

AUSTRALIA and NEW ZEALAND

# PROPERTY

JOURNAL

June 2009 Vol-2 / No. 2

## Household dynamics and affordability: crisis or opportunity?

Understanding the direction of house prices  
No pain, no gain – the issue of housing stress

Compulsory acquisition of property  
arising from land use planning

Most probable price: a useful alternative?

# *a sound valuation is the foundation of our economy*

---



Accurate and reliable valuations underpin every aspect of our economy, reducing risk and providing greater certainty for people making decisions to buy, sell or invest.

A Certified Practising Valuer (CPV) holds Australia's highest qualification in the field of valuation.

As advisers, CPVs work with a wide range of clients from mums and dads and small businesses to our largest corporations and fund managers, and can provide impartial, expert and independent information on a wide range of property related issues.

These issues can include such things as rental reviews, compulsory government acquisition, tax appeal, pre-purchase/sale valuation and related party transfer.

Whether you need to know the value of a potential real estate or business purchase, plant and machinery assets or an expected income stream, a high-quality valuation should be at the heart of any decision-making process.

Whatever the size or scale of your business asset or investment activities, a CPV can help provide the best information for your decision making.

**Visit [www.cpv.org.au](http://www.cpv.org.au) to find a CPV near you.**



*CPV is a registered trademark of the Australian Property Institute*



## Contents

Household dynamics and housing affordability: a more human approach to understanding the direction of house prices <i>Garrick Small</i>	81
No pain, no gain – the issue of housing stress. <i>Angelo Karantonis</i>	88
Compulsory acquisition of property arising from land use planning – an Australian perspective <i>John Sheehan</i>	98
Most probable price <i>Maurice Squirrell</i>	104
Letter to the Editor: DCF models – time for a retrofit <i>Reid Quinlan, Seagar &amp; Partners</i>	111
Legal casenote: Valuer sued \$2 million for overvaluing properties <i>Lindsay Joyce, Phillips Fox</i>	112
Legal Notebook <i>John Keogh</i>	113
Professional Development for Recent Graduates <i>Iona McCarthy</i>	118
Book review: Commercial and Residential Tenancies – The Laws of Australia (Thomson Reuters, 2008) <i>Alan Hyam</i>	124
REAL TIME: The valuation of historic property With an overview of International Valuation Guidance Note No. 15 <i>William Reynolds</i>	125



The cover picture shows an aerial view of suburban housing in Sydney.

**PUBLISHERS**

**Australian Property Institute**  
6 Campion Street Deakin ACT 2600

**Property Institute of New Zealand**  
Level 5, 181 Willis Street, Wellington, New Zealand

**EDITOR**

Aaron Hall editor@api.org.au

**EDITORIAL COMMITTEE**

Brett McAuliffe, Michelle Leong-Willimott, Prof. Chris Eves, Sean Ventris.

**CONSULTING EDITOR**

Dr Richard Reed

**MANAGERS**

Phil Turner  
National Communications Manager, API

Jacklyn Hensch  
Marketing and Communications, PINZ

**CONTACTS**

EDITORIAL – Australia and New Zealand  
editor@api.org.au  
Ph: 02 6122 8701

ADVERTISING – Australia and New Zealand  
Tremain Media  
jonathon@tremainmedia.com.au  
Phone: +61 2 9499 4599  
Suite 9, 694 Pacific Hwy, Killara, NSW 2071

SUBSCRIPTIONS  
journal@api.org.au  
Ph: +61 2 6282 2411

**DESIGN & PRODUCTION**

Alec Ellis  
API National Graphic Designer

**CIRCULATION**

Barbara Jones

**PRINTING & DISTRIBUTION**

Paragon Printers, Australasia  
Canberra, ACT

**API National President** David Moore  
**API Senior Vice-President** Nick McDonald-Crowley  
**API Junior Vice-President** Phillip Weston  
**API Immediate Past President** James Pledge

**API National Council**  
N McDonald Crowley (ACT), J Eager (NSW), G Preston (NSW), C Harris (QLD), J Pledge (SA), P Weston (NSW), J Forsyth (VIC), A Cubbin (TAS), D Moore (WA)

**National Director** Grant Warner

**PINZ National President** C Stanley  
**PINZ Vice-President** Ian Campbell  
**PINZ Immediate Past President** G Logan

**PINZ National Board**  
C Stanley, I Campbell, M Dow, P Hinton, I Mitchell, G Munro, P Merfield (Independent), B Hancock (Valuers Council Observer)

**Chief Executive Officer** David Clark

**Australia and New Zealand Property Journal**

ISSN 1836-6635  
API ABN 49 007 505 866  
CAB Membership Application Approved, February 2009

PINZ ISN 100 1330

The *Australia and New Zealand Property Journal* is published by the Australian Property Institute (API) and the Property Institute of New Zealand (PINZ) for the members.

The Publishers invite authors to submit articles of interest that further professional practice in the property industry. Articles of 500 to 5,000 words will be considered. Guidelines for authors are available from the publishers.

The Publishers reserve the right to alter or omit any article or advertisement submitted. Authors and advertisers indemnify the Publishers and publishers' agents against damages and liabilities that may arise from the published material.

Advertisers, advertiser agents and representatives lodging material with the Publishers indemnify the Publishers, its servants, staff and agents against all claims of liability or proceedings in relation to defamation, trademark infringement, breaches of copyright, licenses and royalty, slander, unfair

competition, trade practices and any violation of the rights of privacy.

Authors, contributors and advertisers warrant that the material supplied complies with all laws and regulations and that publication of the supplied material will not give right to claims of liability or are being capable of being misleading or deceptive or in breach of respective laws in all States and Territories of Australia and New Zealand.

At times, the *Australia and New Zealand Property Journal* publishes technical material to assist professional practice as supplied by authors and 3rd party sources. The Editor accepts no responsibility for the expressions, opinions, outcomes or effectiveness of formulas or calculations contained in those articles. Readers should seek independent, specialist advice on matters concerning business practice, financial outcomes and legal implications.

# API NATIONAL PRESIDENT'S REPORT



**David Moore**

API National President

The Australian Property Institute is at the crossroads of change – with roads in all directions fuelled by an economy in peril. Do we put the foot on the brake at this stage or press the pedal to the metal? I say slow down on the amber and steer clear of the “no go” avenues with red lights flashing. “Go green” but apply sufficient momentum to leave others in our wake (or risk being shunted from behind), is the call.

National Council has built a finely engineered vehicle to ride the bumpy road through “Economic Street” and has invested in performance enhancing qualities that will clearly get to our destination – faster and more efficiently. Enough of the clichés. This is about the future of the Institute and the future of its members. It's about building a structure to provide members with what they want – clearly defining the way forward.

The launch last month of the Certified Practising Valuer (CPV) campaign is one example of the Institute investing in the future. The CPV campaign in main stream media will reach over 1 million readers who are being asked to go to [www.cpv.org.au](http://www.cpv.org.au) for CPV information. This information positions the Certified Practising Valuer at the top of the valuation profession.

Contracts were signed last month for a modern and progressive, integrated business and Contact Management System (CMS) that will, over the next 5 - 8 years, provide a new and improved level of access to information for members. The CMS will provide a platform for new and engaging web access capabilities.

National Research is currently being prepared that will collect critical data to help build a platform of service to members and draw the wider property industry towards the Institute. API expects the findings from the study will enable National Council to set priorities and establish a benchmark to measure growth into the future.

The Institute has lodged an application with the Professional Standards Council for a Capped Liability scheme. The scheme, when approved, will potentially lower the cost of Professional Indemnity Insurance premiums which will be linked to Professional Standards. The Capped Liability Scheme will be initially established in NSW before rolling out nationally.

Future Property Professionals program modules will be trialled in South Australia towards the end of this year in the anticipation that further modules will be released in 2010. The program is currently in due-diligence and is designed to bridge the gap between academic knowledge and professional expertise and provide graduates with assistance in transitioning to fully fledged property professionals. The Institute is being pro-active in introducing the program at this particular time. As the global economy rebuilds, the opportunity for graduates to meet new demands resulting from economic change will enable those who complete the course to be professionally ready.

National Council has moved to amend the non-valuer certifications by replacing the three current certifications with six non valuer certifications and a new CPV certification for “Business” – CPV (Bus) has also been established. In total, the Institute now has nine certifications that more accurately meet the professional occupations of the Institute's members. Information about the new Certifications is available from your Division.

On 28 May 2009, at the conclusion of

the Institute's Annual General Meeting, James Pledge retired as National President. Under James' leadership the Institute has continued to raised the bar for the profession and has set API in a new modernised direction for the API to ensure the Institute remains the peak industry body for professional property. I am using this column to place on record James' professional and personal contribution to the Institute and I consider it an honour to be elected to carry on the good work.

The following members were elected to National Council:

- Nick McDonald-Crowley FAPI (ACT), elected Senior Vice-President
- Phillip Western FAPI (NSW), elected Junior Vice-President
- Andrew Cubbin FAPI (Tas)

I would like to thank the outgoing members. These members have each served on National Council for over 10 years. Their contribution to the growth and development of API is well documented. On behalf of National Council, the Divisions and all members it is, with heart-felt gratitude for services to the Institute, that I thank:

- Marcia Bowden FAPI (ACT), former National President
- Barry Brakey LFAPI (NSW), former National President
- Clyde Estaugh LFAPI (Tas), former National President.

A final note. Perth next year will host the biennial Australian Property Institute and Property Institute of New Zealand joint conference. I encourage all members to put the event in your diary – Perth, 20 to 23 April, 2010. This will be the major property conference and industry forum in 2010 and all members are eligible to attend.

**David Moore**

President

Australian Property Institute



**Chris Stanley**  
PINZ President

The first half of 2009 has been very challenging both for all those involved in property. Just as the New Zealand economy, and more particularly the property market, has been through significant changes, so has the Property Institute.

Following on from the Special General Meeting in Wellington in December 2008 implementing Professional Communities, a considerable amount of time has been expended on developing By-Laws to ensure the Institute meets the needs of our diverse membership.

Representatives of the Professional Communities: Real Property Valuation, Property and Facilities Management, Plant and Machinery Infrastructure Valuation and Property Advisory, have been working to ensure the By-Laws mirror the intent of the new Rules and allow the communities to grow the membership base while still ensuring high ethical and educational standards are maintained.

In terms of the By-Law the primary focus of the Professional Communities has been on membership, advancement, registration and continued professional development. It is critical that the By-Laws provide a clear pathway from initial membership, advancement and through to registration. Once the Professional Communities have completed the review of the By-Laws these will be released to members for consultation.

It is hoped that draft By-Laws will be released in the near future. Subject to

member input and review it is anticipated they will come into effect post the Annual General Meeting in Auckland on 17 June 2009.

Once the By-Laws are ratified the composition of national committees will be reviewed to ensure each Professional Community is appropriately represented and the committees efficiently deliver services to our membership.

The transitional Professional Community Committees will remain in place until the first Annual General Meeting of each of the Professional Communities, which will occur in 2010.

The Institute has also been active reviewing new legislation and a working group is currently making submissions on the Unit Titles Bill on behalf of the membership. We are also making further submissions on the Financial Advisors Act to the Commerce Commission relative to the competencies of financial advisors.

We are also developing a Disclosure Statement template for members to utilise if they provide financial advice relative in relation to property and therefore fall under the requirements of the Financial Advisors Act.

Representatives of the Board and our CEO have recently met with the National President, National Director and representatives of the API to discuss the strategic alliance between the two countries. We currently work closely in relation to valuation and property standards and publish a joint journal however both countries recognise the potential that exists to work more closely on issues such as education, international relations and marketing.

The Board is also committed to increasing the number of educational courses

available on line. This is a cost efficient mechanism to deliver targeted education to our members and as such the Board has made a commitment to upgrade our on-line learning facility by investing in a "Webex" platform. This will enhance the learning experience.

A major focus is the Annual Conference to be held at the Sky City Convention Centre on the 18th and 19th June.

The Annual Conference is one of our flagship events bringing together our diverse membership from all parts of the country. Members are urged to attend the conference which will provide a very interesting programme ranging from specialised workshops for our members to major issues such as the impact of the global credit crunch on our economy, planning and preparation for the 2011 World Cup green buildings.

My term as President will end at the AGM in June therefore this is my last report to members.

I would like to take the opportunity to thank all those who have assisted me over the last two years and in particular the Board of Directors, our CEO and our national committees. It has been my experience that the majority of our members are very supportive of the Institute and most give willingly of their time to ensure the success of our profession. I have appreciated all the support and advice offered by members. It has been a privilege to serve as your President.

**Chris Stanley**  
President  
Property Institute of New Zealand

# Household dynamics and housing affordability: a more human approach to understanding the direction of house prices

## Abstract

*Two changes in the dynamics of the household are examined for their impacts on house prices. The obvious fact that adding extra income to the household would cause price rises is applied to explain the capital growth that hit the residential property market in the early 1970s. The equally obvious fact that higher debt leverage would do the same is applied to the nexus between increasing household debt and capital growth through the past decade and a half. The implications of what happens once households cannot work more jobs or borrow more money are laid out as the best predictors of where house prices are likely to trend in the future.*

## Introduction

The current US experience with real estate investment is a reminder that although financing can distort property markets, the fundamentals are inescapable. Speculative bubbles are always easier to spot using hindsight. Economists are currently divided in their opinion regarding the future of house prices with many following the optimism of Braddick and Montalti (2008) of the ANZ expecting house prices to grow due to underlying demand, while others are more circumspect and agree with Shane Oliver's (2008) conclusion that house prices are still perhaps as much as 20% over-priced. The two schools of opinion are based on conventional though different analytical approaches.

This study aims to demonstrate that there are factors that both approaches have failed to grasp that have been major influences on property prices, and may have sent them beyond the reaches of rational market theory. It will argue that only by grasping the actual dynamics of the human processes that underlie the markets will it be possible to reasonably

forecast future trends. The focus of the data is the Sydney household, partly in order to respond to the literature, partly to avoid distortions in the Australia-wide averages due to the impacts of resource incomes on some cities and partly due to the difficulty of encompassing the whole of Australia/New Zealand in one study.

The approach suggested in this work may be profitably applied to other markets in separate studies.

## The theoretical puzzle

Abelson and Chung (2005) drew attention away from conventional forecasting methods when they examined Sydney house prices since 1970 and found that they had left their traditional connection with adult wages. They concluded that this constituted a form of inter-generational inequity, and in so doing they implied the importance of inter-generational social trends in the analysis of property markets. Their work led to the more interesting question of why this should have occurred and if it was likely to reverse.

If house prices continue at a level that is proportionally greater with respect



## Dr Garrick Small

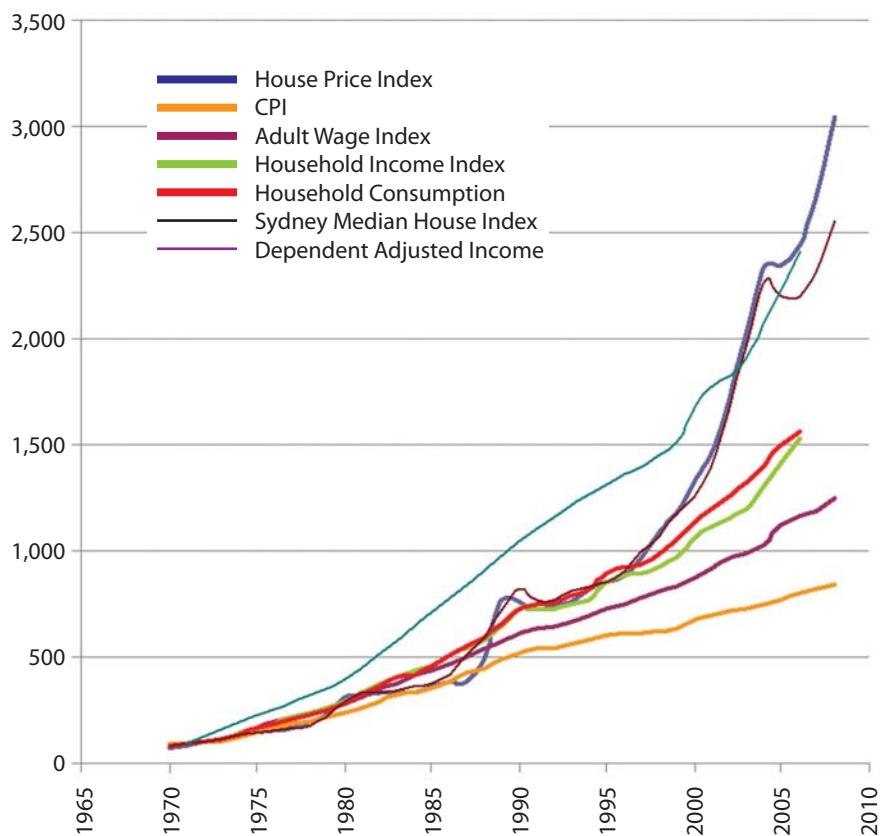
Garrick Small PhD (UTS), M.Comm. (UNSW), B. Surv. (UNSW), JP, FAPI is the Director of Consulting responsible for research quality at Hill PDA, a consultancy specialising in property economics, urban planning and real estate valuation. He has been a recipient of the Australian Property Institute (NSW) S. F. Whittington Award (2007) and the Royal Institute of Chartered Surveyors Thought Leadership Award (2003). He also has 20 years' experience as an academic at the University of Technology, Sydney in various roles including Associate Head of the School of the Built Environment.



to wages than previously, it means that it requires either a greater proportion of a householder's income, or a greater number of incomes to purchase each house. It means that the capital gain in the housing market is actually at the expense of burdening future home occupiers with being forced to pay a greater proportion of their income on housing. Conversely, it means that occupiers will have less to spend on other commodities – they will have the same house but less of everything else.

Economists often ignore these more social aspects. Bill Evans (2008) recently assessed the future of housing affordability and merely considered a line of best fit in the affordability trend over the past 40 years to conclude that whereas in 1965 25% of household income was devoted to servicing housing costs, today it should be 45%. He was silent on how or why a community should allow the price of one good to grow to the detriment of its ability to purchase

Figure 1: House Price Growth and Other Economic Factors



Source: Abelson & Chung (2005) and ABS



as much of other goods, when all are common components of the accepted standard of living. While his conclusion may be factually true, his method is no more than a trend projection. He may as well continue his trend to conclude that by 2100 households will spend 90% of their income on housing. The absurdity here illustrates the shortcoming of much economic analysis – it is dangerous projecting a trend if you do not know what is causing it. Property economics must explore the causal mechanisms that give rise to property values. Households are complex human units and it is likely that economic outcomes such as prices are better explained in terms of human behaviour and social changes than by mere trend analysis.

This complexity is evident in the economic behaviour of the household

unit. A review of most goods that make up the regular expenditure of western people reveals that most have actually become cheaper relative to wages (Warren and Tyagi 2004). Competition and market forces are supposed to cause prices to fall over time as the economy is prodded into greater efficiency. It has not worked for housing. Figure 1 presents Abelson and Chung's data on Sydney house prices augmented by Australian house price index, some other pertinent data and brought up to the present.

## Household dynamics and house prices

Three epochs can be seen in the data between 1970 and today. The first ended in 1988 when house price growth moved beyond that of adult wages. Up until this

time a person buying a house would commit a similar proportion of wages to the purchase as someone in 1970. Hence, even though house prices exceeded inflation, each successive owner paid a similar portion of the breadwinner's wage. The second epoch ended in 1996 when house prices left growth parity with household incomes. The period 1988-1996 marked the recognition that double-income families had become the necessary domestic economic unit, at least so far as housing costs were concerned. This transition to double-income households can be seen in the female labour force participation trends through the family formation age groups as shown in Figure 2. Female labour force participation rose rapidly between 1960 and 1990, but has been relatively stable since, at a level comparable to the



Access to property information just got simpler. Terralink offers a range of solutions to fit your needs and budget.



Property Guru is specifically designed for property professionals and valuers. Property Guru integrates a variety of data sources in one easy to use application including property ownerships and titles, comparable sales data, parcel information, aerial photography and exporting functions. Accessed via a secure online service.

### sales and valuation data

Terralink can supply the latest sales and valuation data to the valuation sector. Merge this data with your current applications for comprehensive comparisons and market trends. Delivered weekly and in the format you require, Terralink's Bulk Sales Data offers an easy and cost effective solution.

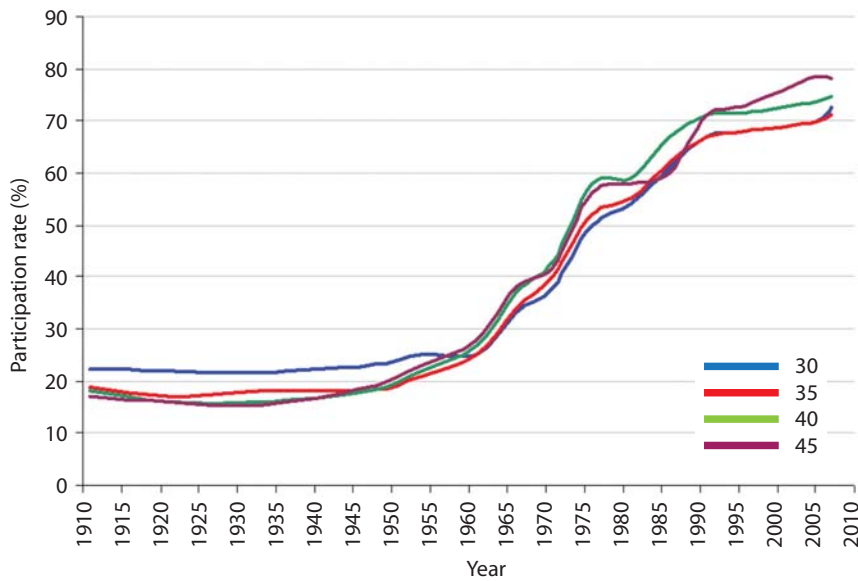


Suitable for all property professionals, Terraview Platinum has been New Zealand's leading geo-spatial desktop application for many years. Available on CD or DVD, Terraview Platinum offers comprehensive on-demand land and property data for every property in New Zealand. A powerful suite of searching, measuring and data exporting tools.

If you want to learn more about any of Terralink International's products then simply call us. We can arrange for FREE demonstrations of all our products. Visit [www.terralink.co.nz](http://www.terralink.co.nz) for more information or call us toll free on 0508 483 772.



**Figure 2: Australian Female Labour Force Participation for Selected Ages**



Source: Abelson, P. and D. Chung (2005) and ABS

male participation rate. This suggests that house price growth over this period may be largely explained by female labour force growth. Few would deny that the double-income family has now become a necessity in most households and this is reflected in the data. From this, it should be noted that house price has not simply been the result of market forces or cyclic movements, but at least partially the result of a major social change. The household economics of 1990 is fundamentally different to that of 1960.

The social change that underpins female labour force growth is a fall in the fertility rate. This is shown in Figure 3. This shows four epochs in fertility. Fertility first fell through the last quarter of the 19th century following the perfection of most forms of contraceptive until the mid 1930s, following the adoption of contraception by most religious groups in 1930 and the Great Depression. Fertility then rebuilt to the pre-World War I rate to peak at 3.55 in 1961 in what is now known as the baby boom. The third epoch followed the introduction of the contraceptive pill and the secularisation of the Australian community that combined

to cause the most rapid fertility fall in the period from 1962 to 1975. From 1976 to the present fertility has been the most stable of any period over the preceding century, but at a level below natural replacement.

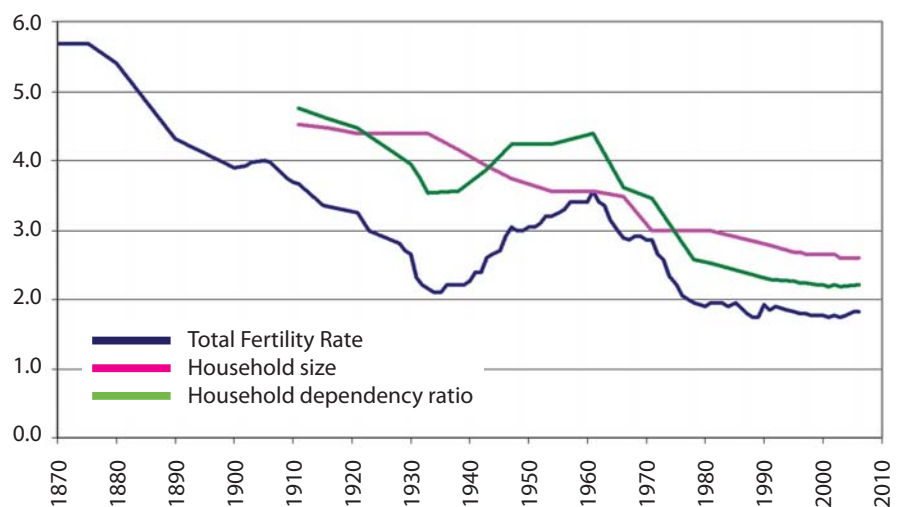
The significance of the fertility rate for property cannot be underestimated. A fertility rate of less than 2.1 children per woman means that all else equal, the population will not replace itself. This will tend to mean reduced direct

demand for residential property in the long term. A falling population will also have indirect impacts on property as businesses contract, resulting in reduced demand for income producing property. Improvements in longevity negate losses in fertility, but only as long as longevity is increasing substantially. Likewise, immigration will correct for natural replacement losses but requires an active immigration commitment, adequate sources of immigrants and raises the possibility that immigration will change the local cultural balance.

The release of women into the workforce between 1960 and 1990 provided a massive economic boost to households and was responsible for part of the economic growth during that period. The capacity of households to spend on real estate was also boosted indirectly by the secondary effect of the lower fertility rate: reduced household size and number of dependents per household income. Figure 3 shows the household dependency ratio falling into the early 1990s.

The peculiarity of that period is illustrated by the behaviour of inflation. Up to 1970 high inflation, say above 5%, was only

**Figure 3: Fertility, Household Size and Spending Power**



Source: ABS with family dependency ratio derived from several ABS sources.



experienced for relatively short periods following major economic disruptions, notably the two world wars. Economic theory suggests that high interest rates should result in low inflation, but the period 1970-75 saw interest rates rise and inflation take an even greater hike as shown in Figure 4. Indeed, the entire period 1970-90 saw inflation consistently at record levels indifferent to interest rates running at historical highs. By contrast, over most of the past decade, interest rises of fractions of a percent were sufficient to sober the economy. The enigma of sustained high interest and inflation can only be explained by the exogenous impact of elevated household economic resilience afforded by access to a robust second income, and to the falling dependency ratio.

## The borrowing binge

The connection to household dynamics at this point was masked by the general recession of the early 1990s which did stall house prices and usher in a new economic era of lower interest rates and manageable inflation. The early 1990s saw interest rates lower than they had been in almost 20 years, which led commentators with short memories to describe them as “historically low”. The reality was some-what different – they were still historically high, just lower than the previous 20 years, as shown in Figure 4. This only plots interest rates back to 1915, but data from the Bank of New South Wales

back to 1852 indicate that mortgage interest rates were never above 6.5% and generally less than 6%. What were not typical were the rates from 1970-1990.

