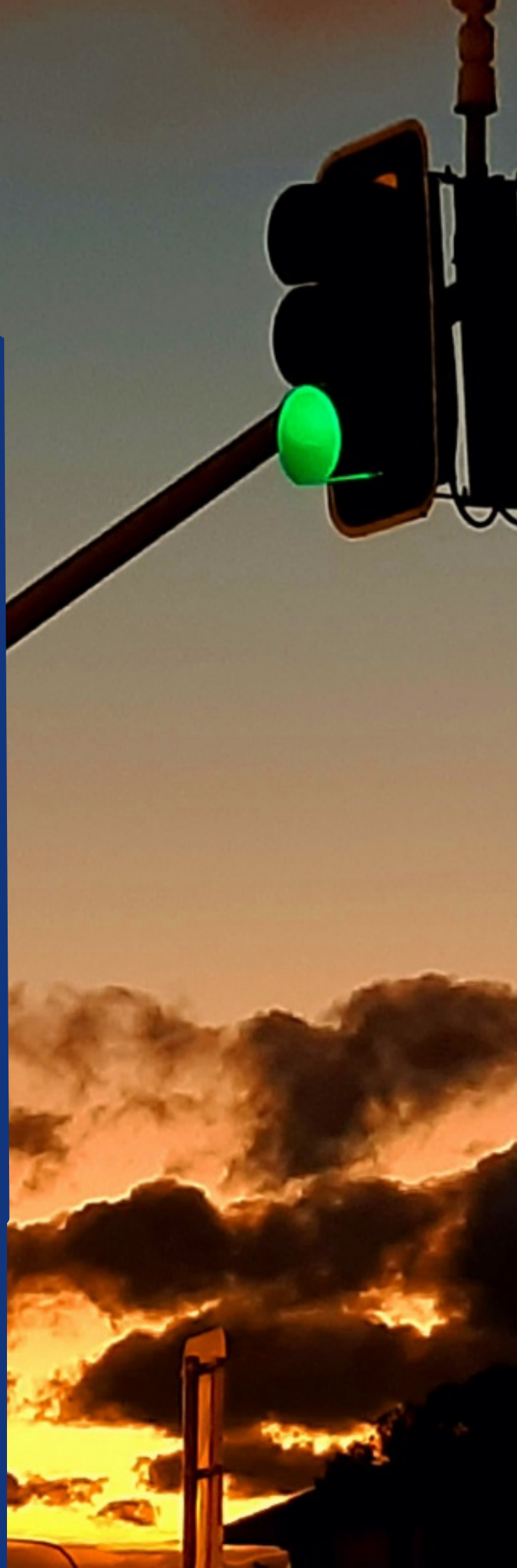




Property & Real Estate Roundtable

2021



The Face of Collaboration in 2021

Collaboration takes many shapes and generally presents opportunities to support innovation by combining capabilities and expertise around a common purpose.

The CBD Sydney Chamber convened a number of Roundtable groups comprising Member Businesses, each designed to encourage Members to collaborate to expand knowledge and networks, while actively seeking opportunities to make available high levels of expertise and professional service.

This expertise within this group is available to any business that might require assistance - with the added confidence that each business is a Member of the CBD Sydney Chamber of Commerce and will act to a high level of professional service standards.

- ABS Conveyancing and ABS Valuations
- Arkitek Projects
- Ewhurst Property Group/CP Mediations
- JCL Legal
- Mr & Mrs Elias
- New Road Property
- True Wealth Finance
- Wealth Efficiency

New Road Property



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NEW ROAD PROPERTY

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New Road Property & Founder, Elaine Davies

When Elaine worked as a real estate agent, she felt uncomfortable with how the expert real estate agents ran rings around uneducated and unsupported buyers. To even out the playing field, she became a buyer's agent in 2010. In 2016 she founded New Road Property.

Now, Elaine has purchased hundreds of properties of her clients and herself but it wasn't always like that.

After her divorce, with toddler in tow, she went from overwhelm and financially surviving on the bones of her skinny jeans to thriving using property and wants to help her clients do the same.

Elaine's latest book, *Mind Body Sold!*, quickly went viral with buyer's hungry for the insider secrets, tips and techniques she uses to buy property. It is her mission to create buyer confidence in a world dominated by the slick and professional real estate agent.

What Do We Specialise In?

