From:	Kathryn Liddell
To:	Felicity Kay
Cc:	Conveyancing
Subject:	RE: 6 Lightwood Drive, Merrijig VIC 3723
Date:	Monday, 9 November 2026 3:18:29 PM
Attachments:	image002.png image003.png

Hi Felicity

Thanks for the update.

Please go ahead and change the listing advertised range to $700 - $750,000 as you previously suggested. I note your leave dates and hope you have a good break.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 10, 555 Lonsdale Street
MELBOURNE 3000

Postal Address:
PO Box 13349
Law Courts VIC 8010

Office: (03) 8601 8888
Fax: (03) 9670 1509
Email: kliddell@williamswinter.com.au
Web: williamswinter.com

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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Sunday, November 8, 2026 3:53 PM
To: Kathryn Liddell <kliddell@williamswinter.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Hi Kathryn,

Please find attached this week's property reports from REA and Domain, giving you an update on how your property is performing online.

We have seen an increase in buyer activity over the past few weeks, with a number of properties now going under contract, which is great to see. To be completely honest though, many of these properties have followed the market and made price adjustments to better meet current buyer expectations.

The feedback we are hearing from buyers is that many are actively looking for value and are prepared to wait for the right opportunity. They are particularly focused on properties where vendors are motivated to sell or have adjusted their expectations after spending some time on the market.

It's certainly positive to see buyers becoming more active, but price is still playing a major role in what is attracting enquiry and ultimately converting that interest into a sale.

I also wanted to let you know that I'll be on annual leave from 11 November and will be back in the office on 20 November.

While I'm away, Catherine Pigdon will have access to all enquiries that come through on your property and will be following these up, so nothing will be missed. If you need anything while I'm away, please feel free to contact Catherine Pigdon directly:
Catherine Pigdon – 0419 001 528
Catherine.Pigdon@elders.com.au

Here's a link to view the latest performance report for the above property on Domain:

http://agentreports.domain.com.au/slpr/7e7360c6-f200-4d40-a4df-4646cfef4f42/view?adId=2019943510

Kind Regards
Felicity Kay
Residential & Rural Sales Agent

Elders Real Estate Mansfield
10 High Street Mansfield Vic 3722
P: 03 5733 2300
M: 0407 141 929
felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Thursday, 17 September 2026 4:23 PM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Thanks Felicity. We will seek instructions and get back to you.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

Postal Address:
PO Box 13349
Law Courts VIC 8010

Office: (03) 8601 8888
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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Thursday, September 17, 2026 4:18 PM
To: Kathryn Liddell <kliddell@williamswinter.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Hi Kathryn,

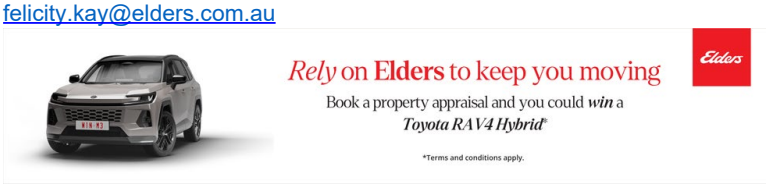
Thank you for your email.

Based on the current market conditions, the lack of enquiry during the Expressions of Interest campaign, and the increasing competition from comparable properties in Merrijig, my recommendation would be to reposition the property within a price range of **$700,000 to $750,000**.

This would place the property more competitively in the current market and, in my opinion, provide the best opportunity to generate renewed buyer interest and inspections.

Kind Regard
Felicity Kay
Residential & Rural Sales Agent

Elders Real Estate Mansfield
10 High Street Mansfield Vic 3722
P: 03 5733 2300
M: 0407 141 929
felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Thursday, 17 September 2026 3:25 PM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Hi Felicity

Thanks for your summary which is appreciated. Could you advise your recommendation for the price reduction to a realistic level which would hopefully result in interest. We can then get the executors' instructions.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

Postal Address:
PO Box 13349
Law Courts VIC 8010

Office: (03) 8601 8888
Fax: (03) 9670 1509
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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Thursday, September 17, 2026 12:15 PM
To: Kathryn Liddell <kliddell@williamswinter.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Hi Kathryn,

Thank you for your email.

Unfortunately, we did not receive any enquiries during the Expressions of Interest campaign, which was highly disappointing. We have also not had any inspections since our last correspondence.

In terms of recommendations, the only realistic option I can suggest at this stage is a further price reduction. The Merrijig market is currently experiencing increased competition, with new properties continuing to come onto the market and very few being absorbed by buyers. Buyer activity remains subdued, and this property is competing against a growing number of alternatives, all of which are priced similar or lower, some of which are newer properties or have had renovations done.

