

our services

leasing & management



banksia
property agency

banksia property agency

your property, our passion



*"Consumers are statistics.
Customers are people."*

– STANLEY MARCUS

PROPERTY IS YOUR INVESTMENT, AND OUR PASSION



WE'RE DIFFERENT

As an owner-run property agency, we seek to provide a level of service to our customers (landlords and tenants) above and beyond what they have experienced at any other agency.

With a contemporary mindset, industry experience, education, and an ethos surrounding transparency, strategy and outcomes, we deliver outstanding results that put people at the forefront.

IT'S ABOUT RELATIONSHIPS

Managing your property starts with understanding you, your needs, and how we can develop and execute a strategy to help achieve your goals. Importantly, it's about keeping you informed, aware and providing advice to better maximise your investment.



ABOUT US

A niche agency with a focus on strategic property leasing and management, Banksia Property Agency is a firm committed to providing trustworthy, data-driven and technology-backed service to its customers.

We are passionate, enthusiastic, and here to help.

Our approach to real estate is unlike other agencies – we manage and lease our client's properties as though they were our own.

With a smaller portfolio, we have the ability to afford significant attention to your property, delivering better outcomes in a timely manner.

"Building a good customer experience does not happen by accident. It happens by design."

– CLARE MUSCUTT



Delivering
outstanding
value.

Committed to
excellence

WHAT WE DO

Your investment is important; property ownership is Australia's greatest source of wealth, and we want to help you to maximise on your investment.

We carefully manage properties using our service-centric approach, keeping owners informed through regular communication, and renters at ease through passionate support throughout their tenancy.

Empowered by smart technology, we are efficient, organised and positioned to ensure that your property remains compliant, better maximised, and well looked after.

In the case of a vacancy, we understand what is required to effectively market and showcase a property, and have confidence that our approach often finds a tenant sooner.

We recognise that COVID has changed the way in which properties are managed and tenants are found. With this in mind, we have adapted to this through easy-to-use tenant apps for routine inspections, and take advantage of video and virtual tour technology to continue to lease properties.

We are your trusted property partner.

EXPERT TEAM

Passionate. Understanding. Forward-thinking.
That's how we approach business and relationships,
which is the key to our clients' success.



**ERIC 峰
ZHOU**

Managing Director &
Licensed Estate Agent

0421 900 787

eric@banksiapropertyagency.com.au



**JAKE
SPANO**

General Manager

0450 660 235

jake@banksiapropertyagency.com.au



**ARTHUR 月晗
ZHANG**

Director

0433 298 492

arthur@banksiapropertyagency.com.au



**CONNIE
GATT**

Office Manager

(03) 9943 3105

admin@banksiapropertyagency.com.au

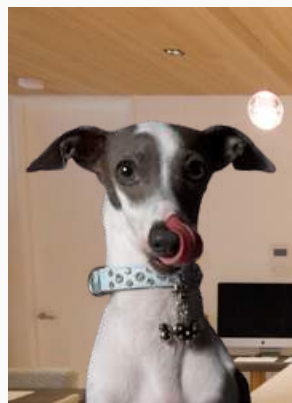


**DEEPALI
BHARADWAJ**

Senior Property Manager

0493 381 847

deepali@banksiapropertyagency.com.au



LUCAS
🐾

Human Resources

(03) 8399 9119

lucas@banksiapropertyagency.com.au

INSPIRED BY CHALLENGES _____

We are continually inspired and encouraged by the potential we see in each property. Complex challenges require contemporary solutions, and we have confidence in our approach.



Stand out from the others.

LEASING

When it comes to leasing a property, marketing is much more than just taking some nice photos and writing up a well-sounding description.

To us, marketing is an experience. From the moment a tenant makes an enquiry, to their interaction with us on the phone, and ultimately their inspection of the property (either in person, or virtually), we seek to differentiate through service.

Our service is comprehensive and has been adapted to work well during the COVID-19 pandemic. We understand that face-to-face inspections are not always possible, so have embraced video tours, Zoom inspections, and 3D floorplans to showcase properties.

