



Commercial tenants and owners have quite specific needs. Successful commercial investment therefore demands well-informed decisions made with the assistance of a knowledgeable professional.

*Optimising knowledge*

### Specialist services

Our Commercial Division provides comprehensive real estate services specifically tailored to the commercial market.

It is designed to provide both commercial tenants and property owners with specialised knowledge at every step in the process, from strategic planning and site selection to closing the deal.

It means we are qualified to handle any client requirement, from a portfolio review of existing properties to the rationalisation of current assets to re-zoning and re-development.

A key feature is our attention to detail, personal service and prompt reporting throughout the marketing and sales process.

*Optimising trends*

### Strategic direction

The real strength of our commercial division lies in our appreciation of the specific needs of commercial tenants and owners, spanning everything from environmental to zoning regulations and everything in between.

In addition, we have an intimate knowledge of all facets of the commercial marketplace, allowing us to give valuable strategic advice taking into account current trends and market forces.

The net result is that our clients are able to make informed decisions with all the options put before them.

**Our local knowledge is simply priceless.**

# Making the most of your commercial property

**markhay**

# Commercial



## **World-class systems and procedures**

Extensive commercial property knowledge

## **Specific target marketing**

Market leaders in investment and lifestyle opportunities

## **Specialist in commercial market trends**

Information source for buyers and sellers looking specifically in the commercial market place

## **Weekly marketing updates**

Extensive advertising and real estate websites

## **Specific portfolio management and leasing.**

*"There is simply no substitute for specialised knowledge – whether it's the details of zoning regulations or the big-picture view of an area's ten-year potential. Quite simply, dealing with Mark Hay has made commercial property more of a certainty and less of a headache for us. They have their ear to the ground and their finger on the pulse."*

*Guy and Toni | Kalamunda*

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optimise your property potential