

24th September , 2009

**RE: MARILYN & SALVATORE MANCUSO
PROPERTY 4 WHITESIDE ST NORTH RYDE**

2005

In early 2005 I was informed by Mark Watson of EGC Custodian Services of their interest in acquiring other properties adjoining their property at number 5 Whiteside St., North Ryde.

He explained that another agent had been trying to make contact with number's 4 and 6 Whiteside on their behalf, but had not been able to achieve any level of communication and they felt that a local agent who was more familiar with the local population might have a better chance of locating the owners.

2006

After numerous hand delivered letters and phone calls over a period of more than a year I was able to make contact with Mr. Mancuso of number 4 Whiteside St., and build a friendly relationship with the family. During this period several above market offers were made to no avail. In July in order to help them consider alternate homes and other opportunities I began taking them to see other local properties. Some considerably superior to their current home, which would be within their range if they decided to take up the offer from EGC Custodian Services and others of a similar level where they could purchase and be left with an increased bank balance.

2007

Several written offers to buy the property had been delivered and discussed with Mr. Mancuso, without any result. Mr Watson requested that I arrange a meeting where the two parties could discuss the situation. This meeting took place at the home of Mr. Mancuso towards the end of 2007

2008

Further increased offers were made endeavouring to match the requests made by Mr Mancuso. Each time Mr Mancuso changed his price expectation so that no headway could be achieved.

2009 /10

During 2009 I continued to make contact with Mr & Mrs Mancuso by phone & casual meetings at their home but was unable to broker any agreement due to the constantly changing price expectation of Mr Mancuso.

Ray White

North Ryde