

Datacard

List: WHO'S WHO IN PROPERTY
Datacard: B-66
Quantity: **General Categories –** 21,636 Contacts
13,346 Companies
Local Councils – 3,886 Contacts
584 Councils



List Description:

This list is compiled from the annual Who's Who in Property publication. The list is comprised of key players involved in Australian commercial, industrial and residential development projects.

Who's Who in Property has long been established as the publication that monitors changes occurring within the Australian property industry, and is Australia's most definitive guide to the leading industry names in property.

This is a fully personalised list targeting key personnel responsible for property, investment and business development decisions.

See the over for a full Statistical Analysis.

Geographic Breakdown:

ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
445	8,693	217	4,211	1,557	353	4,472	1,688	21,636

Formats Available: ASCII or MS Excel File, Hard Copy, Self Adhesive Labels.

Selections:

- State
- Category and/or Speciality
- Number of employees available for 60% of list
- Postcode
- Gender

Data Formats:	Rates per 1000:	Set up:	Min. Order:	Deliverability:
Rental of Mailing Data	\$295.00	\$200.00	200 records	98%
Rental of Telemarketing Data	\$295.00	\$200.00	200 records	98%
Rental of Faxing Data	\$295.00	\$200.00	200 records	98%
Rental of Mailing, Telemarketing & Fax Data	\$500.00	\$200.00	200 records	98%
Purchase Mail, telemarketing or Fax Data	\$1,365.00	\$200.00	200 records	98%
Purchase any combination of Mail, Tele and Fax Data	\$2,000.00	\$200.00	200 records	98%
Complex Set Up Fee – Multiple selections		\$300.00		

Packages	Price:
Introductory Package	
A list of 500 Senior Decision Makers, broken down by location and category. Mailing list data includes company and contact names, titles and postal address. For single use only.	\$299.00
Database Builder Package	
A list of 500 Senior Decision Makers, broken down by location and category. Mailing list data includes company and contact names, titles and postal address. Unlimited database use.	\$550.00
Contact Package	
A list of 2500 Senior Decision Makers, broken down by location and category. Mailing list data includes company and contact names, titles and postal address for single mailing use only.	\$699

10% GST applies to all pricing, including the minimum order requirement.

Restrictions, Requirements and Info:

Delivery time is 2-3 working days • See 'List FAQs' for details on pricing calculations • Unless specified the list is supplied for a one time use only • Lists are seeded with dummy names to detect unauthorized use • A sample mail pack is required upon ordering for approval • The list is not available to competitive products • Unless arranged otherwise, payment is required with order • We require confirmation of your order in writing and completion of our List Supply Agreement • Quantities available may vary upon the production of the actual list • Pricing is subject to change without notice • In some cases, the list may need to be processed by an independent Mailing House, Fax Broadcaster or Email Broadcaster • Additional charges may apply for complicated selections • Copying of any list is strictly prohibited •

WHO'S WHO IN PROPERTY DEVELOPMENT

One contact per company

INDSUTRY	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
Architects	36	437	10	229	67	23	359	107	1,268
Architectural Illustrators	7	29	0	12	2	1	14	5	70
Constrction Service/ Project Mgr	48	612	31	348	135	33	350	179	1,786
Consultants	17	171	10	85	29	15	94	41	462
Engineers	28	333	17	225	68	26	192	79	968
Financial Services	8	98	4	42	17	6	77	20	272
Interior Designers	11	109	3	40	15	4	57	23	262
Major Lessees	2	264	1	97	31	3	272	29	699
Media Contacts - Magazines	1	13	0	4	3	0	9	2	32
Media Contacts - Newspapers	2	8	1	5	2	1	8	2	29
Property Developers & Investors	24	397	21	258	61	16	249	92	1,118
Property Managers	19	337	8	167	80	19	138	48	816
Real Estate Agents/Appraisals	43	1463	21	760	280	58	666	281	3,572
Real Estate Valuers	18	486	9	241	86	9	216	75	1,140
Solicitors	5	61	1	33	12	1	46	13	172
Surveyors	11	129	4	116	27	11	68	31	397
Town/Urban Planners	7	95	4	74	9	2	66	26	283
TOTALS (not de-duped):	287	5,042	145	2,736	924	228	2,881	1,053	13,346

*Counts to be confirmed and de-duped upon ordering.

**A record minimum of 1,500 applies

Multiple contact's per company

INDSUTRY	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
Architects	47	539	11	287	85	31	461	139	1600
Architectural Illustrators	8	42	0	14	2	2	17	5	90
Const Service/Project Mgr	61	756	38	428	172	38	468	212	2,173
Consultants	22	242	12	106	38	20	129	52	621
Engineers	33	391	20	260	77	32	241	102	1,156
Financial Services	9	136	6	51	19	7	97	24	349
Interior Designers	15	141	4	53	17	5	82	28	345
Major Lessees	2	345	1	114	41	3	354	39	899
Media Contacts-Magazines	1	16	0	8	4	0	16	4	49
Media Contacts- Newspapers	7	11	1	8	4	3	14	4	52
Property Devlprs & Investors	41	767	41	431	122	25	487	182	2,096
Property Managers	37	683	14	320	166	40	243	85	1,588
Real Estate Agents/ Appraisal	82	2,825	42	1,369	558	114	1,197	554	6,741
Real Estate Valuers	36	953	18	435	172	16	400	152	2,182
Solicitors	20	545	1	87	30	1	97	34	815
Surveyors	16	170	4	140	35	14	85	36	500
Town/Urban Planners	8	131	4	100	15	2	84	36	380
TOTALS (not de-duped):	445	8,693	217	4,211	1,557	353	4,472	1,688	21,636

*Counts to be confirmed and de-duped upon ordering.

**A record minimum of 1,500 applies

LOCAL COUNCIL SPECIALISTS

INDUSTRY	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTALS
Councils	0	141	14	120	66	29	76	138	584
Administration Contact	0	2	0	3	1	0	1	0	7
Building contact	0	138	12	115	65	28	74	130	562
Business Development contact	0	122	10	97	59	27	72	113	500
Chief Executive Officer	0	139	13	119	66	29	76	138	580
Community contact	0	134	12	104	66	29	78	128	551
Engineering contact	0	139	11	118	66	29	75	131	569
Environmental contact	0	136	7	114	64	29	75	132	557
General Manager	0	2	0	0	0	1	0	0	3
Planning contact	0	139	9	111	65	29	76	128	557
TOTAL CONTACTS:	0	951	74	781	452	201	527	900	3,886

*Counts to be confirmed and de-duped upon ordering.

Please note, many local council officers perform multiple roles, so requesting multiple titles in your order will result in a significant reduction in total quantity after the duplicates are removed. I.e. Joe Bloggs at Sample Council may be the Engineering, Planning and Environmental Officer.