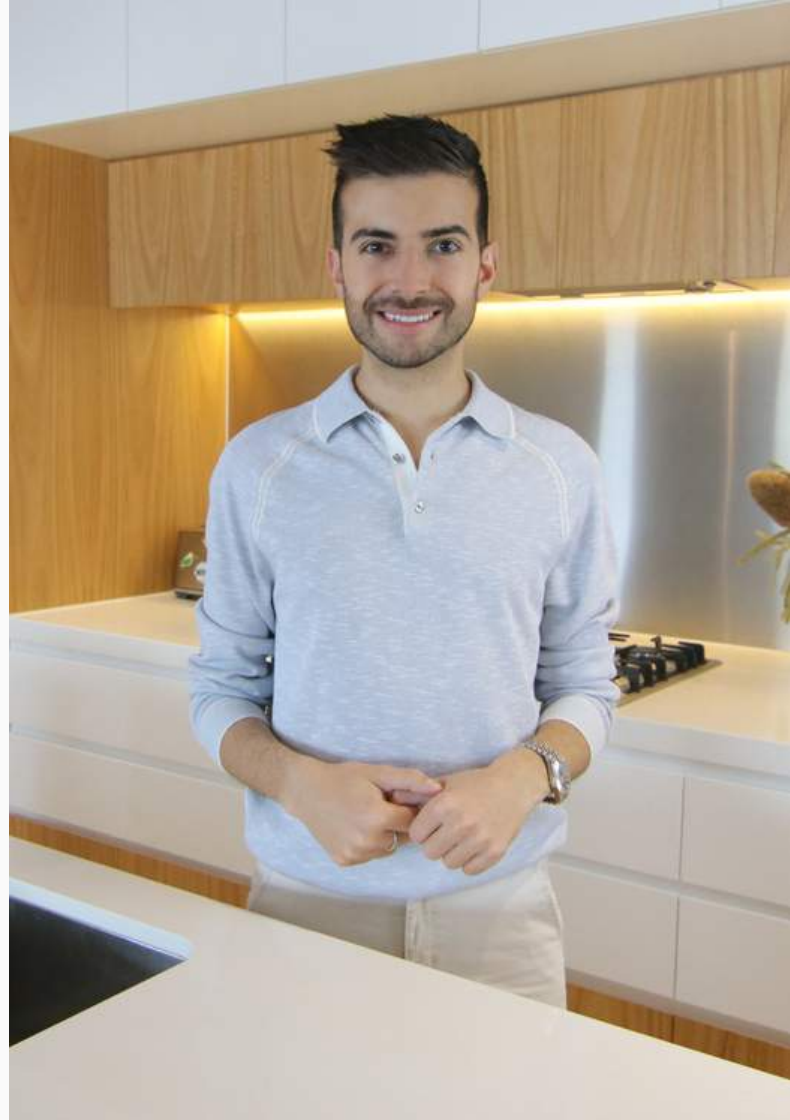
We apply strategy to attract tenants, taking into account the circumstances of your property, those around it, the current market, and develop a plan to position it in the best way as to attract a tenant sooner, and on favourable terms.

It's with this approach that we have been able to lease properties in record time, particularly in competitive markets like the CBD and inner suburbs where there are many properties competing for a tenant.

With our 2Apply applications system, we appropriately screen tenants, and undertake thorough reference checks.

We have the confidence, technology and strategy to lease your property and deliver a great result.

BANKSIA PROPERTY AGENCY



TENANTS ARE LIKE CUSTOMERS

Treating tenants like customers, making them feel valued and respected, translates into better results for all.

“
**MARKET IT
BETTER.
LEASE IT
SOONER.**

”



“If you cannot do great things, do small things in a great way.” – Napoleon Hill

MANAGEMENT

Property management is our core business.

We understand how to manage the day-to-day aspects of your property, its maintenance, tenants, compliance, vacates and move-ins.

Using smart technology, we will efficiently collect and disburse rent, conduct periodic inspections, arrange contractors to ensure your property is compliant with current rental regulations, and manage all aspects of the tenancy. You will be kept constantly informed with an interactive online owner's portal.

We have encountered many different types of properties and tenants throughout our time in property management, so you can be assured that we are proficient and capable enough to proactively manage your investment, ensuring that it remains well positioned and under control.

As an owner-run agency we have made significant investment in our business, and therefore have a compelling reason to do our very best at every stage.

Treating your property as though it were our own.

THANK YOU



SEE MORE AT

www.banksia.melbourne

(03) 8399 9119

info@banksiapropertyagency.com.au