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# *What we do*





# Property-residential



*Photo Credit - Brigid Arnott / Interiors by - Mina Staples*

We take the stress out of purchasing your dream property.

Whether you are looking to up-size your family home or downsize to an inner city pad, Alsaker will assist in finding you the perfect property.

In an ever changing market, you need every advantage possible to achieve the best outcome, Alsaker's network of agents and brokers allow us access to pre-market, off-market and on-market property.

The hardest part of buying a property is finding the right one, our job is to sift through the properties and short list the appropriate options.

Based on your requirements and your position in the process, we provide two buying options:

- 1) Complete search experience featuring the 5 step acquisition process
- 2) Negotiate and secure

**\$75m**  
of property  
purchased in 2019

## Option 1: Complete search experience

The hardest part of buying a new house, is finding it.

Alsaker will research, discover, report and present property to meet your specific brief and criteria.

We negotiate and manage the whole process, saving you time and stress.

### *5-Step acquisition process*

#### **Consultation:**

The preliminary meeting with the team is designed for us to learn exactly what you are looking for.

#### **Research:**

We will produce a series of reports that include a suburb analysis, historical reference, comparable market analysis as well as off-market and pre-market property reports. From this research we short list the best properties to match your criteria.

#### **Inspect:**

Our licenced agents will then conduct a pre-inspection. Once it is then given the tick of approval, we will arrange an inspection for you at a time that is convenient.

#### **Negotiate:**

Once the ideal property has been selected, we begin the price negotiation, representing the interests of our clients and ensuring the best price and terms possible. During this stage we help arrange building and pest, architect and other inspections (report fees not included) and sending contracts to solicitors.

#### **Exchange:**

We will remain managing the process after exchange right through to settlement, answering any questions you may have along the way to ensure a stress-free experience from beginning to end.

## Option 2: Negotiate and secure

Lucky you! You've found the perfect property but you just want assistance in dealing with the agent to secure it.

The Alsaker team will use their knowledge and negotiation expertise to secure the property on your behalf under auction conditions or prior to auction.

### *We don't want you to overpay*

#### **Evaluate:**

Once you have found the perfect property, the team will use their knowledge and negotiation expertise to secure the property on your behalf.

During this stage we help arrange building and pest, architect and other inspections (report fees not included) and send contracts to your solicitors.

#### **Negotiate:**

We will then take over the price negotiation process, representing your interests-thus ensuring the best price and terms possible.

Including registering and bidding at auction on your behalf (if required).

# Vendor advocacy

Don't know who the best agents are in the area or have the time to deal with agent proposals for when you're selling your asset?

Alsaker can tender your property to the best agents in your area, review their proposals, negotiate fees and packages and manage the process to ensure you get the right team selling your prized asset.

The overall process:

- View the property and give initial feedback in preparation for sale
- Interview agents
- Review agent proposals
- Give pro/con suggestions about each proposal and include a like for like comparison
- Engage agent, manage pre-campaign details - photos, videos etc
- Take and report on all the feedback during campaign and negotiate on your behalf (optional)

Clients who have utilised our vendor advocacy service have received on average an additional \$245,000 above the indicated market value.





# Property-commercial

## *Commercial interests?*

Owning a strategic commercial property investment portfolio can be a gratifying and profitable position, trying to find the right commercial asset isn't always so gratifying.

## *Your strategy, our passion*

Alsaker take your brief and take time to research and present the most appropriate properties in accordance with your portfolio strategy.

Our strategy is one that focuses on:

- Capital growth
- True Net Yield
- Current market conditions
- Geographic location
- Infrastructure surrounding target area
- Type of holding asset

## *The Alsaker advantage*

At Alsaker we believe in sticking to your strengths and be the best at that, that is why we don't search for all property types.

We specialise in:

- Owner occupied or tenanted, set and forget or development upside
- Freehold assets
- Off market properties
- Commercial, mixed use and small industrial \$5m to \$25m
- Sydney City, City Fringe, Eastern Suburbs, North Shore and Inner West
- Major Regional Centres (NSW) - Newcastle, Blue Mountains, Canberra, Wollongong
- New infrastructure corridors and small radii surroundings



# *Commercial 5 step acquisition process*



## **Consultation:**

The preliminary meeting with the team is designed for us to learn exactly what you are looking for.

## **Research:**

We will produce a series of reports that include a suburb analysis, historical reference, comparable market analysis as well as off-market and pre-market property reports. From this research we short list the best properties to match your criteria.

## **Inspect:**

Our licenced agents will then conduct a pre-inspection. Once it is then given the tick of approval, we will arrange an inspection for you at a time that is convenient.

## **Negotiate:**

Once the ideal property has been selected, we begin the price negotiation, representing the interests of our clients and ensuring the best price and terms possible.

During this stage we help arrange building and pest, architect and other inspections (report fees not included) and sending contracts to solicitors.

## **Exchange and settlement:**

We will remain managing the process after exchange right through to settlement, answering any questions you may have along the way to ensure a stress free experience from beginning to end.



# Our success and results speak for themselves

"It was the worst of times. It was the best of times... enter Will Roberts of Alsaker.

For over 12 months we had attempted but failed to buy our 'downsizer home', then we engaged Will to negotiate for us on an apartment we had set our hearts on.

Within a week we had the deal completed at a price we were very happy with, thanks to Will's efforts. He was very engaging, very calm under pressure and very skilled in negotiating.