The recession was partly induced by the imposition of extreme interest rates that shook the economy, but that does not explain why the community should have been indifferent to interest rates before 1990, but very sensitive to them afterwards. The answer lies in the fact that after 1990 female labour force participation no longer had capacity to expand in the face of financial pressures.

Household size was also a factor: With fewer dependents per income, it is likely that households can afford to devote a greater proportion of their incomes to housing costs. Figure 1 includes a preliminary adjustment of household incomes by the dependency ratio. This suggests that the amount of household income potentially available to fund housing could be considerably greater than that indicated by a constant proportion of incomes as is presently assumed for affordability measures. The trace for adjusted household income suggests that current Australian house prices may be proportionate to household circumstances, and not unduly unaffordable as is commonly believed. The actual economic behaviour of households is complex and varied, however some general trends can be identified that resonate with popular experience.

The extra dependent adjusted income constituted a funding capacity that from 1970 to 1990 supported the exceptional interest rates and inflation burdens of that era. From the early 1990s it can be seen in the twin trends of consumption growth riding above household incomes and the renewed popularity of debt funded property investment. However, housing costs are now closing on the additional effective household income. Household debt also appears to have reached capacity.

This result supports Evans' conclusion, but for very different reasons. Whereas Evans considered only the 40-year trend, which would suggest housing will consume 65% of household income by 2048 or an absurd 90% by century's end, analysis of household circumstances suggests that the change is simply an unrepeatable step that was the result of social changes. More work remains to be done to assess the methodology behind adjusting incomes in this way, but these results add considerable credibility to current prices and go some distance to explaining why they exist without significant economic backlash.

The growth in house prices from the early 1990s adds more weight to the economic importance of the falling dependency rate. With fewer dependents per income, households have been able to support greater amounts of debt and a large proportion of this has been directed

towards residential property investment. The Reserve Bank of Australia first drew attention to the matter of household debt in its March 2002 newsletter. At that point household debt was about 110% of household income and international experience suggested that household debt ratios of 130%-140% could trigger recession. Figure 4 shows how household debt had been relatively stable until 1991, but following the substantial drop in interest rates in the preceding couple of years households had begun to indulge in a borrowing spree that appears to have continued up to early 2007. It now appears to be hovering at 160% of household income and its impact on Australia's current economic insecurity is yet to play out.

The investment logic that the community had learned in the period 1970-90 was "the more you borrowed the more you made", especially riding on the back of negative leveraging strategies. Once interest rates fell, that logic was applied to residential investments, especially in the larger cities, and stimulated a large-scale residential development boom. Behind that residential boom was another

artefact of the social changes of the 1970s: smaller households and the DINK (double income no kids) lifestyle. For the first time in Australian history apartment construction overtook cottages to sate the demand for households who had dual incomes, little time and seldom more than one child if any. For these households a backyard was a burden and optimum location was near the city centre, or at least well placed to transport links. These households can afford the higher rents and purchase costs, though it is at the cost of some limits on other consumption.

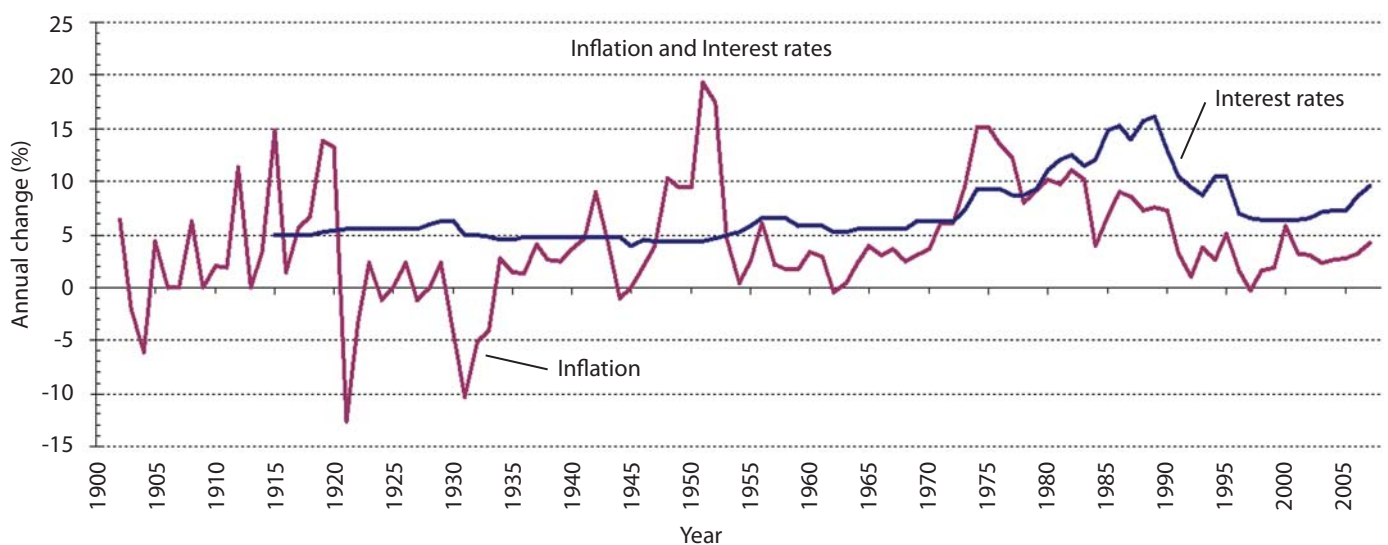
The confluence of the debt-driven supply funded by negatively leveraged investors and lifestyle-driven demand for well placed low maintenance rental apartments carried the trend in house prices well past the rational limits of affordability implied in Figure 1. 2007 offered some consolidation, with advertised rents rising more than 24% (Residex) in Sydney and comparable increases in other cities, but more recent trends threaten their ability to sustain prices.

If prices do stabilise, it will mean the adoption of a new benchmark in housing affordability that will leave less of the household budget available for other expenditure than at any point in living memory. This possibility promises to rein in the excess economic capacity brought about by the advent of smaller dual income households, leaving house purchase a major challenge for many households and less in the household budget available for other consumption. This reality appears to be currently impacting on the retailing industry which appears to be poorly prepared for it.

## The new equilibrium

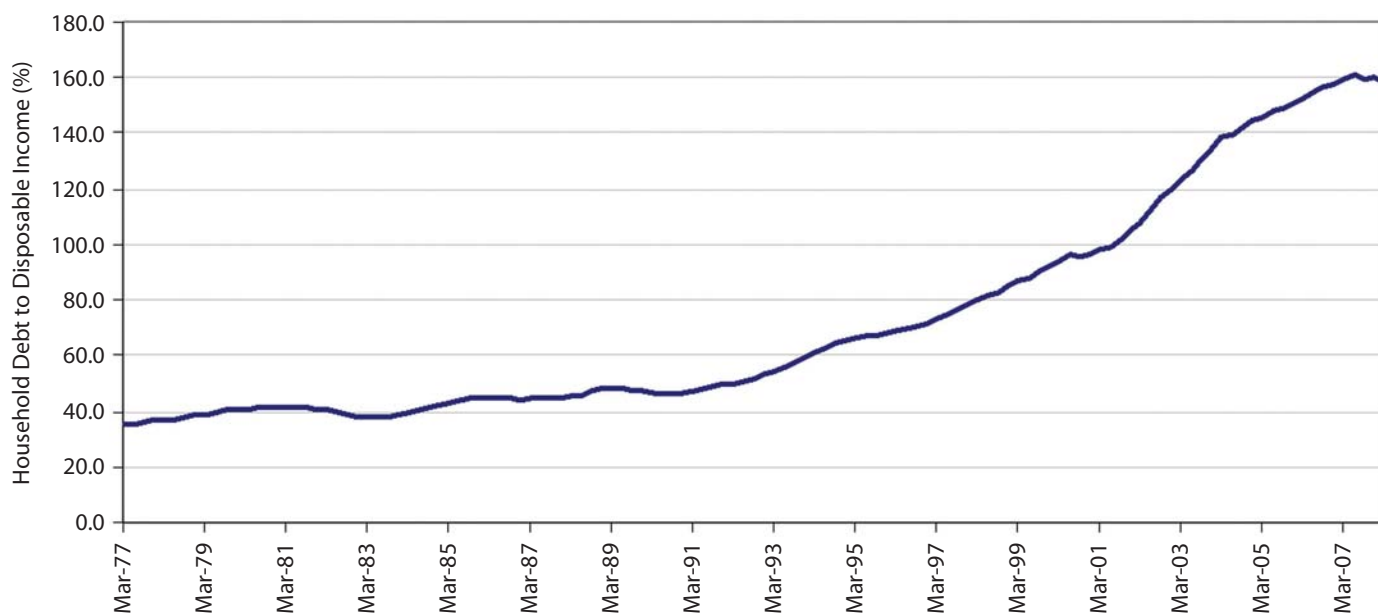
A second lesson follows from this line of analysis. If falling fertility is the underlying cause of household changes that have driven housing markets over the past 40 years, then stable fertility rates will result in a new equilibrium. This new equilibrium will mean the end of the capital growth profile that has been characteristic of housing markets over living memory. It will mean that housing affordability is not following an ever upward trend, but merely has been in a state of transition

Figure 4: Australian Inflation and Home Mortgage Rates



Source: ABS CPI data and Commonwealth Bank standard variable home mortgage

Figure 5: Australian Household Debt to Income Ratio



Source: ABS CPI data and Commonwealth Bank standard variable home mortgage

over the past 40 years from one stable level and another.

This may be also true with household debt levels and a number of other household economic characteristics. It suggests the end of an equivalent era of strong capital growth. It may well mean a return to emphasis on yield for property investment rather than capital gain, as was the case pre-1970. These trends are already becoming evident in the marketplace, though perhaps not with the importance that they deserve. To the extent that the market has probably overshot its stable value, it may also hint at why the current recession may well become more severe than any over the past 40 years.

At the household level, it may suggest that owning a house may again require the sort of commitment that was needed pre-1970 with the sacrifice of other lifestyle expenditures that have become the norm in recent years. However, the new equilibrium will be on the basis of very small households and substantially higher economic risks than in previous generations.

## Conclusion

This paper has focused attention to impact of social changes on Australian residential markets. It is commonly believed today that most households now require double incomes to survive financially. The data suggests that this belief is currently an understatement as house prices have overshoot the level suggested by the raw double income effect. The fall in the household dependency ratio could be responsible for much of this apparent excess, suggesting that it is not simply necessary to have a double income, but also fewer dependents as well.

A second and potentially more important conclusion from this line of analysis is that the present situation is not merely a point on a trend line, but rather the end of transitional phase in the history of the Australian household. It suggests that while the present regime of house prices may be more rational than most commentators think, the direction from here may be more sober. It may be a return to residential market dynamics that have not been seen in more than 40 years.

This study has sought to use the data to evaluate the impact of commonly recognised connections between the social dynamics of the household to its economic behaviour. If this line of analysis is valid, then it suggests a new direction in property market analysis that could be applied to other social changes and other property markets. The looming challenge of the ageing population can be easily recognised as the continuation of the social changes that have been examined in this study and an obvious direction for further research. ■

## References

- Abelson, P. and D. Chung (2005). "The Real Story of House Prices in Australia from 1970 to 2003." *The Australian Economic Review* 38(3): 265-81.
- Braddick, P. and A. Montalti (2008) "ANZ Australian Property Outlook: Residential."
- Evans, B. (2008). *Australia's Economic Outlook*. API (NSW) Kiparra Day. Sydney, API (NSW).
- Oliver, S. (2008) "The outlook for Australian house prices." AMP Capital Investors
- Warren, E. and A. W. Tyagi (2004). *The two-income trap: why middle-class mothers and fathers are going broke*. New York, Basic Books.

# No pain, no gain: the issue of housing stress.



## Angelo Karantonis

Associate Professor at the University of Technology. Angelo is an economist with extensive property industry experience and has been a researcher in the areas of housing affordability and property development for many years.

## Abstract

*Much has been written regarding the increasing cost of housing in Australia and the so-called, “affordability crisis”. The affordability crisis is concerned with the householder’s increasing cost for housing requirement in relation to the householder’s income. As the housing cost (purchase price or rental cost) increases relative to income, affordability worsens. As income increases relative to cost, affordability eases.*

*In the past, Australia was recognised as having one of the highest incidences of home ownership in the world. This is deteriorating and now there are commentators suggesting that lifetime renting may well be the position for many householders. The purpose of this paper is not to support the increasing housing price, but to put an alternative strategy for would-be purchasers of dwellings, who may be delaying their purchase in the belief that the affordability crisis will ease.*

*The paper uses Sydney housing prices and rental costs to demonstrate that the pain (stress) for the purchaser may not necessarily be long term and the pain may well result in long-term gain.*

## Introduction

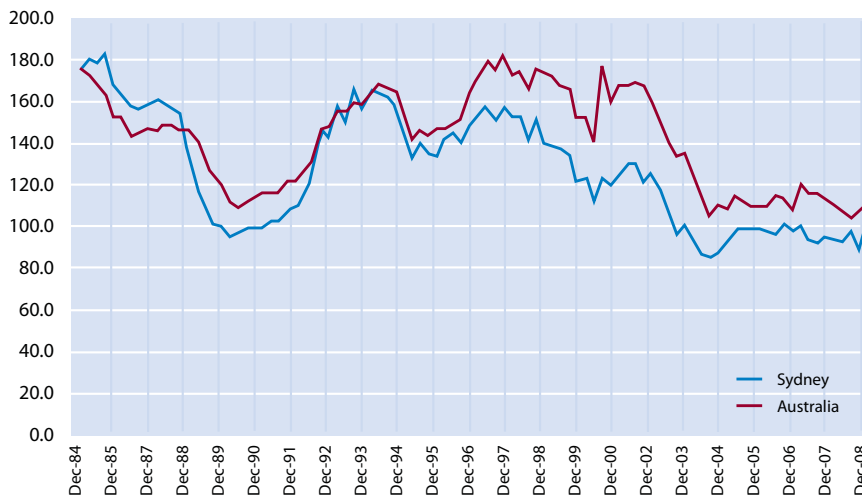
The definition of affordability is used to convey a notion of reasonable costs in relation to income. Gabriel et al (2005) define housing affordability as a “term usually denoting the maximum amount of income which households should be expected to pay for their housing”. Similarly, PCA (2007) and Whitehead (1991) point out that housing affordability is expressed by the relationship between housing expenditure (be it rent or mortgage payment) and household income. In one way or another, housing affordability is measured and expressed as a ratio between expenditure on housing and income.

As a general rule property analysts and property industry groups (PCA, HIA, UDIA) use 30 per cent as the benchmark for housing affordability. Yates and Gabriel (2006) in a study for the Australian Housing and Urban Research institute (AHURI) have identified that there are 862,000 households in Australia experiencing housing stress. They defined stress using the “30/40 rule”, which identifies the nation’s lowest 40 per cent income group that needs more than 30 per cent of their disposable income for housing.

Yates and Gabriel (2006) further contend that duration of stress extends over time, reducing to 60 per cent after one



Figure 1: Australia and Sydney Housing Affordability Index



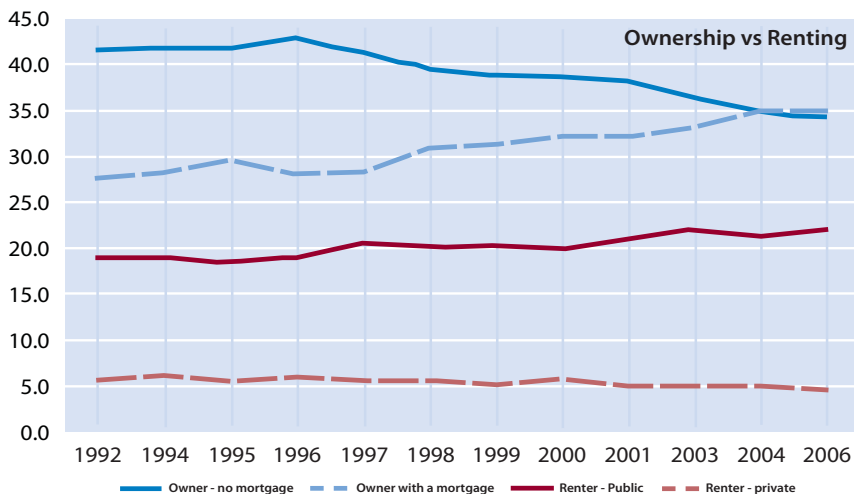
Source: HIA Housing Affordability Index Time Series (2008)

year, 49 per cent after two years and reduces to 29 per cent after three years. Unfortunately this study was over the period 2001-2003 and would have been good to extend over time.

Figure 1 shows the HIA housing affordability index for Sydney and Australia from 1984. HIA (2008) measures affordability by deriving an index which measures the ratio of net household income to net qualifying income for an 80 per cent loan of the Sydney and Australian median dwelling prices. The higher the ratio, the more affordable and vice versa, the lower

the ratio, the less affordable. As can be noted both indexes move in a similar pattern, having decreased over the period, showing housing is now less affordable in Australia than it was in the 1980s and 1990s. Sydney and Australia were most affordable in 1985 with indexes well over 170, but decreased to their lowest in December 2003; 83.6 for Sydney, and 102.8 for Australia. Since then both have improved towards the end of 2008, due mainly to prices falling across Australia. Subsequent to that, more recently there have been several interest rate cuts which will filter through the next quarterly data onwards. What Figure 1 also shows is

Figure 2: Housing Tenure in Australia



Source: ABS (2008) – Table 1 Cat No. 4102.0

that Sydney has consistently been less affordable than the Australian average with the gap between the two widening over the past 15 years or so.

In an international study, Cox and Pavlevich (2007) used a median multiplier ratio to determine housing affordability. The ratio measured “the Median House Price to Median Household Income Multiple”, which in essence measures the numbers of years of income it takes to purchase a dwelling. Therefore the higher the multiplier the more years of income it takes to purchase a dwelling and therefore the less affordable. Hargreaves (2002) in a study of the New Zealand residential market, found that due to reduced job security, delayed family formation of new families and more single-person households, there had been a significant increase in the percentage of households renting rather than buying dwellings.

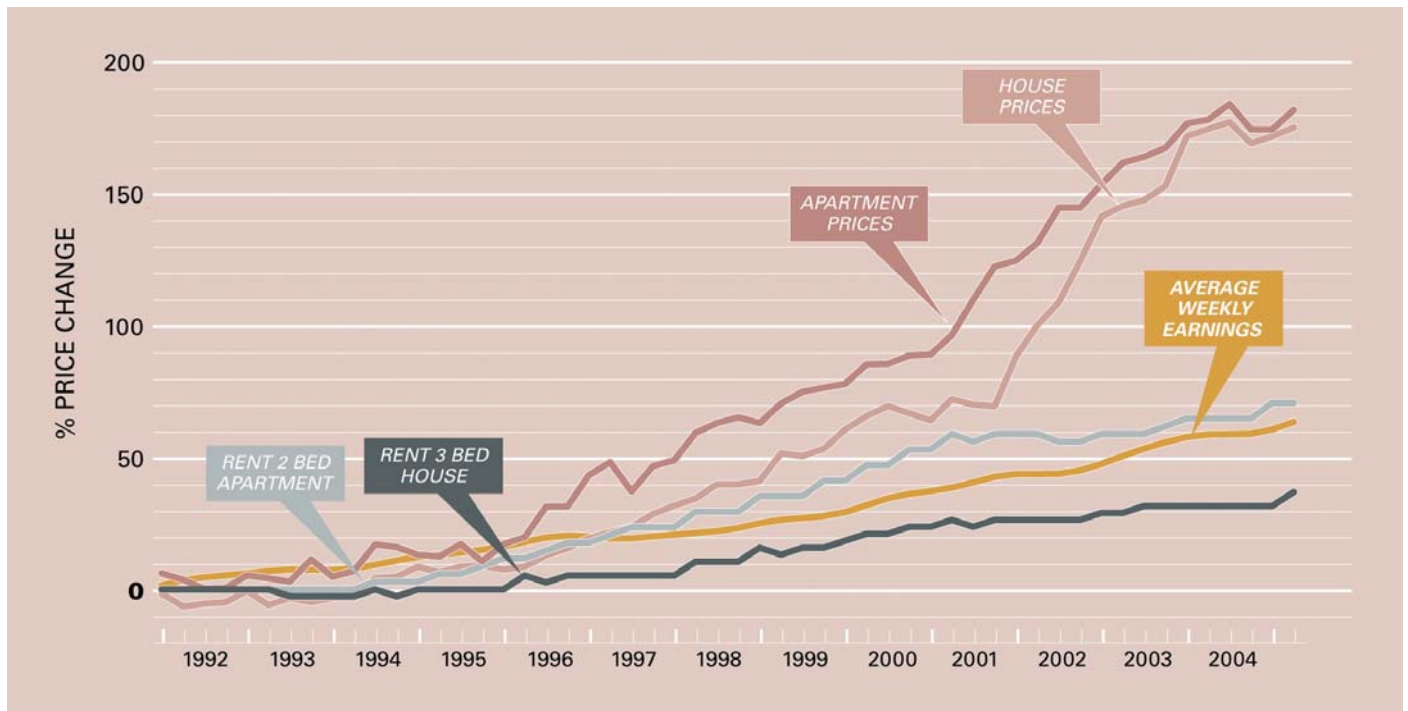
With housing becoming less affordable in Australia, the percentage of ownership has fallen from 69.2 per cent in 1992 to 64.8 per cent in 2006 (ABS, 2008). In addition to the decline in ownership, the number of those now with a mortgage has increased, in fact most owners now have a mortgage. Figure 2 shows the composition of housing tenure in percentage terms and – as can be noted – the “owners with a mortgage” has increased by 16.7 per cent, whilst the level of “owners – no mortgage” has decreased by 21.6 per cent. On the alternative rental side, public renters have decreased from 5.6 per cent to 4.1 per cent, whilst those dependent on private rentals has increased by 22.2 per cent over the same period.

## Data

To undertake the analyses, this paper used the HIA affordability index time



Figure 3: Sydney Dwelling Prices, Rents and Average Weekly Income



Source: Metro Strategy, 2005 (Figure C5)

series for median dwelling price and disposable household income for Australia, Sydney and capital cities. Rental prices were ascertained from the NSW Department of Housing, whilst the vacancy rates were provided by the Real Estate Institute of NSW. All other variables have been derived from the Australian Bureau of Statistics (ABS).

### The Pain

Examining Sydney, Figure 3 shows the Metro Strategy's (2005) percentage change of dwelling prices, rents and average weekly income for the period 1992-2004. As can be noted, it shows the extent of how housing and apartment prices have risen in relation to income in that period. It also shows that house and apartment rents have risen over the period and in particular how the rental of apartments has risen at a greater rate than income.

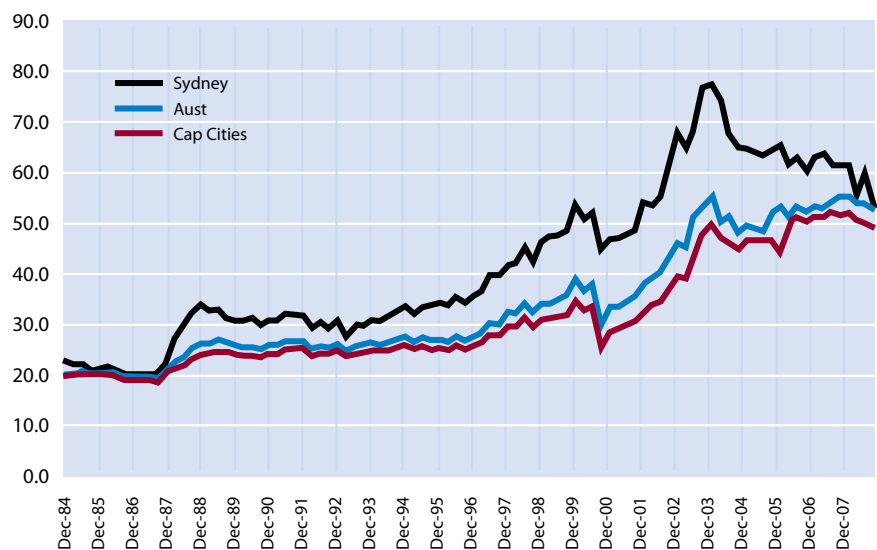
Using a multiplier similar to the Cox and Pavlevich (2007) study (discussed above), Figure 4 applies the median house price

to the household disposable income, for Australia, the capital cities and for Sydney for the period December 1984 to September 2008. The higher the multiplier the worse the position is getting.

From the Figure we can see that Sydney has the highest multiplier, particularly from

the early 1990s, where the gap between Sydney and both the capital cities and the overall Australian position has significantly increased. For Sydney, the housing cost to income multiplier in the early 1980s was just over twice the household disposable income and in September 2008 had risen to over five for Sydney and the capital

Figure 4: Dwelling/Income Multiplier (1984-2008)

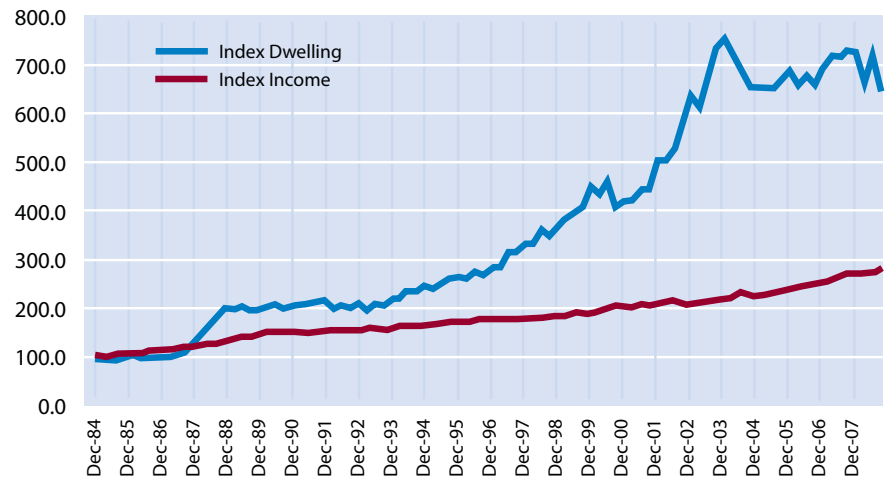


Source: Derived from HIA-Commonwealth Bank Affordability Report (2008)

cities, after having reached 7.67, 5.5 and 4.91 in December 2003 for Sydney, Capital Cities and Australia respectively. Measuring Sydney's increase we see from Figure 5 the indexes for household disposable income and dwelling costs from 1984 to 2008. As shown, the Sydney dwelling cost has been increasing at far greater rate than income, or in simple terms income has not kept pace with dwelling prices.

