



Dawkins Occhiuto
COMMERCIAL REAL ESTATE



what we do

Dawkins Occhiuto is a high quality commercial real estate agency founded by Andrew Dawkins & Walter Occhiuto.

The Company was established to provide clients with a premium service that is driven by the knowledge, skills and focus of the Directors. The overarching principles of Dawkins Occhiuto are a commitment to professionalism, integrity and optimising the clients' outcomes.

The agency practice is nimble, sophisticated and driven by results.

Dawkins Occhiuto provides real estate services ranging from on market public marketing campaigns to strategic off market brokerage sales, specific consultancy advice and leasing instructions.

A core strength of the business is to add value to a sale or leasing instruction by optimising every result. The Directors do this by having a thorough understanding of the key drivers of value -

- In depth market knowledge, both macro and micro
- Technical knowledge of the asset class
- Active market participants
- Likely funding parameters
- Future reversionary potential

The core of their business is built around the seniority and expertise of the team.

It is this strength, coupled with the track records of the Directors that stand Dawkins Occhiuto apart from their competitors.



key personnel



Andrew Dawkins

Andrew Dawkins has worked primarily with high net worth private investors, property funds and developers, with extensive involvement in real estate for over 22 years.

Having been involved in numerous high profile sales, particularly in challenging market conditions, Andrew's ability to co-ordinate major transactions is amongst his key strengths. This knowledge has led to a highly successful track record in both investment and development sales.

Previously, Andrew was employed with CB Richard Ellis, where he held the position of Regional Director for Metropolitan Investments. In addition, he was also the Managing Director of their South Yarra office.

Andrew Dawkins is a Fully Licensed Estate Agent, Auctioneer and Associate of the Real Estate Institute of Victoria (REIV). Andrew was recognised by the REIV, having won the Commercial Salesperson of the Year Award for 2009.

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Walter Occhiuto

Walter Occhiuto's extensive dealings within City Fringe and Suburban markets incorporate a range of property sectors including commercial, industrial, development, and broad acre, with 13 years real estate experience in the Victorian property market.

Due to his wide-ranging experience, Walter has been able to adopt a multi-faceted approach with clients, assisting them across several property sectors within various markets. Walter's strength is his hands-on approach to all of his dealings - offering sound, honest and pragmatic advice, from on market campaigns to off market brokerage or advisory. This approach has assisted him in achieving positive outcomes across a range of market conditions.

Prior to establishing Dawkins Occhiuto, Walter held the position of Victorian Senior Director, Industrial & Logistics Services at CB Richard Ellis, where he was employed for almost 7 years.

Walter is a Fully Licensed Estate Agent and member of the Real Estate Institute of Victoria.

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commercial

The Directors have had extensive involvement in the commercial market with over 30 years of combined experience. Enjoying a strong market share in office investment sales, the firm has also been involved with specialised assets including data centres, medical facilities and automotive dealerships.

Unlike a traditional agency role, the Directors become involved early in the sale process. Providing strategic input in the formative stages assists with the correct positioning of the asset/s and enables the firm to extract full value for their clients at every stage of the sale process. Ultimately premium pricing of investment property occurs as a result of the effort of individuals.

Attention to detail, pre-sale initiatives, high quality marketing and an outstanding knowledge of buyers are key strengths Dawkins Occhiuto bring to their commercial clients.



developments

Sites

The Directors have had extensive experience in selling both infill and broadacre development sites ranging from residential, mixed use, commercial and industrial.

Utilising exceptional market knowledge of active developers coupled with a strong understanding of funding parameters and feasibility analysis, the firm has transacted a number of complex sites both on and off market.

Project Marketing

Dawkins Occhiuto provide a superior time commitment to all their instructions and are actively involved in marketing commercial and industrial projects. The company provides input into design, target markets, marketing collateral and pricing through to the key role of closing sales. The high level of engagement provided by the Directors has them involved from a project's inception through to completion.



industrial

The Directors of the firm have had extensive involvement with the industrial market over a sustained period of time.

Their experience ranges from sourcing and executing major pre-leases, investment sales, land sub divisions, englobo sales and asset / site identification and procurement.

A thorough and in depth understanding of key industrial drivers including transport infrastructure, logistical trends and freight volumes enable the Directors to provide strategic practical advice and in turn achieve premium outcomes for clients.



clients represented

Dawkins Occhiuto work primarily with high net worth private investors, property funds, syndicators and developers.

