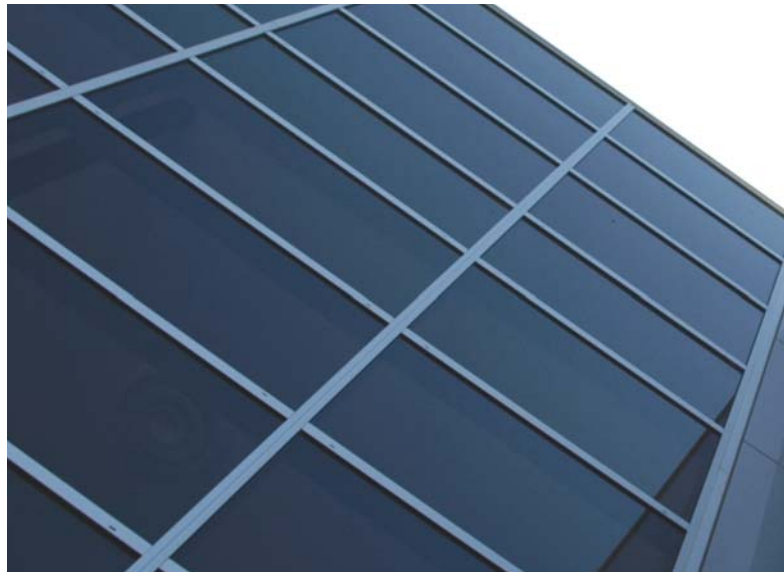




**Central Coast
Commercial**

SUPERIOR SERVICE.
REGIONAL EXPERTISE.



OUR VISION

Central Coast Commercial has grown from strength to strength as a solid and progressive local family business. It is owned and operated by a 'father and son' team who established and developed it as a specialist entity to deal exclusively in commercial and industrial sales, leasing and management. Ken and Geoff have built a solid reputation for the agency as being personalised, committed and active in their dealings which has resulted in some significant sales and leaseings across the Central Coast Region and beyond.

Formerly known as Hinterland Commercial, its trading name was changed to Central Coast Commercial to reflect the wider geographical area of operation that had developed over past years of ongoing successful trading.

With its primary focus on the Commercial and Industrial sphere it is not distracted by other market sectors. This ensures that Central Coast Commercial is able to deliver personalised and efficient service to all of their clients and their property portfolios.

Whether you are a first time investor, developer, a small business owner, publicly traded company, Government Department or large institutional holder of real estate, you will find that Central Coast Commercial consistently delivers specific personalised service. You can have confidence that you will receive the personal involvement and attention in every transaction from licensed professionals who actually own the business.



To be regarded as the market leader responsible for establishing the benchmarks for performance, professionalism and achievement in real estate for all of our clients.

OUR MISSION

To provide all of our clients with an efficient and effective approach to the marketing and management of real estate transactions. This will be achieved by:

- Implementing a professional and ethical approach to management of clients' expectations;
- Providing a commitment to maintain a superior standard of service to clients;
- Implementing and individually customising market strategies and methodology to complement the characteristics of each property;
- Using market knowledge and all available resources to our clients' optimum advantage;
- Constantly striving to improve our levels of service, our goals and our individual and collective knowledge;
- Striving to establish the market trends by adapting to the changing business environment;
- Listening, understanding and responding to clients with respect and dignity;



ABOUT US

Central Coast Commercial emerged on the Central Coast of NSW by the identification of an important market segment which was under-serviced and proven as a key growth area. The agency is operated under the control and guidance of Ken and Geoff Emms who have developed and grown the business where today it is seen as modern, progressive and respected. Ken and Geoff recognise that the continued success of the agency is largely dependent upon the establishment of lasting relationships with their clients and customers.



Ken Emms

Director

Mobile: 0438 402 255

- Licensed Real Estate Agent, Stock and Station Agent and Business Agent.
- Accredited and unrestricted Auctioneer.
- Fellow of the Australian Society of Real Estate Agents & Valuers.
- Real Estate Author, and former trainer and assessor to the real estate industry.
- Justice of the Peace in the state of New South Wales.
- Long time Central Coast resident.
- Founding member and inaugural Chairman of the Association of Independent Agents Inc. (Central Coast).