The dwelling index has risen to 645 (after peaking at 735 in December '03) whilst household disposable income index has risen to 276. This means that housing prices in Sydney have risen more than three times faster than household disposable income after having reached a rate of 5.4 in December 2003. The reason for the improvement since December 2003 is the result of the Sydney medium price falling from its peak of \$527,770 in December 2003 to \$451,700 in September 2008 (HIA).

Figure 5: Household Disposable Income and Sydney Dwelling Indexes (1984-2008)



Source: Derived from HIA-Commonwealth Bank Affordability Time Series (2008)

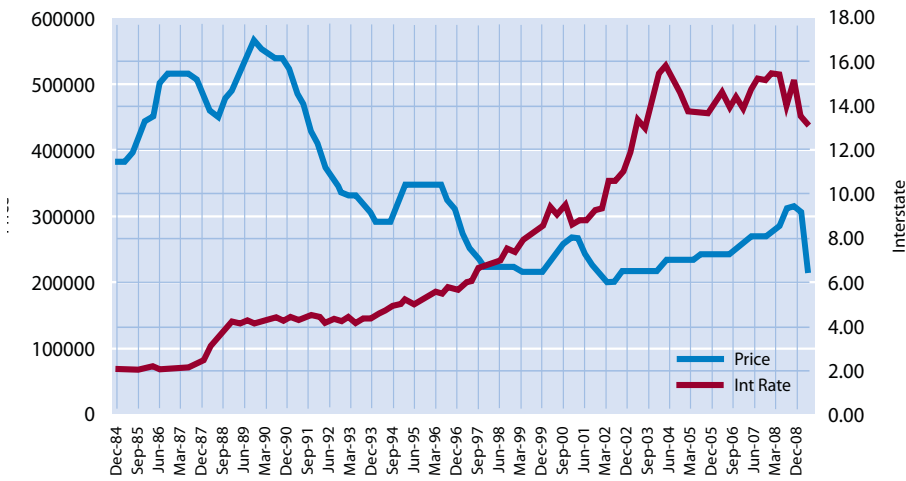
Another important factor in housing affordability is the interest rate. Increasing interest rates, ceteris paribus, means higher mortgage repayments, which in turn means a fall in affordability.

Figure 6 shows the Sydney housing price and interest rate movements from December 1984 to September 2008. Until June 2008, as can be noted,

other than a few minor downward movements, the Sydney house price trend has been upward, moving from \$70,000 to \$451,700. However interest rates have fluctuated, commencing at 11.5 per cent, increasing to 17 per cent (September 1989) and falling to 6.05 per cent (December 01), before beginning an upward movement to 9.45 per cent



Figure 6: Sydney House Price and Housing Interest Rates (1984-2008)



Source: Derived from HIA-Commonwealth Bank Affordability Time Series (2008)

in June 08. Since then, there have been several interest rate cuts due to the global financial crisis, with the rate falling to 6.45% by December 2008.

Thus before the recent interest rate falls, over the past five years or so, notwithstanding the slowing down of prices, higher interest rates have compounded the position of housing

stress brought about by the long-term higher house prices.

As discussed in the literature, housing stress is often defined when more than 30 per cent of household income is required to meet the repayments for the loan. Figure 7 shows the percentage of disposable income required to meet housing payments for Sydney median

price dwelling from December 1984 to June 2008.

From the Figure, we can note that there are two periods when the ratio has been greater than 30 per cent “stress” benchmark, namely the late 1980s and the period from December 1999 onwards, peaking at 52.3 per cent in December 2003, but still at 42.9 per cent at the end of the period (September 2008).

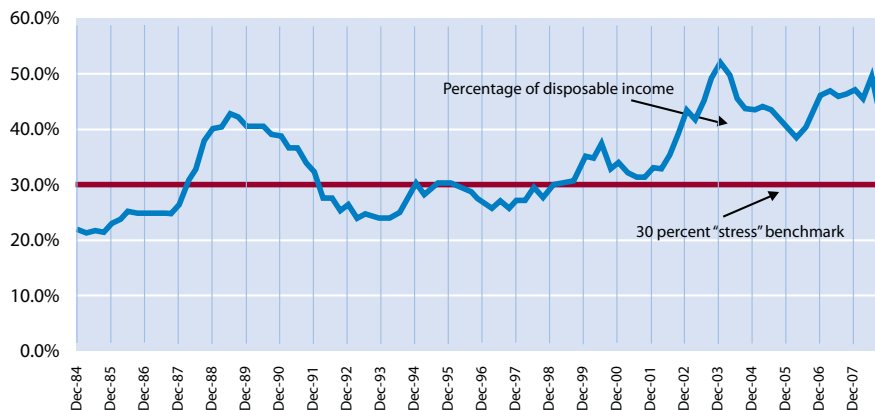
Allowing for the interest rate cuts to 6.45 per cent in December 2008, the percentage of disposable household income required to meet repayments reduces to 33.8 per cent.

## Renting

As everyone needs to live somewhere, the alternative to buying is renting which, when property prices are unaffordable, increases the demand for rentals. In addition, the growing population in



Figure 7: Percentage of Disposable Household Income (1984-2008)



Source: Derived from HIA-Commonwealth Bank Affordability Report (2008)

Sydney (Metro Strategy, 2006) without an accommodating new supply (PCA, 2007), is further compounding the increase in demand for rental dwellings, driving the cost of renting upwards. This is evident in Figure 8, which shows the level of rent from September 2001 for one-, two- and three-bedroom dwellings in Sydney. Rents have been increasing in all categories. Over the period, they have increased 29 percent for the one-bedroom dwellings and 23 per cent for two- and three-bedroom dwellings.

The level of rentals is not expected to fall, as vacancies rates have had a downward trend since March 2001, implying the potential for higher asking rents. Figure 9 shows the vacancy rate for dwelling rentals for Sydney. The downward trend can be noted with the level falling to below 2 per cent for the past 10 quarters and with no end to this trend in sight. This means that supply of rental accommodation is being rapidly absorbed and this has the effect of driving rent levels higher.

The falling vacancy rate is the result of an increase in demand for private renting as evident in Figure 2 above, whilst the lack of new supply has been attributed to a combination of economic and regularity factors. The underlying factor of new dwelling supply is land, but as the PCA

(2007) have identified, there has been a growing imbalance of demand and supply with an expected shortfall of new land supply for the period 2006-2026.

Therefore, as the alternative to buying is renting, households will also experience stress in renting. So with rising prices and rising rents, housing stress is becoming a new phenomena.

### What is the answer?

There is no one quick fix to the problem and it could become a permanent one. Supply needs to increase and even with

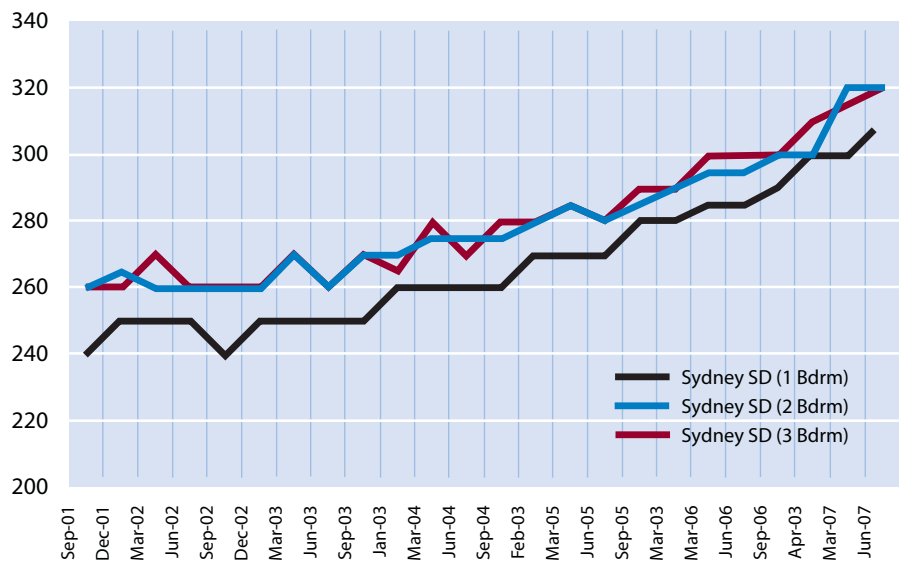
government intervention, it would take some time for the problem to ease.

Not a solution, but an alternative view, is "no pain, no gain". The above has highlighted the pain, now let us analyse the gain.

### The Gain

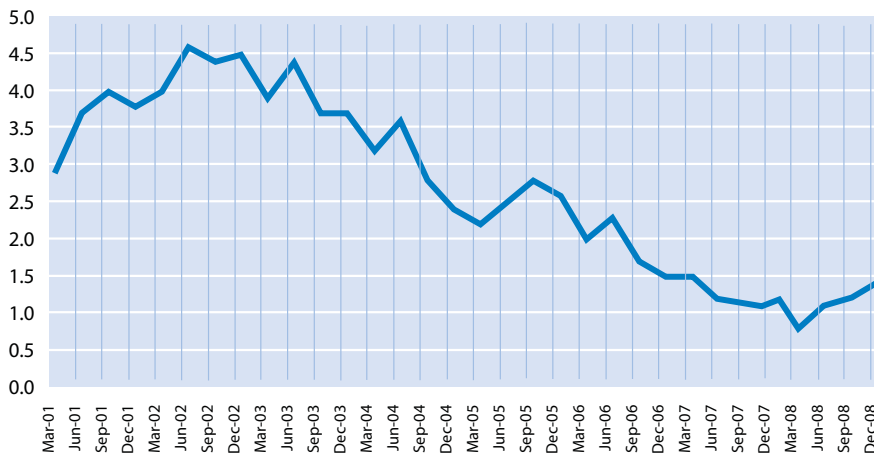
Unfortunately there are many owners that have been driven to mortgagee sales in Sydney as a result of this affordability crisis, in particular in the "outer ring" of Sydney. Supreme Court documents published in *The Daily Telegraph* (Bissett and Saurine, 2006) showed that the number of "Writs of Possession" had risen to 5363 by 2006. It also noted that a "two-tier" market had been developed with many of these mortgagee sales in the areas classified as the "outer ring" of Sydney. This is where not only are owners finding it difficult to meet the increase mortgage payments due to the increase in interest rates, but the market value of their dwelling has fallen. In many of these cases, owners have negative wealth, that is their mortgage is greater than the value of their dwelling asset. But the housing

Figure 8: 1, 2& 3 Bedroom Dwelling Rents for Sydney (2001-2007)



Source: NSW Department of Housing (unpublished)

Figure 9: Residential Vacancy Rate (%) for Sydney (2001 – 2008)



Source: REINSW (Various)

market does not necessarily move in unison and not all areas of Sydney have experienced this downturn.

In sport, it is often said, you must experience pain to gain or put simply “no

**... the household, whilst suffering affordability stress, could be having an increase in wealth ...**

pain, no gain”. Recognising that pain (in this case housing stress) is a reality, it is also a reality that household income has risen over time. In addition repayments have risen due to the increase in borrowings and can fluctuate with the rise and fall of the rate of interest.

Figure 10 shows the dwelling repayment to income ratio projected to 2022 for the dwelling purchaser in 2008, beginning with the adjusted September ratio of 33.8 per cent. This is the adjusted “repayment to income” ratio for September 08 in Figure 7. Now, when analysing the time series of “disposable income” we derive that income grew by 2.37 per cent over the past 12 months. By assuming the same growth rate for disposable income

into the future and applying it to the “repayment to income” ratio, the ratio decreases over time, that is housing stress reduces annually. Figure 10 shows that it takes some five years (2013) before it gets to the 30 per cent acceptable margin, in other words it takes five years of “pain” to get out of the accepted level of housing stress.

However, although one buys a dwelling principally for shelter, the dwelling is an asset and as we have seen over history its value increases. Hence, the household, whilst suffering affordability stress, could be having an increase in wealth, depending on the current property cycle. Hence to get a correct economic position of the householder repaying

a loan on the property over time, we should also add the value of the capital gain.

Figure 11 shows the value of that capital gain and added to the household income allowing for a capital gain of 1, 2 and 3 per cent annual respectively to show that whilst the dwelling purchaser is in an affordability stress position in the early years of ownership, the dwelling purchaser is increasing in wealth. Obviously, the higher the capital gain the higher the wealth effect; 1 per cent capital gain means the household has been reduced to the 30 per cent benchmark in about three years, reducing to two years for a 2 per cent capital gain and to one year for a 3 per cent capital gain.

The advantage of observing the position in this respect is that if in fact property is rising, the person that purchases and is in stress can overcome the stress in a short period of time and in particular those who have taken out more than one loan can consolidate their loans into one loan by re-mortgaging. Generally speaking the second loan, being a 2nd mortgage or personal loan will always be at a higher rate of interest than a 1st mortgage, plus having two loans requires two concurrent payments. Therefore the benefit to a property owner is that as

Figure 10: Affordability ratio

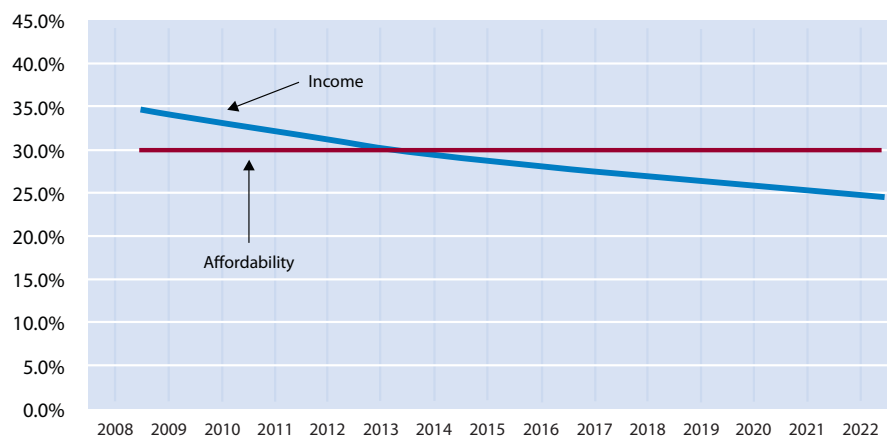
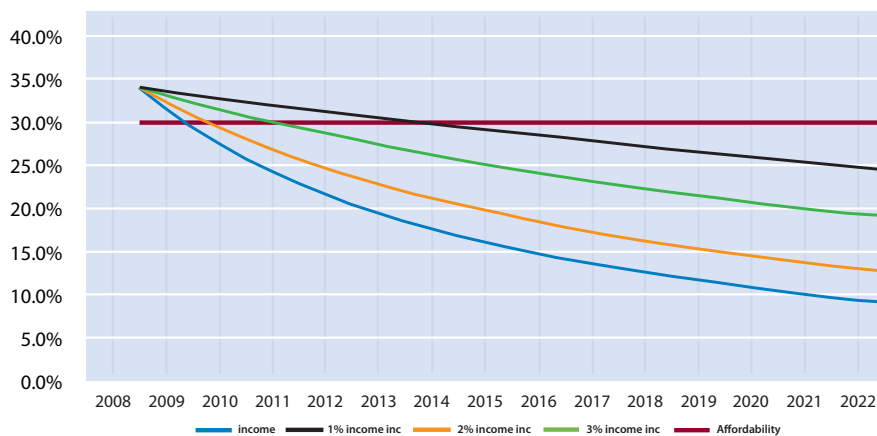


Figure 11: Affordability ratio allowing for capital gain



the value increases, the owner has more equity in the dwelling (asset) and can by re-mortgaging consolidate the loans at the standard housing rate of interest. Also the added benefit is that the household only has one repayment to make.

But prices have fallen and to be fair to the argument, what happens if housing prices continue to fall, after all we are in a financial crisis? Figure 12, using the same commencement data as Figure 11 and the subsequent fall in interest rates (5.24 per cent) in March 2009, assumes prices falling by 5 and 10 per cent over the next two years and a 1 per cent increase from the fourth year onwards, as one would expect to see increasing prices after four years of negative growth. As can be observed there is "pain", housing stress increases to over 40 per cent and nearly 60 per cent respectively and then begins to fall. With falling prices the stress period now extends to seven years and 10 years respectively.

In other the words, even with a further 10 per cent fall, the pain would be gone within 10 years and the buyer has the luxury of home ownership. One may then argue, why not wait for prices to fall? The problem with that argument is, identifying the absolute "bottom" of the market.

Whilst some commentators will argue that people are better off renting, let us look at some of the facts. The end

**... the pain would be gone within 10 years and the buyer has the luxury of home ownership.**

result of people not being able to buy is that rents will be driven up, as has been the case in recent times. The latest

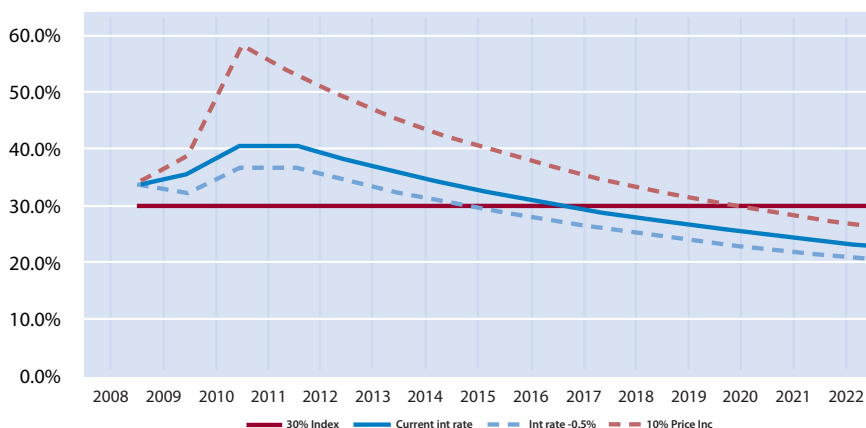
REINSW report (2008) shows that the residential property vacancy rate in Sydney has remained below 2 per cent from September 2006 – "the benchmark figure that indicates whether or not there is a rental crisis". The figure as at 2008 was 1.4 per cent. So whilst some commentators may say that people are better off renting, rental prices are also creating affordability stress.

## Conclusion

This paper does not solve the housing stress problem, but it offers a reason why consumers should still consider buying. As the alternative to buying is renting, it was shown that rents have also risen, continue to increase and are forecast to rise even further. These increases in rental costs are also eroding savings and in particular those that are in need of saving for any future deposit for purchasing.

Provided consumers have the capacity to purchase, they can sacrifice early in their purchase for lifetime gains. History has shown income grows over time and if applying last year's rate of income growth, the purchaser's housing stress reduces to about three years and possibly less, depending on capital growth. In addition, the current rate of interest is expected to fall further.

Figure 12: Affordability ratio allowing for capital loss



It must be understood that should property values stay stable then the buyer would be in the position as shown in Figure 10. More importantly, should there be a decreasing housing price environment then the initial stress would be further compounded as we saw in Figure 12.

However, history has shown that property values increase over the longer term. In this study, we found that a 1, 2 and 3 per cent capital growth rate would reduce housing stress to three, two and one year respectively. Even if prices did decrease by 10 per cent over the next two years and then only achieved a 1 per cent growth after that, the result would be that stress would extend for a period of about 10 years. But the purchaser will have the luxury of home ownership, therefore, satisfying the cliché, *no pain, no gain*. ■

## References

ABS (Australian Bureau of Statistics) (Various) "Australian Social Trends, Cat No. 4102.0, Canberra.

Bisset K and Saurine A (2007), "Harbour price rise while west is hit by record possessions", *Daily Telegraph*, April, p5.

Cox W and Pavlevich H (2007), "3rd Annual Demographia International Housing Survey", *Demographia*, [www.demographia.com](http://www.demographia.com)

Gabriel M, Jacobs K, Arthurson K and Burke T with Yates J (2005), "Conceptualising and measuring the housing affordability problem", *Research Paper 1, Australian Housing and Urban Research Institute, Sydney Research Centre*.

Hargreaves B (2002), "To rent or buy, that is the question", *Pacific Rim Real Estate Society Conference, Christchurch*.

HIA (2008), *HIA-Commonwealth Bank Affordability Report, Quarterly time series*.

(Metro Strategy) NSW Government (2005), "City of Cities: A Plan for Sydney's Future",

NSW Government Printer, Sydney.

NSW Department of Housing "Sydney - Time Series of Median Weekly Rents" (unpublished).

(PCA) Property Council of Australia (2007), "Australia's land supply crisis", PCA, Sydney.

(RBA) Reserve Bank of Australia (2008), "Housing interest rates", [www.rba.gov.au](http://www.rba.gov.au)

(REIA) Real Estate Institute of Australia (2007), "Focus must be on core contractual problems", Issue 15, 27 July, REIA, Canberra.

(REINSW) Real Estate Institute of NSW (2007), "Year long drought in Sydney", *Media Release 11 September*, Sydney.

Whitehead C (1991), "From need to affordability: an analysis of UK housing objectives", *Urban Studies*, December, Vol 28, Issue 6 p871-887.

Yates J and Gabriel (2006), "Housing affordability in Australia", *Research Paper 3, Australian Housing and Urban Research Institute, Sydney Research Centre*.

## Aon New Zealand Professional Risks

Our specialist Professional Risks Division is a premium area for professional groups.

### Protecting New Zealand Professions From Risk

*Aon Professional Risks* division transacts business with a wide variety of professions, including Valuers, Property Managers, Surveyors, Quantity Surveyors, Real Estate Agents, Barristers, Solicitors, Accountants, Engineers and Architects.

A wide variety of products are offered, including pooled arrangements through a number of voluntary Risk Management Organisations owned by various Professional Groups, including the Land Professionals Mutual Society Inc (LPMS).



Doug Morton. Service Manager

Telephone: 04 819 4000, Facsimile: 04 819 4106

Email: [doug.morton@aon.co.nz](mailto:doug.morton@aon.co.nz), Website: [www.lpms.co.nz](http://www.lpms.co.nz)



# Compulsory acquisition of property arising from land use planning: an Australian perspective

## John Sheehan

Adjunct Professor, Asia-Pacific Centre for Complex Real Property Rights, Faculty of Design Architecture and Building, University of Technology, Sydney, Australia, Acting Commissioner Land and Environment Court of NSW, and Past President NSW Division, Australian Property Institute.

## Abstract

*Historically compulsory acquisition of private property rights in Australia arising from land use planning only arises in defined and quite narrow circumstances. Compensation accrues to the dispossessed property owner on such occasions, but even this assessment of compensation can be restricted, and arguably unjust. Attempts have been made to liberalise the grounds for such compensation, however recent legislative amendments notably in NSW have arguably confounded such endeavours. The current compulsory acquisition legislation in NSW is canvassed in the light of these recent developments. The rising value of property rights notably in major urban areas of NSW has caused government agencies to seek ways to ameliorate their legislative obligation to pay full compensation. Current policy settings suggest that the interaction between planning and law will be increasingly important especially as land use regulation is being carefully crafted to ensure the “taking” threshold is not unwittingly traversed, notwithstanding the effective obliteration of almost all private property rights as a result of a highly restrictive zoning.*

*The key argument in this paper is that the relationship between planning and law is being intentionally misused. This is of great concern in a social democracy such as Australia where private property rights are specifically guaranteed “just terms” compensation in the Australian Constitution. However, the six Australian states retain remarkable vestiges of their colonial legislative heritage, one such power is the ability to reduce or even deny compensation for the abrogation of private property rights arising from state action.*

## Introduction

Since European settlement of the Australian continent land grants were made by the Crown to settlers, however it was common that such grants reserved a right to the Crown to resume ownership of all or part of the alienated land for public purposes. In Australia the act of resuming Crown ownership is





# acquisition

described as “resumption”, and the term can be found in clauses in colonial Crown grants. The term is synonymous with other terms used in other jurisdictions such as “eminent domain”, “condemnation” and “expropriation”.

The right reserved to the Crown was clearly intended to permit the resumption of alienated land, however the development of embryonic land use planning in Australia in the early 20th century resulted in the resumption power being extended to land identified for parks and reserves. In 1919 John Sulman, (then) President of the Town Planning Advisory Board to the NSW Department of Local Government, proposed reforms in land use regulation to permit the orderly creation of open space, notably for the expanding metropolitan area of Sydney:

*Sydney already has its fair share of parks and reserves, a few of them, like the Inner and Outer Domain, among the most beautiful in the world. Some country towns are also well provided with reserves, but in many cases they are not made the most of, and have a neglected appearance. Till this is remedied, it may be said, why ask for more; but the aim of town-planners is to secure now, while land is cheap and unbuilt upon, the parks, playgrounds and reserves that will surely be needed in the future, and which then will be unobtainable.*

The Hon J.D. Fitzgerald, Minister for Public Health and Local Government in the NSW Parliament in 1919 supported the proposed Sulman reforms, stating:

*[t]he new System which Mr Sulman tells us of so clearly, aims to secure a radical alteration in the methods of city building, in order to secure comfort, convenience, and beauty.*

After a long gestation, the first significant planning legislation in Australia known as the *County of Cumberland Planning Scheme Ordinance* was passed on 27 July 1951 by the NSW Parliament. The *Ordinance* was heavily influenced by the *Town Planning Act 1932* (UK) and the earlier *Town Planning Act 1925* (UK) which allowed for the acquisition of land compulsorily with the approval of the Ministry of Health and to pay compensation arising from such acquisition.

The urge to enact Australian land use regulation was obviously influenced by the growth of such regulation in the UK, which proceeded steadily after the passing of the 1932 legislation, such that by 31 March 1939 nearly 26.5 million acres (1.07 million hectares) of land in England and Wales were under planning control of one form or another. With the enactment of the *County of Cumberland Planning Scheme Ordinance*, land use regulation developed to the point that most settled parts of the continent are now subject to some form of control.

However with the steady growth of land use regulation, compulsory acquisition for public purposes arising from zoning has seen compensation rights accruing to land owners remaining very restrictive. This topic is the subject of the following section of this paper:

## Compulsory acquisition and compensation arising from land use planning

In Australia, where land is zoned or reserved for a public purpose, compensation rights for losses derived from such zoning exist, and can be activated generally at the discretion of the landowner. Zonings or reservations which do not have a public purpose are not compensable.

This restriction on the right to compensation from land use zoning or reservation contrasts with the US position which is much broader, with the Supreme Court first holding in 1922 that a regulation could violate the takings clause and hence invoke compensation. There has been continual refinements of the regulatory takings jurisprudence by the US Supreme Court, and importantly in 1992 it was held that a regulation depriving a property owner of all economically beneficial use of land is a categorical taking.