A selection of clients the firm have represented include:

APGF
APM
Balmain
Banco
C.R. Kennedy & Company Pty Ltd
Elite Property Group
Goodman
ISPT
JG King Homes
Kennards
KordaMentha
Larkfield Estate
MAB
Macquarie Bank
McGrathNicol
Opus Capital Group
Orica
Peet Ltd
Pental Ltd
Salta Properties
Stamoulis Property Group
The Victor Smorgan Group
Vaughan Constructions
VicTrack



testimonials

"I've dealt with Andrew across a number of transactions from standalone investments to a major suburban Business Park. His ability to gain an in depth understanding of the asset, our requirements as vendor and his conduct through the negotiation phase all contributed to the successful results we achieved. I look forward to continuing the relationship with Andrew at Dawkins Occhiuto."

■ Tony McCormack, Head of Capital Transactions, ISPT

"Opus Capital engaged Dawkins Occhiuto to sell a trophy asset at 437 St Kilda Rd as we were seeking a smaller boutique firm that would commit a large time resource to the campaign without sacrificing market penetration. Andrew ran all facets of the campaign to an exceptional standard and we were extremely pleased with the result, that in no small part can be attributed to his level of endeavour, attention to detail and market knowledge. We look forward to continuing our association with Dawkins Occhiuto."

■ Tony Boyd, Chief Executive Officer, Opus Capital Group

"Dawkins Occhiuto, Commercial Real Estate Agents, facilitated the sale of our property at Woodruff Street, Port Melbourne. Given the sensitivities surrounding the sale, it was imperative that confidentiality be maintained at all times whilst negotiating a complex transaction on behalf of a publicly listed company. Walter Occhiuto played the lead role on the transaction from introducing the purchaser through to negotiating final contract terms. Walter's experience and expertise were invaluable in achieving a successful outcome. On behalf of Pental Ltd, I have no hesitation in recommending Dawkins Occhiuto for any future property transaction."

■ Alan Fisher, Chief Executive Officer, Pental Ltd

"I have worked closely with Walter over the last few years and most recently in leasing our biggest vacancy in Melbourne, our 52,000m² Distribution Centre. Walter is extremely hardworking, honest and leaves no stone unturned. His in depth understanding of our property assisted us greatly in achieving an outstanding result."

■ Bobby Binning, National Leasing Manager, Cromwell Property Fund

"Australand have dealt with the Directors of Dawkins Occhiuto across numerous transactions and market sectors. We have enjoyed a strong relationship and look forward to working with both Walter and Andrew in the future."

■ Sean McMahon, Executive General Manager, C&I Australand Property Group

"In February 2012 APGF Management Limited (APGF) engaged Dawkins Occhiuto on a conjunctional agency appointment with a larger CBD firm to market and sell one of our Melbourne fringe asset."

The reason we employed Dawkins Occhiuto as a conjunctional agent was that we believed using this boutique agency with a larger firm was a perfect arrangement for APGF to cover all aspects of the market. As a result, we found having a smaller boutique firm work on the appointment with a large agency proved to be a good combination and resulted in a very pleasing outcome for the Fund."

We had excellent participation in the sale process despite challenging market conditions and were impressed by the efforts of Andrew and Dawkins Occhiuto as a firm."

■ Marc Lucas, Asset Manager, APGF

"Andrew, a short note to wish you every success with your new business. Your reputation, long term relationships and track record stand you in good stead."

Major transactions require a lot of effort and attention to detail to complete and as we know from the transactions that we have been involved in with you, your success in this area will no doubt be a great springboard for the business!

I look forward to working with yourself and Walter again in the future."

■ Gus Cooper, Director, Cremorne Properties

"I've known both Andrew and Walter for a long time and seen them develop into leading property agents in the Melbourne marketplace. Podco acquired Doncaster Corporate Centre and a major Richmond freehold from Andrew and we have valued his advice and market knowledge both in acquiring and selling assets."

His knowledge of key market and property fundamentals as well as the buyer market is highly regarded."

Andrew and Walter are well positioned to build on their past successes and Podco looks forward to being part of the journey."

■ Anthony Wilson, Director, PODCO

contact us

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do Dawkins Occhiuto

For Sale By Expressions of Interest
Closing Thursday 14 March 2013 at 4.00pm

SUPERB GOVERNMENT BACKED INVESTMENT

SOLD

- 100% Securely Leased to City of Greater Geelong & Centrelink
- NLA: 7,651 sqm*
- NABERS Rating exempt
- Annual Rental Income: \$2,030,000pa* - as at 1 July 2013
- Two Buildings, huge underlying land holding

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Under Instructions from
KordaMentha





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