



DealCorp.

END OF YEAR WRAP UP 2021

A MESSAGE FROM DAVID

OUR EXECUTIVE CHAIRMAN REFLECTS ON 2021

Victorians began 2021 cautiously optimistic—enjoying summer, travelling interstate, with AFL back at the MCG and unemployment levels remaining stable and surprisingly low. But with a couple of ‘snap’ speedbumps during autumn, JobKeeper ending, and mixed messages about vaccine side effects appearing in the media, Victoria was plunged back into yet another lengthy and exhausting lockdown, with our confidence and energy levels depleted.

The months that followed were much the same: long days, tired parents, protests, strikes, shutdowns and even an earthquake thrown into the mix! 2021—the year which we thought and prayed would be different—was much the same as 2020. Except this time we have emerged with 90% of the population vaccinated and a promise that life will go on, Omicron or no Omicron.

As we start to ease back into the workplace, on-campus education, and traffic, life feels busier again, but with an extra layer of caution. With this added apprehension comes the question; how sustainable is a record low 0.10% interest rate— which we first saw in November of 2020 and has

remained for the past 12 months? This has no doubt fuelled the property market for the past year. The inevitable rise in interest will come but both the regulators and banks are now more conservative and this in itself will slow growth in 2022.

Meanwhile, DealCorp completed three projects and over 200 apartments and townhouses —an enormous achievement given the strain of the past 18 months. Our pipeline is purposefully diverse, embracing commercial, retail, hospitality and residential sectors, allowing us to evaluate the market and confidently plan for the next few years. We have benefitted from a long period of low interest rates and sustained development, but the trend cannot continue—especially without migration, which is not looking to return to pre-pandemic levels for a year or two.

As we hit restart on this decade, we hope for an uninterrupted healthy, happy and safe 2022 for all of our colleagues, consultants, purchasers, families and friends. We thank you for your support and wish everyone a well-deserved rest and re-charge.



David Kobritz,
Executive Chairman, DealCorp

Artist Impression



THE STANDARD HOTEL FITZROY

Construction has started in Rose St, Fitzroy, with DealCorp securing renowned, international boutique hotelier The Standard to open their first Australian hotel in mid-2023. Designed by award-winning architects Woods Bagot, with interior design by Hecker Guthrie, The Standard Fitzroy will offer a truly memorable hospitality experience.

MAKING PROGRESS

UNDER CONSTRUCTION

NOVA BUNDOORA

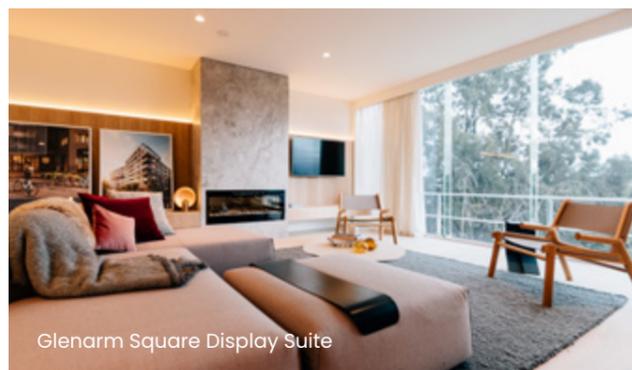
NOVA Apartments and Townhouses' groundworks have been successfully accomplished, laying the foundations for construction to commence in early 2022. As the final residential stage of a ten year, master-planned, and award-winning vision, NOVA is the jewel in the Polaris 3083 crown. The project has received a fantastic response from the wider community, with more than 70% SOLD.



GLENARM SQUARE GLEN IRIS

Glenarm Square is changing the Burke Rd landscape. Close to topping off at 8 levels, builder Hamilton Marino has been making up for time lost due to the industry shutdown and limited on-site capacities during spring. The design team is pleased to announce that Melbourne furniture brand Jordan will be providing all communal area furniture. A leading Melbourne cafe operator will be opening on the corner of Burke Rd and the plaza once the project completes in Q3 2022.

glenarmsquare.com.au



FOSTER STREET DANDENONG

With a footprint of over 1000 sqm in the heart of Dandenong, this prime site is currently under construction with leading local builder Hamilton Marino. The 5 level commercial building will offer a unique opportunity for Melbourne's east, with over 4,700 sqm of brand new commercial offices, ranging in size and available to lease. The striking, modern building has been designed by CHT Architects and presents a welcome enhancement to the local area.