This is clearly not the situation in Australian jurisprudence where the only general obligation for compensation arises when private property rights are commuted for a “public purpose”. The definition of public purpose is articulated in the various Australian statutes e.g. s.26(1)(c) *Environmental Planning and Assessment Act 1979* (NSW) as follows:

*... reserving land for use for the purposes of open space, a public place or public reserve within the meaning of the Local Government Act 1993 [NSW], a national park or other land reserved or dedicated under the National Parks and Wildlife Act 1974 [NSW], a public cemetery, a public hospital, a public railway, a public school or any other purpose that is prescribed as a public purpose for the purposes of this section.*

The comprehensive definition of public purpose set out above in s.26(1)(c) appears to provide clear indicia that the intention of the legislative drafters was to describe a broad range of land uses which are traditionally the responsibility of the Crown. However, it is a truism that compensation does not necessarily follow zoning, but a resuming authority cannot use the zoning process to artificially reduce the value of land which is to be acquired by the Crown.

# compulsory

Nevertheless, arguments have increasingly been advanced by the Crown and its agencies that certain zones or reservations are not wholly for a public purpose, and hence compulsory acquisition can be avoided. Mr Justice Hemmings of the Land and Environment Court of NSW detected this trend as early as 1989, where state and local government agencies were starting to include a range of uses in specific zonings or reservations – uses potentially capable of private action such as agriculture or recreation.

The test for a successful compensation claim arising from a public purpose zoning or reservation lies in the requirement that private usage must be totally denied, and that the land is reserved or zoned “exclusively” for the public purpose. Whilst some zones and reservations may purport to permit some private usage, Farrier and Moore pungently observe:

*[s]ometimes, however, restrictions on land use may be so complete that they essentially take away the whole substance of a property interest. In these circumstances there is an indirect acquisition of property ...*

---

## **restrictions on land use may be so complete that they essentially take away the whole substance of a property interest**

---

Gray has pointed out that the use of some obscure or unanticipated private use in what is clearly a public purpose zone or reservation can constitute an effective taking of property notwithstanding that:

*... the owner is still left with a residue of reasonable alternative forms of use.*

It is emerging that claims for compensation are being rebutted in the UK and US if the courts can be convinced that “a residue of reasonable alternative forms of use” still remains. This pattern of rebuttal is being emulated in Australia although there has been only scant public debate on the topic. As drafters become more innovative and presumably more confident, “private” uses in public purpose zones and reservations might include bee keeping, utilities, forest plantations, and even electricity generating plants. In 2007, the Australian High Court criticised such misuse of drafting in its decision in *Shu-Ling Chang & Anor v Laidley Shire Council*, stating that restrictive land use controls were a “cloak” to obscure a regulatory taking by stealth:

*... “Cloak” is an especially apt term here because, instead plainly and openly, of legislatively declaring that the various changes to zoning and uses within the designated area or region, will not*

*attract compensation, that result is achieved by the device, clumsy and obscurantist, of a “properly made application” and the fiction of an application which is not to be treated as an application in fact and in law. If it were at all possible sensibly and properly to read the legislation as a conferring a right to compensation upon the appellants I would be glad to do so. I cannot do that, but I can surely at least commend to the legislature the restoration to the appellants, and others similarly affected, of the right to compensation to which historically and morally they are entitled.*

Notwithstanding it is well established that where privately held land is to be zoned or reserved for a public purpose such as open space the compensation to be paid to the dispossessed land owner will reflect an underlying zone and hence equivalent underlying value. It was held by Gobbo, J. in *City of Brighton v Road Construction Authority* that:

*[w]here a parcel of land is set aside for parkland use, its value will be related to the price that a purchaser of parkland will be prepared to pay, given that such purchaser will be using the land for that which constitutes for it the highest and best use of the land. It will also be related to what that purchaser would have to pay – assuming reasonable opportunity and not compulsion to effect a purchase – if it were to purchase other land that might equally meet its purpose. Such purpose of other land may lead it to have to pay the equivalent of residential values.*

*The fact that emerges very clearly is that municipalities, especially those like that claimant in developed areas, cannot purchase land appropriately zoned for parkland purposes. They are obliged to buy residential land, at or near residential values, when they wish to secure parkland.*

*The authority’s valuers argued that where a municipality bought residential land for parkland purposes and then had imposed on the land a reservation for public open space, its value was immediately reduced. It is difficult to understand why this is so, for the municipality is the main factor in the market for parkland. It will clearly be prepared to pay the original price it paid for the very good reason that, if it did not buy this land at that price, it would be compelled to pay that price for residential land, there being no parkland so zoned available for sale.*

The importance of this decision lies in the exposition of the trial judge that land acquired for the purposes of open space will need to be purchased at the equivalent underlying value, not at the discount caused by the restricted zoning or reservation. Court decisions such as this clearly strike fear in the treasuries of the Crown and its agencies, and highlight why “circuitous device[s]” are increasingly being used with “evasive intent”.

# acquisition

The result being that the benefit of a public purpose is gained without a need to provide compensation, nor even the need to compulsorily purchase privately held land.

The following section of this paper deals with the issue of inverse compulsory acquisition procedures, which can provide some relief to owners of privately held land.

## Inverse compulsory acquisition

McAuslan in his 1975 seminal work *Land, Law and Planning* observed in respect of land use regulations that a need could be conceived for inverse compulsory acquisition, such rights lying with the affected property owner:

*[T]here are occasions when planning restrictions or proposals are held to be so drastic that the owner of the land affected is entitled to require the local planning authority to purchase his land. It may be suggested that the broad ground on which such inverse compulsory purchase is admitted into the law is that the economic value of the land to the owner has been so substantially reduced that it would be inequitable to insist that he bore the total loss involved. The restrictions or proposals are made in the public interest and the owner should not be required to bear more of their cost than any other tax or ratepayer.*

This principle appears in Australian planning legislation, with the affected landowner able to claim compensation for the reservation or zoning of his property for a public purpose. Once aware of the reservation or zoning, the landowner can require the beneficial authority to acquire the property and once acquired, a claim for compensation under the *Land Acquisition (Just Term Compensation) Act 1991* (NSW) can be made. There is a requirement that the acquiring authority give written notice within 30 days of the publishing of the notice of acquisition including a statutory offer of compensation by the Crown. There is no time constraint upon the former property owner as to when the statutory offer has to be accepted, although if unacceptable an objection must be lodged with the Land and Environment Court within 90 days of the issue of the statutory offer.

Whilst these provisions appear to empower the private owner of land, in NSW amendments were made recently to the *Land Acquisition (Just Term Compensation) Act 1991* (NSW), which deny compensation for additional losses such as disturbance, solatium, in return for early acquisition by the authority. Arguably the dispossessed owner would be more beneficially positioned if he waited until the property was actually resumed rather than invoke the hardship provisions for early acquisition.

Further a review of inappropriate or outdated reservations is required by Crown agencies in NSW, yet there appears to be reluctance by those agencies to actually review their beneficial zones and reserves. The intent of such a review is to release detrimentally affected private land, however the risk exists that long-term strategic planning by major infrastructure agencies such as railways and water authorities might be impaired through reduced flexibility. There is a balance to be struck between these twin competing principles and currently the agencies are resisting on the grounds that the cost of future acquisition might be untenable.

Whilst there is resistance to accepting restrictions on the capacity of Crown agencies to reserve or zone land for future public purposes, more concerning are the strident attempts to ameliorate the quantum of compensation when acquisition actually occurs.

---

**... the States are unfortunately not constitutionally bound to provide just terms on the compulsory acquisition of property ...**

---

The final section of this paper canvasses the vexed relationship between planning and law in the context of public purpose zonings and reservations.

## Towards fairer compulsory acquisition and compensation arising from land use planning?

The decision of the Australian High Court in *Shu-Ling Chang & Anor v Laidley Shire Council* referred to earlier in this paper also canvassed the remarkably unjust colonial vestige of the six Australian states wherein, the Court observed:

*... the States are unfortunately not constitutionally bound to provide just terms on the compulsory acquisition of property ...*

It is not surprising that there is continuing reluctance by the six Australian states to contemplate extension of the right to compensation. The NSW Parliamentary *Standing Committee on Law and Justice* stating as recently as 2001 such changes (amongst others) were "not in the public interest for the NSW Government to enact a statutory Bill of Rights". There remains no right to compensation unless part or whole of an owner's property in NSW is actually compulsorily acquired or designated for compulsory acquisition. Losses in property values for owners subject to rezoning, or abutting substantial new zonings and hence land use changes, are not compensable. This obduracy to



# Sorry

expanding compensation contrasts with the earlier recognition in the 1951 *County of Cumberland Planning Scheme Ordinance* which included compensation provisions for owners injuriously affected by zoning:

*[[]legislation providing for planning must ensure that those injuriously affected by a scheme and those from whom land is compulsorily acquired will not be unjustly treated, but the legislation must also ensure so far as possible that the community will not be forced to pay unreasonably. In order to achieve these results, there must be carefully detailed clauses in the Act saying whether compensation is or is not payable in particular circumstances, and just how the assessment of compensation is to be determined.*

*Town and country planning legislation almost invariably provides that owners of property which is injuriously affected and loses value when the scheme comes into effect will be entitled to payment of compensation by the responsible planning authority, usually the local governing authority, or council.*

However, this provision in the *Ordinance* for the payment of compensation or injurious affection arising from zoning change was repealed in the 1960s in *Part XIA Local Government Act 1919* (NSW).

The *Ordinance* also provided for the collection of betterment charges from those owners gaining beneficially from

zoning. However, the extraction of betterment from private landowners has never been greatly successful in Australia, for example in NSW betterment from land development commenced in the 1970s but ceased due to the adverse impact on the cost of subdivision, the relevant legislation, *Land Development Contributions Act 1970* (NSW) and *Land Development Contributions Management Act 1970* (NSW) being subsequently repealed.

A significant exception however, is the offset to compensation arising from expropriation of actual private ownership rights to permit public works, for example specific provisions for betterment as an offset to compensation for railways are provided for at s.18 *City and Suburban Electric Railways Act 1915-1967* (NSW).

Further, there has been debate in some states as to whether compensation for "town planning" losses should be more widely applied, for example in Victoria this occurred in 1978. In 1980 the Commonwealth Law Reform Commission reported that there was no Commonwealth or State law providing for compensation for injurious affection unless land is acquired. In 2008 the Law Reform Commission of Western Australia published its Final Report into its investigation of *Compensation for Injurious Affection*, and recommended that where a landowner was unable to sell reserve land

an application on hardship grounds could be made to the Minister:

*... it was suggested in a submission to the Commission, some landowners are both unable to sell reserved land and unable to make a development application in good faith, and are thereby deprived of any avenue for compensation. However, the overriding purpose of the compensation provisions is to delay payment of compensation until the land is needed or the landowner is distinctly disadvantaged ...*

*In the circumstances postulated, the landowner and the relevant authority may need to reach agreement on sale or acquisition ...*

It is clear that the Law Reform Commission of Western Australia does not envisage significant changes to the relevant state legislation to permit affected landowners to invoke compulsory acquisition provisions more readily. Indeed, the final paragraph in the above quote from the Commission's Final Report suggests a very weak response to this issue. The Commission a number of times refers to concern regarding the "financial consequences" for the Government and "the impost on Treasury".

Currently, continent-wide Australian legislation remains resolutely drafted against any expansion of compensation, and it appears highly unlikely that the evasive intent evident through the drafting of public purpose zones and reservations will continue unabated. ■

*This paper was presented to the Third Conference of the International Academic Association on Planning Law and Property Rights, Aalborg Denmark 11-12 February, 2009*

**References** are available on request.  
Email: [editor@api.org.au](mailto:editor@api.org.au)

# ARE YOU IN THE PROPERTY PROFESSION?

**THEN YOU NEED  
TO BE A  
MEMBER OF THE  
PROPERTY INSTITUTE  
OF NEW ZEALAND.**

[WWW.PROPERTY.ORG.NZ](http://WWW.PROPERTY.ORG.NZ)

## PINZ OFFERS

- CONTINUING PROFESSIONAL DEVELOPMENT
- NETWORKING OPPORTUNITIES
- MEMBERSHIP BENEFITS
- INDUSTRY UPDATES
- NEWSLETTERS
- HELPFUL AND KNOWLEDGEABLE STAFF
- ETHICS TRAINING
- ANNUAL CONFERENCE
- PROFESSIONAL SUPPORT
- PROFESSIONAL COMMUNITIES
- PROFESSIONAL REGISTRATION

# Most probable price

## Maurice Squirrell

Associate Professor of Property (Retd),  
DDA, B Bus (Acc), MS (Wisc), LFAPI, CPA.

## Background

*This paper is derived from materials developed for workshops run under the auspices of the Valuer-General of Victoria dealing with newer and objective approaches and techniques to land valuation. For those wishing to get an immediate grip on the issues discussed in this paper the reference Property Valuation and Analysis by Professor Tom Whipple (Curtin and Sydney universities) provides a complete coverage. A review of the recent second edition of this book appeared in the March 2009 edition of this journal.*

## Abstract

Valuations are often made to answer the question "What would the property sell for?" The valuation *rationale* is to answer this question where there is a need for this information. However, other than in the case of valuations for mortgage purposes, at the time of the valuation the subject property is usually either not actually for sale, or has not yet sold.

The valuation process suggests that the best way to answer the valuation question is to examine prices paid for similar properties and to infer a sale price from that examination.

There are three fundamental steps:

1. Identify what is being (hypothetically) sold, and to consider the likely terms and conditions of sale and the purpose for which the valuation is required.
2. To identify properties that can best provide relevant sale data or information that can be used to predict the sale price of the subject, under the conditions discovered under Step 1, to produce the "comparable sales" set.

3. To apply the sales data or information gleaned from Step 2 to infer a value for the subject property.

This paper is concerned with cases where the objective is to find the market price of the subject property, perhaps where it is actually being offered for sale in a specific market, at a specific time, under explicit terms and conditions.

In the seminal Australian valuation text *Principles and Practice of Valuation* (4th edition, 1969), Dr J. F. N. Murray, LFCIV, states: "In brief, value to the appraiser is *hypothetical market price* and as such it may be contrasted with prices paid in individual cases" (p.83). Also, "valuation is the art of imputing a price to property" (p.76).

The thesis of this paper is that there are valuation cases of importance where the traditional concept of Fair Market Value, usually referred to as "market value", is an inadequate response or part response to the valuation issue and that it should, when appropriate, be replaced or assisted with a prediction of Most Probable Price.

## Market Value to Most Probable Price

In *Land Valuation and Compensation in Australia* (1993 reprint), R. O. Rost and H. G. Collins state: "the concept of value accepted for statutory purposes and for most other purposes is that authoritatively formulated by the High Court of Australia in *Spencer v The Commonwealth of Australia* (1907)" (p.36).

This paper need not examine this judgment in any detail. The basic assumptions to the sale hypothesised by the High Court in the Spencer case are:

1. Fair – "the all important fact on that day is the opinion regarding the fair price of the land".
2. Both the (hypothetical) vendor and purchaser are to be willing but not anxious to trade, by voluntary bargaining. i.e., equally balanced in bargaining strength.
3. "Both (hypothetical parties) to be perfectly acquainted with the land and cognizant of all circumstances that might affect its value".
4. Economically rational – both parties would not "overlook any ordinary business consideration".
5. Presumption of Highest and Best Use – "the most advantageous purpose for which the land was adapted".
6. Presumption of normal or prevailing terms and conditions of sale.
7. Presumption of the prevailing marketing period.
8. The date of the valuation is to be specified.

The Spencer judgment was concerned with the assessment of compensation to be paid by the Commonwealth Government under the Just Terms of Compensation provision of Section 51 of the Constitution for the compulsory



acquisition of a parcel of privately owned land. In this case the focus was to find a fair amount of money in exchange for the land taken, based on the market value or price that the property would have sold at on the relevant date and assuming the conditions and assumptions set out in the judgment and summarised above. *It is these conditions that act to remove the value or price to be predicted from what the property would actually sell for in the market.* It is this characteristic that makes the definition or concept "normative" (see notes at the end of this paper for more detail on the definitions used here).

In reality actual sales do not usually conform to the Spencer concept. Valuers need to investigate the sales evidence to understand where they deviate from the Spencer conditions or assumptions. The bargaining position of vendor and purchaser are not always equal. Purchasers are not usually as well acquainted with the land as vendors are.

The valuation process therefore requires the valuer to adjust the prices of the comparable sales to comply with the Spencer assumptions, as well as any other differences such as any physical differences between the assets.

If one of the fundamental assumptions inherent in the Spencer concept of value is violated then (Fair) Market Value is not the result. Market Value, at best, is a hypothetical notion.

Having established the "balanced" and accepted concept of Fair Market Value, digression from the concept in many valuation situations is accepted to address particular circumstances. For example;

1. Special value to the owner (*Pastoral Finance* case).
2. Statutes that require specific assumptions to be made, such as valuing the "Site Value" only, or, specifying the nature of the "interest" other than the "Fee Simple" to be

valued or vice versa. Consider the *Land Acquisition & Compensation Act of Victoria*: "Market Value in relation to any interest in land on a particular date means the amount of money that would have been paid for that interest if it had been sold on that date by a willing but not anxious seller to a willing but not anxious purchaser." As might be expected, this definition is close to the Spencer concept; however, it does not explicitly deal with all of the assumptions listed under I. above, including the "use" statement or that the parties are "perfectly acquainted", and other assumptions such as those imposed by Section 41(2).

3. Australian Property Institute (API) and International Valuation Standards Committee (IVSC) definition: "Market Value is the estimated amount for which an asset (a property) should exchange on the date of valuation between a willing buyer and a willing seller in an arm's length transaction, after proper marketing wherein the parties had both acted knowledgeably, prudently and without compulsion." This definition is similar to, but not the same as, that described in the Spencer concept. For example, the presumption of being "not anxious" is removed, and the level of knowledge is downgraded from "perfectly acquainted". Also, it is what the property "should" sell for, not what it would probably sell for. It is interesting to note that this definition was formulated 85 years after the Spencer judgment. These concepts move away from the prescriptive approach traditionally advocated and adopted in Australia and invite a reconsideration of what the professional approach to a client should be.
4. Most Probable Price: "The Most Probable Selling Price is that selling

price which is most likely to emerge from a transaction involving the subject property if it were exposed for sale in the current market for a reasonable time at terms of sale which are currently predominant for properties of the subject type." (This definition was devised by the original exponents of Most Probable Price: Professors R. Ratcliff & J. Graaskamp, *The Appraisal of 25 N. Pinckney* (1977)) The use of this definition would remove the artificial or theoretical constraint "willing but not anxious". It explicitly allows for the consideration of "special value" to a particular purchaser and removes

---

**... there are valuation cases of importance where the traditional concept of Fair Market Value, usually referred to as "market value", is an inadequate response ...**

---

constraints of having to assume the adopted value be "fair" or that all parties are "perfectly acquainted" with the property and all that that means. This approach invites a further statement setting out the "terms of sale which are currently predominant for properties of the subject type". This approach can also allow for different terms of sale to be assumed and stated where relevant, with their impact on Most Probable Price, and to provide assistance in constructing and describing a price range. This concept produces an objective outcome; "price" being something that actually occurs which is a fact.

The question then is, are there valuation purposes where a prediction of price would be more appropriate than or in addition to that of Fair Market Value?

## Price and Value

A professional is expected to provide a service outcome that best meets the needs of the client – within certain parameters. In valuations this must include adopting a definition of value that best helps the client solve the business decision that the client has to make. That is, a definition of value which best addresses the purpose or use of the valuation. This may or may not be a Spencer type of (Fair) Market Value or variant of it. It might be a constraint due to a statutory definition, it might be to answer some "What if?" questions or it might need to meet the needs of a vendor or a seller who, in their circumstance, require a prediction of the price at which a subject property is most likely to sell. In this case a likely transaction price prediction is therefore more relevant, particularly for a vendor in setting a reserve price.

While prescribed definitions and concepts provide essential guidance where they are appropriate, to only apply the Fair Market Value assumptions to the buy/sell case can be expected to be of little use in predicting an actual price in the market by people all acting in their own sets of interest.

Prescriptive definitions of value must be seen for what they are: theoretical and often of little assistance in answering real world questions. In most transactions there are all sorts of levels of knowledge. Further there will generally be friction of some sort, with different levels of eagerness to buy or to sell.

In the case of the traditional open auction, bids beyond the "Fair" Market Value level are usually accepted. Is there any documented evidence of a practice where vendors terminate price negotiations or an auction once a price is



reached that is the level that a willing but a not anxious buyer would pay, and no more? In the case of sale by tender, there is no reported evidence of bids beyond the Fair Market Value being rejected. On the contrary, vendors and their agents use much of the sale process carrying out (lawful) actions that will maximise the price from the potential purchaser. If they can discover the person who is most anxious to purchase, then that person or group of persons becomes the target market. This is the reality of a free market economy.

## Some issues for the valuer using most probable price

### 1. “One value for all purposes”.

Murray states: “The purpose for which the valuation is being made cannot affect the value ascertained, but if the task of the valuer is to ascertain a value which is distinguishable from market value he should proceed in accordance with normal principles of valuation and comply with all relevant statutes. The fact that his result is not market value should be clearly indicated in his report.” There is no rational reason why a valuation purpose that requires something other than the assumptions inherent in traditional definitions of market value or similar should not be recognised. Most vendors can be expected to be more than willing and, where the opportunity exists, to become most anxious to accept a price as high above (Fair) Market Value as might be available at the relevant date.

### 2. Valuation and property standards

#### a.) Australian Property Institute (API).

Valuation Standards have been progressively produced and updated by the API since the mid-1990s. The

following is a brief review of some of the aspects relevant to this paper:

#### *Code of Ethics*

2.1.1 “Members shall at all times observe the requirements of the Code of Ethics, the rules of Conduct and the Practice Standards of the Institute.”

#### *Rules of Conduct*

2.2.1.2. “Members are bound by and agree to abide by all Fundamental Rules which include the ... Code of Conduct ... [and] Practice Standards ... as adopted by the Institute.”

2.2.7.1 “Where a member considers circumstances exist that warrant departure from or non-compliance with any rule herein, the Member’s report shall include a statement that outlines the reasons for the departure or non-compliance and any impact on the content of the report.”

#### b.) International Valuation Standards Committee (IVSC) Standards.

3.3.6.8.1 Standards are devised for the generality of situations and cannot cater to every eventuality. There will be occasions where departure from Standards is inescapable. When situations arise, departure would be unlikely to constitute a breach of these Standards, provided such departure is reasonable, complies with the principles of ethics and measures of competence, and a rationale for such departure is provided in the valuation report.

#### 4.1 International Valuation Standard 3.

Standard 3 sets out the required Valuation Reporting requirements. 3.8 deals with Departure Provisions. 3.8.3 states “In any circumstance involving a departure from *Market Value*, the Valuer should clearly identify that the valuation reported is other than *Market Value*.”

The Standards, while highly prescriptive, and not referring specifically to Most Probable Price, do not forbid the valuer from using the Most Probable Price concept. What is important – and which should always be the case – is that when Most Probable Price is used, its use should be clearly stated together with reasons that justify its use. This also means that all (professional) valuations should show a logical progression from stating the purpose of the valuation through to the adoption of the concept and definition of the value/price outcome that should result.

### 3. Judicial Analogy

In a Supreme Court of Victoria – Court of Appeal decision of 26 August 2008 (*Eureka Funds Management Limited & Anor V Freehills services Pty Ltd* (2208) VSCA 15), the 24-page court judgment deals with the interpretation of the terms “current annual market rental” (face value) and “current annual market rental value” (rental value) in rent review provisions.

The question to be resolved in the appeal was whether the two different expressions used in the rental review provisions of a lease had the same meaning. The Court of Appeal cited from “a detailed article by Squirrell (the author of this paper) and J. J. Hockley, (barrister and then RMIT property law lecturer) entitled ‘Lease Incentives and Rental Valuations’ published in *The Australian Property Law Journal* in 1993”.

At page 14, Cavanough AJA said: “In their abovementioned article ... after analysing several relevant cases, Squirrell and Hockley say: *Does the lease use the terms “rent” and “rental value” or the terms “market rental or annual rental” and/or “current open market rental” in the same Clause? If so, they should be understood to*

have different meanings (See McCafferty's case and the AOTC case) ... I agree."

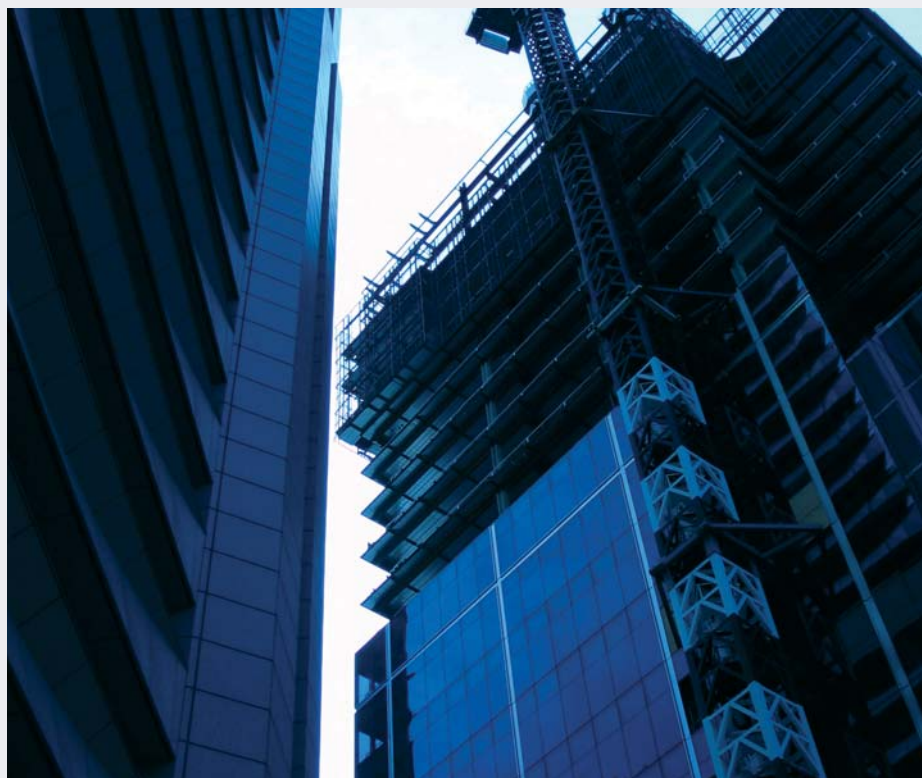
The terms face rent and sale price are analogous, as are the terms market rental value (effective rent) and fair market value. When using evidence to predict either, economic differences need to be adjusted by "discounting" or alternatively by "grossing up" as appropriate. Fair market valuation in almost every case requires the valuer to take sale prices from a set of comparable property sales and adjust those prices for any economic differences in the same way, be they due to property attributes or sale terms and conditions.

## Implications of Most Probable Price.

The prediction of the Most Probable Price as well as (Fair) Market Value does not require any fundamental change in the valuation process. The same basic steps are required by the valuer. Some of these may require a change in emphasis or importance or in what is analysed, but these are no different to any other required deviation from a value predicted only on a pure Spencer concept of market value. These issues are outlined below.

