



A **NATIONAL** vision with local knowledge  
[changingplaces.com.au](http://changingplaces.com.au)





# A HISTORY BUILT ON BELIEF

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## **FROM THE BEGINNING**

Changing Places was established in Victoria in 2001 with the belief that homeowners and property investors have, for too long, been charged too much in commission to sell their property.

By introducing a flat fee commission structure, a quiet revolution began - a revolution where the focus is firmly placed on world-class customer service, real savings and real results.

## **WE OPERATE NATIONALLY**

Now operating Australia wide, we can ensure even more property sellers benefit from savings in agent fees. This is in addition to enjoying a highly personalised service and cost-effective marketing strategy designed to achieve the best possible outcome in line with your needs and expectations.

## **WORLD-CLASS SERVICE WITH REAL SAVINGS IS OUR GOAL**

We aim to provide you with a superior level of service to ensure your experience is world-class. This can be as simple as returning a telephone call - however often it is much more.

## **DRIVEN BY RESULTS**

Our Property Specialists (in both sales and property management) are committed to helping you every step of the way.

We listen to your concerns, understand your needs, offer advice on presenting your home for sale or lease, help you find a tradesperson for those last minute jobs and skillfully negotiate with buyers and tenants to achieve the very best possible outcome.



# THINKING OF CHANGING PLACES?

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## **SAVE UP TO 65% ON AGENT'S FEES WHEN SELLING YOUR HOME**

We believe the industry must accept a fundamental change in the way commission is charged. As leaders in our field, we introduced a "Fixed Fee" commission structure. This is calculated on the general demographic of the buyer and the level of effort and resources required to achieve the best possible outcome for our clients. It is not based on the dollar value of your property.

## **OUR UNIQUE MODEL**

Our business model allows us to reduce running costs without sacrificing our world-class service. We pass this saving onto our clients, saving you up to 65% on typical agent's fees.

## **WE TAILOR OUR APPROACH TO YOUR NEEDS**

We don't favour one sale method over another. The most effective method of sale can vary from suburb to suburb, state to state. In too many cases we see other agencies auctioning properties only to leave owners ultimately disappointed. Our approach is to use whichever sale method is in your best interest.

## **A NATIONAL VISION WITH LOCAL KNOWLEDGE**

Our Area Specialists have intimate knowledge of their marketplace and will base their recommendations on factual evidence coupled with the needs of the client and the property.

## **OUR WEBSITE**

Today, over 85% of real estate business happens online. We provide a modern platform for buyers and sellers to obtain up-to-the-minute information about the property market and industry trends, as well as tips on buying and selling Australian real estate. We embrace advances in technology to continually improve our services and efficiency.

## **STILL NOT CONVINCED?**

Scan the QR code below with your smartphone or iPad:



# HOW MUCH COULD YOU SAVE

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5k

## Listing up to \$400,000

**Typical Agent's Commission:** \$12,000  
**Changing Places Commission:** \$5,000  
**Potential Savings:** \$7,000

**Example:** Your property value is \$380,000 - other agents are quoting 3% (or \$11,400). Changing Places fee is fixed flat at \$5,000 - that's a potential saving of 56%

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7.5k

## Listing between \$400,001 - \$800,000

**Typical Agent's Commission:** \$20,000  
**Changing Places Commission:** \$7,500  
**Potential Savings:** \$12,500

**Example:** Your property value is \$800,000 - other agents are quoting 2.5% (or \$20,000). Changing Places fee is fixed flat at \$7,500 - that's a potential saving of 63%

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12.5k

## Listing between \$800,001 - \$1,250,000

**Typical Agent's Commission:** \$31,250  
**Changing Places Commission:** \$12,500  
**Potential Savings:** \$18,750

**Example:** Your property value is \$1,200,000 - other agents are quoting 2.5% (or \$30,000). Changing Places fee is fixed flat at \$12,500 - that's a potential saving of more than 58%

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1.0%

## Listing above \$1,250,000

**Typical Agent's Commission:** 2.5%  
**Changing Places Commission:** 1.0%  
**Potential Savings:** 60%

**Example:** Your property value is \$1,850,000 - other agents are quoting 2.5% (or \$46,250). Changing Places fee is fixed flat at 1.0% (or \$18,500) - that's a potential saving of 60%

\*All quoted prices exclude GST and are subject to change

# WHAT DO OUR CLIENTS SAY?

We are proud to offer a world-class experience to our clients whilst at the same time providing real savings through our unique business model... but don't just take our word for it. See what our clients have to say about Changing Places and its founder Cameron Fisher.

## **DAVID AND PRUE HAYES** **(INTERNATIONAL HORSE TRAINER)**

Your assistance in all respects has been invaluable. We would happily recommend your services to anyone requiring a professional approach with their real estate transaction.

## **DANNY FRAWLEY** **(CHAMPION FOOTBALLER & MEDIA PERSONALITY)**

Your attention to detail and constant updates on the progress of the sale ensured that the process was a pleasant one and not a burden as it can often be. Thank you for working so hard to obtain the very last dollar out of the purchaser.