We specialise in purchasing residential properties for our clients. Yes, New Road Property offers the expected property expertise and sharp negotiation skills but it's also a haven of education, ideas, support and guidance for our clients.

How We Can Help

We work hard and smart for our clients and know how to cut through the BS that is rife in the property market.

Whether it is our client's first or next home or investment property, we help them buy the right property for the right price with a service to suit every budget.

Being intuitive and creative thinkers, who comes up with solutions, it is our mission to make the processes of buying a property smooth, pain free and successful for all our clients.

Key Areas Of Expertise

- The Brief - we drill down until client's are 100% clear on what they want and need
- The Search - increasingly, properties are sold "off market" – we find them ALL
- Negotiations - after 15-years as a buyer's agent, Elaine knows all the tricks
- We Buy - whether at auction or a private sale, we successfully purchase for our clients

And ...

- Consultancy - buy the hour to guide our clients when they most need us
- Auction - bidding only
- On-line course - Buy Property Like A Pro

Mr and Mrs Elias



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MR & MRS ELIAS PROJECTS

Mr and Mrs Elias Projects, Director Jan Elias

Jan Elias is the Director at Mr and Mrs Elias Projects.

He started his career working on multi million dollar projects with Australia's top builders; Boulderstone & Lend Lease.

Jan's top priority has always been family, so he decided to leave the big boys to work with his father on building the Elias family business. He has since taken a humble business and turned it into Australia's Leading Luxury Apartment Renovation Provider.

Jan and the team at Mr and Mrs Elias Projects, attribute their success to putting the clients needs at the forefront of any project.

A successful business is the result of satisfied & happy clients!

What Do We Specialise In?

Mr & Mrs Elias work one on one with you, making the task of renovating a whole lot easier. Our mission is to give you the flexibility and communication needed to make the very best decisions throughout your renovation process. We're the sounding board providing unbiased advice every step of the way; we are dedicated to bringing you a first-class experience for your next project.

How We Can Help

Being experts in apartment renovations, we team up with our clients to ensure every step of the renovation process is executed to the highest standard; from strata applications & bylaws to planning, design & build. We have a holistic approach that ensures a one-stop seamless process.

Key Areas Of Expertise

- **Luxury Apartments** - our bread & butter. With Over 20 years of experience, we have streamlined the apartment renovation process to ensure our clients a stress-free renovation.
- **Strata Upgrades** - we work with strata managers to upgrade, revive, or redesign areas considered common property.
- **Design Process** - the design process is crucial to any renovation, and we have professionals on board to ensure that plans are up to clients standards.
- **Project Management** - Superior project management is how we ensure works are executed to the strictest standards. We are experts in delivering a product that our clients will be proud of!

True Wealth Finance



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TRUE WEALTH FINANCE

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Helen Fraser True Wealth Finance

At True Wealth Finance, we start by learning about you, what you're trying to do and what's important to you.

Understanding your situation is crucial when looking at your finance options and applying the right strategy can make a huge difference.

Your situation can change over time, that's why it's equally as important to us to keep in touch with you regularly and review if your strategy is still right for you

What Do We Specialise In?

Providing professional financial service solutions.

How We Can Help

At True Wealth Finance, we are just like you. We work, we play, we dream and want the best for the ones we care about most.

We see it as a privilege that every day, we get to meet people from all walks of life and share the knowledge that has helped us change our lives to help you do the same.

We want to hear your story. Where you've been and where you want to go.

It's your journey but we would love to be a part of it.

Our Mission

To connect you to the most complete solutions to your financial goals.

Our Vision

People, communities and businesses working together to create and achieve real solutions

Key Areas Of Expertise

- **Home Loans & First Home Buyers**
- **Commercial Loans**
- **Property**
 - Investment Properties
 - Residential Homes
 - Commercial Properties
 - Property Management
 - Accounting
 - Financial Planning
 - Depreciation Schedules
 - Conveyancing/Legal
- **Asset Finance**
 - Cars, Utes & Motorbikes
 - Boats & Jet Skis
 - Trucks & Vans
 - Plant Equipment
 - Machinery
 - Yellow Goods
- **Insurance & protection**

Ewhurst Property Group/CP Mediations



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EWHURST PROPERTY GROUP

Ewhurst Property Group Crombie Pitts - Director BSC Hons MRICS NMAS

Crombie Pitts - Director BSC Hons MRICS NMAS

Crombie is the Founder and Director of Ewhurst Property Group, a boutique commercial property consultancy. He has 32 years of commercial property experience, having worked for 18 years in the UK and 14 years in Australia.

