

# Broadway Property

Broadway Property is a full service Australian property advisory firm for buyers, owners, investors and tenants. We help you create wealth with independent and strategic property advice and support.



## Property Advisory

### Strategy.

We provide a strategic review of your existing property portfolio to clearly define your investment goals, objectives and risk profile.

Whether the focus is on long-term investment, development or value-add opportunities, we optimise your portfolio for growth.

### Property development.

We support development projects at all stages, including site identification, feasibility studies, implementing a project team of consultants, site acquisition and sourcing tenants for pre-commitment.



## Tenant Advisory

### Support and advice for tenants.

It starts with a detailed review to understand requirements and find the optimal financial and occupancy solution for you.

### Going to market.

We provide a detailed market brief to agents for submissions of available space, and guide you through the decision making process considering factors such as financial objectives, location, future growth plans and more.

Leveraging our market knowledge and experience, we act for you in lease negotiations to obtain the best possible commercial outcome.

We can also support and coordinate the fit-out project, and continue to represent you throughout the term of your lease.



## Buyers Advocacy

### Representing the property buyer.

With your investment strategy in mind, we'll help you to identify and secure the right property for your goals and objectives.

We can undertake detailed analysis and recommendations and manage the acquisition on your behalf, from dealing with agents and contract negotiations right through to settlement.

### The service continues.

After the property purchase, we also provide ongoing property services including lease negotiations, renewals and general management.



## Transaction Management

### Asset disposal.

If it comes time to sell, we will undertake a full review of the property asset.

We then request agent submissions on your behalf, and provide recommendations for the agency appointment.

We continue to manage the sale right through to settlement.



## Who we are.

Directors Ben Heritage and Ryan Stewart have each spent more than a decade immersed in the business of property in Australia.

With a proven track record of success, and an extensive local and overseas network, Ben and Ryan have built their company on the solid foundations of personal service, hard work and innovation.

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## Capability Statement

### Tenant Representation

**“Achieving Optimal Financial and Occupancy Outcomes for Clients on Their Next Lease Negotiation / Renegotiation”**

- New Accommodation Sourcing
- New Lease Negotiation
- Lease Renewal Negotiation
- Stay Vs Go Analysis
- Lease Restructuring Advice
- Make Good Negotiation
- Early Surrender Negotiation
- Space Analysis
- Strategy Development
- Co-Ordination of Project Team and Consultants (Designers, Builders etc) Legal Review Co-Ordination

### Transaction Management (On behalf of Vendors)

**“Maximising the Realisation Price of Our Clients Assets by Appointing the Right Selling Agent and Implementing the Right Sale Strategy”**

- Sales/Leasing Strategy Advice
- Sales/Leasing Agent Interviews and Appointment
- Marketing Budget Advice
- Sales/Leasing Agency Appointment and Fee Negotiation
- Agent Management
- Settlement Co-Ordination

### Buyers Agency

**“Assisting Clients Achieve Their Property Investment / Development Goals”**

- Sourcing Property
- Market Appraisal
- Pre-Purchase Due Diligence
- Co-Ordination of Consultants (Engineers, Builders, Environmental)
- Negotiation
- Settlement Co-Ordination
- Value-Add Advice
- Risk Analysis
- Lease Reviews
- Structured Transactions Inc. Joint Venture
- Sourcing Tenants
- Sourcing Investors
- Appointment of Asset Manager

### Advisory and Consultancy

**“Specialised / Tailored Independent Commercial Property Advice”**

- Market Appraisal
- Highest and Best Use Study
- Property Portfolio Review
- Value Add Advice
- Lease Restructuring Advice
- Feasibility Studies
- Project Co-Ordination / Management



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