

Ray White[®] Canberra Group

Residential Sales • Property Management • Commercial • Strata Management • Projects • Loan Market

rwc Canberra.com.au



Welcome...

to Ray White Canberra Group!

Ray White was established in 1902 as a family business in the small Queensland town of Crows Nest, since then Ray White as a brand has gone from strength to strength. Today, it's a household name across Australia, changing the dynamics of real estate operations along the way.

Over 100 years later, family members still occupy key roles in the group, and that stability and continuity help ensure the preservation of the founding Ray White vision – exceptional customer service, a greater level of care and attention, and a commitment to excellence in every facet of the business. Even from its earliest days, Ray White looked to the future and took a progressive approach to technology. Now acknowledged as the first real estate Supergroup, Ray White utilises the vast resources of its national and international network to deliver unrivalled value for its clients.

Ray White Canberra opened its doors in 2003, operating exclusively as a commercial agency with a staff of three. A dedicated customer-focused approach brought more and more business through the door. Growing demand led to quick expansion of the Commercial business and the acquisition of a Strata business. A Residential Sales, Property Management and Loan Market teams followed.

There are now over 80 specialists on the Ray White Canberra team. We're proud to be the only property business that includes all areas of real estate under one roof – Residential, Commercial, Strata and Mortgage Broking.

Ray White Canberra Vision

Our goal is to be recognised as the ultimate provider of property services, through an unrivalled commitment to delivering exceptional results for our clients.

Ray White Canberra Values

- Teamwork
- Integrity
- Respect
- Professionalism
- Success
- Commitment



Service Guarantee

Ray White Service

For us, it's personal. At Ray White Canberra we're interested in building relationships. Each client is an individual, and every property is a unique proposition. We're committed to leading from the front when it comes to real estate technology and our staff are just as dedicated to staying ahead of the pack through ongoing training.

Our Service Guarantee

Everyone at Ray White Canberra is fully focused on our clients, consistently putting their best interests first. We also know that clear communication is vital, so we work hard to ensure our clients feel supported and at ease.

Our commitment to you

We'll always do our utmost to meet your expectations, but if there's ever something we can do better we'd really like to hear from you.

Please register any criticism or complaint in writing with us. We strive to act upon any issue within 24 hours of receipt. In the unlikely event that we can't provide satisfaction, you have the option to cancel any agreement.





Residential Sales

When it comes to finding the right buyer and securing the maximum possible price for your property, Ray White's local, national and international exposure and knowledge is invaluable.

As Australia's largest property advertiser, we generate maximum market coverage. Genuine buyers are successfully targeted via multiple media and proven sales techniques. We know from experience that extensive marketing, impressive presentation and excellent negotiation create the springboard which delivers the best price for a property.

Our hand-picked team of Canberra's best and brightest sales agents handle everything from studio apartments to multi-million dollar campaigns.

Ray White **Know How**
to sell more property



we will help to ensure you achieve
a better price for your property



Property Management

There's no doubt about it: superior service and superior results are only achieved by a superior team.

At Ray White Canberra, our team of highly experienced property managers is supported by smoothly-functioning administrative framework and a carefully chosen network of tradespeople.

Ray White Property Management works within a highly effective and accountable management framework that extends well beyond the collection of rents. Our services can include the day-to-day upkeep of your property and preventative maintenance strategies. We pride ourselves on selecting the right tenants for your property.

It's our capacity and commitment to implement these strategies that helps ensure the protection and growth of our clients' investments.

Ray White **Know How**
to raise the bar in
property management



consistently outperforming the
Australasian property market



Commercial

Ray White Commercial creates property solutions for a comprehensive client base – owner occupiers and investors, institutions, large corporations, small companies, Commonwealth and local government, developers and private clients.

Leasing and Sales

Clients can rely on our expertise in arranging all types of commercial leasing and sales, from retail outlets to industrial warehouses, service trades buildings to high rise offices. Our team has more than 35 years combined industry experience and continually receive accolades from the Ray White network and industry for their outstanding results.

