

# CREATING WORTH ACROSS ALL FOUR POINTS OF THIS CITY



[CVA]



As Melbourne's leading independent commercial property agency, we take pride in creating worth across all four points of this city.



- 01. Our Journey**
- 02. Our Mission**
- 03. Our Team**
- 04. Our Core Services**
- 05. Development Capabilities**
- 06. Our Performance**







# Our Journey

We started our journey as CVA in May 1994. Beginning from where we did after the catastrophic property crash of the early 90's we evolved, innovated and flourished into Melbourne's leading independent agency.

We have endured and experienced the market's cyclical nature, our industry's digitalisation, volatile financial markets, and diverse global influences.

Throughout our journey, we have diligently promoted our values to our colleagues, business partners and clients. Our values are what makes us unique and are the catalyst that inspires CVA to be the best it can be.

The foundation of our business lies in our commitment to create worth. We share our combined decades of industry knowledge to empower our clients to make informed choices that add value and achieve success.

We now have a diverse vertically integrated property business that provides exceptional services that span the commercial property spectrum.

Most of all, we love calling Melbourne home. It's an amazing place to live and work, and CVA prides itself on being a premium representation of this great city. We hold true to our values and strive to reflect our values in the workplace.

We would love to share our experiences and provide you with our intricate knowledge of Melbourne's commercial property market.







# Our Mission

Committed to adding value, we have been setting the industry benchmark for sales, leasing, development consulting, asset management and owners corporation management since 1994.

Establishing a point of view that is shaped by insight and expertise, we continue to elevate expectations across real estate practices. Driven by the ambition to maximise your desired outcome and dedicated to being the best for Melbourne.

After three decades of independent expertise and commercial magnitude, CVA is the number 1 agency in Victoria for transaction volume. We manage over \$6 billion of commercial property on behalf of our clients, and have opened four offices across Melbourne.