Geoff Emms

Director

Mobile: 0416 244 456

- Licensed Real Estate Agent, Stock and Station Agent and Business Agent.
- Bachelor of Business Degree - Major in Management & Specialised in Marketing.
- Diploma in Business (Real Estate Management).
- Justice of the Peace in the state of New South Wales.
- Accredited and unrestricted Auctioneer.
- Long time Central Coast Resident.
- Founding member and inaugural Secretary of the Association of Independent Agents Inc. (Central Coast).

“We know that our success is determined by the establishment of lasting relationships.”



MARKETING

Marketing is generally less successful where marketing activities are implemented in isolation of each other without co-ordination or control. Central Coast Commercial offers a co-ordinated management approach to the sale and leasing of commercial and industrial property, which has and continues to be more effective and beneficial to its property owners.

Central Coast Commercial remains focused on understanding needs and goals before it proposes solutions. It carefully implements a planned marketing strategy through harnessing all available opportunities and constantly monitors and reviews this strategy to ensure the best possible outcome. Corrective action is taken as necessary on a pro-active decision making basis with ongoing feedback and communication provided to all property owners.

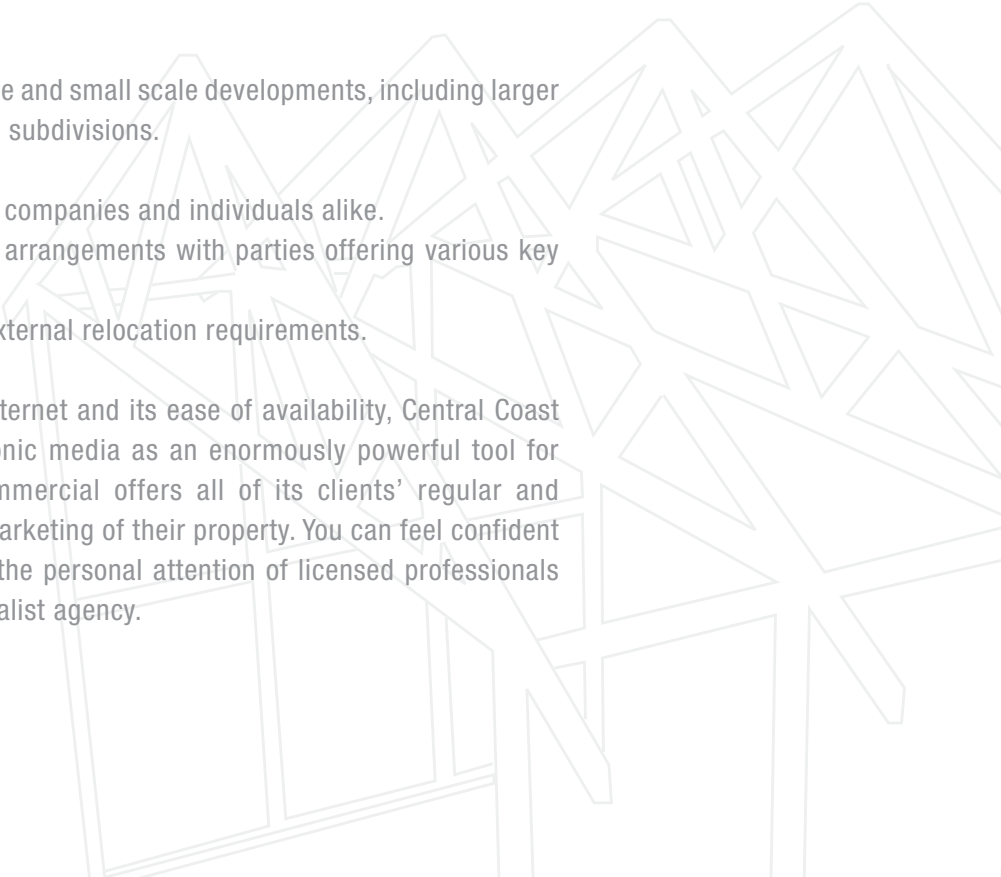
Given that Central Coast Commercial are specialists in commercial and industrial property they know the current market and can adapt to its dynamic nature. This ensures that marketing campaigns are delivered in an effective, efficient and timely manner. Central Coast Commercial always ensures that your property is given the necessary attention that it deserves.