## **SUSAN HASLAM** **(STATE TRUSTEES)**

Congratulations on your efforts on selling this property on Saturday. State Trustees is most pleased with your effort. As you are aware the property was valued at \$300,000.00 and though I expected it to get over this figure, the final sale price of \$435,000.00 was excellent.

## **SUE AND MARK TABOR**

We have bought and sold 15 properties over the last 20 years and have dealt with numerous (even dubious) real estate representatives over that time. Cameron however, impressed us with his enthusiasm and exceptional professionalism.

## **SHANE WARNE** **(CHAMPION AUSTRALIAN CRICKETER)**

Thank you and your staff that assisted in the selling of our home. It was nice to know it was in safe hands, especially the date of our auction.

## **DP MERCER** **(FORMER CHIEF EXECUTIVE OFFICER ANZ BANK)**

Thank you for acting for us recently – and in particular for your speed, efficiency and courtesy.

## **SELENA PIRIE**

I would like to thank you and your team at Changing Places for the excellent job you did selling our house in only 4 weeks! A truly amazing result that far exceeded our expectations. At all times you were professional and dedicated to getting the job done. I will recommend your agency to anyone who will listen and I wish you continued success now and for the future.

## **SUZANNE RUSSELL**

Not only did we achieve a fantastic price for our property, Changing Places provided superior service compared with other agents, plus we saved \$11,000 in commission. I would recommend Changing Places to anyone selling.





# PROPERTY MANAGEMENT - TAKING CARE OF YOUR INVESTMENT

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## **OUR GOAL**

We aim to continually refine our services by maintaining a grass roots 'boutique' property management team, a philosophy where quality outweighs quantity and where world-class customer service is tailored to the needs of the client.

## **COMMUNICATION**

We are committed to developing an open and honest relationship with our clients. We strive to deliver the highest standard of service by ensuring our property management team is always available for professional and un-biased advice in relation to your investment property.

## **TENANT SELECTION**

The process of selecting the best possible tenant for your property provides the greatest protection of your asset. Our team diligently checks each application we receive on your property. This includes acquiring information from previous landlords, agents, current and past employers, as well as personal and professional reference checks. In addition, a search is carried out through the National Tenancy Database to ensure there is no history of bankruptcy or bad tenancies. Only after these checks have been made will a potential tenant be presented to you, the owner.

## **A SALES FLAIR**

When you appoint Changing Places as your managing agent, you can rest assured knowing our property management team is also trained in sales and negotiation. This ensures the highest possible rental price is achieved in any market. It's no coincidence that we consistently achieve higher rents than similar advertised properties in the same developments.

## **REVIEWS & ROUTINE INSPECTIONS**

Rents are reviewed annually, taking into account any market fluctuations and improvements made in review. Routine inspections are conducted regularly in accordance with the Act (Residential Tenancy Act 1997) to ensure the tenancy is running smoothly and to safeguard your financial interests.

# DEVELOPMENTS & PROJECT MARKETING

From small-scale boutique residential projects to multi-stage master planned community developments, we have the knowledge and resources to meet your objectives. Our capabilities ensure the success of your residential project, from the initial design concepts through to the sale of the very last property and beyond. Our results speak for themselves.



## **'THE LOFT' 7 BRIGHTON ROAD, ST KILDA**

**RESPONSIBILITY:** Sales & Marketing, Product Development

**PROJECT:** Residential Apartments & Retail

**PRODUCT:** 27 x 1 & 2 Bedroom Apartments, 2 x Retail Shops



## **'SK1' 10 MARTIN STREET, ST KILDA**

**RESPONSIBILITY:** Sales & Marketing

**PROJECT:** Residential Apartments

**PRODUCT:** 16 x 1, 2 & 3 Bedroom Apartments



## **'THE PARK' 12-18 MARTIN STREET, ST KILDA**

**RESPONSIBILITY:** Sales & Marketing

**PROJECT:** Residential Apartments

**PRODUCT:** 47 x 1 & 2 Bedroom Apartments



## **'ELLE' 17 ELLESMERE ROAD, WINDSOR**

**RESPONSIBILITY:** Sales & Marketing

**PROJECT:** Residential Apartments

**PRODUCT:** 24 x 1 & 2 Bedroom Apartments



## **'BROOKVIEW ESTATE' GLADSTONE**

**RESPONSIBILITY:** Sale of House & Land Packages

**PROJECT:** Staged Master Planned Community

**PRODUCT:** Stage 1, 2 & 3 Land Release



## **1 MACKIE ROAD, BENTLEIGH EAST**

**RESPONSIBILITY:** Sales & Marketing, Product Development

**PROJECT:** Residential Apartments

**PRODUCT:** 27 x 1 & 2 Bedroom Apartments



## **'VIVID' 1615 MALVERN ROAD, GLEN IRIS**

**RESPONSIBILITY:** Sales & Marketing, Product Development

**PROJECT:** Residential Apartments & Commercial Offices

**PRODUCT:** 48 x 1 & 2 Bedroom Apartments, Office Space



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