



# McAndrew<sup>TM</sup>

## Corporate Profile

*Project Marketing*

*Residential Sales*

*Project Advisory*

*Property Management*

*Property Development and Consultancy*





## Who we are

“  
*No matter how complex your property question may be, McAndrew Property Group has the capabilities and expertise to deliver the right answer at the right time, so you can move forward and achieve the results you require. Welcome to McAndrew Property Group.*”

With a qualified depth of knowledge and experience built through over 30 years in property, McAndrew's expertise extends across all facets of residential Real Estate.

Whether you require Project Marketing, Property Development, Consultancy, Residential Sales or Property Management, our service is backed by a dedicated team of industry professionals committed to achieving positive outcomes for our clients. With both national and international networks, McAndrew Property Group combines global reach with the personalised approach of a proud family-owned business.

## Our Mission

At McAndrew Property Group, we understand that real relationships deliver real success. Our highly skilled team of industry professionals drive our proven track record in project delivery and sales, and are motivated to ensuring the full realisation of your vision. With our consultative and proactive approach, we provide tailored solutions designed to deliver the best possible outcomes for our clients. At McAndrew Property Group we go the extra mile to help you achieve success, because nothing is more satisfying than seeing our clients prosper through real estate.

## Our Team



### John McAndrew

#### Founder

John's experience spans over forty years in the property industry. Over the last 22 years, John has worked as a leading property investor mentor and marketer, assisting first time investors and consulting major developers.

John's skills and experience in company management, project marketing, property management, sales management and leadership are put to use in the day-to-day operations of the McAndrew Property Group.

#### Qualifications and Experience

- *Licenced Real Estate Agent No. 2205472*
- *Certificate IV in Human Resource Management*
- *QBCC Licence No. 14595/H2*
- *Published author*
- *Over 45 years property and business experience*
- *Fellow of the Real Estate Institute of QLD (REIQ)*

DIRECTORS



Matt McAndrew

Director - Development

As one of the Directors of the business, Matt McAndrew is responsible for overseeing the property development and development advisory side of the business, taking a hands-on approach to ensuring the success of each project. His entire working life has been within the property industry and the relationships he has built with key partners over the last 18 years have strengthened his success in the industry.

Qualifications and Experience

- Bachelor of Applied Science (Construction Management)
- Diploma of Business (Real Estate Management)
- Certificate IV in Real Estate Agency Practices
- Certificate IV in Property Services
- 18 years Property Development experience
- Real Estate Salesperson No. 3608239
- QBCC Licence No 1098614

Recent Achievements

- \$40m townhouse project in Brisbane - appointed as Development Manager, on behalf of Significant Investor Visa client from China
- Previously held senior development positions with one of Australia's largest residential developers, managing a portfolio of over 17,500 lots valued at \$3.5B
- UDIA Moreton bay branch Committee Member.



Scott McAndrew

Director and Principal

Scott has been a Director of McAndrew Property Group since 2010 and has been in the property industry since 2002. Responsible for overseeing the day to day operations of the business, Scott manages the project marketing division and the local residential sales team. This role has allowed Scott to develop strong relationships with Queensland's leading property developers, as well as maintaining and growing a large network of national and international investment channel partners. Scott's knowledge and contacts within the industry allow him to deliver solutions to clients for a wide variety of project types and locations.

Qualifications and Experience

- Certificate IV in Property (Real Estate) Sales
- Licenced Real Estate Agent No. 3248177
- Diploma of Financial Services
- 16 years Property experience

Recent Achievements

- Consultancy to some of Queensland's leading private developers on product mix, design, pricing and strategies to deliver projects to market
- Design and implementation of successful sales campaigns achieving results both on market and off market





### Joel McAndrew

#### In House Counsel

Joel is a property lawyer specialising in property development law with over 12 years experience in the property industry. Heading up the legal division, Joel assists private developers from site acquisition through to conveyancing of the developed lots. Joel's depth of legal and property experience allows him to provide a unique insight into transactions and the ability to think outside of the box to solve legal issues and get deals done.

### Linda Kane

#### Senior Property Manager

Linda has been in the real estate industry for over 26 years, both in Brisbane and interstate. The last 18+ years have been dedicated to Property Management with McAndrew Property Group. Linda's attention to detail, passion for helping people and care and attention given to each and every property and landlord are just some of the reasons for Linda's longevity in the industry.