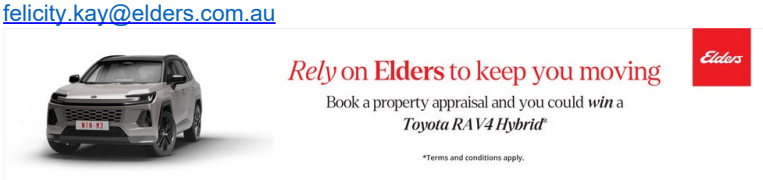
More broadly, the market has softened, and the vendors who are achieving sales are generally doing so by adjusting their price expectations and meeting the market. In many cases, sellers are sacrificing their desired sale price in order to secure a transaction.

While the property continues to have appeal, I believe a price adjustment would give us the best opportunity to generate renewed interest and encourage buyer engagement.

https://www.realestate.com.au/property/my-property/campaign?invitationId=0sxkuvDbwuQcgfyuLwmX3

Kind Regards
Felicity Kay
Residential & Rural Sales Agent

Elders Real Estate Mansfield
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felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Monday, 14 September 2026 1:29 PM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: 6 Lightwood Drive, Merrijig VIC 3723

Hi Felicity

I confirm the above property was listed for an EOY campaign which ended on 31 August 2026. We note we did not hear from you during the campaign. Could you please advise the following:

1. What enquiries did you receive during the campaign?
2. Have there been any inspections?
3. What do you now recommend the executors should do as the estate needs to sell this property?

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

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Web: williamswinter.com

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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Friday, July 24, 2026 10:07 AM

To: Kathryn Liddell <kliddell@williamswinter.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Good morning,

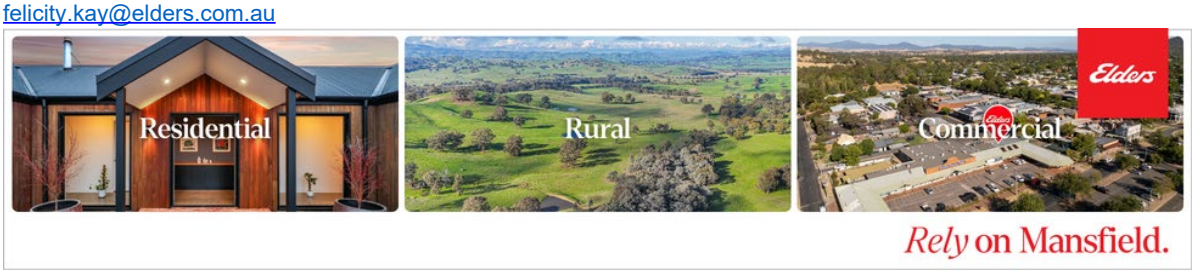
Yes, you're correct. I had the Statement of Information uploaded; I just hadn't clicked the button to make it visible to the public. Thank you for pointing that out.

I also refreshed the property description last night and removed the reference to it being a deceased estate. At this price point, there doesn't seem to be any obvious reason why we're not generating more enquiries. My concern is that some buyers may see "deceased estate" and assume someone passed away in the home, which could be enough to deter them from making an enquiry. Removing that reference may help eliminate any unnecessary hesitation.

Are you comfortable with us seeing how this approach goes for now, or would you prefer that we specify in the advertising that it is an estate sale?

Kind Regards
Felicity Kay
Real Estate Sales Representative

Elders Real Estate Mansfield
10 High Street Mansfield Vic 3722
P: 03 5733 2300
M: 0407 141 929
felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Friday, 24 July 2026 8:39 AM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Conveyancing <conveyancing@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Hi Felicity

Following on from my earlier email, I checked the advertising on Domain. We have the price advertised at $780,000 as previously agreed but the statement of information has a single price of $990,000. That should be amended to a range given we are now going to change the campaign to EOI by end August. I assume that would also mean that in the advertising we don't specify a fixed price but can you confirm. I note the advertising already indicates this is an estate sale and all reasonable offers will be considered.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

Postal Address:
PO Box 13349
Law Courts VIC 8010

Office: (03) 8601 8888
Fax: (03) 9670 1509
Email: kliddell@williamswinter.com.au
Web: williamswinter.com

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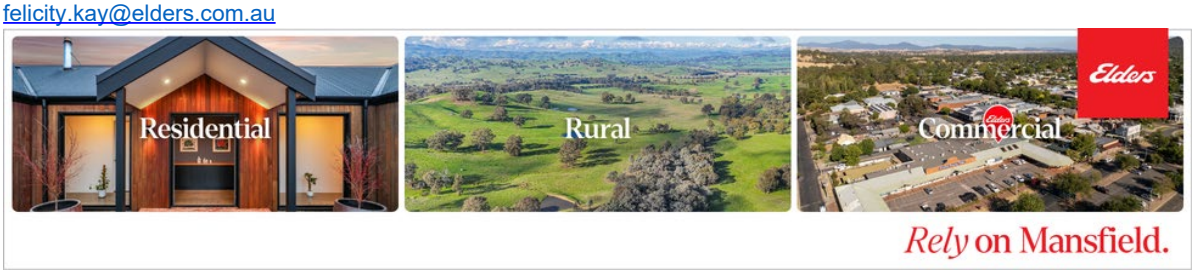
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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Thursday, 23 July 2026 4:56 PM
To: Kathryn Liddell <kliddell@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

