverpool NSW 1871

P: (+61) 2 9601 7166

M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to

inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\* This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Peter <Peter@megatravel.com.au>  
**Sent:** Thursday, 10 September 2020 12:28 PM  
**To:** Mathew Sofi  
**Subject:** RE: Offer to Purchase Lot 4, 60 Memorial Ave Liverpool

Hi Matt

All ok as agreed Before

Pls Keep me up to date

Regards

Peter Georges  
Managing Director

Mega Travel P/L  
Shop 4  
60 Memorial Ave  
Liverpool Nsw 2170  
Australia  
[Tel:+61 2 98242427](tel:+61298242427)  
[Fax:+61 2 98243427](tel:+61298243427)  
[Mobile +61 0419251938](tel:+610419251938)  
[peter@megatravel.com.au](mailto:peter@megatravel.com.au)



---

**From:** Mathew Sofi [<mailto:mathews@sofigroup.com.au>]  
**Sent:** Thursday, September 10, 2020 10:22 AM  
**To:** [peter@megatravel.com.au](mailto:peter@megatravel.com.au)  
**Subject:** Offer to Purchase Lot 4, 60 Memorial Ave Liverpool

Good Morning Mr Georgakopoulos ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 4, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 4 as at 31 August 2020 is \$565,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 4 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

#### **OFFER & TERMS**

LAND: Lot 4, 60 Memorial Ave Liverpool

VENDOR: Mr Georgakopoulos

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$565,000 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia

PO Box 285 Liverpool NSW 1871

P: (+61) 2 9601 7166

M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\* This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Ann <lpframing@hotmail.com>  
**Sent:** Thursday, 10 September 2020 4:06 PM  
**To:** Mathew Sofi  
**Subject:** Re: Offer to Purchase Lot 3, 60 Memorial Ave Liverpool

Hi Matt,

Thanks for the email. I am glad we are able to move forward a little better, and will send this to our solicitor for advice.

Kind regards,  
Ann

PS. The email was addressed to both of my & my husband's name, but he passed away 5 years ago! Thanks Matt.

---

**From:** Mathew Sofi  
**Sent:** Thursday, 10 September 2020 10:19 AM  
**To:** 'lpframing@hotmail.com'  
**Subject:** Offer to Purchase Lot 3, 60 Memorial Ave Liverpool

Good Morning Mrs A. Pham & T. Pham ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 3, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 3 as at 31 August 2020 is \$565,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 3 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

#### **OFFER & TERMS**

LAND: Lot 3, 60 Memorial Ave Liverpool

VENDOR: A. Pham & T. Pham

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$565,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.



- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia

PO Box 285 Liverpool NSW 1871

P: (+61) 2 9601 7166



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\* This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Eugen Nicutescu <eugennicutescu1@optusnet.com.au>  
**Sent:** Thursday, 17 September 2020 11:56 AM  
**To:** Mathew Sofi  
**Subject:** RE: Offer to Purchase Lot 1, 60 Memorial Ave Liverpool

As per request and advise reject for the moment your offer.  
Regards Eugen.

---

**From:** Mathew Sofi [mailto:mathews@sofigroup.com.au]  
**Sent:** Thursday, 10 September 2020 10:27 AM  
**To:** 'eugennicutescu1@optusnet.com.au'  
**Subject:** Offer to Purchase Lot 1, 60 Memorial Ave Liverpool

Good Morning Mr & Mrs Nicutescu,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 1, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 1 as at 31 August 2020 is \$515,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 1 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 1, 60 Memorial Ave Liverpool

VENDOR: E.Niculescu & M. Niculescu

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$515,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 **\*\*This price represents a premium in value\*\***
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:13 AM  
**To:** 'Kuytola.Taing@hotmail.com'  
**Subject:** Offer to Purchase Lot 7, 60 Memorial Avenue Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Kuytola,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 7, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 7 as at 31 August 2020 is \$620,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 7 for \$680,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 7, 60 Memorial Ave Liverpool

VENDOR: Kim Yeak & Kuytola Taing

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$620,000 a copy of the valuation attached.

1. Purchase Price: \$ 680,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.

- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$580,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 11:20 AM  
**To:** vparisi@hunterlaw.com.au  
**Subject:** Offer to Purchase Lot 7, 3-5 Norfolk Street Liverpool  
**Attachments:** Valuation 3 Norfolk Street 31082020.pdf

Good Morning Vince ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 7, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$350,000 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 7 as at 31<sup>st</sup> August 2020 is \$390,000.00

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 7 for \$440,000, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 7, 3-5 Norfolk Street Liverpool

VENDOR: Benestar Pty Ltd

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$390,000.00, a copy of the valuation is attached.