# OUR TEAM



## CORPORATE



**CHARLES CINI**  
CEO & Development  
Consultancy



**STEVE BARTOLO**  
Director  
Financial Controller



**TINO TABACCHIERA**  
Director  
General Manager



**SALLY CALLER**  
Sales & Leasing  
Administrator



**CWEN WONG**  
Senior Accountant



**SHEREE  
DUCKWORTH**  
Sales & Leasing  
Trust Accountant

## AGENCY



**IAN ANGELICO**  
Managing Director -  
Agency



**JOHN NOCKLES**  
Director  
Agency



**JARROD MORAN**  
Director  
Agency

## METRO REGION



**DANIEL PHILIP**  
Director  
Sales



**JAZMIN PFLUGER**  
Executive Assistant



**LEO MANCINO**  
Director  
Western Region



**DOMENIC  
SGAMBELLONE**  
Senior Property  
Executive



**ANDERS  
SKOGLUND**  
Property Executive



**PHOEBE NGUYEN**  
Executive Assistant

## WESTERN REGION

## EASTERN REGION



**STAN DAWIDOWSKI**  
Director  
Eastern Region



**CHARLIE HICKS**  
Property Executive



**WENDY GUL**  
Executive Assistant /  
Team Coordinator



**TIM COONEY**  
Director  
Southern Region



**JORDAN CARROLL**  
Property Executive



**LORETTA DE  
ANGELIS**  
Executive Assistant

## SOUTHERN REGION

## NORTHERN REGION



**CRAIG MCKELLAR**  
Director  
Northern Region



**LUCA ANGELICO**  
Senior  
Property Executive



**MAX NICOLACI**  
Property Executive



**ANTHONY COMAND**  
Property Executive



**MIKAYLA DUFFY**  
Executive Assistant





ASSET MANAGEMENT



**MICHAEL PASSARELLA**  
Director Asset Management



**DEBBIE HOLMES**  
General Manager Asset Management



**LISA DRAYCOTT**  
Senior Finance Manager



**ALEXANDRA HOMEWOOD**  
Senior Asset Manager



**FRANCESCA MARAFIOTI**  
Senior Asset Manager



**KEVIN CAO**  
Senior Asset Manager



**JAMIE ZHAO**  
Senior Asset Manager



**LILY HUGHES**  
Senior Asset Manager



**MATTHEW ADAMSON**  
Senior Asset Manager



**ADRIAN TENACE**  
Senior Asset Manager



**ELIZA BEACHAM**  
Assistant Asset Manager



**ASHLEY VARGA**  
Assistant Asset Manager



**MEI WANG**  
Assistant Asset Manager



**CLAUDIA WALLIS**  
Assistant Asset Manager

OWNERS CORPORATION



**JOANNE KANTZIPAS**  
Director Owners Corporation



**DUKE REID**  
Senior Owners Corporation Manager



**KASEY PARKINSON**  
Senior Owners Corporation Manager



**JOSHUA RAPA**  
Senior Owners Corporation Manager



**LORNA BURGESS**  
Owners Corporation Manager



**JENNY ZHANG**  
Senior Accountant



**INES LIMONGELLI**  
Team Administrator



**PERNILLE MATHIESEN**  
Team Administrator



**JESSICA JONES**  
Team Administrator



# CVA's expertise includes commercial property sales and leasing, comprehensive asset and owners' corporation management, and development consultancy.

### Commercial Property Sales.

Our dynamic team of real estate consultants have extensive knowledge of the Melbourne market and are dedicated to creating worth with effective marketing strategies that will maximise your results. We ensure each campaign is founded on detailed analysis of the property holdings, taking into account trends across the commercial and industrial property sectors.

Becoming the number 1 agency in Victoria for transaction volume is the product of hard work meeting strategic expertise. As such, we are responsible for an average of 194 sales each year across all sectors of property, from your solid brick industrial warehouses to pristine medical clinics. The sectors we've had a hand in selling are Industrial, Office, Development, Investment, Healthcare, Childcare and Residential Multi-unit Developments.



### Commercial Property Leasing.

Melbourne's rental market evolves on a weekly basis, and our experienced leasing consultants have industry-leading knowledge and strategies to maximise your investment. We pride ourselves on our network, quality database, and innovative marketing to attract exemplary tenants who are happy to pay a premium and stay longer.

Our leasing services span every point of the investing stage you're in, for every unique set-up or context. It's led us to lease an average of 256 properties each year.

### Specialised Assets.

We bring insight, commitment, and value creation to specialised assets — including aged care, childcare, healthcare, education facilities and places of worship.

We tailor strategies to meet the unique regulatory and stakeholder requirements of these diverse asset classes, applying decades of market expertise and a deep understanding of their complexities.

Our ability in delivering successful outcomes within these asset classes is a result of our in-depth analytical capabilities.



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### Asset Management.

We have a dynamic team of experienced portfolio managers, with countless years of combined industry experience across commercial, retail and industrial sectors who continuously deliver results beyond expectations. Proving our point; we're currently managing 1,500 properties, with a combined portfolio capital value of over \$5 billion.

Our objective is to create worth for your asset. That means seamless management, the implementation of innovative strategies, and increasing the overall value and appearance of your property. We pride ourselves on the high standard we apply to our everyday actions and the moral foundations that form the basis of our long-term partnerships.

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### Owners Corporation.

Building on our impressive asset management arm, CVA specialises in commercial owners corporation management. Using decades of expertise, our team resolve technical matters, implement cost-saving procedures, and oversee the management of office buildings, industrial business parks, strata shopping centres and hotel developments. We're managing over 200 complexes across Melbourne, comprising more than 3,900 lot owners, with a capitalised value in the vicinity of \$30 billion.

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### Development Consultancy.

Our knowledge in the development arena plays a fundamental role in creating substantial opportunities for our clients. We have intricate insight into the process required to deliver a successful project through all stages, from initial acquisition to design, planning, finance, construction, sales, marketing and ongoing facility management.

Through our agile monitoring of enquiries, we can identify emerging trends and provide the developer with the necessary information to shape each project. And in doing so, we have established a distinct reputation for creating bigger, better, and beautifully built worth for our clients in the industry.

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### Facilities Management.

Further enhancing the spectrum of asset management services, our facilities management services are deployed to establish crucial and essential protocols in the coordination and maintenance of common areas. This looks like essential services, utilities, tenant liaison, marketing initiatives, and security. It's a point of difference that provides the strategic framework for the benefit of occupiers and the landlord to maintain a premium level of interface within the common areas of multi-tenanted complexes.





# With an extensive list of successful projects spanning over 30 years we understand the development process.

Whether you're seeking a complete, 360-degree development solution or require specialist support in a specific area of real estate, we have a dedicated team equipped to manage even the most complex and demanding projects.