### 1. The Valuation issue

The first critical step for any professional is to clearly understand and then define the issue. In valuations this is often referred to as The Purpose of the Valuation. Put another way, the valuer must determine the business decision that the client needs to make in order to provide the best valuation or other property service that provides the best input to the decision. In cases involving the buy/sell decision this is most likely to require the prediction of the Most Probable Price, or an agreed variant of it.



### 2. Value or Price definition

The appropriate definition, as with all valuations, must be determined to best meet the need of the valuation issue. Care should be taken in the defining of the sale terms and conditions. Again, where the issue requires a deviation from a standard definition, then that deviation can be included in the definition, but it must be carefully explained, with reasons why it is chosen to meet the need of the client's issue.

### 3. Use

After a description of the property attributes, the valuer must identify possible uses. For Fair Market Value this is "highest and best permitted use". For Most Probable Price this may be the "Most Probable Use". In any event, the valuer will need to determine and evaluate the current market characteristics and possible motivation of particular potential purchasers in order to move to a use statement.

### 4. Most Probable Buyer

The market analysis needs to include a careful evaluation of the motives of

the buyers in the subject's market and the current level of effective demand. The valuer should then predict who the most probable purchaser would, or will be, at least by buyer group. In cases where that buyer can be named, then the valuer may want to also include other evaluation predictive models in moving to his Most Probable Price conclusion. Experienced valuers will know of many occasions where an adjoining owner, or a buyer active in a locality will often be required to pay above "Fair market Level", particularly where their need has been identified by the vendor. In the author's experience, where more than one "anxious" potential purchaser is identified, very large increments in price above market value can result. The author has personally experienced a differential approaching a sale price increment of up to 80 percent above the believed "Market Value". The author had, before the auction, identified probable reasons for this divergence when writing instructions to a valuer he had engaged. In recent years, prices paid for Carlton commercial properties by certain large users have seemed to be up to 20 percent above

the Spencer level. In both cases the synergies of adjoining and nearby owners drove the market for the particular properties.

### 5. Reporting a range

It is rare for a valuer to be able to state with 100 percent certainty the value or price prediction of a property, and that even after the most meticulous sale price adjustments to standardise sales data to the subject, the same (adjusted) price does not result for each sale property. Further, it may well be relevant for a range to be explicitly sought as different terms and conditions of sale are examined.

### Other considerations.

The original exponents of Most Probable Price, Ratcliff & J. Graaskamp, argue that the great majority of cases require that the valuer predict the transaction price at which the property would probably sell. They argue that Market Value is synonymous with Most Probable Price because Market Value is derived from actual sales in the market which reflects the market outcomes of actual vendors and actual purchasers. This paper argues that the entrenched concept of market value is that of "Fair Market Value", flowing from the Spencer concept. It also argues, particularly in buy/sell decisions, that the most probable price concept will provide more relevant information for the client.

This paper essentially argues that there are clearly recognised cases where deviations from the Spencer concept are appropriate, being required by statute or for insurance purposes or compensation cases when the Pastoral Finance concept applies. Most probable price will be appropriate where the Spencer or other traditional assumptions that lie with those definitions do not apply.

This does not preclude alternate predictions based on Fair Market Value, consistent with the Spencer concept as well as most probable price predictions, which deals with market realities and where both predictions are of interest or benefit to the client.

Further, the concept of Most Probable Price is not necessarily only relevant to the Buy/Sell case. Such circumstances will reveal themselves when the issue is better understood and indicate the appropriate outcome for the issue.

Some issues that may require re-emphasis are as follows:

1. The purpose of the valuation based on the business decision requirement of the client should be clearly identified. Issues giving rise to the valuation and any pressures on the hypothetical or actual seller should be identified.
2. The adopted definitions of value and price should then be determined.
3. The reasons for the adopted definitions should be clearly spelt out.
4. Where critical assumptions address the state of the market and/or identify a most probable buyer or buyer group or particular circumstances affecting the vendor, reference should be made to more detailed relevant analysis provided elsewhere in the report.
5. The Market Analysis, dealing with the macro elements, should include a particular focus of the attributes and motives of likely purchasers, particularly where different classes of buyers are active.
6. The Most Probable Buyer section, while drawing from the market and subsequent "use" analysis and outcome, may sometimes be able to name the buyer and in most cases, the buyer class.
7. Appropriate discussion should be provided where there is a divergence.

There is no logical or practical reason why multiple outcomes should not be reported if relevant and the reason for such differences clearly shown.

Appendix A shows a flowchart of the valuation process consistent with the approach advocated in this paper.

### Conclusion

It has long been the view of the author that in all circumstances, the concept and definition of value cannot be determined until the valuation issue is clear and that it is only then that the most appropriate value or price definition can be arrived at. Further, that in many circumstances to progress a valuation from a fixed market value definition is unprofessional and can be contrary to the real needs of the client.

(Fair) Market Value is a theoretical concept that provides a normative valuation solution often required by the purpose of the valuation, such as in compensation cases and where it best fits the client's needs. However this approach should no longer be seen as the default or routine definition in valuations.

Most Probable Price is an objective and positive concept that is not encumbered by fixed and prescriptive assumptions; it is adaptable to the purpose of the valuation where the client's need is to deal with what is actually occurring in the market and a prediction of a market price is required.

In some cases the spread between these two may be small, even imperceptible in a stable market, in others substantial, where the market is volatile or non-equilibrium forces are present, such as an adjoining owner keen to expand, or where additional value is created by synergy between two properties. ■

## Notes

### Note 1.

This paper is not over-concerned with the semantics of value v price; rather the important focus is on concepts.

The terms Market Value and Fair Market Value are treated in this paper to be synonymous in traditional (land valuation) and normative use in Australia. This paper often uses "Fair" to ensure that that passage clearly relates to a "Spencer" concept of value and/or accepted close variants and is thereby differentiated from Most Probable Price.

Most Probable Price stands as defined. The essence of the paper is that when sold, a property is transacted at a price, which may or not be at its Fair Market Value.

In this paper, the term "Fair" value does not necessarily have the same definition as "Fair Value" as defined in Australian Accounting Standards Board Accounting Standard AASB 116 "Property Plant & Equipment". Under the AASB 116 definition, "Fair Value" means "the amount for which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction".

This paper does not discuss "Fair value" in relation to financial reporting valuations.

### Note 2.

In this paper:

- "Normative" refers to an ideal standard or mode; what people believe to be right or wrong and is characterised by prescriptive rules.
- "Objective" refers to what actually is. That is, something which is real and not a product of the mind but external to the mind.
- "Positive" refers to matters of fact, formally or explicitly stated, definite and unquestionable.

## References

Whipple, R.T.M.: *Property Valuation and Analysis*, 2nd Edition, Lawbook Company, Sydney 2006 (& 1995).

Ratcliff, R. U.: *Valuation for Real Estate Decisions* (Democrat Press, Santa Cruz, 1972). Reprinted in Graaskamp, J.A. (Ed): *Ratcliff Readings on Appraisal and its Foundation Economics* (Landmark Research, Madison 1979).

Graaskamp, J.A.: *The Appraisal of 25 North Pinckney: A Demonstration Case for Contemporary Appraisal Methods*, Landmark Research, Madison 1977.

Graaskamp, J.A.: 1984 Australian lecture series on Real Estate Valuation and Investment Analysis.

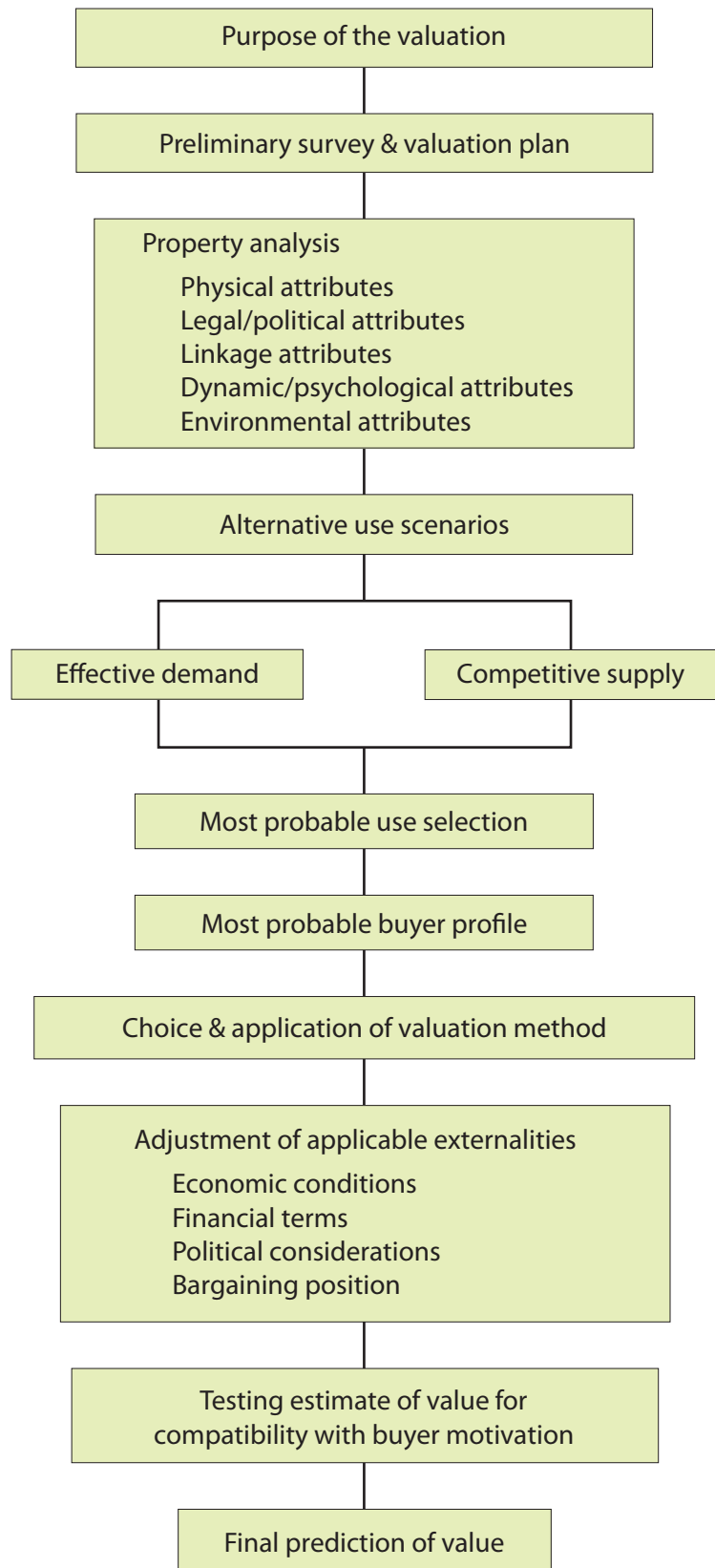
Squirrel, M. D.: *Recent Trends The Valuer* 26:472-5, 1981, plus QLD &WA lecture/papers.

Hockley, J.J. and Whipple, R.T.M.: *How relevant is Spencer's Case 100 years on? The need for a new valuation definition: "The Most Probable Price"* (paper prepared for The Australian Property Law Journal) Perth, 23 January 2009.

## APPENDIX A

### An Objective Valuation Process

Adapted from Graaskamp "The Appraisal of 49 N. Pinckney".



## DCF models – time for a retrofit

***It's time to throw out our basic old discounted cashflow models and let the next generation start afresh. New graduates are smarter than we were. Let's put them to work.***

DCF models I see in valuation reports from city valuers tend to be fairly similar. Most forecast cashflows over a 10-year period taking into account scheduled rent reviews on the scheduled dates based upon a current market rent, an assumed growth rate, and often with a ratchet clause. Multi-tenant models are simply an extension of this. Provision can be made for re-leasing costs, refurbishments as required, non-recoverable expenses, and capex. The models are generally versatile enough to be used as a base for report templates such as tenancy schedules, rental analysis and market rental comparison schedules, and cashflow forecast charts. Reversionary values are typically calculated on either the market or contract rents at the end of year 10 with shortfalls often accounted for:

By now these are fairly standard tools, with application widespread. The mathematics and basic Excel modeling of the models is standard, relying on a couple of sets of explicitly forecast monthly cashflows which are not usually published in the report. These are simply tallied up in the NPV function using Excel and the annual cashflow numbers and valuation presented in a summary page.

My experience is that these models are useful and fairly easy to establish and operate. I've only heard of one senior valuer resorting to over-typing the number he really wanted in the final value cell.

Such models are particularly suited to pricing the difference between a standard leased investment property and one where the cashflows are non-standard, such as buildings which are under-rented, over-rented, due for major capital

works, or subject to structured lease arrangements.

Some of the inputs used in analysis and application do however remain too subjective. Human nature will result in these being modified to get the "right" answer by some valuers. Let's be honest, all young graduates have seen their senior valuers do this. It's easy to be cynical.

***What is happening is that the DCF models are not capturing something that experienced valuers are concerned about.***

Damn the cynics. What is happening is that the DCF models are not capturing something that experienced valuers are concerned about. These models are all at least 10 years old and based upon fairly primitive financial mathematics. Our models are not accounting for tenant default risk, strong tenant covenants, leases longer than 10 years, rent review costs, different types of ratchet clauses, CPI linked reviews, depreciation benefits, the building nearing the end of its economic life, a high underlying land value, a chance of rezoning, short-term lease renewals, or a poor location.

All of these require some tedious adjustments to most of our current DCF models in order to factor them in manually. Even if done correctly, there is little chance that the valuation spreadsheet was prepared with consistent assumptions to analysis of other transactions.

In fact, if we don't factor these things in to our models then all they are good for is

recognising under-renting or over-renting. Other adjustments get thrown into the category of subjective adjustments made to discount rates. The DCF model is only a small improvement over the "equivalent yield" approach where the IRR is basically the compounded sum of the capitalisation rate and the growth rate.

What we have now is a great advantage over using a calculator and annual cashflows in the 1970s and the basic computing power available in the 1980s. However, our standard DCF models now need to take a step up the technological ladder from the 1990s to the 2010s.

Fortunately, the current crop of Gen Y grads seem to be very intelligent and capable, often with double degrees and far more relaxed about computers than us Generation X valuers who set up the current systems. These graduates need to be set loose on our systems with a fresh start. New graduates with finance qualifications are far better qualified than old valuers with a Diploma in Urban Valuation when it comes to setting up finance models.

What we need is DCF models which deal with far more complexity. Let's incorporate the following:

- Scrap the universal 10-year investment horizon. With computing now, it's just a poor effort.
- Stop trying to forecast growth at silly little increments like 1.5 percent year 1, 1.5 percent year 2, 3 percent year 4, 3 percent year 5 ... Markets move with volatility that needs to be recognised. If there is a ratchet clause of any kind, then market rent reviews can only be accurately priced with option pricing formulae.
- Factor in existing possible renewal costs and vacancies as a risk-adjusted cashflow.

**Continued over page**

## Letter to the Editor

- Forecast future “lease cycles” of income including all rent, risks, costs, rent reviews, tenancy refurbishment costs from typical leases. Run these until the building is likely to be demolished.
- Build in CPI-linked review options. They are replacing valuers anyway.
- Include various types of ratchet clauses, it's not that hard if you put your mind to it.
- Factor in redevelopment options taking into account land value volatility.
- Price urban renewal and rezoning potentials.
- Account for depreciation benefits. Tax is real. Don't ignore it.
- Allow for capex contributions.
- Use continuous discounting like the rest of the finance world.
- Price in over-renting or default risk as a non-secured loan on the above-market income.
- Price corporate-backed lease income at the discount rate it deserves for the term of the lease.
- Develop defensible independent inputs for long term rental growth.
- Use Monte Carlo analysis tools.
- Include automatic reconciliation of the model to show how the yield that would arise if it was applied to a typical newly leased investment property in that category.
- Re-write net effective rental analysis taking into depreciation and tax, rental volatility, and ratchet clause types.

Some of this is rocket science. Valuers can choose to continue to value houses in the suburbs if they want to, but if there are rocket scientists coming through the ranks, get out of their way, because they will be shooting for the stars. ■

Reid Quinlan,  
Principal, Seagar & Partners,  
Auckland City, New Zealand

## Legal casenote

## Valuer sued \$2 million for overvaluing properties

By Lindsay Joyce and Carmen Elder, DLA Phillips Fox

In the case of *Adelaide Bank Ltd v DTS Property Services* [2008] NSWSC 1328 a valuer was successfully sued by Adelaide Bank after it was proven the valuer had overvalued a number of properties.

The bank had relied upon five valuations given to it by the defendant valuer in determining whether to advance loan funds to borrowers. Each borrower defaulted under the relevant loan. The bank alleged that each valuation was performed negligently and, had the valuations been “correct”, it would not have approved the loans. It sought to recover from the valuer the loss suffered under the loans.

As a preliminary matter, the Court was satisfied that the defendant valuer owed a duty of care to the bank in circumstances where the bank was clearly identified in each valuation as an entity that was entitled to rely upon the valuation.

The bank produced evidence prepared by an expert valuer, which included a retrospective valuation of each property and a critique of the valuations in issue. That evidence was unchallenged by the defendant valuer, who did not appear at the hearing. The following evidence was before the Court:

	Casula	Casula	Prestons	Woy Woy	Rose Bay
Defendant's valuations	\$250,000	\$330,000	\$420,000	\$1.9 million	\$2.65 million
Retrospective Valuations	\$195,000	\$195,000	\$330,000	\$1 million	\$1.75 million
Percentage difference	28%	69%	27%	90%	51%

Whilst established valuation practice recognises that two valuers, each acting reasonably and carefully, can differ in their opinions as to the value of a property at a particular date, the bank argued that a difference substantially in excess of 10 percent itself demonstrates negligence (the difference between the defendant valuer's and the expert valuer's opinions ranged from 27 percent to 90 percent). The Court accepted the bank's argument and found that the defendant valuer had negligently overvalued the properties, preferring the expert's retrospective valuations as evidence of fair market value.

The Court noted the following points of critique identified by the expert valuer:

- Failure to make allowance for certain negative features of the properties.
- Reliance on sales that were not truly comparable and failure to have regard to sales that were proximate in time and location which indicated a significantly lower value.
- Reliance upon sales of which there was no evidence/trace.
- Failure to have regard to the sale of the property to the intended borrower (in one instance, the sale price of \$336,000 was \$84,000 less than the assessed market value).
- Overstatement of living areas.
- Failure to adopt standard valuation practice when arriving at the value of a property comprising four townhouses by simply multiplying the value of one townhouse by four.

The Court was satisfied that the defendant valuer had negligently overvalued each property.

# Legal Notebook

## Recent cases, headline issues and new legislation

If the bank was to establish liability, it had to show that it relied on the valuations. To be satisfied of this, the Court examined the bank's loan approval process. Helpfully, the Court acknowledged that obtaining a valuation is only one part of the lending process.

The Court then examined each of the loans to satisfy itself that, had the defendant valuer assessed the "correct" market values, the Bank would not have advanced four out of the five loans. In respect to the fifth loan the Court, albeit without evidence from the borrower, inferred from the facts of the loan that the borrower would have accepted 80 percent of the lower (i.e., expert valuer's) valuation. The fifth loan was therefore considered on a "different transaction" basis rather than a "no transaction" basis. During this examination, the Court noted that an 80 percent Loan to Value Ratio (LVR) was "appropriate".

Judgment for just under \$2 million was entered against the valuer, plus legal costs and interest.

### Implications

This case provides a helpful example of some issues that a court will consider in determining whether a valuer is liable for any loss or damage caused by an overvaluation. The Court also provided useful observations (which may assist when defending valuers in the future) about the need to examine the lender's conduct in investigating the loan proposal (including whether a loan would still proceed for a lower amount) and what may be an "appropriate" LVR for residential property. ■



**Dr John Keogh**

Barrister at Law

Dr Keogh commenced practice at the NSW Bar in 1990 with a focus on property, planning, building and construction law and commercial matters and was awarded a law doctorate from UTS in 2000.

### Council may not compulsorily acquire land for the purpose of re-sale without the land owner's approval

~ HIGH COURT OF AUSTRALIA ~

*R & R Fazzolari v Parramatta City Council; Mac's Pty Ltd v Parramatta City Council & Anor [2009] HCA 12*

In the *Fazzolari* Case, the High Court of Australia held that Parramatta City Council ("the Council") may not compulsorily acquire the parcels of land owned by R&R Fazzolari Pty Ltd ("Fazzolari") and Mac's Pty Ltd ("Mac's") without the owners' approval.

### The Facts

Parramatta City Council proposed to redevelop a block within the city centre called "Civic Place", in partnership with two companies in the Grocon Group ("Grocon"). The Council and Grocon agreed that Council would compulsorily acquire two parcels of land within the redevelopment block and transfer part of the land to Grocon. In return, the Council would receive substantial financial payments and other benefits from Grocon. The subject land was owned by R&R Fazzolari Pty Ltd and Mac's Pty Ltd, and adjoined land in Darcy Street and Church Street which was owned by the Council.

Pursuant to s188(1) of the *Local Government Act 1993* "a council may not acquire land under this Part by compulsory process without the approval of the owner of the land if it is being acquired for the purpose of re-sale". However, s188(2) of

**Continued over page**

the same Act sets out that the owner's approval is not required if:

*(a) the land forms part of, or adjoins or lies in the vicinity of, other land acquired at the same time under this Part for a purpose other than the purpose of re-sale.*

The Council sent proposed acquisition notices to Fazzolari and Mac's. Both land owners objected to the acquisition on the grounds that it contravened s188(1) of the *Local Government Act 1993*, as the proposed acquisition of their land was for the purpose of re-sale and thus required their consent. The Council argued that the purpose of the acquisition was to implement the Council's "Civic Place" project, not to re-sell it to Grocon. Therefore, the Council argued, it did not need the owner's consent to compulsorily acquire the land.

At first instance, the Land and Environmental Court held that the proposed acquisition was unlawful as the purpose of the acquisition was for re-sale, requiring consent of the land owners.

The Council appealed to the Court of Appeal of New South Wales, which unanimously held that the land was being acquired for the purpose of implementing the "Civic Place" project and not for the purpose of re-selling to Grocon. Thus, the Council did not need the land owner's approval for compulsorily acquiring the land.

Fazzolari and Mac's appealed to the High Court, seeking to have the Court of Appeal decision overturned. The Council argued, before the High Court, that s188(2) of the *Local Government Act* meant that the Council was not required to obtain the owners' consent, as the subject parcels of land adjoined other land not acquired for the purpose of re-sale. This would be the case, the

Council argued, even though the subject land was said to be compulsorily acquired for the purpose of re-sale. The Appellants submitted that the Council could not rely on s188(2) as the other land had not been "acquired ... under this Part", and they maintained that the purpose of the acquisition was for re-sale.

## The High Court Findings

The High Court, constituted by French CJ, Gummow J, Hayne J, Heydon J and Kiefel J, found that the Council's purpose in compulsorily acquiring the subject parcels of land was to re-sell them to Grocon. Referring to the reasoning of the Court of Appeal, the High Court majority noted at para 93:

---

***Very particular terms governing both acquisition and disposition of the appellants' land had been stipulated in the development agreement.***

---

*"To ask which function or functions of the Council would be being exercised if the Council acquired either the Fazzolari land or the Mac's land does not assist in deciding whether, under s188(1), the acquisition was for the purpose of re-sale."*

Furthermore, at para 94 and 96 the High Court commented:

*"It is not necessary in these cases to decide whether 'the purpose' spoken of in s188(1) is to be defined more precisely: whether as the sole purpose, or the dominant purpose, or in some other way. That is not necessary because the proposed acquisition of both the Fazzolari land and the Mac's land is for only one purpose: the purpose of re-sale*

*of the appellants' land to Grocon.*

*"... No doubt the acquisitions of the Fazzolari land and the Mac's land are only two steps in a much larger arrangement recorded in the development agreement. And the development agreement can be described as being directed to the end of implementing the Master Plan for the development of Civic Place. It is therefore possible to describe each of the steps for which the development agreement provides as a step towards implementing the Master Plan or effecting the development of Civic Place. But when the Council gave proposed acquisition notices to Fazzolari and to Mac's, the Council had made the development agreement with Grocon. The development of Civic Place for which the appellants' land was to be acquired is for the development as the Council and Grocon stipulated in the development agreement. Stating the purpose of the acquisition as being to implement the Master Plan or to develop Civic Place, or at some other similar level of generality, must not be permitted to obscure the fact that when the acquisitions were proposed a precise form of development had been agreed. Very particular terms governing both acquisition and disposition of the appellants' land had been stipulated in the development agreement."*

As to the application of s188(2) of the *Local Government Act* and the requirement that the "other" land is "acquired ... under this Part" the majority found that the other land had not been acquired under the *Local Government Act*. Thus, the exception in s188(2) did not apply. Furthermore, the majority held that the "other" land would not be acquired at the same time as the subject land.

The High Court consequently allowed the appeal.



## Lessee to pay reinstatement damages to lessor plus rental losses during restoration

~ HIGH COURT OF AUSTRALIA ~

*Tabcorp Holdings Ltd v Bowen Investments Pty Ltd* [2009] HCA 8

In the *Tabcorp* case, the High Court of Australia held that Tabcorp Holdings Pty Ltd (“Tabcorp”) had breached a lease covenant which provided that Tabcorp could not make any substantial alterations or additions to the premises Tabcorp leased from Bowen Investments (“Bowen”), without Bowen’s written consent. The High Court held that Tabcorp was liable for the cost to restore the premises to its unaltered condition and the loss of rent suffered while the rectification works took place.

### The Facts

Tabcorp leased the office premises at 5 Bowen Crescent, Melbourne, from Bowen for a term of 10 years from 1 February 1997. Under clause 2.13 of the lease agreement Tabcorp promised:

*“not without the written approval of the Landlord first obtained (which consent shall not be unreasonably withheld or delayed) to make or permit to be made any substantial alteration or addition to the Demised Premises.”*

Tabcorp wished to make certain alterations to the foyer but Bowen had indicated to Tabcorp that it would not consent to such alterations until the proposed alterations had been examined at a site meeting. When Bowen’s representative attended the premises for the scheduled site meeting, she found that Tabcorp had removed a glass and stone partition, timber panelling and stone floor tiles in the foyer, and the remaining floor stone work was being jack-hammered.

Tabcorp continued with the works until it was completed, despite Bowen’s protests.

Bowen sued Tabcorp for damages in the Federal Court, as Bowen claimed that Tabcorp had undertaken the works without Bowen’s consent. The trial judge described Tabcorp’s conduct as involving “contumelious disregard” of Bowen’s rights and found that Tabcorp had breached the lease covenant. However, the trial judge only awarded minimal damages in the amount of \$34,820 to Bowen. The trial judge assessed the damages as being the reduction in the value of the premises due to the alterations to the foyer.