1. Purchase Price: \$440,000\*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$340,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:24 AM  
**To:** sales@domainrealestate.com.au  
**Subject:** Offer to Purchase Lot 6, 60 Memorial Ave Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Kamal,

As instructed previously you are looking after the interests of your client Mr Di Martino so I kindly ask that you convey this email to him.

As you are aware I represent the owners of the adjoining properties to your Strata Lot 6, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 6 as at 31 August 2020 is \$570,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 6 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 6, 60 Memorial Ave Liverpool

VENDOR: Mr Di Martino

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$570,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months



The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 11:26 AM  
**To:** albert@amacri.com.au  
**Subject:** Offer to Purchase Lot 6, 3-5 Norfolk Street Liverpool  
**Attachments:** Valuation 3 Norfolk Street 31082020.pdf

Good Morning Albert ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 6, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$950,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 6 as at 31<sup>st</sup> August 2020 is \$1,140,000.00.

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 6 for \$1,190,000.00, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 6, 3-5 Norfolk Street Liverpool

VENDOR: Telrich Pty Ltd

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$1,140,000.00 , a copy of the valuation is attached.

1. Purchase Price: \$1,190,000.00\*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$1,090,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:17 AM  
**To:** 'ngoclan\_duong@yahoo.com'  
**Subject:** Offer to Purchase Lot 5, 60 Memorial Ave Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Miss Thi Ngo Duong,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 5, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 5 as at 31 August 2020 is \$585,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 5 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 5, 60 Memorial Ave Liverpool

VENDOR: Thi Ngo Duong

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$585,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.

- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:59 AM  
**To:** office@smarta4strata.com.au  
**Subject:** Offer to Purchase Lot 5, 3-5 Norfolk Street Liverpool  
**Attachments:** Valuation 3 Norfolk Street 31082020.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Good Morning Irena ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 5, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$500,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 5 as at 31<sup>st</sup> August 2020 is \$610,000.

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 5 for \$660,000, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 5, 3-5 Norfolk Street Liverpool

VENDOR: Hluchan

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$610,000, a copy of the valuation is attached.

1. Purchase Price: \$660,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$560,000** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:19 AM  
**To:** sales@domainrealestate.com.au  
**Subject:** Offer to Purchase Lot 2, 60 Memorial Ave Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Mr & Mrs Baradan,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 2, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 2 as at 31 August 2020 is \$540,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 2 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 2, 60 Memorial Ave Liverpool

VENDOR: Baradan

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$540,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.



- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 11:06 AM  
**To:** vg@glawyers.com.au  
**Subject:** Offer to Purchase Lot 2, 3-5 Norfolk Street Liverpool  
**Attachments:** Valuation 3 Norfolk Street 31082020.pdf

Good Morning Vince ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 2, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$630,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 2 as at 31<sup>st</sup> August 2020 is \$775,000.

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 2 for \$825,000, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 2, 3-5 Norfolk Street Liverpool

VENDOR: Galluzzo

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$775,000.00, a copy of the valuation is attached.

1. Purchase Price: \$825,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$725,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:22 AM  
**To:** peter@megatravel.com.au  
**Subject:** Offer to Purchase Lot 4, 60 Memorial Ave Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Mr Georgakopoulos ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 4, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 4 as at 31 August 2020 is \$565,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 4 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 4, 60 Memorial Ave Liverpool

VENDOR: Mr Georgakopoulos

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$565,000 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.

- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 10:14 AM  
**To:** express1991@spin.net.au  
**Subject:** Offer to Purchase Lot 1, 60 Memorial Ave Liverpool  
**Attachments:** Valuation 60 Memorial Avenue 31082020.pdf

Good Morning Mr & Mrs Nicutescu,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 1, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 1 as at 31 August 2020 is \$515,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 1 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 1, 60 Memorial Ave Liverpool

VENDOR: E.Niculescu & M. Niculescu

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$515,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.

- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Thursday, 10 September 2020 11:14 AM  
**To:** aldo@demasi.com.au  
**Subject:** Offer to Purchase Lot 1, 3-5 Norfolk Street Liverpool  
**Attachments:** Valuation 3 Norfolk Street 31082020.pdf

Good Morning Aldo ,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 1, 3-5 Norfolk Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 3-5 Norfolk Street Liverpool into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the five Lots in Strata Plan 83380. An offer was submitted for your consideration on 13<sup>th</sup> December 2017 which proposed the purchase of your Strata Lot with a purchase price of \$875,000.00 in line with the valuation provided to you by MJ Davis dated 12/12/17. That offer represented a fair market price at the time. We were unable to negotiate the purchase of each of the five Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the five Strata Lots with a view to amalgamating No. 3-5 Norfolk Street Liverpool into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 83380, a copy of that valuation report dated 31<sup>st</sup> August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 1 as at 31<sup>st</sup> August 2020 is \$1,060,000.00

In recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 1 for \$1,110,000, which represents a price over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

### OFFER & TERMS

LAND: Lot 1, 3-5 Norfolk Street Liverpool

VENDOR: Dalecroft Pty Limited

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$1,060,000.00, a copy of the valuation is attached.

