



**INDUSTRIAL & COMMERCIAL
PROPERTY SPECIALISTS**



www.ecindustrial.com.au



Need help finding the right space for your business?



Sales

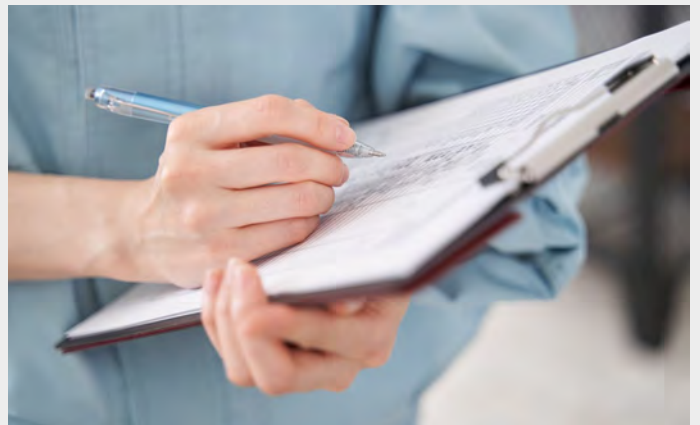


Leasing

Thinking about management for your property or looking for an appraisal?



Property Management



Property Appraisal

EAST COAST INDUSTRIAL IS A SPECIALISED AGENCY DEALING IN INDUSTRIAL AND COMMERCIAL PROPERTY SALES, LEASING AND MANAGEMENT ACROSS THE CENTRAL COAST & LOWER HUNTER REGIONS OF NSW.

The agency is operated by Geoff Emms who is a Licensed Real Estate Agent and Auctioneer, with an active interest in Property Investment and Development.

Geoff has been working in the property industry since the 1990's and has a wealth of industry experience covering all markets including residential, rural, industrial and commercial. That well rounded experience has enabled him to assist numerous clients over the years through delivering a personalised approach centred on achieving the best possible outcomes.

East Coast Industrial is not distracted by other market sectors with its primary focus being on industrial and commercial property. Geoff understands the need to adapt to the dynamic nature of the business environment, as companies are continually being challenged to achieve financial, social, and environmental (or triple bottom-line) success in order to properly account for the full cost of doing business over time.

Recent changes in the property market have seen massive growth in industrial property activity along with substantial commercial property market adjustments. These changes have resulted in a need for many clients to re-evaluate their needs and expectations to ensure they are proactive and their property portfolios remain strategically and competitively aligned. East Coast Industrial can help you build advantage at every stage of the real estate lifecycle as we understand the needs of both lessors and occupiers and the ever-changing property market.



Geoff says *"The success of East Coast Industrial is largely determined by the establishment of lasting relationships."*

Geoff Emms
PRINCIPAL



SALES & LEASING

East Coast Industrial specialises in both the sale and lease of industrial and commercial property, including project marketing activities involving off-the-plan sales and pre-leasing, all with an emphasis of listening, interpreting and understanding your requirements in order to provide you with the best possible structured solution.

We offer a unique and personalised approach to each of our clients that helps ensure your success along with ours through the establishment of a lasting relationship.

PROPERTY MANAGEMENT

East Coast Industrial is a specialised agency offering a unique and personalised Property Management Service for Industrial and Commercial property owners across the Central Coast Region. Our service can include, but is not limited to the following:

- Firm and regular follow-up of rental arrears.
- Prompt and regular disbursement of rental monies.
- Flexible and competitive management fees based on the lease conditions and the type of property under management.
- Transparent and simplified fee structure – no hidden costs.
- Electronic delivery of simplified monthly and yearly statements including GST break-up.
- Lodgement of bonds in accordance with legislative requirements.
- Preparation and implementation of rental budgets and reports.
- Facilitating the extension/renewal of existing leases including timely in-house lease preparation when required.
- Liaising with Solicitors and Conveyancers in relation to lease extensions/renewal arrangements.
- Implementation of prescribed rental reviews in accordance with the lease documentation including assistance with market rental reviews.
- Making payment of rental outgoings on client's behalf, if or when preferred.
- Recovery of rental outgoings as prescribed in the lease documentation.
- Providing preventative maintenance suggestions and cost saving measures for property owners.
- Establishing tenant retention strategies to minimise vacancies.
- Arranging quotations, repairs and maintenance promptly in accordance with property owner's instructions.
- Issuing warning letters, serving termination notices, undertake and attending lock-outs as well as attending hearings if or when required.
- Carry out outgoing and make good inspections upon tenant vacating premises.
- Priority leasing of vacant managed properties.
- Self-Managed Super Fund appraisals of your property under management, if or when required.