---

**The trial judge described Tabcorp’s conduct as involving “contumelious disregard” of Bowen’s rights and found that Tabcorp had breached the lease covenant.**

---

Bowen appealed to the Full Court of the Federal Court against the method used by the trial judge to assess the damages. The Full Court of the Federal Court held that damages should include the costs for restoring the foyer to its original condition and rental losses during the restoration period, totalling at \$1.38 million. Tabcorp appealed the Federal Court’s decision to the High Court.

## The High Court Findings

The High Court dismissed Tabcorp’s appeal and upheld the decision of the Full Court of the Federal Court.

In respect of the measure of damages, the Court noted that: (at para 15)

*“the Landlord was contractually entitled to the preservation of the premises without alterations not consented to; its measure of damages is the loss sustained by the failure of the Tenant to perform that obligation; and that loss is the cost of restoring the premises to the condition in which they would have been if the obligation had not been breached.”*

The High Court further noted: (at para 19 & 20)

*“the Landlord correctly submitted that the Tenant’s submission misconstrued what this Court said in Bellgrove v Eldridge [1954] HCA 35; (1954) 90 CLR 613 at 618. The “qualification” referred to in the passage quoted above[31] that the “work undertaken be necessary to produce conformity” meant, in that case, apt to conform with the plans and specifications which had not been conformed with. Applied to this case, the expression “necessary to produce conformity” means “apt to bring about conformity between the foyer as it would become after the damages had been spent in rebuilding it and the foyer as it was at the start of the lease”. And the Landlord also correctly submitted that the requirement of reasonableness did not mean that any excess over the amount recoverable on a diminution in value was unreasonable.*

*“... If the benefit of the covenant in cl 2.13 were to be secured to the Landlord, it is necessary that reinstatement damages be paid, and it is not unreasonable for the Landlord to insist on their payment.”*

# Legal Note

The Point Gourde principle operates in reverse when land is injuriously affected by Council's planning scheme

**SUPREME COURT  
~ OF QUEENSLAND ~  
COURT OF APPEAL**

*Redland Shire Council v Edgarange P/L*  
[2009] QCA 16 (13 February 2009)

This is a compulsory acquisition case decided by the Supreme Court of Queensland Court of Appeal under the *Acquisition Land Act 1967* ("ALA"). The Court found (in dismissing the appeal and affirming the decision of the Land Appeal Court) that the Point Gourde principle applied in reverse when the land owned by Edgarange Pty Ltd ("Edgarange") compulsorily acquired by the Redland Shire Council ("the Council") was injuriously affected by the Council's planning scheme. The amount of compensation should be assessed without regard to the diminution in value caused by the scheme.

## The Facts

In July 2000, Edgarange purchased 27.7 hectares of land ("the land") which formed part of Lot 3. After the purchase, 1.396 hectares of Lot 3 was still owned by another proprietor, Daniel Holzapfel. Lot 3 was situated between Redland Bay Road and Coolnwynpin Creek on the south-eastern edge of the Capalaba commercial area.

Edgarange intended to develop the land as an industrial estate as the land at that time was zoned "Rural/Non-Urban" under the 1988 Planning Scheme which was then in force.

The 1988 Strategic Plan, which formed part of the Planning Scheme, identified the southern two-thirds of the land as an "Industrial Area" and immediately north



Brisbane Supreme Court

a proposed arterial road was identified running generally in an east-west direction through the land. The land between Coolnwynpin Creek and the proposed arterial road corridor and east of the existing sewerage treatment plant had a preferred dominant land use of "Public Open Space". The proposed arterial road was intended to be a limited access road.

The area of the road to be constructed and the area north of it constituted part of Lot 3 and was later resumed and by that time, the resumed areas were known as Lot 701 and Lot 702.

In 1998, the Planning Scheme was amended and substituted by a new Strategic Plan which showed a Future Transport Corridor ("FTC") traversing Lot 3 at about the same place as the arterial road as shown in the 1988 Strategic Plan. The FTC was generally within Lot 701. Lot 702 was designated as Special Facilities/Public Purpose while Lot 703 was also designated in part as the same purpose and in part, Special Protection Area.

In February 2001, Edgarrange and Mr Holzafel made a claim for compensation in the sum of \$2,494,800 pursuant to the *Local Government (Planning and Environment) Act 1990* and the *Integrated Planning Act 1997* against the Council for injurious affection to the market value of Lot 3 arising out of the inclusion of part of that land in the Special Facilities/Public Purposes designation and part of it in the Special Protection Area. This claim had not been heard.

In October 2004, as the Council compulsorily acquired Lot 701 for "road purposes" and Lot 702 for "sewerage treatment plant purposes", Edgarrange then made a claim for compensation under the *Acquisition of Land Act 1967*.

## Acquisition of Land Act 1967

s20 Assessment of compensation

(2) Compensation shall be assessed according to the value of the estate or interest of the claimant in the land taken on the date when it was taken.

The Queensland Land Court awarded compensation of \$5,992,098 and an appeal to the Queensland Land Appeal Court ("LACQ") was dismissed. Both Courts applied the *Pointe Gourde* principle in reverse when assessing the quantum of compensation.

---

**... the right to claim compensation for injurious affection is subsumed by the right to claim compensation for compulsory acquisition and so does not survive.**

---

Redland Shire Council appealed against the decision of the QLAC. Council submitted that QLAC erred in applying the *Pointe Gourde* principle in reverse to the assessment of compensation under s20(2) *Acquisition of Land Act 1967* ("ALA") and that QLAC's assessment risked awarding double compensation.

## The Findings

The Court of Appeal ruled that there was no double compensation in this present case.

The Court noted that: (para 68)

*"in each of the Queensland statutes under which a claim for injurious affection can be made, [22] such claim must give way to any compensation payable under the ALA."*

The Court further noted that: (para 70)

*"The "matter for which compensation is payable" under the ALA is for the loss of the value of the land because of its acquisition; that is, the market value of the land before the scheme which preceded its acquisition. It can be seen that the compensation payable under the ALA is greater than, and includes, the compensation that would otherwise be payable for injurious affection. The claim for compensation must then be made under the ALA rather than the IPA. Accordingly no question of double compensation arises."*

The Court of Appeal found that: (at para 72)

*"the right to claim compensation for injurious affection is subsumed by the right to claim compensation for compulsory acquisition and so does not survive. As the right to claim compensation for injurious affection has been lost because it has been replaced by the right to claim for the compulsory acquisition, then the common law principle can and should apply. The value of the estate or interest of the claimant on the date on which it was taken is, as it usually is at common law, the value ignoring the increase or decrease in value caused by the scheme which gave rise to the compulsory acquisition. Such value has not been reduced by the payment of compensation for injurious affection or the right to make such a claim."*

The Court held that as no compensation for injurious affection had been paid in this case, the *Pointe Gourde* principle in reverse applied as the land was injuriously affected by the Council's planning scheme.

The Court held that the compensation should be assessed without regard to the diminution in value caused by the scheme underlying the compulsory acquisition. ■

# Professional Development for Recent Graduates



## Iona McCarthy

Iona McCarthy is a lecturer in valuation in the Department of Economics and Finance at Massey University, New Zealand. She has a B Agr Sci (Rural Valuation and Management) and MBS in Valuation and Property Management. She practised as a valuer for a number of years and is a registered valuer and a Fellow of PINZ. She has been involved in teaching for many years and has a continuing interest in property education and professional development.

*Property graduates entering the workforce quickly realise that they have a basic grounding and a whole lot to learn. Universities have a duty to ensure that their graduates are appropriately prepared for the workforce but after graduation continuing professional development becomes the shared responsibility of the graduate, the employer and the professional body. It is important that the need for continued learning is embraced by all parties, so graduates, who make a positive contribution to the growth and prosperity of the property industry, are retained. It is also important that graduates focus on areas of greatest weakness in their professional development.*

The Property Institute of New Zealand (PINZ) is well aware that it has an important role to play in supporting the education of all members. The Institute also acknowledges that recent graduates are very important for the industry and offers an annual induction program to assist this group in the early stages of their career leading up to registration as a property professional. In addition PINZ monitors university education program and holds accreditation meetings annually with the three universities that offer property degrees to ensure learning meets industry standards and requirements.

This paper reports on the results of three surveys undertaken in 2006 by PINZ in conjunction with Massey and Auckland universities. Students nearing the end of their degree in property, recent property graduates and employers of recent graduates were surveyed to gain a complete picture of the current state of property education in New Zealand. Survey results are being used by the PINZ Education Committee to develop appropriate training and Continuing Education Programs for graduates

through to registration and beyond.

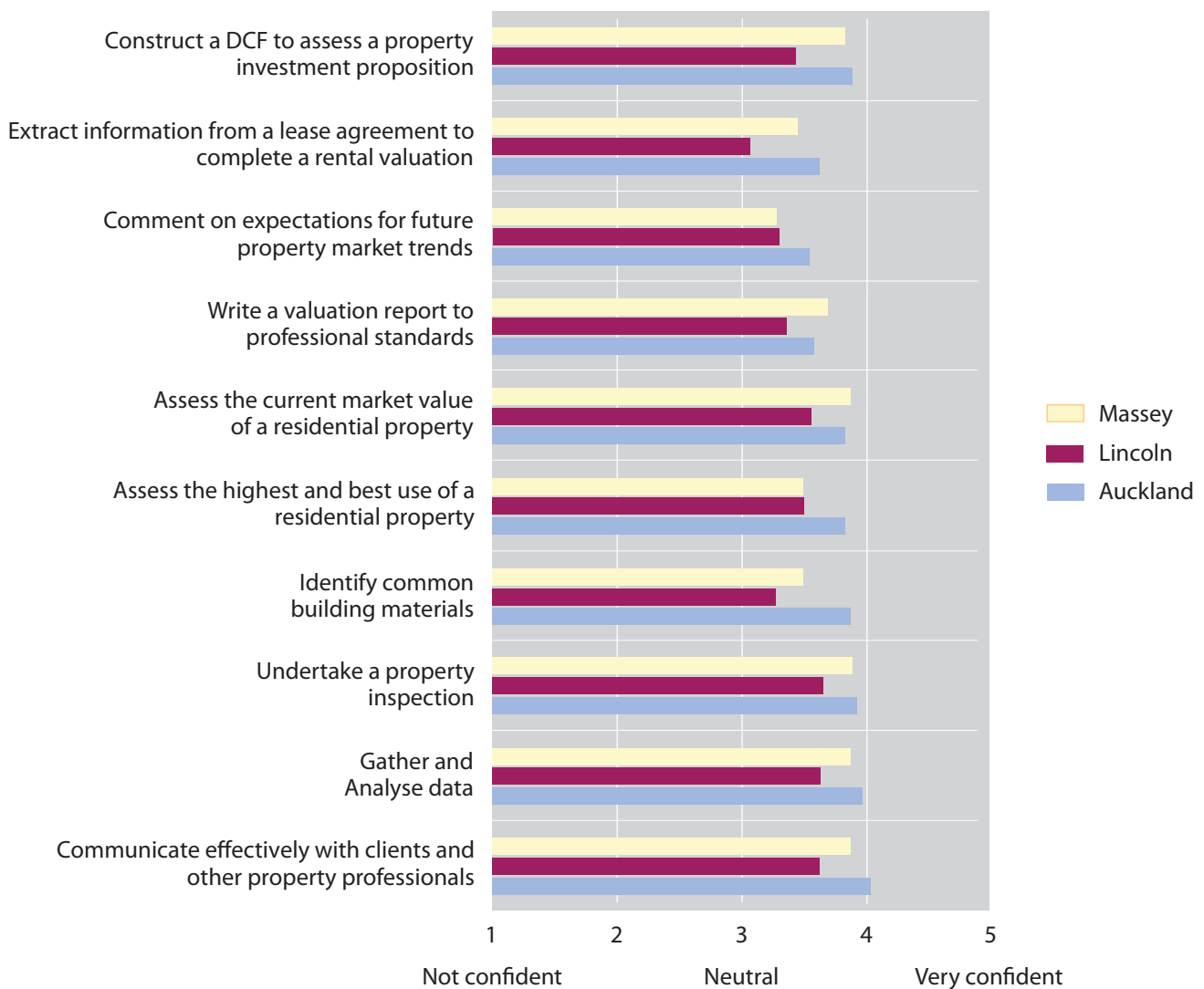
Written questionnaires, designed to gather quantitative and attitudinal data, were adapted from those used in two earlier studies by Callanan and McCarthy (2003) and Gilmore (2004). Current internal students were surveyed during class time; all other surveys were administered by post.

## Results

### Current Students

This survey was sent to the three universities in New Zealand that have educational qualifications that are recognised by the property profession (PINZ and Valuers Registration Board). There were 223 valid responses to the survey, 108 from Auckland University, 49 from Lincoln University and 66 from Massey University. Fifty eight per cent of respondents were male and 42 per cent female. The majority were in the 20 to 25 year age group (76.7%).

Graduates should be able to complete fundamental skills with a high level of competency when they enter the workforce. In this study final year



**Figure 1 Confidence in Basic Property Skills**

property students were asked to assess their own level of confidence in undertaking 10 basic skills. Average response levels, presented in Figure 1, show that students from all three universities were generally “just confident” to “confident” in all of the areas they were questioned about.

### Recent Graduates

This survey was posted to all affiliate and full, but unregistered, members of the PINZ. There were 109 respondents to the survey, 71 per cent were male and 29 per cent female. Most respondents had a bachelor degree in urban valuation from a New Zealand University (70.7 per cent); only 11.4 per cent of respondents

had completed a rural degree. The time that respondents had been working in the property industry was evenly spread from only recently employed to more than three years in employment. Only one respondent was not currently employed, the rest were working in a property related field. Ten respondents were working in a field of property that differed from the area they had studied.

The most common job role of the respondents was urban valuation. This was followed by commercial valuation, property management, property consultancy and rural valuation. Forty respondents were involved in more than one field of property work. This was

most commonly combining commercial or rural valuation with urban valuation. Plant and machinery valuation, property financing, contract agency, property development, corporate real estate and facilities management were all roles that were undertaken only by those who had been working in property for more than three years.

Respondents indicated that their property degree had provided an adequate level of preparation for property-related employment. A common theme was that the degree had provided a good broad grounding in property knowledge but lacked practical application. Very few respondents noted topics from their

degree that had not assisted them in their career.

Respondents were also asked to list any topics not included, or skills not developed, in their tertiary study that could have assisted them in their professional career. Interpersonal business skills such as negotiation, client relations, and communication skills, were areas that were mentioned by several respondents. Practical skills and computer/IT skills were also perceived by some as underdeveloped.

### Survey of Employers of Graduates

This survey was sent to property firms in New Zealand listed in the PINZ database. Firms were asked to participate if they had employed a graduate within the past five years. Twenty two valid responses were received from a wide spectrum of property businesses, with the majority in small commercial and urban valuation practices.

All the respondents preferred to recruit graduates with a property degree as these students had the required educational qualification for registration as a valuer and the required skill set for the field of employment. Graduates had been recruited from the three universities in New Zealand that provide a qualification recognised by the valuation profession. One respondent had employed a law graduate from Victoria University and three respondents had recruited graduates from overseas (UK and South Africa).

The majority of respondents thought that the graduates they had employed were “adequately” to “quite well prepared” for employment in the property sector. The main areas of concern relating to graduate skill and knowledge levels (expressed by six respondents) were

with report writing skills and practical knowledge. Fifteen employers noted that graduates showed strengths in IT.

### Core Competencies

The PINZ has developed a competency matrix that outlines the level of knowledge expected at each stage of a professional career in the separate registration streams: property management; valuation; facilities management; plant and machinery valuation; and property consultancy. The matrix covers a wide range of personal, business and technical fields. Some

---

***... the graduates they had employed were “adequately” to “quite well prepared” for employment in the property sector.***

---

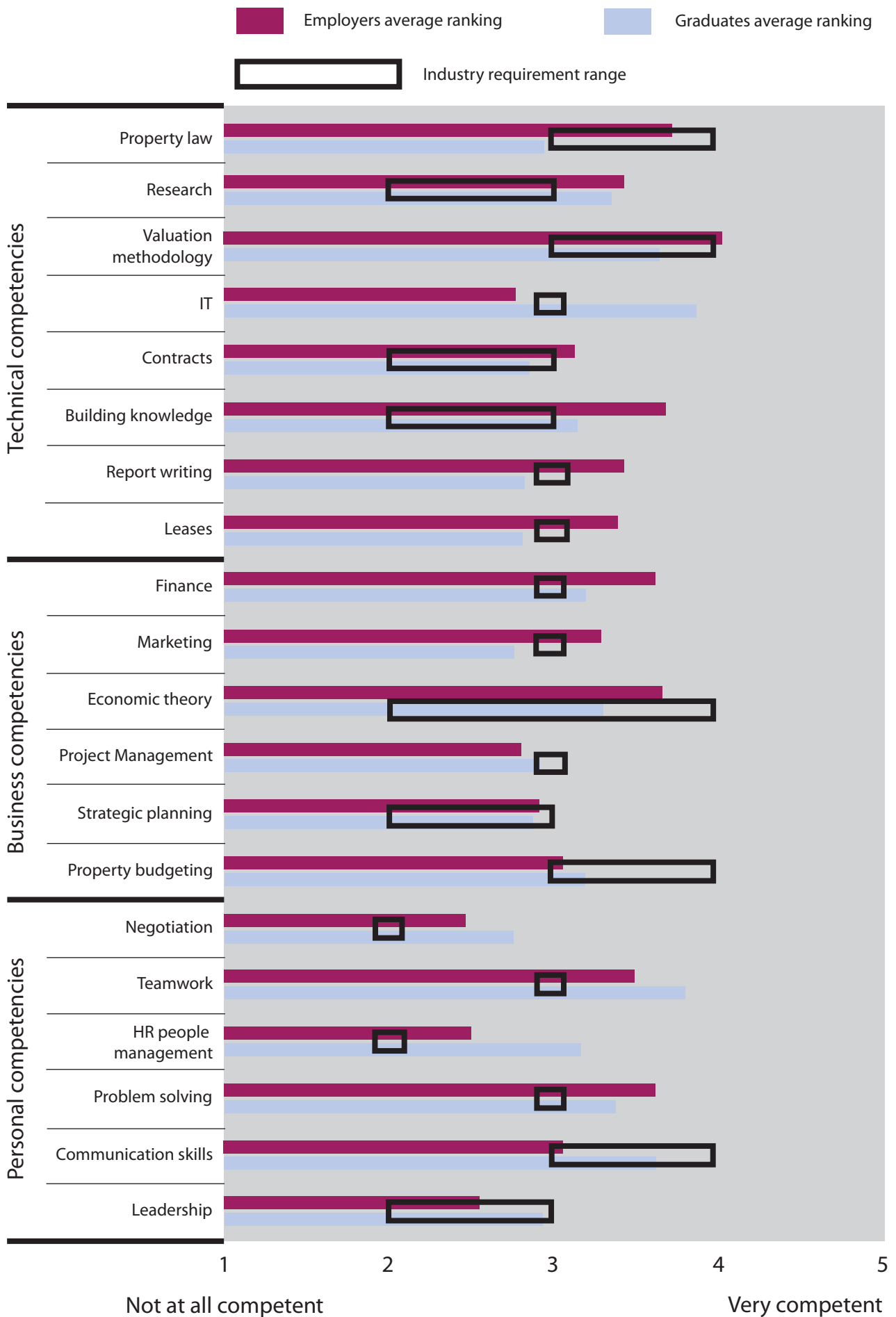
of the competencies should be well developed during university study; others are developed with work experience. The levels of competency expected of graduates range from, a requirement for basic awareness and understanding of key issues, to a need for graduates to have a good understanding of the topic and an ability to apply knowledge in a competent manner. In this study we wanted to investigate graduate perceptions, and employers' assessment, of how well some of the main competencies had been developed during university study.

Six business, six personal and eight

technical competencies were selected. Recent graduates were asked to rank, on a scale of one to five, how well they thought each competency had been developed during university study. Employers of recent graduates were asked to rank the graduates' skill levels in each of the areas, also using a scale of one to five. The graduate and employer rankings were then compared to industry requirements, as listed in the PINZ competency matrix, for competency levels required of graduate valuers and property managers. Results are presented in Figure 2 below. A ranking of one is equivalent to a level of “not at all competent” and a ranking of five indicates the graduate is very competent. Industry requirement range for graduate valuers and graduate property managers are superimposed over the employer and graduate rankings.

Recent graduates' perception was that core personal competencies were being developed at university to a level that is appropriate in relation to industry requirements, with the exception of communication skills and a slight weakness in leadership skills. Recent graduates perceived that the business competencies of; finance, marketing, and strategic planning were being adequately developed in relation to industry requirements. They were less confident with economic theory. Property budgeting and project management were perceived as poorly developed at university in relation to industry requirements. Technical competencies of research, valuation methodology, contracts, building knowledge, report writing and leases were all ranked as being adequately developed during university study. Property law was perceived as a weaker area and property IT was perceived by recent graduates as being poorly developed at university.

Figure 2 Graduate and employer ranking of competencies in relation to industry requirements





Feedback from the graduates is very useful but should be considered alongside feedback from their employers.

Employers rated the graduates' skill levels in the same group of personal, business and technical core competencies. These results show that employers generally feel that graduates' core personal competencies are adequate. Communication is the field that employers have noticed is weakest in relation to industry requirements, this confirms the graduates' perception about communication. Finance and strategic planning were the only core business competencies where employers rated graduates at the level required by industry competency ratings. This indicates that employers see a need for improved skill levels in all other business competencies to meet a level required by the industry competency standards. It is worth noting here that several respondents stated that their graduates had no involvement in several of these areas. It is possible that industry guidelines

for business competency are overstated. The employers rated the graduates' skill level at research, contracts and building knowledge at a level appropriate to industry expectations. However skill and knowledge levels in relation to property law, report writing, and leases were rated well below industry requirements and knowledge of valuation methodology slightly below industry requirements. Employers differed from the graduates in their rating of property IT skills where employers felt graduates easily meet a required standard.

## Summary and Recommendations

Students were questioned about their confidence at completing the fundamental property skills of: communication; sales analysis; property inspection; building material identification; assessment of highest and best use and current market value; market analysis; understanding lease agreements; and constructing discounted cash flows. These are all areas where

industry guidelines state graduates should have a good understanding and be able to apply theory to practice. A "confident" rating from students in all these areas is desirable. On average students from all universities were only just confident to confident in these areas.

Graduates and employers were questioned on how well university had prepared new entrants to the industry for employment. Both groups assessed the standard of education as better than adequate for a career in property. In general graduates thought that they had a good broad grounding in the property industry but they would have benefited from more practical work. The most common comment from a small number of employers (who thought graduates were not well prepared) was that they had poor report writing skills and superficial practical knowledge.

The professional body responsible for monitoring property education in New Zealand has developed a competency matrix that details the level of knowledge





expected, in a wide range of personal, business, and technical fields, at each stage of a professional career in property. When graduates' perceptions, and employers' assessment, of how well universities are preparing graduates for employment are compared with industry competency levels for graduates, the following strengths in education are evident. Graduates' personal competencies are adequate with the exception of communication skills. Graduates' technical competency in the fields of research, contracts, and building knowledge are adequate. Graduates' business competency in finance is adequate. There are a number of weaknesses in property graduates' education. In the key area of technical competency, graduates do not have the appropriate level of knowledge and skill in: property law; leases; and report writing. In the areas of business and personal competency, communication skills, project management, and property budgeting need to be better developed during university education.

There is always room for improvement in our teaching program and this has again been emphasised in the responses to these surveys. The three stakeholders surveyed have signalled that university property program are providing an adequate standard of education but graduates are falling short of the industry guidelines for competency on graduation in some areas. Students are being taught the theory but do not always have the opportunity to put the theory to practice. I believe that the best way to achieve this is to continue to encourage students to work in the property sector while studying, and make contact with property professionals and arrange to spend time in the field with them. Work and study can be successfully combined with extramural study options, available from Massey University, and with vacation employment for full-time internal students.

---

**... graduates do not have the appropriate level of knowledge and skill in: property law; leases; and report writing.**

---

Graduates were concerned about their competency with interpersonal and business skills and several suggested that university program should include courses that develop negotiation, client relations and communication skills. Communication is a subject area that is currently taught at an introductory level and then integrated in all disciplines. This should be reviewed to ensure teaching

program make the most of opportunities to develop these important personal competencies. Students should also consider elective paper choices carefully; options such as negotiation or dispute resolution could be beneficial. Other extra curricular interests also help to develop these communication skills and getting involved in the local community is always beneficial.

The professional body (PINZ) has an important role in designing appropriate continuing professional development programmes for recent graduates. These program should be aimed at improving the basic competencies, reinforcing and building on university courses. While university courses cover all key areas required by the profession there are time and budget constraints that lead to graduates who fall short of industry expectations in some areas. The professional body is well positioned to offer short courses that focus on further development of fundamental property skills in a practical way. Case studies and field exercises led by experienced practitioners are likely to be beneficial for recent graduates.

In recent years the PINZ has been proactive in supporting recent graduates. It is important that this support continues to ensure the future of the Institute and meet the objective of the mission statement: *"To be and to become known as the pre-eminent organisation of property professionals in New Zealand"*. ■

## References

- Callanan, J. and McCarthy, I. (2003). *Property Education in New Zealand; Industry Requirements and Student Perceptions*. *Journal of Real Estate Practice and Education*. 6 (1) 23-32
- Gilmore, M (2004). *Report Based on the results of the Survey for Graduates and Unregistered Property Professionals*. Unpublished report prepared for PINZ.

# Commercial and Residential Tenancies: The Laws of Australia (Thomson Reuters, 2008)

Edited by Anthony Moore

*Reviewed by Alan A Hyam OAM, Barrister-at-Law, Valuer and Land Economist*

I have had the enjoyable experience of reviewing the above text edited by Adjunct Associate Professor Anthony P Moore, of the University of Adelaide.

As the title implies the publication is in the format of the *Laws of Australia*, which is now only available online. This format is designed primarily for legal practitioners and researchers.