We highly recommend Will to anyone buying a property." **-Neil & Judy Ross**

"We wanted to take a moment to personally thank you both for the time and effort you put forth on our behalf in attaining our penthouse.

We were both enjoying the magnificent views over a picnic style dinner on the balcony last night where the realization struck us on what a journey this property search actually was.

Your helping us initially define the scope of the search, showing us a wide variety of properties to help narrow the focus, meeting us at locations within our restrictive scheduling, filming interiors of apartments that became available while we were overseas and providing referrals for third party resources to help facilitate the transaction, were all invaluable to us.

We just wanted to let you know that we recognize your efforts, and very much appreciate how they contributed to this excellent outcome.

Thanks again and best of luck in all you do." **-Private Client**

"I have used Will to purchase watches and cars for both myself and my clients on a number of occasions.

Will has the highest service ethic I have ever come across. Nothing is a problem. No detail is overlooked. He is a pleasure to work with.

I and my clients have always received both a great experience and a great deal. The holy grail of an exceptional client experience.

I never hesitate to mention Will to any of my friends, family or clients who are purchasing a luxury item, car or property.

Thanks again for my lovely watch." **-Paul Barrett**

"Having lived in our current home for 13 years and 'to-ing' and 'fro-ing' as to when was the right time to 'move on' the process became a little daunting and as a result nothing kept happening!!! Not only could we not decide when to list our property, which agent to use and what improvements to do we simply couldn't agree which meant no decisions were getting made.

Then 'highly recommended', along came Will and Caroline of Alsaker and the rest of the process was stress free, seamless, pleasurable and the whole process completed in a time-frame which far exceeded our expectations.

Will and Caroline's presentations and recommendations were extremely professional and gave us a lot of faith in the process.

Caroline completely took the reins in interviewing local agents as well as organising and negotiating with stylists.

Will was always available at any time of the day and evening to discuss bidding, prices and 'when to stop' ensuring we ended up with our dream home!!!!

We would highly recommend Alsaker and truly believe we achieved the results we did through having their team on board with us. We were able to remain calm both while selling and buying and knew that Will and Caroline had our best interest at heart and were always available to answer any questions we had.

We wouldn't change a thing, can't recommend Alsaker highly enough and would definitely use Will and Caroline's services again if we moved!!!!

Thank you for everything!!!!" **-Peter & Sharon Taggart**

"I hired Alsaker in March 2017 to help me with the negotiation and acquisition of a residential property in Fairlight.

As I was going to be overseas for two weeks prior to the auction and was going to be interstate on the day of the auction, I needed a level-headed and knowledgeable buyer's representative to act on my behalf.

As I already owned the two adjacent properties, this was a property that I had to have at (almost) any price.

Of course, the Vendor's agent knew this as well, so I was concerned that the auction process would be somehow "gamed" so that I would be pushed to pay an over-the-top price.

As the negotiation progressed, I had instructed Alsaker that I was prepared to pay \$2m for the property and had expected that this would be the outcome.

However, after several hours of his discussions with both the Vendors and the Vendor's agent, I was surprised to get a call from them saying that he'd done the deal for \$1.92m, thus saving me \$80,000.

I would recommend Alsaker to anyone who needs an experienced and safe pair of hands to help with their real estate negotiations.

I would be happy to talk to any of their potential clients in this regard." **-Andy Plummer**

# *Our residential success and results speak for themselves*

**Alexandra St  
Hunters Hill**



**Lucretia Avenue,  
Longueville**



**Potts Point**



**Wellington St  
Woollahra**



**Bundarra Rd,  
Bellevue Hill**

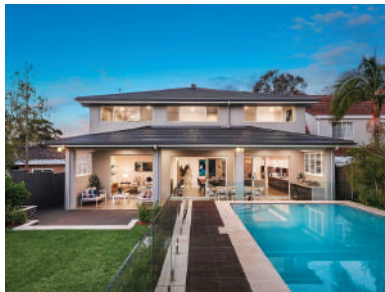


**Kenneth St,  
Tamarama**



*Purchased  
off  
market*

**Carter Cres.,  
Gymea Bay**



**Mitchell Rd,  
Rose Bay**



**Douglas St,  
St Ives**



**Blackwood Rd,  
North Curl Curl**



*Purchased  
prior to  
auction*



# *Our commercial success and results speak for themselves*

**Shopping Centre,  
North Lakes, QLD**



**Darling Street,  
Balmain NSW**



**Alexander Street,  
Crows Nest NSW**



**Dowling Street,  
Woolloomooloo NSW**



**Great Western Highway  
Werrington NSW**



**Hume Highway,  
Lansvale NSW**



**Annangrove Road,  
Rouse Hill NSW**



*Purchased  
off  
market*



# *Our vendor advocacy success and results speak for themselves*

**Bella Vista Crt,  
Warriewood**



**Murray St,  
Bronte**



**Grand Parade,  
Bonnells Bay**



**Castlereagh Cres,  
Sylvania Waters**



**Emerstan Dr,  
Castle Cove**



**Warringah Rd  
Mosman**



*Property advised  
and prepared  
for sale*

An aerial photograph of a swimming pool and the ocean. The pool is rectangular with several lanes marked by black lines. The water in the pool is a vibrant turquoise color. To the right of the pool, the ocean is visible with white, foamy waves crashing against a concrete wall. In the bottom left corner, a portion of a modern building with large windows and a balcony is visible.

**#buyyourside**

*Thank you*

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