East Coast Industrial has specific Property Management Software which offers simplified reporting and secure record keeping technologies.

Each and every property under management is personally attended to by the agency's Principal, Geoff Emms. Geoff says, *"Our agency's rent roll is not so large that we will lose the individual and personal association with our property owners."*

If you would like to discuss our property management service further, please contact Geoff Emms directly on: Mobile: **0416 244 456** or Email: **info@ecindustrial.com.au**

DEVELOPMENT CONSULTANCY

East Coast Industrial has an active interest in property development and can help assist you with your relocation, expansion or building re-purposing or divestment requirements. We are able to facilitate these processes in association with our key industry contacts. This approach often provides a cost effective, timely and seamless solution.

East Coast Industrial can provide a range of advisory services across development sites; from acquisition and disposal to development management. We can also source and co-ordinate joint venture arrangements with parties offering different key qualities and specialist skill sets. Do you have a complex problem? We can certainly help simplify the solution.



PROPERTY OWNER SERVICES

East Coast Industrial can help play a pivotal role in the successful performance of your real estate portfolio. We focus on understanding our clients, their properties along with long term needs to provide structured solutions to maximise opportunities and meet the most demanding of real estate challenges.

Our property owner services include, but are not limited to the following:

- Sale and Leasing of your property or project/s.
- Property Management and Facilities Management.
- Self-Managed Superannuation Fund (SMSF) Appraisals.
- Property Portfolio Reviews on real estate holdings for companies and individuals alike.
- Negotiation Services including securing properties to buy via options and/or due diligence periods, lease option period rental reviews, in-house lease renewals, make good and lease surrender strategies.
- Sale and Leaseback transactions offering revenue raising opportunities for investment.

BUYER SERVICES

Our services also extend to helping our client's source and purchase both on and off market properties via our brokerage service based on a client's requirements or specified brief whilst maintaining absolute confidentiality to your benefit.

We offer a professional, personalised and unbiased approach when acting as your agent and use our market knowledge, experience and research to help you find and secure property that is best suited to your organisational goals and plans for the future.

We can help you by providing information about property value trends that may influence your decision about a certain area. Our service can help you save time, money and limit the stress of negotiating price and terms. We can also assist you with sourcing financing, undertaking inspections on your behalf and further you can rest assured that costly mistakes made by others when buying property will be avoided.

Our service is highly recommended for investors, business owners, developers and funds management groups that prefer the services of an unbiased property professional to help source and secure property without all of the difficulties associated with the task.





TENANT SERVICES

East Coast Industrial offers independent tenant representation services. These services can involve but are not limited to the following:

- Assisting tenants find and secure suitable premises based on their specific brief via accessing both on and off market leasing opportunities.
- Negotiating lease renewals or new heads of agreement to lease on behalf of a tenant with potentially more favourable terms and incentives than would otherwise be realised.
- We can help facilitate relocation strategies, negotiate lease exit strategies including make good and lease surrenders and can assist you with lease restructures and sub-leasing of surplus space to help minimise lease costs in the event that your business circumstances change.
- We can help negotiate lease option period rental reviews, prepare in-house leases and lease renewals.
- Offer assistance with future space expansion plans and even help facilitate 'build to rent' design and construct opportunities for organisations seeking purpose-built facilities to lease.
- Our tenancy services are available to individuals, business owners, small and/or large organisations including national and international tenants and Government Departments.



EAST COAST INDUSTRIAL

SALES • LEASING • MANAGEMENT

SALES & LEASING

PROPERTY MANAGEMENT

PORTFOLIO REVIEWS

DEVELOPMENT CONSULTANCY

SMSF APPRAISALS

GEOFF EMMS
0416 244 456

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