SALES AND LEASING

Central Coast Commercial is a specialist Commercial and Industrial Real Estate Agency and can assist with such things as:

- Sales, leasing, and management.
- Project marketing assistance with large and small scale developments, including larger residential, commercial and industrial subdivisions.
- Property portfolio reviews.
- Appraisals on real estate holdings for companies and individuals alike.
- Source and co-ordinate joint venture arrangements with parties offering various key qualities and specialist skills.
- Assist businesses with internal and external relocation requirements.

With the increasing dominance of the internet and its ease of availability, Central Coast Commercial has recognised the electronic media as an enormously powerful tool for property marketing. Central Coast Commercial offers all of its clients' regular and personalised feedback concerning the marketing of their property. You can feel confident that you and your property will receive the personal attention of licensed professionals who actually own and operate this specialist agency.





ASSET MANAGEMENT

Central Coast Commercial provides personalised, professional and efficient Property Management Services to Commercial and Industrial property owners across the Central Coast and beyond. Our services include but are not limited to the following:

- Prompt disbursement of rental monies.
- Easy to read monthly and yearly statements including GST break-up.
- Lease renewals.
- Lodgement of bonds.
- Preparation of rental budgets and implementation.
- Renewal of existing leases on terms favourable to clients.
- Instructing and liaising with Solicitors and Conveyancers.
- Monitoring and implementing rental reviews.
- Payment and recovery of rental outgoings.
- Firm follow-up of rental arrears.
- Inspections and subsequent reporting including preventative measures.
- Establishing tenant retention strategies to minimise vacancies.
- Arranging repairs and maintenance promptly in accordance with client's instructions.
- Maintaining proper records.
- Undertaking priority leasing of vacant managed properties.
- Provide regular feedback/communication with property owners or their representatives.

Central Coast Commercial uses specific and customised Property Management Accounting Software with state of the art reporting and database technologies. The personal involvement and attention of licensed professionals, who actually own the business, will ensure maximum return on your investment.

“Do you have a complex problem? We can simplify the solution!”

AUCTION SERVICES

Central Coast Commercial offers an Auction facility under the Banner ‘Central Coast Auction Services’. It provides the Central Coast Region with a professional and licensed facility to deal with such issues as company liquidations, factory clearances, office furniture, real estate and other similar auction sales. Auction services are also undertaken on a consultative basis for other Real Estate Agents.

BUYER’S AGENCY

This area of agency practice is provided as an extra service by Central Coast Commercial. Few other agencies within the region offer this service particularly due to its complexity and legal restrictions. Under the Property, Stock and Business Agents Act, it is not lawful for an agent to act for both the vendor and the purchaser at the same time and we seriously recognise our legal and moral responsibilities in this regard. There are many benefits associated with using Central Coast Commercial as your exclusive agent in a purchase.

We are able to provide information about property value trends that may influence your decision about a certain area. Our service can assist you with planning, locating and evaluating property, negotiating price and terms, financing, inspections and further, you can rest assured that costly mistakes that others make when buying property will be avoided.

In addition, your purchase can achieve exposure to the entire market, both listed and unlisted properties for sale. We can directly approach unlisted property owners on your behalf whilst maintaining absolute confidentiality to your benefit. Furthermore, both Ken and Geoff are active commercial property investors themselves and can help you avoid potential pitfalls through their years of experience. Professional property investors highly recommend this service.





www.cccommercial.com.au

Sales, Leasing and Management of Commercial and Industrial Property