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tbm commercial

George Kiper & Michael Lewin

TBM Commercial Pty Ltd is a commercial property-investment specialist with particular expertise in acquisition structuring, lease negotiations, development and sales. We specialise in long-lease triple-A investment property such as service stations, convenience stores, fast food outlets, aged-care facilities, retirement villages and shopping centres. While the focus of our work is on high-net-worth individuals, we are in the business of building wealth for our clients. Some own a corner shop, others own vast shopping complexes. All see the benefits of a strong proactive asset-management approach.

The road travelled

My partner Michael Lewin and I must be about the best-known gentlemen in Melbourne commercial real estate. We have been working together in various guises for more than 25 years. Michael was an accountant by profession when we first teamed up so we complemented each other very nicely. We built up the business, slowly made a nationwide reputation for ourselves as clever operators and won a record of achievement in the industry as good as or better than the best. We are based at 613 St Kilda Road but many of our sales are interstate and we operate throughout Australia.

We see the current property market as ...

Having an acute supply problem. Securely leased property is selling very well. Prices are going up. Yields of five-eight per cent are now commonplace.

We experience an adrenalin rush when ...

We experience the thrill of making big sales but the small deals also bring just as much pleasure.

We are inspired by ...

People who scrape together everything they have, take a big risk and win.

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