We have an enviable track record and a high profile in the Canberra CBD, suburban marketplaces and industrial estates. We've also been involved in numerous large sales transactions, and maintain strong links with local owners.

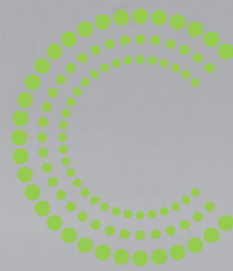
Property Management

Our Property Management division services commercial buildings including high rise office towers, industrial warehouses and retail centres. We tailor our services to suit each client's particular requirements, offering a full range of financial and physical management.

Ray White **Know How**
delivers local, national and
international relationships



we cover hotels, retail, industrial, office leasing, investments, development sites and land.



CIVIUM

Strata People



Strata

At Civium, we believe that strata management is about people. About the relationships between people. For us, it's personal; we're all about relationships. Each client is an individual, and every property is unique.

Our status as one of the ACT's largest providers of Body Corporate Management services **Civium Strata People** is built on our reputation as experts in management and developer consultation.

We have the in-depth knowledge and experience that adds value at all stages of the life of a Body Corporate, from concept to completion and beyond. Our wide range of services extends to:

- Assisting with Developer Requirements;
- Assisting in the Sales Process; and
- Ongoing Strata Management

So often in life, it's the little things that make the difference. That's the philosophy behind our Strata Management service. We offer regular site inspections, plus a commitment to contacting every owner at least twice a year and 24 hour availability in emergencies.

We work with all parties
to find solutions that
everyone can live with.

We believe in adding
value to a process
rather than simply
managing the process.

Loan Market 



Loan Market

People are the priority for our Loan Market mortgage brokers. It's our aim to make the home finance experience a good one for our clients.

The first step is to talk to people who understand the realities of getting home finance settled on time and at the right price. A good mortgage broker can help at every step of the way: from choosing the right home finance to getting it approved, helping with everything from the application to settlement and managing the costs involved. They may even be able to find clients a better deal with their own bank.

Loan Market mortgage brokers secure more than \$500 million in home finance across Australia every month, through more than 600 mortgage brokers dealing with over 400 home loan products.



