



CELEBRATING 35 YEARS OF
PREMIUM PROPERTY DEVELOPMENT

"To be a respected developer in today's environment you need patience and commitment. Development is a complex jigsaw puzzle that is not for the faint-hearted.
You do it because you love creating something special."

*David Kobritz
DealCorp Executive Chairman*



ERA, Cremorne.
The site of a former derelict factory transformed into landmark apartments and commercial space. Completed 2006.



Kubix, Wantirna South.
3 buildings, 8 levels, 236 residences
all with resort-style amenity. Completed 2017.

ABOUT DEALCORP

At DealCorp, we are dedicated to building a better urban landscape in Melbourne. Since establishing our business in 1984, we have completed over 60 successful projects, including some of Melbourne’s best-known landmarks.

We are specialists in private property development and investment, delivering value, innovation and support that lasts far beyond the final delivery of a project. Our business is about more than building property – it’s about building lasting relationships with our partners, consultants and clients.

A TIMELINE OF EXPERTISE



In a joint venture, David Kobritz starts his first development company, which goes on to form DealCorp

1984



First major project site purchases include Claremont Shopping Centre in Hobart, and Post Office Tavern in Melbourne CBD

1988



Yarra Views, Richmond site purchased from the State Urban Land Authority

1993



The Chifley Hotel, Melbourne CBD, completed

2000



ERA in Cremorne, an \$80 million landmark project, sets a new standard for residential living in the suburb

2006



Purchased the former Larundel Hospital for the Polaris 3083 project in Bundoora, one of the final remaining infill sites in inner Melbourne

2008



Located on the site of a former fabric and textile factory, Fabrik in Brunswick is used as a prime example of a former industrial site fit for residential use

2011



DealCorp's largest city centre development to date, AURA on Flinders Street, Melbourne is complete

2013



DealCorp is nominated preferred developer for value capture opportunities for railway separation by the government, paving the way for projects such as Glenarm Square, Glen Iris

2016



DealCorp complete over 250 apartments and townhouses this year alone. C.F. Row in Fitzroy, Kubix in Wantirna South (pictured), and Aspire at Polaris 3083, Bundoora are finished to the highest standard and handed over to purchasers

2017



Polaris 3083 receives it's third official accolade with the UDIA *Environmental Excellence* Award

2017



C.F. Row presented with both the Australian Institute of Architects *Multiple Housing, Residential Architecture* Award, and the UDIA *Urban Renewal* Award

2018

“Over the years SJB Planning has had the privilege to play a small role in a number of DealCorp’s projects. When you witness the combination of David and the team’s passion and commitment to each project as well as their expert knowledge of all the complex pieces of the property development puzzle, you come to understand why **they are so well respected and held in such high regard.**”

*James Goulding,
SJB Planning*



Aura, Melbourne CBD.
275 apartments, gymnasium, cafés and
retail outlets. Completed 2013.

"Over the past three decades we've developed a robust and highly valued relationship with DealCorp. It is a transparent and honest partnership where differences of opinion are respected and motivate great outcomes. David Kobritz brings insight and vision to the industry. He finds sites and **adds value where others can't.**"

*Phil Cramer,
Charter Keck Cramer*

Greville, Prahran.
Modern architecture overlooking an iconic
Melbourne street. Completed 2013.



Glenarm Square,
penthouse dining room
Artist's impression

CURRENT AND FUTURE PROJECTS

GLENARM SQUARE 1 Glenarm Road, Glen Iris

Presenting an incredible opportunity in the heart of leafy Glen Iris is the Gardiner Station upgrade, part of the Level Crossing Removal Project taking place across Melbourne. The now-vacant land has town planning approval for 120 apartments across 8 levels. The proposed scheme completed by Plus Architecture and Hecker Guthrie Interior Design will be a stunning new concept integrating residential, retail and rail for the area.



Artist's impression

4248 CLAREMONT STREET South Yarra

With construction now commenced, every element of 4248 Claremont Street has been designed to make modern living a bigger and better experience. Across a 21 level landmark tower, a selection of 1, 2 & 3 bedroom residences have been purposefully made for more space, more natural light, more storage and more top-end inclusions, making 4248 Claremont Street stand out above the rest. Industry leading builder, Hamilton Marino is making steady progress on site with construction anticipated to be complete late 2020.



Artist's impression

NOVA HERITAGE & TERRACE HOMES
Plenty Road, Bundoora

DealCorp is very proud to celebrate a 10 year commitment to the Polaris 3083 community with the introduction of Nova Terraces. Discover a spectacular selection of 54 terrace homes and townhouses located in the restored heritage building that is the centrepiece of the Polaris 3083 hub.

First constructed in 1938, the Tudor Revival facade displays an elegant and imposing street presence and retains its original grand entrance off Galileo Gateway.