We specialise in site identification and assessment, property acquisition, master planning, and the creation of innovative design solutions. Our full-service approach ensures seamless project management, construction management, marketing, sales, leasing, asset management and owners corporation — making us the ideal partner for any real estate venture.

Our Key Areas of Expertise include:

- Identifying and initiating opportunities
- Master planning and development appraisal
- Project management and execution
- Design and construction management
- Quantity surveying and cost control
- Marketing, sales, and leasing strategies
- Asset management services
- Owners corporation management
- Funding and financial advisory

CVA employs a proactive approach in creating opportunities, through the thorough assessment of our partners' existing property portfolios and strategic acquisitions in the marketplace. This proactive strategy is complemented by our rigorous and conservative risk assessment protocols, ensuring that each opportunity is fully vetted and managed with care.

Our extensive market coverage and in-depth understanding of emerging trends enable us to consistently identify opportunities that maximise profit margins on every project we undertake.

By staying ahead of the curve and recognising the shifts in the property landscape, CVA ensures that every investment delivers exceptional value. CVA possesses the experience, scale, and resources to identify untapped opportunities and deliver added value at every stage of the development process. We collaborate with forward-thinking investors, fund managers, financial institutions, and high-net-worth individuals to provide financially superior, integrated property development and investment solutions. Our projects incorporate cutting-edge master planning, innovative design, advanced construction methods, and environmentally sustainable design principles, ensuring the highest standards of quality and profitability.





Our ability to create value for our development partners and enhance portfolio performance is reflected in the following key strategies:

- **Unlocking Untapped Potential:** Through comprehensive risk assessment and a deep understanding of market trends and buyer demands, we identify the hidden potential in vacant land or underperforming properties, transforming them into high-value assets.
- **Market-Driven Design and Development:** By leveraging unrivaled market intelligence. We tailor each design and development solution to align precisely with current market needs and trends.
- **Minimizing Project Risks and Costs:** We control key variables throughout the development process by overseeing design direction and building methodologies, reducing costly uncertainties.
- **Conservative Reinvestment Strategy:** We follow a risk-averse reinvestment strategy that ensures sustainable growth while protecting the long-term value of our projects.
- **Driving Demand and Maximising Returns:** By leveraging our extensive network of clients and exclusive property and sales database, we effectively drive demand for completed projects, ensuring a strong market presence and enhanced profitability.

At CVA, we are committed to adding value at every stage, from initial concept to final product, ensuring that our partners and investors experience superior financial returns and sustainable success. Your project is in expert hands from concept to completion and beyond.





CVA is the number 1 agency for transaction volume across Victoria for sales up to \$10 million and leasing over \$60,000 per annum.







## SALES AND LEASING

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# Number 1

in Victoria for Sales Transaction Volume\*

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# Number 1

in Victoria for Leasing Transaction Volume\*

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# 450

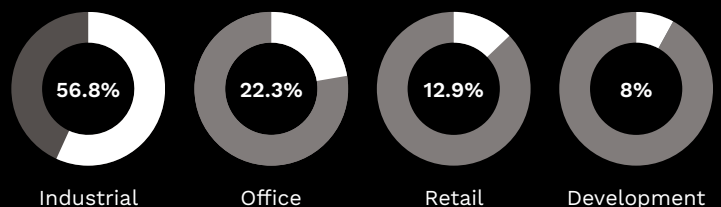
Average annual transaction volume\*\*

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# 176

Transactions within 176 suburbs across Melbourne\*\*

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Transactions by Asset Class\*

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\*Source from [realcommercial.com.au](https://realcommercial.com.au)

\*\*Source from CVA Property Consultants

## OUR PERFORMANCE



### ASSET MANAGEMENT

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# 1,500+

Properties under management

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# \$2.8billion+

Value of properties under management

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## OWNERS CORPORATION

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# 200+

Owners Corporations under management

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# 3,900+

Total individual lots under management

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# \$4billion+

Value of lots under management

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Melbourne commercial  
real estate. It's personal.  
And it's business.













**HEAD OFFICE**  
18-20 Russell Street  
Melbourne VIC 3000

**EASTERN OFFICE**  
2/5 Corporate Boulevard  
Bayswater VIC 3153

**SOUTHERN OFFICE**  
1/136 Keys Road  
Cheltenham VIC 3192

**WESTERN OFFICE**  
3B/36 Hume Road  
Laverton North VIC 3026



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