#### Qualifications and Experience

- Certificate IV in Real Estate Agency Practices
- Over 25 years property experience
- Licenced Real Estate Agent No. 3118969
- 18 years property management with McAndrew Group

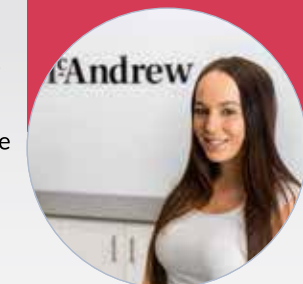
### Krystal Lynch

#### Sales and Contracts Manager

Krystal began her property career with McAndrew Group in 2014. Due to her exceptional customer service, willing attitude and determination to learn she quickly progressed to her current position. Krystal is a fantastic support to the local and interstate sales agents, managing the contract process for new residential and off the plan, as well as providing marketing and sales support.

#### Qualifications and Experience

- Real estate salesperson No. 4014240
- Over 4 year's real estate and contract management experience.



#### Qualifications and Experience

- Admitted Solicitor in the Supreme Court of Queensland and High Court of Australia
- Bachelor of Laws
- Graduate Diploma of Legal Practice
- Queensland Law Society member

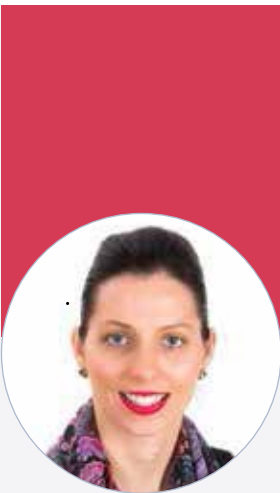
#### Recent Achievements

- Providing strategic titling advice and preparing off the plan contract documents for a mixed use development comprising a hotel and more than 400 apartments
- Negotiating a development agreement for the development of 10,000 units with a projected end value of \$6.3 billion
- Overseeing the conveyancing and day-to-day legal issues for a two staged development of 80 units and townhomes
- Negotiating a development agreement for the development of a flat land subdivision with a child care and community title scheme component

# Agatha McAndrew

## Operations Manager

Agatha joined the business in June 2014 as a result of the rapid growth the business was experiencing. Her previous experience in HR exposed her to a diverse range of operations of a business, which has allowed her to easily transition into this role and apply the necessary expertise. Her experience, coupled with a genuine interest in the property industry has resulted in a great match.



Qualifications and Experience	Recent Achievements
<ul style="list-style-type: none"><li>Bachelor of Business (Double major: Human Resource Management and International Business)</li><li>10 years' HR experience in large commercial and not for profit organisations</li><li>Certificate IV in Property Sales</li></ul>	<ul style="list-style-type: none"><li>Successful implementation of Client Management System</li><li>Development and implementation of all necessary HR and operational policies and processes</li><li>Staff recruitment and management as the business continues to grow</li></ul>

# Nick Cowley

## Business Development Manager

Down-to-earth, friendly and good-natured. Nick's strong work ethic and determination coupled with his easy-going disposition make him the ideal agent. It's for this reason that Nick's grown to become one of the most trusted Real Estate agents in his field.

Nick works tirelessly to provide a high level of customer service to all of his clients and utilises the latest technology to manage his database, which gives him the time to dedicate to the critical areas of client management, negotiation and marketing your property.

As a Senior Sales & Marketing agent Nick has over 10 years of experience, with a special interest in boutique development sites. Nick's invaluable experience is also utilised in the property management division of the business, helping guide new landlords through the process of renting their property.



Qualifications and Experience	Recent Achievements
<ul style="list-style-type: none"><li>Certificate IV in Property Sales</li><li>Licensed Real Estate Agent No. 3210836</li><li>Over 10 years property experience</li></ul>	<ul style="list-style-type: none"><li>Day to day management of new business to the property management division, with over 75% growth in 12 months.</li><li>Implementation of new procedures for online tenancy application process and digital signatures in line with current legislation.</li></ul>

# Lee Dwyer

## Senior Sales & Marketing Specialist

Lee has gained an outstanding reputation on the Brisbane property scene with his winning attitude and experience negotiating and delivering record breaking results for his clients. With the support of his team and network, Lee has expertise in development site sales and acquisitions, residential sales, project marketing & off the plan sales as well as hands on development management. His knowledge and understanding of current market conditions and trends, along with his strong work ethic are just a few of the many reasons Lee has achieved such success in the industry and consistent results for his clients.