AND THAT'S A WRAP!

COMPLETED IN 2021

MCKN MCKINNON

Combining strong architecture with practical design, MCKN is the epitome of style and elegance. Now complete and home to 41 spacious, light-filled apartments, MCKN is located right in the heart of the McKinnon community.

Many residents are already familiar with this highly sought-after, boutique neighbourhood, enjoying its easy access to well-serviced amenities. Dozens of retail options, cafés, and parks, as well as the McKinnon train station and McKinnon Secondary College nearby, fulfill a premium lifestyle that is both convenient and connected.

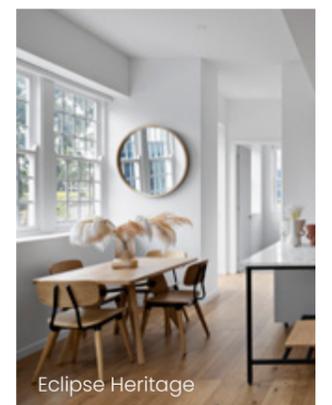
mcknapartments.com.au



LUNAR & ECLIPSE BUNDOORA

Lunar Apartments and Townhouses and Eclipse Townhouses were completed in early 2021 and delivered to occupants, who are now loving life in this tightknit community in Melbourne's inner north. These outstanding projects were constructed during extremely testing times at the height of the pandemic, and delivered by a dedicated and professional team.