In Victoria we need to display a 'statement of information' which has the price on there. We can't avoid that unfortunately

Felicity Kay
Real Estate Sales Representative

Elders Real Estate Mansfield
10 High Street Mansfield Vic 3722
P: 03 5733 2300
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felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Thursday, 23 July 2026 4:00 PM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Wills and Estates <estates@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Great, thanks Felicity. Let us know if the current price range should be reviewed.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

Postal Address:
PO Box 13349
Law Courts VIC 8010

Office: (03) 8601 8888
Fax: (03) 9670 1509
Email: kliddell@williamswinter.com.au
Web: williamswinter.com

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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Thursday, 23 July 2026 3:57 PM
To: Kathryn Liddell <kliddell@williamswinter.com.au>
Cc: Wills and Estates <estates@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Hi Kathryn,

I've been promoting the property as extensively as possible. This week, we've secured a half-page feature in the *Buller News* (please see the attached).

I've also attached the latest REA report, and below is the link to the Domain report.

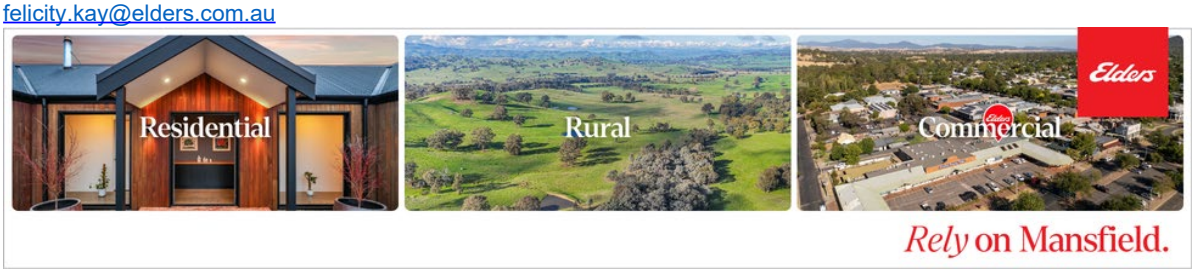
I did have one couple who I thought might move forward with the property, but they ultimately decided to focus on purchasing land and building a home that better suits their needs, rather than taking on a 'renovation' project.

I'll update the listing to an Expressions of Interest (EOI) campaign, with the closing date set for the end of August.

http://agentreports.domain.com.au/slpr/6f0de5e8-978a-458b-9c90-bd0407b0d36f/view?adId=2019943510

Kind Regards
Felicity Kay
Real Estate Sales Representative

Elders Real Estate Mansfield
10 High Street Mansfield Vic 3722
P: 03 5733 2300
M: 0407 141 929
felicity.kay@elders.com.au



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From: Kathryn Liddell <kliddell@williamswinter.com.au>
Sent: Thursday, 23 July 2026 10:30 AM
To: Felicity Kay <Felicity.Kay@elders.com.au>
Cc: Wills and Estates <estates@williamswinter.com.au>
Subject: RE: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Hi Felicity

Are you able to advise if there has been any interest at all in the property at 6 Lightwood Court Merrijig.

The estate really needs to get the property sold. Following discussions with the executors, we are of the view that the property should be marketed for sale by a set date (EOI) and that the executors will then seriously consider any offers received by the set date. Could you advise your views about this suggestion.

Kind regards,

Kathryn Liddell
Director
Williams Winter
Level 7, 555 Lonsdale Street
MELBOURNE 3000

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Office: (03) 8601 8888
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From: Felicity Kay <Felicity.Kay@elders.com.au>
Sent: Monday, 25 May 2026 4:01 PM
To: Kathryn M. Liddell <kliddell@williamswinter.com.au>
Cc: Wills and Estates <estates@williamswinter.com.au>
Subject: Listing Report for 6 Lightwood Drive, Merrijig VIC 3723

Hello

I held an open home over the weekend and we did have one couple come through, although they were actually neighbours with a holiday home in the street who stopped by for a bit of a sticky beak.

On a positive note, the online reports are showing good numbers following the recent price adjustment, which is encouraging and tells us the property is getting stronger visibility with buyers. Hopefully that increased attention starts to convert into enquiries over the coming weeks.

With the long weekend coming up, we're hopeful buyer activity picks up a little more and brings some fresh interest through.

As always, I'll keep you updated with any feedback or movement as it comes through.

Here's a link to view the latest performance report for the above property on Domain:

http://agentreports.domain.com.au/slpr/a136dbaf-97ec-4e94-8da3-89d9f985bc5e/view?adId=2019943510

Regards
Felicity Kay
Real Estate Sales Representative

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M: 0407 141 929
felicity.kay@elders.com.au



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