

INTRODUCING THE AVANTI GROUP

We've changed the way we look

The Directors of the Avanti Group are pleased to announce their new brand identity and the coming together of their individual businesses to create a 'full circle approach to property'.

The Avanti Group is the result of a collaboration of four like-minded people who identified a unique approach to property that would differentiate them from the competition.

Avanti was established in 2015 with residential Project Marketing services and hit the ground running, achieving recognition in the Australian Financial Review's Fast Starters List in 2017 and again in 2018. Commercial Sales and Leasing and Project & Development Management capabilities were introduced in 2018.

The businesses have each achieved success in their individual sectors and now aim to focus more on opportunities for collaboration to further the Group's success.

Trent Milburn, Director of Avanti's Project Marketing business said that the growth over the past 5 years was a result of adjusting to the needs of the market and ensuring that the Avanti business model had the flexibility to meet those needs.

"Our aim is to build value through property by providing advice to steer our clients through the intricacies of the property market. Our combined knowledge of the industry means we can provide advice on different types of projects from residential project marketing, industrial and commercial, retail and investment," said Mr Milburn.

Dean Weintrop, Director of Avanti Project and Development Management said: "We can manage the project from conception through to completion. Working with the Commercial and Project Marketing businesses and the builder/developer we can assist with development approval, management of the development process, act as superintendent during construction and provide advice at any stage of the project. Once the development is ready to go to market, Avanti's Project Marketing or Commercial capabilities are engaged to advise and manage the marketing and sales process, seeing the project through to the end."

In 2020, the Directors took the opportunity during what they thought would be down time and developed a brand identity which more accurately reflects the personality and philosophy of the Avanti Group.

"We know and love property," said Mr Milburn, "So we not only enjoy what we do from day to day, we have a heap of fun along the way. We take our work very seriously, but not ourselves."

While for many, the pandemic resulted in a slow-down in business, Avanti achieved growth in all four business sectors.

- - Project Marketing, through their unique model and approach to sales and marketing contracted more than \$700 million in apartment sales in 2020
- - Investment Properties brought 21 new townhouse developments to the market and achieved impressive sales figures in over 20 House and Land estates. The Investment business offers a diversified product offering with Townhouses, House and Land Packages and Apartments contracting in excess of \$250 million in new sales during 2020.
- - Commercial Sales and Leasing sold 17 development sites, 9 retail investments and leased 21 properties.
- - Project and Development Management provided advice and managed projects to the value of over \$500 million.

Mr. Chris Magick, Director of Avanti Investment Properties said: "It has been an interesting year for the Property Investment business. We found more people were looking for House and Land product than in previous years, with the Government Homebuilder grant, which expires on 31 March

2021, doing what it was meant to do by keeping construction companies in business. The Townhouse sector continued to perform at above pre-COVID levels which is testament to this segment of the market. The success we achieved in 2020 means that the Investment business can stand alone and operate independently from the Project Marketing business.”

Avanti currently work with developers, government organisations, wealth creation managers, real estate agents, investors, builders and large corporations.

“Like anyone in business during 2020, we weren’t sure what was going to happen. We went into lock down almost a year ago, with everyone working from home and surprisingly, business continued as usual. When we returned to the office in June 2020, it picked up a bit more as some of our competitors took a little longer to open their doors. I’ve lived on the Gold Coast all my life and been around developers since I was a teenager, so having local knowledge didn’t hurt,” said Director of Commercial, Lachlan Harris.

The Avanti team have been privileged to be involved with some of the most iconic developments in Australia, at times competing with large global corporations.

Mr Milburn said: “It was a unique year, but also a great learning experience. I think if we continue to adapt to changes in situations quickly and in a positive way, we will come out the other side stronger than we were before.”

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