polaris3083.com.au



FAMILY FUN DAYS

DEALCORP EVENTS THIS YEAR



POLARIS 3083

BUNDOORA

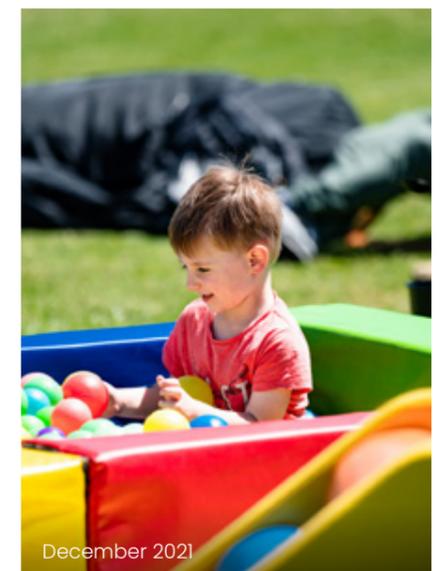
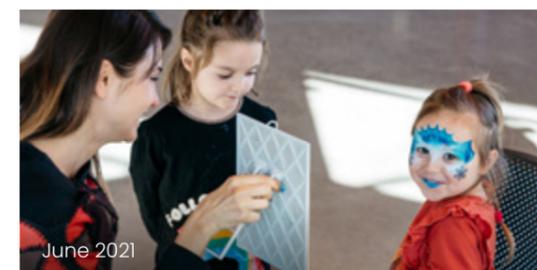
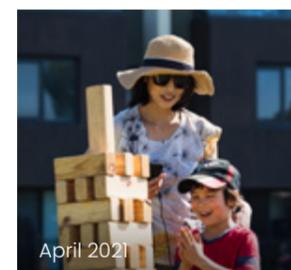
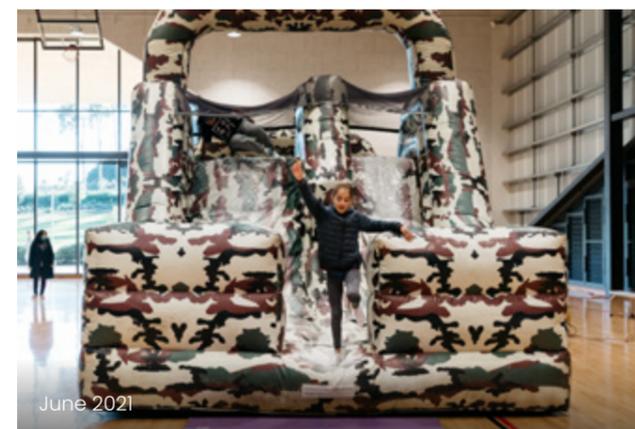
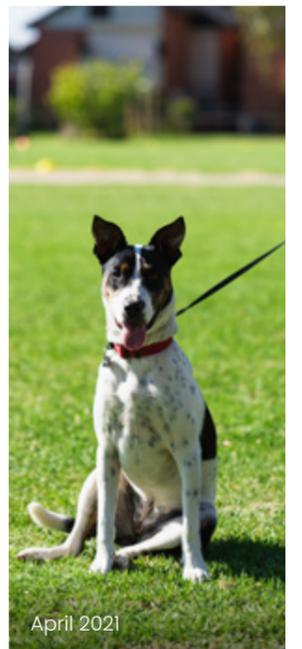
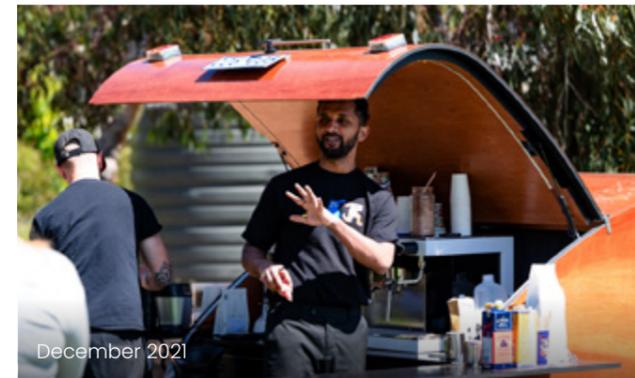
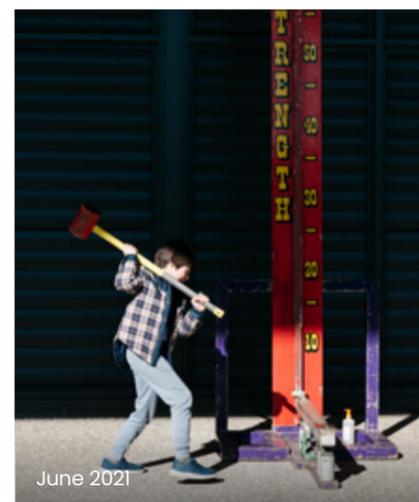
Between the lockdowns of 2021, DealCorp and Polaris 3083 managed to co-host three wonderful Family Activity Days in conjunction with La Trobe Sport.

Offering an array of complimentary activities, coffees and smoothies, many families and locals attended with their children to enjoy the exciting and fun entertainment. The three days of included inflatables, obstacle courses, games and play areas made each event a huge success.

Polaris 3083 looks forward to hosting future events to help bring the community together. Follow Polaris 3083 on Facebook or Instagram to find out when our next events take place!

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10 developers to watch in VIC in 2021

Max Kwok, Jan 29 2021

Knowing the developer and their projects is an important step in preparing to purchase an off-the-plan property.

But, navigating through pages of reviews on past projects – on top of the already exhausting task of searching for a home – might seem daunting to some first home buyers.

While every first home buyer has different needs for their home, they all want one thing: to have complete trust in the developer.

Buying from a developer with a track record and long-term commitment to delivering quality projects is the best way to do this.

To help, Urban takes a look at ten developers operating in Victoria that you should know about;

DealCorp

Since its beginnings in Melbourne in 1984, DealCorp has gone on to complete over 50 projects across the retail, residential and commercial sectors.

DealCorp offers high-quality, considered projects, creating dynamic, innovative and timeless properties, with current projects including Eclipse Townhomes and Polaris 3083.

As one to watch in 2021, Urban has identified the group's potential with many projects in planning over the new year. Awarded the development rights to Ormand Station in 2015, interested buyers are expecting the plans unveiling the residences above the station to be revealed soon.

Other projects by DealCorp includes their McKinnon project MCKN, comprising five levels of spacious, high-quality apartments. Two-bedroom apartments in the project are listed from \$690,000.



McKinnon's MCKN project makes the grade as families seek apartment living

Nathan Mawby, 30 Jan 2021

Buyers after a slice of the high life and access to a popular school zone have changed the fabric of a McKinnon project.