Qualifications and Experience	Recent Achievements
<ul style="list-style-type: none"><li>Real estate sales person No. 3722267</li><li>Over IV years property experience</li><li>Certificate in real estate agency practices</li></ul>	<ul style="list-style-type: none"><li>Consistently achieving high sales volume of over \$30m per year.</li><li>Experience in development site sales, project marketing and off the plan and residential sales.</li><li><a href="http://www.leedwyerproperty.com.au">www.leedwyerproperty.com.au</a></li></ul>

# Todd Schultz

## Acquisitions Manager

With a keen flare and proven track record of success in business ownership, real estate negotiations, sales & development, Todd has a qualified depth of knowledge and experience built through over 30 years in the real estate, property and building Industry. Whether it be land negotiations, project marketing, property development, consultancy or residential sales, Todd's service is backed by a dedicated team of industry professionals committed to achieving positive outcomes for his clients.

Originally from the USA, Todd leverages both his national and international networks, and has now spent the last 30 years living in the Brisbane area and is a family man with a devotion to God, his wife and 4 children.

Todd's experience and foresight allows him to proactively address details before they become a problem. And his initiative to communicate in detail creates a smooth transaction from the first phone call to the final day of settlement.



Qualifications and Experience	Recent Achievements
<ul style="list-style-type: none"><li>Bachelor of Applied Science Psychology Organisational Psychology</li><li>Associate Degree Business</li><li>Certificate IV Real Estate</li><li>Licensed Real Estate Agent No. 4094076</li><li>REIQ Member No.11552</li></ul>	<ul style="list-style-type: none"><li>30 years Business experience</li><li>Negotiated over 40 million dollars in development transactions 2017/2018.</li><li>30 years of Sales, Marketing and Business Management.</li></ul>



## Project Marketing



As a leading and experienced project marketing firm, McAndrew Property Group's strong track record includes the successful promotion of landmark residential projects across Queensland – since 1995.

Whether it's a boutique apartment complex or multistage master planned community, McAndrew Property Group has the capabilities to realise the full potential of your project. Our collective experience and results-driven culture ensures that your project is optimised for current market conditions, appeals to target audiences, and achieves decisive market differentiation.



### Our Project Marketing services include:

- Complete Consultancy Service
- Pricing Strategy & Methodology
- Project Advisory Services from Concept to Product Design
- Branding & Positioning
- Media Campaign Strategy
- Design & Implementation of Detailed Marketing Campaigns
- Land Estate Sales
- House and Land Packages
- Sales Office Design, Fit-out & Staffing
- Qualified Sales Team & Support Team
- Lead/Enquiry Monitoring & Database Regeneration
- CRM/CMS & EDM Software Systems
- Display Villages



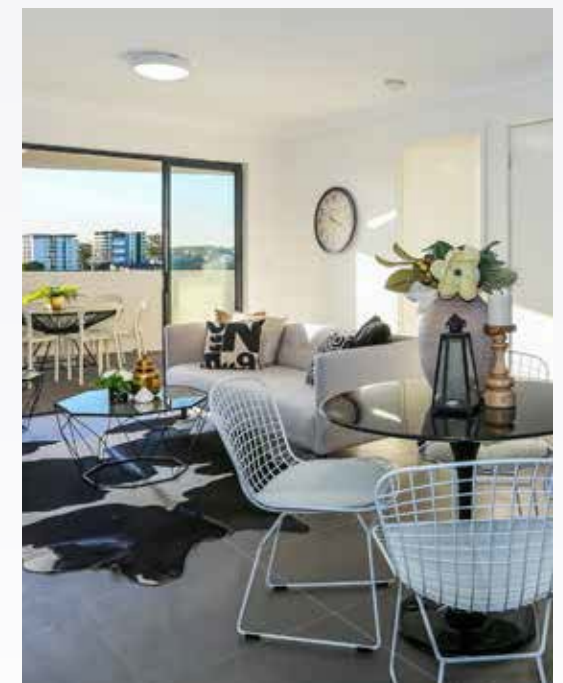
## Residential Sales



Selling your property is often a life-changing decision. With McAndrew Property Group, you don't have to do it alone. Whether you are selling an inner-city apartment or land allotment, our team of proven sales specialists take the stress out of the sales process and get you closer to that dream result. Combining extensive local knowledge with best-practice marketing techniques, McAndrew Property Group's team of selling agents ensure the best possible representation of your property for maximum market impact.