He is a highly versatile and delivery focused individual, focusing on acting for tenants for specific projects; leasing; management and development work.

Crombie is also a National Accredited Mediator (NMAS) and runs a separate company called CP Mediations to service clients.

Crombie has worked in senior roles in commercial property for JLL, Cushman & Wakefield and GPT.

What Do We Specialise In?

Ewhurst Property Group prides ourselves on providing clear, frank advice to enable the client to make informed property decisions. We add value to each deal by using our extensive knowledge of the property market, to ensure the client gets the best deal that suits them.

CP Mediations prides ourselves on guiding and facilitating the parties of a dispute to reach a mutually suitable and workable agreement. Our straight forward approach helps establish the context and causes of a conflict to design the best process to facilitate its resolution.

We believe that alternative dispute resolution is a viable alternative to courts and lawyers. This is because it is a cost effective, swifter, private service, that offers the opportunity for you to decide on a creative and long lasting agreement.

How We Can Help

We provide mediation services through government bodies and directly to individuals for private mediations. We give good, honest, focused facilitation, being future focused, neutral and impartial. We facilitate discussion, brainstorming of options and the thorough exploration of issues.

Key Areas Of Expertise

- **Commercial Property disputes**
- **Personal & domestic disputes**
- **Insurance disputes**
- **Contract disputes**
- **Workplace disputes**

Arkitek Projects



ARKITEK PROJECTS



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ARKITEK PROJECTS

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Arkitek Projects Charles Estephen - Managing Director

Charles is the Founder and Managing Director of Arkitek Projects. He is an Architect and a Licensed Builder. With over 10 years industry experience he is committed to delivering projects of the highest quality and offering an unmatched personable service to his clients. Charles has worked and gained experience with companies such as award winning architectural firm SJB Sydney and Tier 2 national builder Schiavello Construction.

"Being an Architect and a Builder I understand what it takes to make conceptual ideas become reality. My passion for design and construction allows me to bridge the gap providing insight and solution based thinking throughout the entire project lifecycle. I believe in building partnerships with my clients, ensuring transparent and effective communication".

What Do We Specialise In?

Arkitek Projects is a Sydney based full service construction company offering design and project management services specialising in the residential and commercial sectors. We pride ourselves on delivering turnkey solutions which consistently exceed our clients expectations. Our client focused team of fully qualified contractors are friendly, efficient, adaptable and reliable. Our friendly yet professional approach has contributed to the ongoing growth of our business due to constant flow of referrals and repeat business.

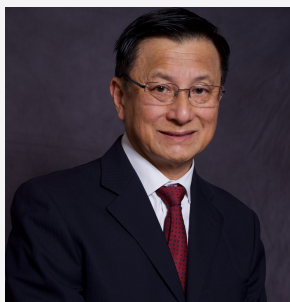
How We Can Help

We provide services for both the residential and commercial sectors, whether it be an office fitout or a new residential build our team can deliver. Through strong transparent communication, competitive prices and quality workmanship, we complete projects hassle free, on time and within the agreed budget. Our promise to our clients is what differentiates us from our competitors, we not only say it we deliver it. Working as an extension of your team we are able to create a partnership like relationship where the best possible outcome can be achieved for all parties involved.

Key Areas Of Expertise

- **Commercial Construction & Office Fitout**
- **Residential Construction**
- **Project Management**
- **Architecture & Design**

JCL Legal



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JCL LEGAL

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JCL Legal Jeffrey Choy -Principal

Prior to entering law was fully engaged in small business. He has owned a variety of different businesses including a photographic minilab; a commercial photo laboratory; wedding photography business; hairdressing salon and a small transport business.

In addition he has both owned and leased commercial premises. He understands business.

What Do We Specialise In?

The firm has represented clients in all manner of situations both large and small. Whilst our primary emphasis is on litigation where we have conducted matters from the highest court in the land, The High Court of Australia to local court, tribunals and mediations.

The extensive experience of our team includes the buying and selling of real estate, the buying and selling of businesses along with over 20 years experience in handling migration matters for individuals and businesses. We pride ourselves that the majority of our clients come to us as a result of recommendation.