ECLIPSE TOWNHOUSES
Plenty Road, Bundoora

Situated within the leafy canopies of a tranquil, tree lined neighbourhood are 10 deluxe townhouses designed for a life of ease. Clarke Hopkins Clarke apply their award-winning design approach to create a contemporary product that feels like home with distinctly larger spaces, refined architectural inclusions and a selection of premium materials and finishes.

Private street entrances, secluded courtyards and ample storage provide all the attributes of a traditional home with exceptional modern conveniences, placing them as some of Bundoora's finest residences. Anticipated completion is late 2020.



LUNAR APARTMENTS & TOWNHOUSES
Plenty Road, Bundoora

Lunar Apartments deliver the best in innovative modern design, underscored by environmentally sustainable principles. Architecture by multi-award winning Clarke Hopkins Clarke focuses on premium quality and modern functions as priorities for each residence.

A carefully integrated yet distinctly individual series of 14 two-level townhouses have their own entrances and 2 car spaces. Design encourages the open flow of space and light and offers flexible zones for dining, entertaining and lounging. Lunar is under construction and anticipated to be complete late 2020.



MCKN
236 Jasper Road, McKinnon

MCKN sits in the heart of McKinnon, a suburb renowned for its educational options, sports facilities and proximity to Melbourne's Brighton beach and Port Phillip Bay. Magnificent finishes and large internal living, dining and alfresco areas will fill a gap in a very strong inner urban location.

The development will also offer a ground floor retail space, ideal for one of Melbourne's leading cafe operators to take over and serve the local community and residents. A builder has been appointed and construction due to commence early 2020.



PROJECT MAP

We consider it a point of pride to select the best sites and the best consultants every single time we start a new project. Our focus is on creating dynamic, innovative and timeless properties that encourage people to rethink what can be achieved in retail, residential and commercial development.



“Working with DealCorp goes beyond delivering a project. It’s been a valued relationship grown over decades, with layers of personality and a great depth of understanding. Collaborating with long-standing colleagues allows us to push boundaries and explore new options in a mutually respectful environment, **always resulting in remarkable outcomes.**”

*Robert Goodlife,
ClarkeHopkinsClarke*

Aspire at Polaris 3083, Bundoora.
Restoration of Heritage Buildings with the addition
of modern town homes. Completed 2017.



David Kobritz

Q&A WITH DAVID KOBRITZ, EXECUTIVE CHAIRMAN

How was DealCorp established?

DealCorp evolved from an interest in property which I inherited from my father. After studying at Melbourne University, I transferred from town planning and project management to small scale projects and then larger developments. From buying small terrace houses in Carlton for \$20,000 in the 1970s, renovating them and on-selling, more opportunities evolved that led to the establishment of DealCorp.

What was the property market like at the time?

Testing my memory of that time... the market was recovering from a downturn and credit squeeze, and on the way to a 6-7 year period of growth.

How have you and the business evolved over the past 35 years?

I was young, optimistic and ready to give development a go at the time. The business grew organically and now we create our own opportunities. We now have the skill to forecast trends and capitalise on this aspect of the business. It's always been a natural and conservative company with the dedication and commitment to see things through.

What were the challenges of growing the company?

Lack of capital in the late '80s was a challenging period for all small businesses. There was no such thing as mass funding. The property crash of the early 1990s was an extremely trying period in Australian property history. However, the crash provided good opportunities for growth from the mid-90s onwards. Even in today's market, we continue to turn challenges into opportunity.

Being where you are now, what advice would you give your 20-year-old self?

Property development is a far more complex business today, particularly as there are many more markets within the market. But that also creates opportunities. The key piece of advice is to stay very focused and never take your eye off the ball.

How does DealCorp factor in social responsibility?

DealCorp has always felt a sense of responsibility to remain socially and environmentally conscious. Partnering with the UDIA (Urban Development Institute of Australia) on many of our projects, we understand that today's buyer expects sustainable living. Social responsibility also means delivering quality projects that stand the test of time.

What is DealCorp's single greatest achievement to date?

Never promising something we cannot deliver. Integrity of the company and staff has been paramount in everything we do.



“As both Developers and Designers we have a responsibility and commitment on how we shape our built environments, and respond to current social and environmental challenges. This approach is explicitly shared by both DealCorp and Woods Bagot when approaching a number of projects.

Projects that are unique, inspired by their physical contexts and the people that experience them.”

*Peter Miglis,
Woods Bagot*

C.F. Row, Fitzroy.
7 townhouses and 54 apartments integrated seamlessly with the original heritage facade. Completed September 2017.



is the proud recipient of



2016 UDIA
Urban Renewal
Project Award



2017 UDIA
Environmental
Excellence Award



EnviroDevelopment
Sustainable
Living Award

C.F. ROW

237 NAPIER ST FITZROY

is the proud recipient of



2018 Multiple Housing, Residential
Architecture Award



2018 UDIA
Urban Renewal
Project Award

DealCorp.

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