### Our Residential Sales services include:

- Comprehensive Appraisal Process
- Effective & Detailed Communication Strategy
- Strategic Sales Process
- Administrative and contract support staff and systems
- Value for money effective marketing solutions





## Project Advisory



With McAndrew Property Group, you gain access to a team of proven industry specialists with a strong track record in development site sales and acquisitions.

From individual property owners to large development corporations, our cost-effective professional service ensures that our clients are well placed to take advantage of every available opportunity in the market.

### Our Project Advisory services include:

- *Market leading sales campaigns*
- *Feasibility and development analysis*
- *Site identification and off market acquisition*
- *Extensive database of qualified builders and developers*
- *Consultancy on design, product mix and marketing or off market sales strategies*



## Property Development & Consultancy



McAndrew Property Group is a trusted name in property development, delivering exciting residential projects to the Queensland marketplace, and providing domestic and international clients with direct access to high quality investment opportunities.

As respected industry consultants, McAndrew Property Group understands the need to reduce risk and achieve maximum results in a minimum timeframe. Our consultancy service provides strategic direction at each stage of the development process, from site identification to market launch.

### Our Property Development & Consultancy services include:

- *Property Development, Joint Ventures & Development Management*
- *Development Consultancy, Management & Site Identification*
- *Sourcing of Equity/Debt & JV Partners*
- *Property Development Law*
- *Conveyancing*





## Property Management



At McAndrew Property Group, we understand and appreciate the importance of your investment property. Which is why we strive to manage your property in the most financially rewarding manner to ensure you receive the maximum return on your investment. Your peace of mind is assured, as we manage your investment property the way we would like it to be managed if it were our own property.

### Owner Testimonials

*"Issues have been dealt with promptly and professionally; if I have missed addressing something, I get a gentle reminder..... I am always kept up to date with tenant issues and I always get such good, apt feedback."*

*"McAndrew went beyond the call of duty at times and always confidently dealt with whatever problems that we were confronted with."*

*"McAndrew helped us achieve a great rental return and selected a great tenant. They took care of all matters which let us just sit back and let the property do its thing. It was a great experience."*

### Our Comprehensive Property Management services include:

- Daily rent receipting & checks on rent arrears;
- Routine property inspections 4 time per year;
- Coordination of repairs & maintenance;
- End of month & end of financial year statements;
- Detailed entry & exit inspections & reports;
- New tenancy application screening including TICA search & employment/reference checks;
- Advertising on all major industry websites;
- Rent reviews on lease renewals;
- Bi-weekly inspections for leasing/vacancies;
- Document management & storage;
- Tenant selection & pre-placement owner consultation;
- Prompt client communication;
- Specialist full time routine inspection, repairs & maintenance manager;
- Specialist full time leasing manager.

## 100% SATISFACTION GUARANTEE



Here at **McAndrew Property Group** we believe that customer service is the number one priority. We're so sure of this that we offer a **no lock in guarantee**. If you are not happy with our service, simply let us know and we will assist you to transfer your property to another Brisbane Property Manager.



### We Manage Your Property Like It's Our Own

Rest assured that we manage your property like it was our own. Our expert property managers ensure your property is cared for with **routine inspections four times per year**.



### 100% Satisfaction Guarantee

We're so sure you will love our property management service, we offer a **no lock in guarantee**. If you are not happy with our service, simply let us know and we will assist you to transfer your property to another agent.