1. Purchase Price: \$1,110,000.00 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:



- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining five lots in the Strata Plan , In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$1,010,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Mathew Sofi <mathews@sofigroup.com.au>  
**Sent:** Friday, 11 September 2020 9:28 AM  
**To:** 'tyrone.jackson@nswstrata.com.au'  
**Subject:** Offer to Purchase 96-98 Castlereagh Street Liverpool (Strata Plan # 56133)  
**Attachments:** Valuation 96-98 Castlereagh Street 31082020.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Good Morning Tyrone,

I called your office earlier and left my details for a return call. I represent the owners of the adjoining properties to your Strata Plan 56133, 96-98 Castlereagh Street Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years and with recent changes to the development controls in the Liverpool City Centre the Council in it's assessment of the development application has requested that we explore the potential to acquire the property identified as 96-98 Castlereagh Street and incorporate that land into our development site.

In order to commence dialogue with each of the 24 individual owners in Strata Plan 56133 we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 56133, a copy of that valuation report dated 31 August 2020 is attached. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for a one bedroom unit on the property is \$350,000 and a two bedroom unit is \$450,000.

We are unable to contact each of the individual owners to commence the purchase negotiations and we request that as Strata Manager you present the below offer to each of the registered Lot owners.

### OFFER & TERMS

**LAND:** Individual Lots in Strata Plan 56133, 96-98 Castlereagh Street Liverpool

**PURCHASER:** ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

1. Purchase Price: \$ 450,000 per 2 bedroom lot & \$350,000 per 1 bedroom lot \*\*This price represents a premium in value\*\*
2. Deposit: \$50,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining 24 lots in the strata plan. In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.

- C) Upon settlement the purchaser will pay to the vendor a further **\$400,000 if 2 bedroom or \$300,000 if one bedroom** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to any current lease of the premises.

Can you please acknowledge receipt of this email. Can you please make arrangements to contact the individual owners within seven days of the date of this offer and advise within 14 days of the date of this offer, the intentions of the owners in relation to the offer.

Kind Regards,

**Kind Regards,  
Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia  
PO Box 285 Liverpool NSW 1871  
P: (+61) 2 9601 7166  
M: 0417 441 828



**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

**\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\*** This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.

## Peter Nelson

---

**From:** Tran Duong <namtranduong@gmail.com>  
**Sent:** Thursday, 10 September 2020 8:08 PM  
**To:** Mathew Sofi; ngoclan\_duong@yahoo.com  
**Subject:** Fwd: Offer to Purchase Lot 5, 60 Memorial Ave Liverpool  
**Attachments:** image002.png; Valuation 60 Memorial Avenue 31082020.pdf

Hi Matthew,

Thank you for your email below and valuation report. My aunt has asked me to write on her behalf to respond within the time frame. She provided an explanation to a conversation that she had last year with you that she would like to revisit.

She confirmed that she is turning down the \$650,000.00 AUD offer for Lot 5, 60 Memorial Avenue.

She would like to negotiate which she had spoken to you about last year was she would be able to keep Lot 5 shop under her name, not selling. But she can give permission to tear it down in promise that when you develop the property that she can get one shop and one unit.

Her conditions are:

- \* One unit would be on the 4th or 5th floor, 3 bedroom, corner and north west or north east facing main door.
- \* The one shop would be essentially the same shop with 2 car parking space.

If you would like to talk further, you can reach out to my lawyer below. He's already aware of the situation.

Andrew Luong  
Mobile: 0422 388 555  
Email: [andrew@lawshoppe.com.au](mailto:andrew@lawshoppe.com.au)

Regards  
Tran Duong (on behalf of Ngoc Lan Duong)

----- Forwarded message -----

**From:** Ngoc Lan Duong <[ngoclan\\_duong@yahoo.com](mailto:ngoclan_duong@yahoo.com)>  
**Date:** Thu, Sep 10, 2020 at 7:42 PM  
**Subject:** Fwd: Offer to Purchase Lot 5, 60 Memorial Ave Liverpool  
**To:** <[namtranduong@gmail.com](mailto:namtranduong@gmail.com)>

Sent from my iPhone

Begin forwarded message:

**From:** Mathew Sofi <[mathews@sofigroup.com.au](mailto:mathews@sofigroup.com.au)>  
**Date:** 10 September 2020 at 10:16:52 am AEST  
**To:** "ngoclan\_duong@yahoo.com" <[ngoclan\\_duong@yahoo.com](mailto:ngoclan_duong@yahoo.com)>  
**Subject:** Offer to Purchase Lot 5, 60 Memorial Ave Liverpool

Good Morning Miss Thi Ngo Duong,

As you are aware I represent the owners of the adjoining properties to your Strata Lot 5, 60 Memorial Ave Liverpool and have submitted a development application DA 262/2019 to Liverpool City Council to redevelop the adjacent property for a mixed use development.