How We Can Help

JCL believes that one of the things that really sets it aside is that they take the time to listen. They want to know your story and how you wish to resolve your concern and how resolution fits into your full life circumstance. They then with our knowledge of the law to obtain the best possible result.

Key Areas Of Expertise

- Civil litigation
- Family & De Facto
- Statutory Demand
- Residential and commercial conveyancing and leasing
- Family asset preservation
- Notary Public

Wealth Efficiency



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WEALTH EFFICIENCY

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Wealth Efficiency

Michael Quinn - Director, Property Buyers Agent Residential & Investment

Over the last 20 years, Michael has worked closely with hundreds of clients who have purchased over 800+ properties.

As a Buyers Agent - for residential and investment property, Michael places ethics and what is right for the client as the priority over the sale.

Structure, transparency and being ethically driven sets Michael apart, working with suppliers on a National basis.

What Do We Specialise In?

Wealth Efficiency specialises in working closely with our clients that want to enhance their wealth portfolio with safe property investment.

Our passion comes from being able to provide our Wealth Efficiency clients choice in retirement, through assisting them with property investment during their income producing years.

House Hunting Buyers Agent, enables Michael to assist our clients in locating, negotiating and securing their own home purchase.

Our full service, from finding your first / next home or investment property, to finance, legal and negotiating.

How We Can Help

Wealth Efficiency & House Hunting

Wealth Efficiency specialises in working closely with our clients that want to enhance their wealth portfolio with safe property investment.

Our passion comes from being able to provide our Wealth Efficiency clients choice in retirement, through assisting them with property investment during their income producing years

Key Areas Of Expertise

- **Serving our clients - property requirements since 2001**
- **Awards - Regional winner, Excellence in Business Ethics.**
- **Our business - is repeat or referral driven.**
- **Extensive network - proven suppliers**
- **Fully independent - client comes first**
- **Ethically driven**

ABS Conveyancing & Realty Valuations



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ABS Conveyancing & ABS Property Valuations Paul McKenzie, CEO

Began in humble beginnings, as a property valuation practice, based at Castle Hill, North west of Sydney, in the Hills area. The practice grew with clientele, expanding into tax depreciation valuation work. Over the years, the business moved from Castle Hill to Chatswood and then to North Sydney in the 2000s decade.

After the move to North Sydney, ABS Valuation expanded valuation services to Queensland and then to Victoria. During the first half of the 2010s decade, the property valuation business grew, with property valuation work across Australia's East Coast and Tasmania, from Port Douglas in Queensland to the north, to Hobart in Tasmania to the south.

During 2015, we expanded the business into legal conveyancing work and moved to Sydney's CBD. A very exciting time for our business, becoming known as ABS Conveyancing & Valuations. A few years later, the conveyancing side of the business, expanded into Melbourne and regional Victoria.

What Do We Specialise In?

Professional Affordable & Mobile Conveyancing Services
Across Sydney and New South Wales.

How We Can Help

ABS Conveyancing prides itself with a growing clientele base, successful with clients singing our praises, coming back to us for repeat conveyancing/valuation work and referring our services.

Key Areas Of Expertise

CONVEYANCING

- Across Melbourne and Victoria
- Residential, Commercial, Rural / Non-Urban etc.
- For Vendors, Purchasers, Family Transfers, Court Order Transfers, Commercial/Retail Leasing, Wills Transmission, Caveats, PEXA Settlements, Other Services etc.
- Interstate Conveyancing work By Arrangement.

BUSINESS SALE CONTRACTS & COMMERCIAL LEASING

- Professional & Affordable business sale contracts
- Conveyancing services and commercial leasing services
- Across Sydney, New South Wales, Melbourne & Victoria.

Membership Counts. Be A Member.

The CBD Sydney Chamber connects, engages and supports businesses and people in business to achieve the best possible outcome – whatever the business conditions.

Members have the opportunity to:

- Increase their business's visibility through listing on the CBD Sydney Member Directory
- Connect through networking and other events
- Have access to business legal and HR services that support their business when it's needed
- Access to accredited training and skills education at no cost through BSI Learning
- Access to the Members-only digital marketplace
- Bi-monthly complimentary printed BiziNet Magazine through BiziNet Media

That's why Membership Counts.

cbdsydneychamber.com.au/why-join

CBD Sydney Chamber Sponsor Members



CBD Sydney Chamber Media Partner



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