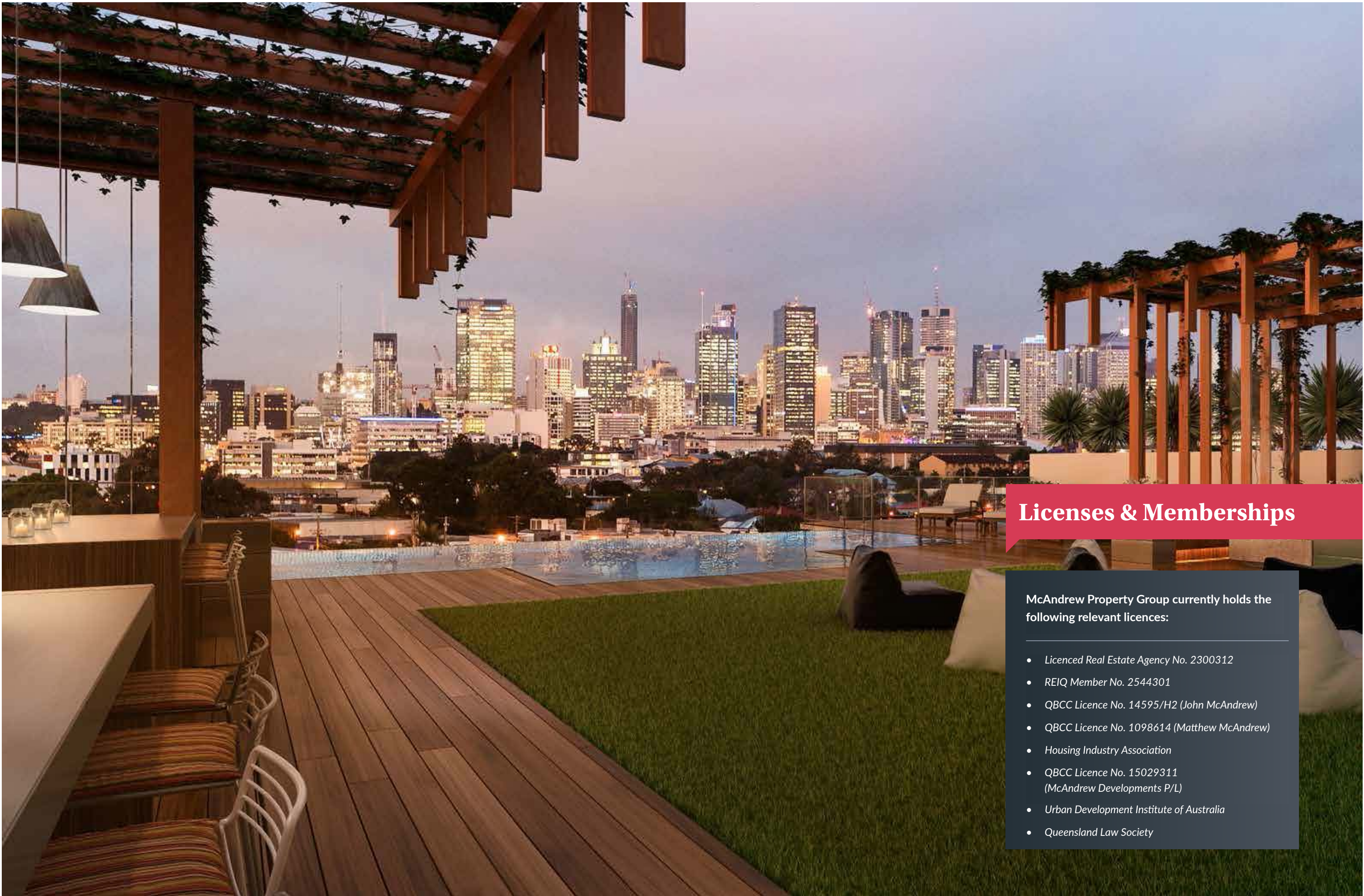


### Local Brisbane Service

We're an expert property management company based in Nundah, Brisbane. We know Brisbane and this helps us ensure **you achieve the highest weekly rent possible**.

*We service houses, apartments and townhouses in the majority of South East Queensland, including Brisbane City Council, Moreton Bay Regional Council, Redland City, Ipswich City, Logan City, Sunshine Coast and Gold Coast.*



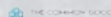


## Licenses & Memberships

McAndrew Property Group currently holds the following relevant licences:

- *Licensed Real Estate Agency No. 2300312*
- *REIQ Member No. 2544301*
- *QBCC Licence No. 14595/H2 (John McAndrew)*
- *QBCC Licence No. 1098614 (Matthew McAndrew)*
- *Housing Industry Association*
- *QBCC Licence No. 15029311 (McAndrew Developments P/L)*
- *Urban Development Institute of Australia*
- *Queensland Law Society*






# McAndrew<sup>TM</sup>


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