



FPS COMMERCIAL
PROPERTY

LEADERS IN COMMERCIAL PROPERTY

DELIVERING THE BEST RETURN ON INVESTMENT FOR OUR CLIENTS

We are specialists in commercial property management, sales and leasing who work closely with our clients to maximise their return on investment.

With a vision to be the most respected and highly successful property specialists, we have set new benchmarks in service and expertise in commercial real estate that will achieve great results for our clients.

OUR COMPANY OUR HISTORY

We're a company built on passion for commercial real estate, unparalleled industry expertise, loyal customer service and an in-depth understanding of the local market.

Independently owned and operated FPS (formerly Fremantle Property Services) Commercial Property was founded in 2004 by one of Perth's most respected and highly successful property specialists – Gerry Lovegrove.

Our continued growth and success marked another milestone in 2012 when leading real estate agent Anthony Van Der Wielen joined the business as an owner.

Today, with more than 55 years of combined experience, our directors Gerry and Anthony work together at the helm of FPS Commercial Property to service astute investors with quality commercial properties, purchasers and tenants.

COMMERCIAL PROPERTY SPECIALISTS

FPS delivers complete commercial property services, specialising in commercial property management, leasing, sales and marketing. Our client base spans across the commercial, industrial, retail, development and investment sectors, and we are fortunate to play a role in the establishment and growth of their businesses.

Our difference is that we work closely with our clients to identify their needs and apply them to the current market conditions. We leverage our deep experience and back each project with a highly skilled team.

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SPECIALIST EXPERIENCE
PROVEN RESULTS
LONG STANDING RELATIONSHIPS





WE BUILD LONG TERM AND TRUSTED RELATIONSHIPS

Over the years, FPS has built a personal and comprehensive understanding of the needs of investors, developers, owner/occupiers and potential tenants.

Supporting this is a strong referral network and extensive database of potential purchasers and tenants.

Our directors are hands-on. Our team, passionate and highly skilled.

We offer a tailored service to all our clients. Our commitment is to deliver an exceptionally high level of service, supported by a team of skilled and loyal specialists.

We believe in pro-active and transparent communications. We understand that our clients will vary in the level of detail and frequency of information that they want – and together, we'll set the course on expectations and delivery.

Here for the long haul.

With low staff turnover rates, our aim is to grow with our clients, sometimes over generations! We build long term and trusted relationships and deepen our experience and understanding of our clients' businesses over time to achieve an impressive track record.

The Manning Estate tenancies have been managed by Fremantle Property Services (now known as FPS Commercial Property) since their beginning. Gerry Lovegrove in particular has an extensive and detailed knowledge of commercial real estate in Fremantle.

His knowledge of the area, the people and its workings is unique and has served our business very well over many years. A few years ago he was joined in the business by Anthony Van Der Wielen whose proactive approach and strategic thinking is proving very useful to us in these more difficult times. Together, I believe, they have the experience and energy to properly serve our interests.

Tony Manning – Manning Estate



A COMMITMENT TO OUR CLIENTS

We offer our clients a wealth of experience and resources to maximise their commercial property results and help meet their strategic objectives.

We have built a reputation as one of the most successful commercial real estate agencies and whilst we are proud of our success, we understand that only continued improvement and hard work keeps us at the forefront.

We make it personal.

We've been looking after generations of our clients through the decades, and it's our consistent reliability, stability and professionalism that have granted us a very loyal referral network over the years. Quite simply, people recommend us because they trust us.

Proven systems. Best practice processes.

We back our service with cutting edge systems and tested procedures. Set in place are preventive strategies to minimise risk and structures to protect investors.

We have also invested in trusted accounting software which will seamlessly integrate into accounting systems to make it easy for our clients to access information, get reports and statements to the level of detail that they need.

We combine cutting edge technology and processes with traditional management styles to deliver the best level of service that is timely, trusted and reliable.



**TIMELY
TRUSTED
RELIABLE**

PROPERTY MANAGEMENT

We successfully manage tenancies throughout the Perth metropolitan area, from small single properties to multi-million dollar commercial centres, shopping malls and industrial estates.

Over the past few decades, our highly experienced commercial specialists have assembled one of the largest property portfolios in Western Australia.

Our specialist Property Management team works closely with our clients to develop, implement and manage their real estate strategies to achieve complex business and financial needs.

The management of commercial property requires specialised skills and is subject to a different legal and regulatory environment from residential property and those in other states.

At the forefront in property management.

Our managers are at the forefront of the latest market data and industry training allowing them to provide the absolute highest level of services. The structures and procedures we have in place mean that we provide fast and efficient accessibility to custom reports, easy to read statements and information.

Services we offer include:

- Supervise property maintenance, working closely with strata managers, developers and tradesmen to maintain properties and enhance value
- Collect rent and outgoings and disburse to owners
- Conduct annual rent reviews and reconcile outgoings budgets
- Conduct negotiations for new leases and extensions
- Pay outgoings on behalf of owners including strata levies, water and council rates
- Inspect properties at beginning, during and end of the lease term and compile and distribute reports to owners
- Conduct regular meetings with the Lessee, reinforcing a positive Lessor/Lessee relationship
- Assist the client with ensuring the Lessee's fit out and all building works (both Lessor and Lessee) are completed on time
- Prepare monthly, quarterly and annual financial reporting to owners assisting them with financial performance assessment and tax compliance
- Facilities management by ensuring your building operates as efficiently as possible
- Broader business objectives including assessing, implementing and managing sustainability policies, undertaking critical task management, and outlining and overseeing refurbishment projects
- Environmental sustainability including reducing your property's impact on the environment, ensuring the building is used in the most productive way and reducing operational costs.



ZERO TOLERANCE ON RENTAL ARREARS

COMMERCIAL SALES AND LEASING

We work hard for our clients to secure the best sales and leasing results for their commercial properties on the market and maximise their return on investment.

Our sales and leasing team have built a specialist level of knowledge and understanding of the market at any given time. Leveraging proved marketing strategies and tested methodologies in industry analysis, the team at FPS are equipped to best market properties, generating optimum exposure and results.

Effective marketing strategies.

With decades of proven experience, FPS can demonstrate a track record of effective campaigns that have been successful in competitive environments and challenging markets. Our strategies ensure that commercial properties are targeted to the right buyers and tenants to maximise return on investments.

We also minimise risk of underselling or pricing with thorough market testing and knowledge.

Tested methodologies in selling and leasing.

Our procedures back our zero-tolerance for rental arrears and our primary goal to minimise vacancy times and secure long-term leasing outcomes for all parties involved.

We offer the following services:

- Investment portfolio sales and leasing
- Investment and financial analysis
- Market research
- Sales and leasing appraisals
- Due diligence for owners and tenants
- Negotiating sales and leasing terms
- Property auctions and set-date sales
- Insolvency
- Proven marketing strategies
- Strategic advice for sale and leaseback methods.



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