---

**Professionals engaged in finance, banking, accounting, development, facility management and the like will find the work to be a valuable source of information ...**

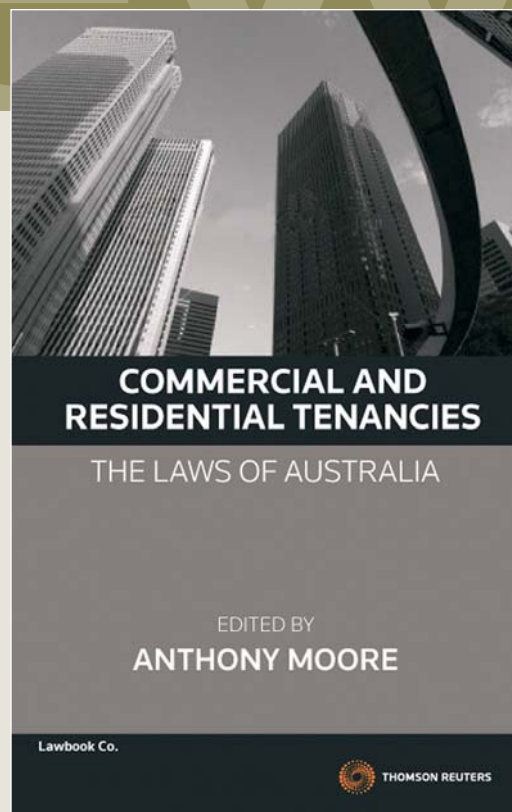
---

The work is a narrative statement of the law in the topics of commercial leases, retail tenancies; residential tenancies and retirement village leases. It states the legal principles in relation to each topic in sufficient detail to be a convenient and comprehensive first point of reference. Indeed, it is encyclopaedic in nature, stating clearly and precisely the legal principles associated with each topic. Reference is provided to the relevant case and statute law upon which each principle is sourced. Whilst the work

does not profess to provide solutions to individual problems, which are encountered on a day-to-day basis by lawyers, property professionals and businesspeople, it provides the source material and information for further research and study in the pursuit of solving problems. The law in all Australian jurisdictions is covered, and where differences occur those differences are emphasised.

The text is very readable for not only lawyers, but for other professional people who need to source the topics covered. Each principle is clearly and precisely stated with references to related principles or topics. The principles are explained in succinct terms and comprehensive footnotes are provided. The footnotes provide a basis for further research and verification of the principles stated. A reading of the work from cover to cover gives the reader a very good understanding of the law and legal principles covering each topic.

Whilst the publication is primarily designed for use by lawyers, it is a very good reference source for other professional people who have an interest in leases of commercial, retail, residential and retirement village premises. The index is comprehensive and well designed which makes the task of finding a particular subject quite easy. The words and phrases index is particularly useful



in directing the reader to definitions of terms and words in common usage in the property industry.

I believe that the book will be very useful to valuers and land economists, particularly those engaged in lease and rent review disputes. Professionals engaged in finance, banking, accounting, development, facility management and the like will find the work to be a valuable source of information, and a vehicle for further research on matters which arise in business and professional dealings on a regular basis in relation to leases of the proscribed classes of property.

In all it is a very good, concise and precise source of legal principles concerning the leasing of commercial, retail, residential and retirement village properties. ■

# The valuation of historic property

## With an overview of International Valuation Guidance Note No. 15

By William Reynolds

### ***Heritage buildings by definition have unique attributes which require careful consideration in terms of valuation.***

In early 2008 the International Valuation Standards Committee released guidance note 15 – The Valuation of Historic Property which will be of assistance to valuers who need to value heritage assets. There are other relevant guidance notes may also be of assistance depending upon the purpose of the valuation (e.g., IVA 1 Valuations for Financial Reporting, IVA 2 Valuations for Lending Purposes, and ANZRPNG 4 Methods of Measurement etc).

Some sections quoted in this article are extracts from the guidance note and provide an introduction to some of the provisions of the guidance note to help valuers value historic properties.

*“Historic properties are assets that embody a cultural, historic, and/or architectural heritage.*

*“Historic properties may have legal or statutory protection because of their cultural and economic importance. Many governments have enacted measures to safeguard specific historic properties or to protect whole areas of special architectural or historic interest.*

*“The Guidance Note applies to the valuation of historic properties in both public and private sectors.”*

Like most forms of property, “the sales comparison, cost and income capitalisation approaches may be employed in the valuation of historic properties”.

Of these methods most valuers will use the sales comparison and income capitalisation approaches. It is preferred to be in a position to be able to compare like with like and the subject historic property to the sale of a comparable heritage property.

*“Criteria for the selection of comparable properties include similarity in location (i.e., in zoning, permissible use, legal protection, and concentration of historic properties), architectural style, property size, and the specific cultural or historic associations of the subject property.”*

In doing so, it is an important to give regard to the respective level of protection and potential conversion for commercial uses. Historic buildings can be successfully converted for alternative uses whilst preserving the historic significance, yet simultaneously affording greater



The Henry Jones & Co IXL Jam Factory on Hunter Street in Hobart was successfully converted to a boutique hotel, retail shops, restaurant and residential apartment complex in 2004.

The author is a commercial property valuer in Hobart, Tasmania and Director of Brothers & Newton Pty Ltd. The City of Hobart retains many historic buildings and the author has valued numerous heritage assets for both the private and public sector for various purposes including for mortgage security and financial reporting. William is also a member of the Australian Valuation and Property Standards Board.

### **Real Time:**

*This is the first of an occasional series of articles airing the views of API members on topics of interest.*

access to the public to enjoy and respect the historic attributes of the property.

Whilst most properties of historic value are recorded on heritage registers, some properties may not be recorded but nevertheless have a high probability of having protection orders imposed should it be proposed to demolish, or even refurbish, buildings which are of high historic significance.

So if a building is not heritage listed, but demonstrates historic significance, heritage restrictions could still be imposed.

Historic significance is not just related to the architectural style of a building. It may be of historic significance because of an event that occurred at the property.

Even comparatively modern buildings or buildings of bland architectural style can be of heritage value.

By way of example, a building which was not heritage classified was considered to be worthy to be preserved in the Resource Management and Planning Appeals Tribunal of Tasmania case of *Robert Nettlefold Pty Ltd v Hobart City Council* [2000].

The case evolved around whether a small, two level brick building (circa 1890) which had been used as a blacksmith's shop and residence should be demolished.

In that case "evidence was given ... that if the building were not demolished it would preclude not only redevelopment of that portion of the land ... but also make the larger land area including the subject site less attractive to any potential purchaser ...

*"It was also contended ... that to refuse demolition ... would mean that it had to be restored to ... a residential or commercial property and that the cost in so doing would produce a financially disadvantageous situation."*

There was also evidence "that the building had lost its original architectural context" and "that there was nothing remarkable about the building..."

Yet it was unsuccessfully argued that

the absence of any listing in the heritage register should mean that the demolition should be approved, and the decision of the planning tribunal that the building be preserved was upheld by the tribunal.

Notwithstanding this judgement, heritage registers are the usual first point of reference in determining whether restrictions may be imposed and the following may be of guidance to valuers in searching whether a property is heritage recorded:

Naturally if a property is heritage listed, then the valuer should consider if the highest and best use of the property is limited by the heritage listing, and any other limitations which may be imposed, such as legal requirements to maintain the building and restrictions on refurbishing or modifying the property.

*"Historic properties having a commercial use are often valued by means of the income capitalisation approach."*

In these cases the distinctive architecture and ambience of an historic property can contribute to its appeal to prospective owner occupiers or tenants. Some elements of the building may be inefficient in comparison to more modern buildings, for example thick internal load-bearing walls not suited to modern open-plan office accommodation. But conversely, the presence, ambience,



38 Barrack Street, Hobart – Despite the building not being heritage listed, and "that there was nothing remarkable about the building..." it was held that the building should be preserved.

prominence and possible lower operating expenses (from not having lifts or air-conditioning) and potentially lower statutory outgoings, may mean that an historic building commands a rental which appears high by comparison to modern buildings which provide a superior standard of accommodation and services.

It is also important for valuers to be careful in the measurement of historic buildings in calculating net lettable areas. The Property Council of Australia Method of Measurement requires "structural columns" to be included within net lettable areas. In the case of historic buildings, load-bearing walls can be thick (up to 600 mm) and the area taken up by

Local council planning schemes	Local council (LGA) websites
Australian Heritage Places Inventory	<a href="http://www.heritage.gov.au">www.heritage.gov.au</a>
Australian Heritage Council/National Estate	<a href="http://www.ahc.gov.au">www.ahc.gov.au</a>
National Trust of Australia	<a href="http://www.nationaltrust.org.au">www.nationaltrust.org.au</a>
Heritage Council of New South Wales	<a href="http://www.heritage.nsw.gov.au">www.heritage.nsw.gov.au</a>
Heritage Victoria	<a href="http://www.heritage.vic.gov.au">www.heritage.vic.gov.au</a>
Queensland Heritage Council	<a href="http://www.epa.qld.gov.au/cultural_heritage/queensland_heritage_council/">www.epa.qld.gov.au/cultural_heritage/queensland_heritage_council/</a>
Tasmanian Heritage Council	<a href="http://www.heritage.tas.gov.au">www.heritage.tas.gov.au</a>
South Australian Heritage Council	<a href="http://www.environment.sa.gov.au/heritage/council.html">www.environment.sa.gov.au/heritage/council.html</a>
Western Australian Heritage Council	<a href="http://www.heritage.wa.gov.au">www.heritage.wa.gov.au</a>
Aboriginal Sites	<a href="http://www.dia.wa.gov.au/Heritage--Culture/Heritage-management/Register-of-Aboriginal-sites/">www.dia.wa.gov.au/Heritage--Culture/Heritage-management/Register-of-Aboriginal-sites/</a>
New Zealand Places Trust/Pouhere Taonga	<a href="http://www.historic.org.nz">www.historic.org.nz</a>

these walls are effectively unusable. Some valuers have therefore excluded such areas from net lettable areas and perhaps also for ease of measurement, taken the internal distance between walls for rooms. The treatment of hallways is also another consideration. If hallways are for the movement of personnel between offices, these should be included in net lettable areas, in the same way that circulation areas in open-plan offices are included in the net lettable area.

Whilst measurement of historic buildings can therefore be subject to interpretation, what is paramount is that valuers maintain consistency in terms of measurement with any comparisons made between the subject property and any comparable sales or rental evidence.

Sometimes historic properties cannot be reliably valued by sales or the income capitalisation and it may be necessary to employ the cost approach. In doing so, *“the valuer needs to consider whether the historic features of a building would be of intrinsic value in the market for that property ... The modern equivalent of such properties would need to reflect either the cost of reproducing a replica, or if this is not possible because the original materials or techniques are no longer available, the cost of the modern building with a similarly distinctive and high specification.”*

*“In all cases the adjustments for physical deterioration and functional obsolescence will need to reflect factors such as the higher cost of maintenance associated with historic property and the loss of flexibility for adapting the building to the changing needs of an occupier.”*

In using the cost approach, valuers should be conscious that depreciation of historic properties is likely to be different to modern buildings, with the total life likely to be considerably higher (potentially hundreds of years) and straight-line depreciation is unlikely to reflect the regular upgrading of the building and diminishing depreciation of old assets.

*“The land or site, upon which an historic building property is constructed, stands may be subject to constraints upon its use. In turn, any such constraints will affect land and overall property value.”*

Whilst valuers will usually endeavour to value historic property using traditional valuation methods *“historic, or heritage assets, for which there is no reliable or relevant sales evidence, which have no potential for generating income, and which would or could not be replaced may be incapable of reliable valuation. An example could be a partially ruined building with no income generating potential. Where a reliable assessment of value is not possible, the valuer must disclose the reasons for this conclusion in the report.”* ■

## How to paint Green Stars

Specify Resene paints from our extensive Environmental Choice NZ approved range that meet all Green Star NZ tool requirements and paint yourself Green Star NZ points.



The maximum points available for paint in core credits are:

**IEQ 3:1 point** (unweighted) 90% of interior paint, applied on site specified must meet Green Star NZ VOC limits.

**Mat 3:1 point** (unweighted) 90% of paint specified must have independent verification that it is environmentally preferable, such as Environmental Choice NZ.

How to maximise your Green Star NZ rating points with Resene:

- ★ Ensure you specify Resene paints with Environmental Choice NZ for at least 90% of the project.
- ★ Specify products for at least 90% of the interior that meet the Green Star NZ VOC limits. These include Resene Zylone Sheen VOC Free, Resene Enamacryl waterborne enamel, Resene Ceiling Paint, Resene Broadwall Waterborne Wallboard Sealer and Resene Broadwall 3 in 1 plus many more.

A list of Resene paints and their Environmental Choice NZ approval and VOC levels is available online at [www.resene.co.nz](http://www.resene.co.nz). If you need help with your paint specification, contact your Resene representative for professional and friendly advice and assistance.



Resene. Licensed products since 1996



# Resene

the paint the professionals use

0800 RESENE (737 363)

[www.resene.co.nz](http://www.resene.co.nz)



# AUSTRALIAN PROFESSIONAL CARDS

## AUSTRALIAN CAPITAL TERRITORY



**OPTEON™**  
PROPERTY GROUP

Valuation of all property types

- Property advice
- Asset valuations
- Insurance valuations
- Quantity surveying
- Plant & machinery

T | 1300 733 693 F | 1300 730 288 [www.opteonpropertygroup.com.au](http://www.opteonpropertygroup.com.au)



**1300 VALUER**  
1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)

**Propell National Valuers**  
Offices Australia Wide  
Residential Commercial Retail Industrial Rural

property intelligence for today and tomorrow



**COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION**

Ground Floor, 21-23 Marcus Clarke Street,  
Canberra City ACT 2601  
Ph: 02 6257 2121 Fax: 02 6225 7350

Paul Powderly AAPI State Chief Executive  
Matthew Curtis AAPI Director  
Robert Rixon AAPI Associate Director


Certified Practising Valuers [www.colliers.com](http://www.colliers.com)



Carolyn Mowbray AAPI CPV  
Sandra Howells AAPI CPV  
John Ridley AAPI CPV  
Peter Butcher AAPI  
Khurram Siddiqui GAPI  
Catherine Huynh PAAPI  
Nicolas Leslie PAAPI

**EGAN NATIONAL VALUERS (ACT)**  
25 Murray Crescent, Manuka ACT 2603  
PO Box 4225, Manuka ACT 2603  
DX 24716, Manuka  
t 02 6232 7555 f 02 6232 7772 w [www.eganvaluers.com.au](http://www.eganvaluers.com.au)

Adelaide Brisbane Canberra Melbourne Perth Sydney Auckland



**Canberra**

Gregory Preston, FAPI, Director  
Gregory Rowe, FAPI, Director

E: [mailroom@prpns.com.au](mailto:mailroom@prpns.com.au)  
W: [www.prpastralia.com.au](http://www.prpastralia.com.au)  
T: 02 9292 7400 F: 02 9292 7404



**Herron Todd White**  
Independent Property Advisors


550 People  
55 Offices  
Every State  
& Territory

Quality people  
Quality systems  
Quality clients  
Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural



**ADVERTISE HERE**

Contact Tremain Media  
on 02 9499 4599 or  
Email: [jonathon@tremain.com.au](mailto:jonathon@tremain.com.au)

## NEW SOUTH WALES



**Knight Frank Newcastle**

Sean Fox, AAPI  
John Harrington, AAPI  
Ross Cooper, AAPI

Suite 2, Ground Floor, 400 Hunter St, Newcastle NSW 2300  
Phone (02) 4920 5700 Fax (02) 4927 1755 [www.knightfrank.com.au/newcastle](http://www.knightfrank.com.au/newcastle)



**BENCHMARK Property Consultants & Valuers**



Mark Hopcraft FAPI Andrew Aylward FAPI  
David Hall AAPI

1(b) Cameron Place, ORANGE 2800  
Phone: (02) 6362 5988 Fax: (02) 6362 5116  
Email: [mail@bmpa.com.au](mailto:mail@bmpa.com.au) [www.bmpa.com.au](http://www.bmpa.com.au)



**COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION**

Level 12, Grosvenor Place  
225 George Street, Sydney NSW 2000  
Ph: 02 9257 0222 Fax: 02 9347 0794

William Doherty AAPI Managing Director  
Rick Higgins FAPI National Consultant  
Dwight Hillier AAPI National Director - CBD Commercial  
Michael Thomson AAPI National Director - Hotels and Leisure  
Edward Watts FAPI Director  
Heath Crampton AAPI Director - Retail

Level 42, Northpoint  
100 Miller Street, North Sydney NSW 2060  
Ph: 02 9957 6611 Fax: 02 9957 2990

John Waugh FAPI Director

Level 5, Airport Central Tower  
241 O'Riordan Street, Mascot NSW 2020  
Tel: 02 9317 4888 Fax: 02 9317 4974

James Bellew AAPI Director  
Peter Blakeley FAPI National Director - Industrial

Level 8, 20 Smith Street, Parramatta NSW 2150  
Tel: 02 9840 0222 Fax: 02 9635 8916

Russell McKinnon AAPI Director  
Paul Moschione AAPI National Director - Healthcare and Retirement Living


Suite 3, Nautilos  
265 Wharf Road, Newcastle NSW 2300  
Tel: 02 4926 4888 Fax: 02 4926 4555

Peter Macadam AAPI Director

Level 1, 331 High Street, Penrith NSW 2750  
Tel: 02 4702 0100 Fax: 02 4731 1779

Russell Briggs FAPI Director  
Brian Nicholson FAPI National Consultant - Extractive Industries and Waste Management  
John Corbin FAPI Manager - Extractive Industries and Waste Management

Certified Practising Valuers [www.colliers.com](http://www.colliers.com)



**MJ DAVIS VALUATIONS**  
Consulting Valuers

Colin Sorrenson FAPI  
Anthony Looby FAPI

293 Macquarie Street, Liverpool, NSW 2170  
Phone: (02) 9601 2500 Email: [admin@mjd.net.au](mailto:admin@mjd.net.au)



T | 1300 733 693  
F | 1300 730 288  
[www.opteonpropertygroup.com.au](http://www.opteonpropertygroup.com.au)

Valuation of all property types

- Property advice
- Asset valuations
- Insurance valuations
- Quantity surveying
- Plant & machinery

Incorporating the practices of:

- Addisons-Opteon
- Benchmark-Opteon
- Bolton Connolly-Opteon
- Hunter Valuation-Opteon
- Southern Valuers-Opteon
- Tremain Prowse-Opteon

NSW Offices in: SYDNEY | SOUTH SYDNEY | WOLLONGONG  
| MAITLAND | ORANGE | TAMWORTH | WAGGA WAGGA |  
GRIFFITH | NOWRA | MOREE

NEW SOUTH WALES

**Knight Frank Valuations**  
 Keith L GODDARD, FAPI • David M CASTLES, FAPI  
 Tom M PHELAN, FAPI • Anthony W ALFORD, FAPI

Level 18, 123 Pitt Street, Sydney Phone (02) 9036 6772 Fax (02) 9036 6770  
 Level 9, 2 Elizabeth Plaza, North Sydney Phone (02) 9028 1134 Fax (02) 9028 1198  
 Level 3, 3 Horwood Place, Parramatta Phone (02) 9761 1871 Fax (02) 9761 1870

[www.knightfrank.com.au](http://www.knightfrank.com.au)



**Herron Todd White**  
 Independent Property Advisors

550 People  
 55 Offices  
 Every State  
 & Territory

Quality people  
 Quality systems  
 Quality clients  
 Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural





**DUPONTS**

VALUERS • PROPERTY RESEARCH  
[www.duponts.net.au](http://www.duponts.net.au)  
 mail@duponts.net.au  
 98 Hannell Street Wickham NSW 2293  
 Ph: 02 4922 0600 • Fx: 02 4922 0688

Robert Dupont DIRECTOR FAPI MSIZ  
 David Rich DIRECTOR AAPI

*Newcastle and the Hunter Valley's largest valuation company with over 20 years experience*



**COLLIER**  
 David Collier Property Consulting Pty Ltd

Valuers | Advisors | Advocates & Agents

DAVID COLLIER 0414 251 280  
 ANDREW COLLIER AAPI 0414 775 243

14 View Street, Woollahra NSW 2025  
 Fax: (02) 9389 0448 Email: [dcollier@bigpond.net.au](mailto:dcollier@bigpond.net.au)



**PRP VALUERS AND CONSULTANTS**

Sydney Gregory Preston, FAPI, Director  
 Gregory Rowe, FAPI, Director  
 Robert Timmermans, AAPI, Associate Director  
 Ben Greenwood, AAPI, Associate Director  
 Neal Smith, AAPI, Associate Director

E: [mailroom@prpns.com.au](mailto:mailroom@prpns.com.au) W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
 Level 11, 80 Clarence Street, Sydney NSW 2000  
 T: 02 9292 7400 F: 02 9292 7404



NEW SOUTH WALES

**Raine & Horne**  
 Valuations Sydney

Ken Rayner FAPI - CERTIFIED PRACTISING VALUER  
 Managing Director

Level 9, 36 Carrington St, Sydney NSW 2000  
 GPO Box 1761, Sydney NSW 2001  
 T: 02 9262 1250 • F: 02 9252 3080  
 E: [info@rhvaluations.com.au](mailto:info@rhvaluations.com.au)

[www.rhvaluations.com.au](http://www.rhvaluations.com.au)



**BEM PROPERTY CONSULTANTS & VALUERS**

Ian Blackall FAPI Steve Eccleston FAPI  
 Paul McBurnie FAPI Richard Montague AAPI

Level 4, 12 Mount Street, North Sydney  
 Po Box 1741, North Sydney NSW 2059  
 Ph: 02 8920 3044 Fax: 02 8920 3055  
 Email: [admin@bemproperty.com.au](mailto:admin@bemproperty.com.au)  
[www.bemproperty.com.au](http://www.bemproperty.com.au)



**MVS VALUERS**

Sydney Suite 1403, 115 Pitt Street  
 Sydney NSW 2000  
 Ph: 1300 793 687 Fax: 1300 793 688  
 Email: [valuer@mvsvaluers.biz](mailto:valuer@mvsvaluers.biz)  
 Andrew Cowie AAPI  
 Peter Raptis FAPI  
 George Boulougouris AAPI

Rockdale Suites 8 & 9/8 Ashton Square  
 Cnr Princes Highway & Rockdale Plaza Drive  
 Rockdale NSW 2216  
 Ph: 1300 793 687 Fax: 1300 793 688  
 Email: [residential@mvsvaluers.biz](mailto:residential@mvsvaluers.biz)  
 Ian Bolewski AAPI

Newcastle Level 1, 50 Hunter Street,  
 Newcastle NSW 2300  
 Ph: 1300 137 018 Fax: 1300 137 019  
 Email: [newcastle@mvsvaluers.biz](mailto:newcastle@mvsvaluers.biz)  
 George Boulougouris AAPI


[www.mvsvaluers.biz](http://www.mvsvaluers.biz)



**PRP VALUERS AND CONSULTANTS**

Albury Wodonga Daniel C. Hogg, AAPI, Director

E: [daniel.hogg@prpvaluers.com](mailto:daniel.hogg@prpvaluers.com)  
 W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
 PO Box 7144,  
 ALBURY NSW 2640  
 T: 02 6041 1362 F: 02 6100 2745



**W K WOTTON AND PARTNERS**  
 Real Estate Valuers • Property Consultants • Real Estate Asset Managers

Wayne Wotton FAPI  
 Mobile: 0408 933 385  
 Ph: +61 2 9552 6633 Fax: +61 2 9552 6433


Suite 49 Upper Deck Jones Bay Wharf  
 26-32 Pirrama Road Pyrmont NSW 2009  
 em@il: [wayne@wkw.com.au](mailto:wayne@wkw.com.au) ABN 72 083 750 476



**savills**

ANDREW JOHNSTON AAPI SCOTT YOUNG FAPI  
 ANDREW PANNIFEX FAPI STEVEN KEARNEY AAPI  
 MARTIN FIDDEN AAPI

LEVEL 7, 50 BRIDGE STREET, SYDNEY  
 TEL (02) 8215 8888 FAX (02) 8215 8859  
[www.savills.com.au](http://www.savills.com.au)  
 SYDNEY BRISBANE MELBOURNE PERTH ADELAIDE



**propell NATIONAL VALUERS**


1300 VALUER  
 1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)

Propell National Valuers  
 Offices Australia Wide  
 Residential Commercial Retail Industrial Rural  
 property intelligence for today and tomorrow




# AUSTRALIAN PROFESSIONAL CARDS

## NEW SOUTH WALES



**Central Coast** Anthony Hickey, AAPI, Director

E: [mailroom@prpcc.com.au](mailto:mailroom@prpcc.com.au)  
 W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
 Suite 4, Level 1, 119 Mann Street  
 GOSFORD NSW 2250  
 T: 02 4324 0355 F: 02 4324 0356



**Pierre Dupre** AAPI  
**Terry Large** FAPI  
**Geoff McGuirk** AAPI  
**Paul Chaloner** AAPI  
**Kris Criker** AAPI


**EGAN NATIONAL VALUERS (NSW)**  
 Level 2, 5-13 Rosebery Avenue, Rosebery NSW 2018  
 GPO Box 1951, Sydney NSW 2001  
 T 02 9662 3700 F 02 9662 3304  
 W [www.eganvaluers.com.au](http://www.eganvaluers.com.au)

Adelaide Brisbane Canberra Melbourne Perth Sydney Auckland

**C. A. BROWN ASSOCIATES**  
 Member of the Network Property Group

**82 BALO STREET, MOREE**  
**Northern NSW – Southern QLD Area**  
 Phone: (02) 6751 1100 Fax: (02) 6751 1766  
 Email: [cabrownassoc@northnet.com.au](mailto:cabrownassoc@northnet.com.au)  
**Paul D. Kelly** AAPI – 0428 281 482  
**Clifford A. Brown** FAPI – 0428 669 173

## NORTHERN TERRITORY



Certified Practising Valuers

**Bill Linkson** FAPI | **Maris Scemets** AAPI  
**Mark Harris** AAPI | **Peter Teagle** AAPI  
**Rob Hancock** GAPI

**Ross Copland** FAPI Lic Valuer (WA) (QLD)  
**Dan Ackroyd** AAPI

Unit 2, 78 Hartley Street  
 PO Box 1153, Alice Springs NT 0871  
 Ph 08 8952 0744 Fax 08 8952 0755  
 Email [admin@ivsasp.com](mailto:admin@ivsasp.com)

[www.ivsdwn.com](http://www.ivsdwn.com)  
 Commercial/Residential/Hotels & Leisure/Pastoral



**COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION**  
 Level 2, Deloitte Centre, 62 Cavanagh Street, Darwin NT 0800  
 Tel: 08 8941 0055 Fax: 08 8941 7924

Tony West FAPI Director  
 Poasa Raqiyawa AAPI Valuer  
 Ili Raqiyawa AAPI Valuer  
 Troy Scott AAPI Valuer  
 Samantha Knight AAPI Valuer  
 Tim Selby GAPI Valuer  
 Ben Badenoch GAPI Valuer

Certified Practising Valuers [www.colliers.com](http://www.colliers.com)



**1300 VALUER**  
 1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)  
**Propell National Valuers**  
 Offices Australia Wide  
 Residential Commercial Retail Industrial Rural  
 property intelligence for today and tomorrow

## NORTHERN TERRITORY



Quality people  
 Quality systems  
 Quality clients  
 Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