Home Loans



Commercial Loans



Business Loans



Investment Loans



SMSF Loans



Renovation Loans



Construction Loans



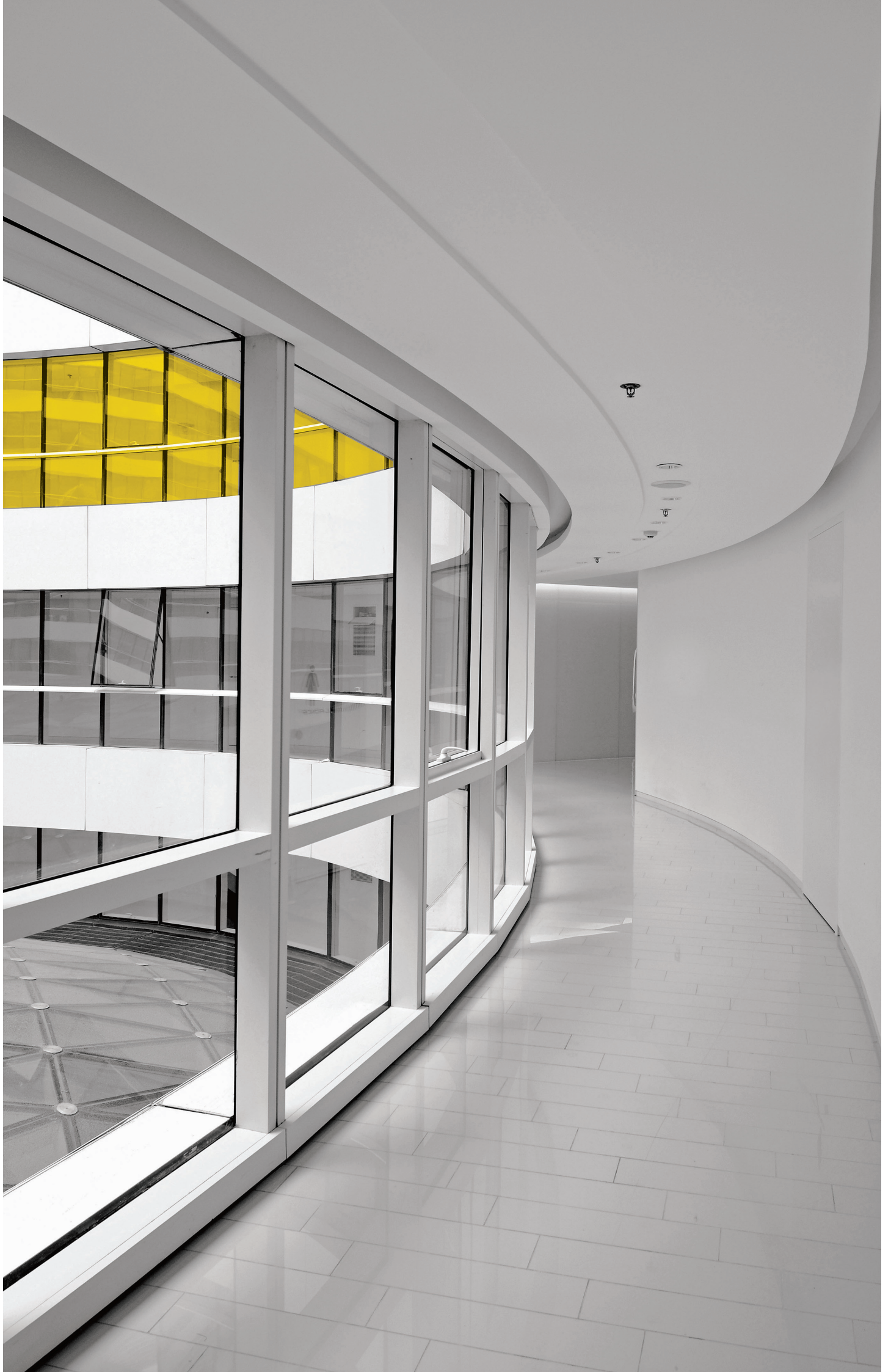
Low Doc Loans



Car Loans



Personal Loans



Projects & Development Sites

Ray White Canberra through the strength of the Ray White Group will market your property nationally and internationally, we have over 1000 offices ready to use their local strength and work as one team. Proven processes, attention to detail and market knowledge is the key to maximising the pricing and sales rates for each project. Ray White Canberra prides itself on the delivery of these critical elements.

Ray White Canberra brings its skill sets to the projects at inception. We work to ensure the most efficient and marketable product is able to be developed. The effort take at each stage is reflected in the results achieved.

We are the standout agency specialising in the area of residential re-development sites in Canberra, recently completing the 4 largest privately owned re-development sites sales in the ACT. These future development sites range in size from 150-500 units per site.

Our knowledge of this market and the key players within it, allows us to negotiate outstanding sales results for our clients. The sale process undertaken on every property above was distinctly unique and tailored to the required outcome of the seller.

Ray White Canberra is committed to servicing our clients requirements to the highest standards.

Ray White **Know How**
to deliver a more
effective marketing strategy



we will customise the right marketing campaign for your developments needs.



Bringing it all together...

Ray White Canberra Group has all property services under one roof, making it even easier for you to achieve your goals with minimum fuss.

Packages can be specifically tailored to suit your individual circumstances.

Contact us today so we can help you with your property needs.

Ray White Commercial
17-23 Townshend Street
Phillip ACT 2606
Ph: 6162 0681

Ray White Weston Creek
10/16 Brierly Street
Weston ACT 2611
Ph: 6288 3999

Ray White Woden
17-23 Townshend Street
Phillip ACT 2606
Ph: 6162 0681

Loan Market
17-23 Townshend Street
Phillip ACT 2606
Ph: 6285 0399

Civium Strata People
17-23 Townshend Street
Phillip ACT 2606
Ph: 1300 724 256

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