Design development of this mixed use proposal has been ongoing for many years as we have explored design options and commercial opportunities to incorporate the land identified as No. 60 Memorial Avenue into the development site. In 2017 we commenced conversations and presented offers for the acquisition of each of the seven Lots in Strata Plan 17781. An offer was submitted for your consideration on Wednesday 6<sup>th</sup> September 2017 which proposed the purchase of your Strata Lot with a purchase price of \$650,000. That offer represented a value above market price at the time. We were unable to negotiate the purchase of each of the seven Strata Lots and as such we excluded this land for the development application before Council.

At the Council's request we are again exploring the opportunity to acquire each of the seven Strata Lots with a view to amalgamating No. 60 Memorial Avenue into the development site. To assist in this process we have engaged Mr Vincent Alvaro to prepare a valuation for open market purposes of each of the Lots in Strata Plan 17781, a copy of that valuation report dated 31 August 2020 is attached for your consideration. The report contains the methodology and assumptions used to derive the value of each of the Lots.

The market value derived for Lot 5 as at 31 August 2020 is \$585,000.

However, in recognition of the earlier offer made in 2017 we are prepared to again make an offer to purchase Lot 5 for \$650,000, which represents a price well over market value.

We would like to make one final offer to purchase your Lot. Below is our best and final offer

#### **OFFER & TERMS**

LAND: Lot 5, 60 Memorial Ave Liverpool

VENDOR: Thi Ngo Duong

PURCHASER: ZDZISLAWA SOFI or NOMINEE

The offer is valid for 14 days.

The current value of your lot is \$585,000.00 a copy of the valuation attached.

1. Purchase Price: \$ 650,000 \*\*This price represents a premium in value\*\*
2. Deposit: \$100,000 to be released upon exchange
3. Settlement Period: 24 Months

The terms of the offer are as follows:

- A) The deposit shall be released to the vendor unconditionally, following exchange of the contract.
- B) The purchase is subject to and conditional upon, and at all times simultaneous and independent with the purchase of the remaining six lots in the Strata Plan 17781, In the event that agreement cannot be reached for the purchase of all Lots in the Strata Plan within eight weeks of the date of this offer then the purchaser may rescind the remaining agreements without penalty and will be entitled to receive the deposit back from the vendor immediately upon demand.
- C) Upon settlement the purchaser will pay to the vendor a further **\$550,000.00** and the vendor will settle on the property.
- D) The purchaser will be entitled to register a caveat or any other security it deems necessary over the property following exchange of contract and payment of deposit. The vendor undertakes that it will not further encumber its property.
- E) Following exchange the purchaser will have the right to enter upon the land for the purposes of testing, measuring, survey's etc.
- F) The vendor will, prior to the execution of the contract, provide the purchaser with all relevant documentation in relation to ant current lease of the premises.

Can you please acknowledge receipt of this email and advise your response to this offer within 14 days of the date of this email.

Kind Regards,

**Kind Regards,**

**Mathew Sofi**

**Sofi Group of Companies**

79 Bathurst Street Liverpool NSW 2170 Australia

PO Box 285 Liverpool NSW 1871

P: (+61) 2 9601 7166

M: 0417 441 828

**PRIVACY AND CONFIDENTIALITY.** The information contained in this communication is for the named recipient. It may contain privileged information. If you are not the named recipient, do not copy, distribute, use or take any action in relation to it or disclose it to any other person in whole or in part. If you received this communication in error, please notify the sender immediately and return it to Sofi Group of Companies. We do not wish to inconvenience anyone by sending mail you may not wish to receive. If you would like to be removed from these mailings, please forward an email to the sender and type UNSUBSCRIBE in the subject line. Thank you.

\*\*\*\*\* IMPORTANT NOTICE TO THE RECIPIENT \*\*\*\*\* This email (including any attachments) is confidential and intended solely for the use of the addressee. The information herein may also be privileged. If you have received this message in error you have no right to copy, distribute or disclose it to anyone else but should advise us immediately. Information sent via email is not necessarily secure and the sender accepts no responsibility for any consequence arising from you opening this email or any attachment.