More than half the 28 homes sold at DealCorp's MCKN apartment complex on Jasper Road so far have been to families or those planning for kids. As a result, just prior to starting construction, the developer elected to raise the number of top-floor apartments from four to five.

This made them more affordable for families, rather than leaving them for downsizers cashing out of a house.

The result suited David Dekarta, who will move his family into one of the residences when construction finishes in August — well before his daughter starts Year 7 at nearby McKinnon Secondary College in 2022.

While the location was a major factor, the low-maintenance lifestyle suited them well. Plus, a 97sq m apartment with a 57sq m balcony still offered the house-like dimensions they needed without a house-like price tag. "We have been planning to buy into the area for some time, from about two years ago," Mr Dekarta said.

DealCorp executive director David Kobritz said just 13 of the development's 41 apartments remained for sale. "With this location, it deserved a higher quality of apartment than had been built in the past, and one specifically targeted to young families and downsizers," Mr Kobritz said.

Two-bedroom apartments start from \$690,000-\$795,000. Three-bedroom homes are available from \$1.1-\$1.2m.



Fitzroy sets a new standard with hotel chain

Nicole Lindsay, May 01 2021

How many Standard Hotels can Fitzroy handle? Developer DealCorp has struck a deal with international accommodation chain, The Standard Hotel, for a site in the heart of Fitzroy.

The 1132sqm site is at 62 Rose Street, on the corner of Fitzroy Street, where, walking south past Johnston Street, you can also find one of the suburb's best pubs, the Standard Hotel, which has been in situ since 1865.

The "anything but standard" Standard Hotel started in Los Angeles on the Sunset Strip 20 years ago but closed this year due to rising rents. A familiar story.

The new Melbourne hotel is one of seven in the international pipeline, including Porto, Lisbon, Brussels, Hua Hin, Bangkok and Singapore. Existing hotels operate in New York, Miami, London and the Maldives.

DealCorp's David Kobritz bought the Rose Street site in 2018 and expected to build apartments but after mentioning the purchase to hotel consultants soon found it changed its purpose.

There isn't much accommodation in Fitzroy and the numbers stacked up, Mr Kobritz said.

Woods Bagot has designed the \$60 million 127-room hotel. Construction is expected to start mid-year and be completed by 2023.

"Hopefully in the next year or two, we'll be travelling again and welcoming international visitors. But even local interstate travel has skyrocketed," he said.

"It will be grungy, it will have that industrial Fitzroy feel but will be modern inside," he said.

Standard International chief Amar Lalvani said in a statement that "the Fitzroy neighbourhood in Melbourne represents exciting new territory but at the same time feels totally familiar."



Apartments for now and the future at Glenarm Square in Glen Iris

Kate Jones, Sep 03 2021

Back in the day – before Melbourne found its feet with apartment design – unit development was boringly uniform. The same layout was repeated across every floor in a one (or maybe two)-size-fits-all approach.

Today apartments are as varied as the buyers. Within a development could be one, two and three-bedroom apartments, but they come in a range of sizes and shapes. Buyers are commonly able to customise their floor plans, as is the case at Glenarm Square in Glen Iris.

It's a trend that better reflects the diversity of family sizes, says Ian Briggs, Plus Architecture director.

"There was a phase about five to 10 years ago where an apartment building would be the same two types of apartments repeated vertically across 20 storeys," he says. "Now you have projects like Glenarm that have large two-beds, small two-beds and so on. They're very much reflective of the broader community they sit within, and I think that's really important."

Glenarm Square will take up the space left vacant by the underground repositioning of the Gardiner train station. In the European style, a public plaza will be installed at the front of the building as a link between the station, the retail spaces on the ground floor and the apartments.

Residents will make the plaza, along with the lobbies, an active place to socialise and engage with, Briggs says. "Again, the idea of having a development that's reflective of the community means the lobbies are just quietly buzzing, the forecourt and the street around it are quietly buzzing and there are people you get to know and meet – and it's a wide range of people," he says.

DealCorp thanks you for your support throughout 2021 and wishes you and your families a safe, happy and healthy New Year.



Awarded to
C.F. Row, Fitzroy



Awarded to
Polaris 3083, Bundoora



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