550 People  
 55 Offices  
 Every State & Territory

Commercial Retail Industrial Residential Rural

## QUEENSLAND

67 Grey Street • South Brisbane Qld 4101  
 GPO Box 1776 • Brisbane Qld 4001

**TAYLOR BYRNE** [www.taylorbyrne.com.au](http://www.taylorbyrne.com.au)


Valuers

	Residential	Commercial	Rural	Industrial	Retail	Litigation	Acquisition	
<b>Directors:</b>	C Caleo G Duffield	T Rabbitt D Duffield	R Brown R Hewitt	L Hamilton T Bartholomew	J Lyons C Lando	P Lyons J Clune		
<b>Associate Directors:</b>	P Turner	R Newborn						
<b>Valuers:</b>	A Bagent B Duncan D Matson P O'Callaghan M McManus A Innes	A Bourne B Thiel G King W Coates J Pezard S Murrell	A Hamilton B Walsh G Shaw N Ruchti K Walsh J Martin	T Cavanagh B Makepeace I Clarkson R Cervetto B Beitey	A Smith M Craig N McMahoon P Fitzgerald C Cowan	B Stoddard D Hosking J Aboud M Bultreys R McCouaig		

\* GOLD COAST \* SUNSHINE COAST \* TOOWOOMBA \* ROMA \* WIDE BAY \*  
 \* EMERALD \* MACKAY \* TOWNSVILLE \* CAIRNS \* ROCKHAMPTON \*

Valuation & Advisory Services


**Property Valuations**



Tom Irving AAPI  
 Dennis Morgan AAPI  
 Mel Evans FAPI  
 David Kerne AAPI  
 Michael Gannon AAPI  
 James Lister AAPI  
 Pia Pirhonen AAPI  
 David Long AAPI  
 Steven Frawley AAPI  
 Craig Guinane AAPI  
 Virginia Vasta AAPI  
 Andrew Sutton AAPI  
 Lauren Loors AAPI  
 Stephen Kenny AAPI  
 Jesse Channer AAPI  
 Angela Buckley AAPI  
 Baden Mulcahy AAPI MRICS  
 Jacqueline Reiser AAPI  
 Collin Hannah FAPI MRICS

Hotels  
 Hotels  
 Plant & Machinery

**CB Richard Ellis (C) Pty Ltd**  
 Level 33, Waterfront Place,  
 1 Eagle Street, Brisbane  
 Qld 4000  
 T: 61 7 3833 9833  
 F: 61 7 3833 9830  
[www.cbre.com.au](http://www.cbre.com.au)



**Brisbane** 28/96 Lytton Road  
 East Brisbane QLD 4169  
 Ph: 1300 737 687 Fax: 1300 737 688  
 Email: [mvs.qld@mvsvaluers.biz](mailto:mvs.qld@mvsvaluers.biz)  
[www.mvsvaluers.biz](http://www.mvsvaluers.biz)  
 Robert Pearson AAPI



QUEENSLAND



**Herron Todd White**  
Independent Property Advisors

550 People  
55 Offices  
Every State & Territory

Quality people  
Quality systems  
Quality clients  
Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural




**Knight Frank Valuations Queensland**  
Level 11, AMP Place, 10 Eagle Street, Brisbane 4000  
T: 07 3246 8888 F: 07 3229 5436



Philip Willington, FAPI  
Paul Kwan, AAPI  
Timothy Uhr, AAPI  
Justin Bond, AAPI


Gordon Price, AAPI  
Peter Zischke, AAPI  
Richard Nash, AAPI  
Samantha McInnes, AAPI

Ian Gregory, AAPI  
Riwa Kwan, AAPI  
Tim O'Sullivan, AAPI  
Michael Vanarey, GAPI

[www.knightfrank.com.au](http://www.knightfrank.com.au)

GREG CLARKE FAPI  
STUART CAMERON AAPI  
DANIEL WATERS AAPI

JOHN KENDALL FAPI  
SCOTT CAMPBELL AAPI  
TRAVIS PINDER AAPI



Level 2 - 145 Eagle Street  
Brisbane 4000 Queensland  
T: 07 3231 9777  
F: 07 3831 2312  
E: [brisbane@mcgees.com.au](mailto:brisbane@mcgees.com.au)  
[www.mcgees.com.au](http://www.mcgees.com.au)

Certified Practising Valuers


Adelaide • Brisbane • Darwin • Perth • Sydney • Victor Harbor



**1300 VALUER**  
1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)

**Propell National Valuers**  
Offices Australia Wide  
Residential Commercial Retail Industrial Rural

property intelligence for today and tomorrow



**Brisbane** Troy Chaplin, AAPI, Director

E: [mailroom@prpqueensland.com.au](mailto:mailroom@prpqueensland.com.au)  
W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
Suite 3, Level 1, 156 Boundary Street  
WEST END QLD 4101  
T: 07 3846 2822 F: 07 3846 2833



**MATTHEW GOULD** AAPI  
**JAMES CASSIDY** AAPI

LEVEL 4, 26 DUPORTH AV, MAROOCHYDORE  
TEL (07) 5443 5088  
FAX (07) 5313 7537  
[www.savills.com.au](http://www.savills.com.au)  
SYDNEY BRISBANE MELBOURNE PERTH ADELAIDE



**BURGESS RAWSON (QLD) PTY LTD**  
Licensed Real Estate Agents & Property Consultants

25 Donkin Street, South Brisbane QLD 4101  
Ph: (07) 3846 1777 Fax: (07) 3846 1899  
Email: [brq2000@bigpond.com](mailto:brq2000@bigpond.com)

Certified Practising Valuers  
Pat J Kelly FAPI  
Ian Skelsey AAPI  
Michael Galvin AAPI, BBus LLB

QUEENSLAND



**MATTHEW BUCKLEY** AAPI  
**PAUL ROBBINS** AAPI  
**JASON LYNCH** AAPI  
**BRETT SCHULTZ** AAPI

**LAWRENCE DEVINE** AAPI  
**LEIGH ATKINSON** AAPI  
**SIMON JARDEN** AAPI  
**NEIL MURPHY** AAPI

LEVEL 9, 175 EAGLE STREET, BRISBANE  
TEL (07) 3221 8355 FAX (07) 3221 8771  
[www.savills.com.au](http://www.savills.com.au)  
SYDNEY BRISBANE MELBOURNE PERTH ADELAIDE




**Gold Coast** Chris Kogler, AAPI, Director  
Ray Allsop, AAPI, Director  
Michael Cook, AAPI, Director

E: [mailroom@prpgoldcoast.com.au](mailto:mailroom@prpgoldcoast.com.au)  
W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
Level 2, 105 Upton Street, BUNDALL QLD 4217  
T: 07 5574 2599 F: 07 5574 2533



**PLANT & MACHINERY VALUERS THROUGHOUT AUSTRALASIA**  
**Lex E. Simshauser** FAPI • **Graham F. Messer** AAPI

P.O. Box 534 Ashgrove Queensland Australia 4060  
Ph: +61 7 3366 8811 Fax: +61 7 3366 8812 Email: [lex@lexsimshauser.com.au](mailto:lex@lexsimshauser.com.au)  
[www.lexsimshauser.com.au](http://www.lexsimshauser.com.au)



**COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION**

**Level 20, Central Plaza One**  
345 Queen Street, Brisbane QLD 4000  
Tel: 07 3229 1233 Fax: 07 3229 1100

Robert Tye AAPI Director  
Craig Clayworth AAPI Associate Director  
Stephen McDonald AAPI Manager

**Level 2, Circle on Cavill**  
3184 Surfers Paradise Boulevard, Surfers Paradise QLD 4217  
Tel: 07 5588 0088 Fax: 07 5592 1632

Warren Galea AAPI Associate Director

**Corner Smith and Wan Streets, Mooloolaba QLD 4557**  
Tel: 07 5478 3788 Fax: 07 5444 6489

Stephen Boyd AAPI Associate Director

Certified Practising Valuers [www.colliers.com](http://www.colliers.com)

**COLLINS & EALES**


**VALUERS & PROPERTY CONSULTANTS**

GEOFF EALES FAPI  
ALEX DICKINSON AAPI  
PETER BARTELS AAPI  
MARK BAXTER AAPI  
STEVE LAGERROTH AAPI

Certified Practising Valuers

- LEVEL 1, 69 EYRE STREET  
NORTH WARD, QLD 4810  
PHONE (07) 4772 4994 • FAX (07) 4771 3126  
EMAIL [acvalce@bigpond.com](mailto:acvalce@bigpond.com)  
ACVAL OFFICES THROUGHOUT QUEENSLAND

SOUTH AUSTRALIA



**COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION**

Level 10, Statewide House  
99 Gawler Place, Adelaide SA 5000  
Tel: 08 8305 8888 Fax: 08 8231 7712

Jennifer Robertson AAPI Director – Healthcare and Retirement Living  
Tracy Gornall AAPI Associate Director  
Alex Thamm AAPI National Director – Rural and Agribusiness

Certified Practising Valuers [www.colliers.com](http://www.colliers.com)

# AUSTRALIAN PROFESSIONAL CARDS

## SOUTH AUSTRALIA



**Herron Todd White**  
Independent Property Advisors

550 People  
55 Offices  
Every State  
& Territory

Quality people  
Quality systems  
Quality clients  
Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural





Kym Dreyer FAPI  
Jeff Cottle AAPI  
Neil Bradford AAPI  
Adrian Burg AAPI  
Susan Visser FAPI

EGAN NATIONAL VALUERS (SA)  
Level 6, 76 Waymouth Street, Adelaide SA 5000  
T 08 8212 1755 F 08 8231 0286  
E [adelaide@eganvaluers-sa.com.au](mailto:adelaide@eganvaluers-sa.com.au)  
W [www.eganvaluers.com.au](http://www.eganvaluers.com.au)

Adelaide Brisbane Canberra Melbourne Perth Sydney Auckland

BOB BROOKE FAPI  
MICHAEL HARRINGTON AAPI  
SIMON LAMBERT AAPI  
VINCENT FUSCO AAPI  
AMANDA BULYGA AAPI

NGARIE BRAUNACK AAPI  
PAUL McKAY AAPI  
JULIETTE PEREZ GAPI  
SAM TUCKER GAPI  
NATHAN ROBINS GAPI



Level 9 - 60 Waymouth Street  
Adelaide 5000 South Australia  
T 08 8414 7800  
F 08 8231 1143  
E [adelaide@mcgees.com.au](mailto:adelaide@mcgees.com.au)  
[www.mcgees.com.au](http://www.mcgees.com.au)

Certified Practising Valuers

Adelaide • Brisbane • Darwin • Perth • Sydney • Victor Harbor


**Knight Frank Valuations**

Alex Smithson FAPI  
James Pledge FAPI  
Nick Bell AAPI  
Jason Oster AAPI  
Zac Vartuli AAPI  
Simon Pascoe AAPI  
Craig Barlow AAPI  
Mark Robins AAPI  
Mike O'Leary AAPI  
Derek Royans AAPI  
David Coventry AAPI  
Lucy Graham PMAPI  
Peter Burnett PMAPI  
Chris Hill PMAPI  
Paul Scrivener GAPI  
Tony Ferrier GAPI  
James Wardle GAPI



Level 25 Westpac House  
91 King William Street  
ADELAIDE SA 5000

T: 08 8233 5222  
F: 08 8231 0443  
E: [admin@sa.knightfrankval.com.au](mailto:admin@sa.knightfrankval.com.au)  
[www.knightfrank.com.au](http://www.knightfrank.com.au)



Adelaide

Rob Simmons, AAPI, Director

E: [rob.simmons@prpvaluers.com](mailto:rob.simmons@prpvaluers.com)  
W: [www.prpaustralia.com.au](http://www.prpaustralia.com.au)  
Suite 4A,  
Daws Road,  
ASCOT PARK SA 5043  
T: 08 8277 0500 F: 08 8277 0533



1300 VALUER  
1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)

Propell National Valuers  
Offices Australia Wide  
Residential Commercial Retail Industrial Rural

property intelligence for today and tomorrow

## SOUTH AUSTRALIA



T | 1300 733 693  
F | 1300 730 288  
[www.opteonpropertygroup.com.au](http://www.opteonpropertygroup.com.au)


Valuation of all property types

- Property advice
- Asset valuations
- Insurance valuations
- Quantity surveying
- Plant & machinery

Incorporating the practices of:

- Landlink-Opteon
- CWM-Opteon

SA Offices in: ADELAIDE | MOUNT GAMBIER





TIM TRNOVSKY AAPI  
RON ASCHBERGER FAPI  
ROB TAYLOR AAPI

ADRIAN ROWSE AAPI  
HEATH DOWLING AAPI  
CRAIG FARLEY AAPI

LEVEL 2, 50 HINDMARSH SQUARE  
ADELAIDE SA 5000  
TEL (08) 8237 5000 FAX (08) 8237 5099 [www.savills.com.au](http://www.savills.com.au)  
SYDNEY BRISBANE MELBOURNE PERTH ADELAIDE

## TASMANIA

Beau Jones A.A.P.I. C.P.V.  
42 Oldaker Street Devonport 7310

Telephone: (03) 6423 4677  
Facsimile: (03) 6423 4755  
Email: [bj@ccv.com.au](mailto:bj@ccv.com.au)

Covering the NW Coast of Tasmania



**Herron Todd White**  
Independent Property Advisors


550 People  
55 Offices  
Every State  
& Territory

Quality people  
Quality systems  
Quality clients  
Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural





15 George Street Launceston,  
TAS, 7250. Ph. 03 6331 1511  
11 King Edward Street  
Ulverstone 7315. Ph. 03 6425 4611

valuations • commercial sales • leasing

Rob Dixon AAPI, B.Bus (LEcon)  
Doug Marshall AAPI, B.Bus (Prop. Studies)  
Richard Edwards AAPI, B.Com (LEcon)  
David Johnston AAPI, Assoc. Dip. Val.



**SAUNDERS & PITT**

David Saunders B.Ec. Dip.Val. FAPI  
Russell Cripps B.Bus Dip.Val. FAPI AREI  
Certified Practising Valuers

Andrew Pitt Dip.Val. AAPI AREI

14-16 Victoria Street, Hobart  
Phone: (03) 6231 3288 Fax: (03) 6231 3688  
Email: [saunderspitt@bigpond.com](mailto:saunderspitt@bigpond.com)

Incorporating  
D. Saunders & Co.  
Established 1905

TASMANIA



T | 1300 733 693  
F | 1300 730 288  
www.opteonpropertygroup.com.au

Valuation of all property types

- Property advice
- Asset valuations
- Insurance valuations
- Quantity surveying
- Plant & machinery

Incorporating the practice of:  
Brothers & Newton- Opteon

Servicing the whole of  
Tasmania with offices in:

- Hobart
- Devonport
- Launceston




Independent Valuers and Property Consultants

**Directors** - Charles Brothers; Andrew Cubbins; Scott Newton; William Reynolds  
**Hobart** - Timothy Beck; Richard Carhart; David Hanlon; Richard Macqueen; Greg McNamara; Lou Rae; Carrie Rooke; Frank Sablowski; Richard Steedman; Stuart Wigston; Paul Wilson  
**Launceston** - Gavin Lippelgoes; Neil Mayne; Brian Mantach; Nick Wordsworth; Mark Youngman; Annita McCarthy; Shayne Amos  
**Devonport** - Sam Astell; Brian Chandler; Geoff Taylor; Garry Hearps

email: [info@independentvaluers.com.au](mailto:info@independentvaluers.com.au)  
website: [www.independentvaluers.com.au](http://www.independentvaluers.com.au)

<b>Launceston Office</b> Level 1, 53 Brisbane St ph: (03) 6333 0420	<b>Hobart Office</b> 7 Castray Esplanade ph: (03) 6224 2343	<b>Devonport Office</b> 49 Best Street ph: (03) 6424 3440
---	---	---

**Damien Taplin** AAPI CPV C.P.M. Tas  
Managing Director  
Mobile **0418 513 003**



**Our Certified Practising Valuers provide professional specialist service to the Mortgage Industry.**

[www.tpcvaluers.com.au](http://www.tpcvaluers.com.au)

5 Audley Street  
North Hobart TAS 7000  
Phone 03 6231 6688  
Fax 03 62316788  
Email [valuations@tpcvaluers.com.au](mailto:valuations@tpcvaluers.com.au)

**Knight Frank Valuations**



Matthew Page, AAPI  
Ian Wells, FAPI  
Steve Yannarakis, AAPI


[www.knightfrank.com.au](http://www.knightfrank.com.au)

5 Victoria Street, Hobart TAS 7000  
T: 03 6234 5866 F: 03 6224 3218, [matthew.page@au.knightfrank.com](mailto:matthew.page@au.knightfrank.com)

VICTORIA

**ALISTAIR W. MALE**  
- DipAgSc, FAPI -  
**CERTIFIED PRACTISING VALUER & PROPERTY CONSULTANT**  
**Victoria & New South Wales**

32 Rowan Street, Wangaratta VIC 3677  
Phone: (03) 5722 3144 Fax: (03) 5721 7746  
**ALSO AT BRIGHT, MT. BEAUTY AND MT. HOTHAM**



**ADVERTISE HERE**

Contact Tremain Media  
on 02 9499 4599 or  
Email: [jonathon@tremainmedia.com.au](mailto:jonathon@tremainmedia.com.au)

VICTORIA



Quality people  
Quality systems  
Quality clients  
Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

550 People  
55 Offices  
Every State & Territory


Commercial Retail Industrial Residential Rural




**Knight Frank Valuations**



Joseph Perillo FAPI	
David Way AAPI	
Bernard Smith FAPI	
Michael Schuh AAPI	Level 31
Samuel Murphy AAPI F Fin	360 Collins Street
Samantha Freeman AAPI	Melbourne VIC 3000
David Keenan AAPI	
Charles Parsons AAPI	T: 03 9604 4600
Leigh Morris AAPI	F: 03 9604 4773
Karen Prendergast AAPI	E: <a href="mailto:jperillo@vic.knightfrankval.com.au">jperillo@vic.knightfrankval.com.au</a>
Chris Safstrom AAPI	
Jenny Shellard AAPI	
Michael Duque AAPI F Fin	<a href="http://www.knightfrank.com.au">www.knightfrank.com.au</a>



STUART FOX AAPI	SIAN GUNSON AAPI
ROBERT CUNINGHAM AAPI	LEIGH MELBOURNE AAPI
RAY BERRYMAN AAPI	ROSS SMILLIE AAPI
ELLA ROSVOLL AAPI	PAT DE MARIA AAPI
EMILY BULL AAPI	BEN KOOPS AAPI
	JOSHUA JOHNSTON AAPI
	KELLY WOODING AAPI

LEVEL 25, 140 WILLIAM ST  
MELBOURNE VIC 3000  
TEL (03) 8686 8000 FAX (03) 8686 8088 [www.savills.com.au](http://www.savills.com.au)  
SYDNEY BRISBANE MELBOURNE PERTH ADELAIDE



Garry Coates FAPI	Head Office
Robert Fellows AAPI	1 Hartnett Drive
Mark Holland FAPI	Seaford Vic 3198
Wayne Walden AAPI	
Gary Cocks FAPI	<b>CBD Office</b>
Colin Hodson AAPI	222A / 757 Bourke Street
Chris Knight AAPI	Docklands Vic 3008
Stuart Biggs AAPI	

T | 1300 727 949  
F | 03 8770 2111  
E | [valuer@marketline.com.au](mailto:valuer@marketline.com.au)  
W | [www.marketline.com.au](http://www.marketline.com.au)




**1300 VALUER**  
1300 825 837  
[www.propellvaluers.com](http://www.propellvaluers.com)

**Propell National Valuers**  
Offices Australia Wide

Residential Commercial Retail Industrial Rural

property intelligence for today and tomorrow

# AUSTRALIAN PROFESSIONAL CARDS

## VICTORIA



Valuations | Professional Services | Corporate | Research

- Greville A. Pabst FAPI, FRICS  
CEO & Director  
T: 1300 302 581  
F: 1300 886 545
- Patrick J. Brady AAPI, MRICS  
Director  
E: info@wbpproperty.com  
W: www.wbpproperty.com

Head Office: Level 1, 624 Queensberry Street, Nth. Melb. VIC 3051  
VIC | NSW | SA | QLD | TAS | WA



**Melbourne**

Neal Ellis, AAPI, Director  
Damian Kininmonth, FAPI, Director

E: melbourne@prpvaluers.com  
W: www.prpaustralia.com.au  
Level 3, 482 Bourke Street  
MELBOURNE VIC 3000  
T: 03 9602 1333 F: 03 9602 1337



Ben Driller AAPI  
Michael Hosking FAPI  
Jane Saffin AAPI  
Laura Roberts AAPI

EGAN NATIONAL VALUERS (VIC)  
400 High Street Kew VIC 3101  
PO Box 233 Kew VIC 3101  
T 03 9853 3300 F 03 9853 3341  
W www.eganvaluers.com.au

Adelaide Brisbane Canberra Melbourne Perth Sydney Auckland



T | 1300 733 693  
F | 1300 730 288  
www.opteonpropertygroup.com.au


Valuation of all property types

- Property advice
- Asset valuations
- Insurance valuations
- Quantity surveying
- Property law
- Plant & machinery

Incorporating the practices of:

- Landlink-Opteon
- Markeline-Opteon
- HMC


VIC Offices in: MELBOURNE | BALLARAT | BENDIGO | COLAC | ECHUCA  
| GEELONG | KYABRAM | PORTLAND | SEAFORD | SHEPPARTON |  
SUNBURY | WARRNAMBOOL | WERRIBEE



**Mornington**

Neal Ellis, AAPI, Director

E: mornington@prpvaluers.com  
W: www.prpaustralia.com.au  
Factory 17, 1140 Nepean Highway  
MORNINGTON VIC 3931  
T: 03 5975 0480 F: 03 5975 0427



Nicholas Bond AAPI  
Trevor Crittle AAPI  
Andrew Kollmorgen AAPI  
Kellie Heathcote AAPI  
Carmella Powell AAPI

Level 1/501 Church Street Richmond VIC 3121  
T 03 9428 7676 W www.avaproperty.com.au

## VICTORIA

The Valuation Expert for  
Hospitality, Tourism and Leisure  
Telephone 61 3 9884 7336  
Bob Butterworth FAPI



www.butterworth.net.au

### Sam Paton & Associates

(In Strategic Alliance with Performance Viticulture Plus and CJA Lee Property Pty Ltd)

Australia's Leading Independent Dedicated  
Agribusiness Valuations Consultancy


Providing Agribusiness, Property Compensation  
and Specialist Property/Viticultural/Wine Sector advice  
throughout Australia

Sam Paton FRICS FAPI Ag.Econ MAARES  
Ben Rose B.AgSc

Ph: (03) 9822 1333 Fax: (03) 9822 1444  
Email: sampat@sampaton.com.au Web: www.sampaton.com.au

Valuation & Advisory Services

### Property Valuations



**Melbourne**

Peter Fay AAPI Peter Dickinson AAPI Andrew Lett AAPI Stephen Thomas AAPI  
Amy Tilden AAPI Shannon Huang AAPI Katie Ward AAPI Chris O'Brien AAPI

Hotels & Leisure  
Peter Grieve AAPI Kire Georgievski AAPI

Plant & Machinery  
Nicholas Munn AAPI


**Mulgrave**

Bruce Kerr AAPI Ryan Pritchard AAPI Stuart Hooper AAPI Nathan McNabb AAPI

**South Yarra**

Trent Hobart AAPI Amy McGrath AAPI

CB Richard Ellis (V) Pty Ltd Level 32, Rialto North Tower, 525 Collins Street, Melbourne VIC 3000  
T: 61 3 8621 3333 F: 61 3 8621 3330 www.cbre.com.au



### COLLIERS INTERNATIONAL CONSULTANCY AND VALUATION


Level 32, Optus Centre  
367 Collins Street, Melbourne VIC 3000  
Tel: 03 9629 8888 Fax: 03 9629 8549

David Jessup AAPI National Director  
Stephen Andrew FAPI National Director - Retail  
John Conrick AAPI Director - Healthcare and Retirement Living  
Jim Macey AAPI Manager  
Damian Dalton AAPI National Director - Corporate Valuations

Level 3, Building 3  
195 Wellington Road, Clayton North VIC 3168  
Tel: 03 8562 1111 Fax: 03 8562 1122

Chris Dupen AAPI Manager

Certified Practising Valuers www.colliers.com



**Gippsland**

Tim Barlow, AAPI, Director  
Alex Ellis, AAPI, Director

E: gippsland@prpvaluers.com  
W: www.prpaustralia.com.au  
Suite 3, Powlett Arcade, McBridge Avenue  
WONTHAGGI VIC 3995  
T: 03 5672 4422 F: 03 5672 3388

# AUSTRALIAN PROFESSIONAL CARDS

## VICTORIA



**Valuers and Consultants**

**Valuation Advice throughout the Whole of the Gippsland Region**  
 Offices: Bairnsdale Cowes Leongatha Sale Traralgon Warragul Yarram  
 Head Office: Ph (03) 5171 1000 Fax (03) 5171 1050


**Specialist, Agribusiness and Compensation Advice throughout Australia**  
 Melbourne Division: Ph (03) 9822 6700 Fax (03) 9822 1300

www.cjaleeproperty.com.au      cjalee@cjalee.com.au



**Strategic Property Consulting**  
 Level 1, 620 Church Street  
 Richmond, Victoria 3121  
 Telephone: 03 9425 5555  
 Email: admin@charterkc.com.au  
 www.charterkc.com.au

**BARTROP REAL ESTATE BALLARAT**  
**REAL ESTATE AUCTIONEERS & VALUERS**  
 BRUCE E. BARTROP, FAPI, FREI, ACIS  
 Certified Practising Valuer  
**50-54 LYDIARD ST STH, BALLARAT 3350**  
 "A Real Estate Office Since 1876"  
**Phone: (03) 5331 1011 F ax: (03) 5333 3098**  
**Email: realestate@bartrop.com.au**



**Ballarat**      **Darren Evans, AAPI, Director**

E: ballarat@prpvaluers.com  
 W: www.prpaustralia.com.au  
 27 Doveton Street,  
 NORTH BALLARAT VIC 3350  
 T: 03 5334 4441 F: 03 5334 4501

## WESTERN AUSTRALIA

Australian Valuation Partners,  
 Professional Asset Valuers




Professional Independent Valuers of: 26 Clive Street, West Perth WA 6005

- ✓ Plant and Machinery      T (61 8) 9486 1800
- ✓ Specialist Property      F (61 8) 9486 1900
- ✓ Infrastructure      www.avpvaluers.com.au

Richard Blow AAPI (P&M) MRICS | John Harvey FAPI (Val) (P&M) MRICS

Members of the Australian Property Institute and Royal Institution of Chartered Surveyors



Gavin Chapman AAPI  
 Blake Smith AAPI  
 Gordon Jeanes FAPI  
 Tim Anderson FAPI  
 Paul Rogers AAPI  
 Richard Hagon AAPI

EGAN NATIONAL VALUERS (WA)  
 22 Hardy Street, South Perth, WA 6151  
 t 08 9474 1299 f 08 9474 1599  
 e egan@eganvaluers-wa.com.au  
 w www.eganvaluers.com.au

Adelaide Brisbane Canberra Melbourne Perth Sydney Auckland

## WESTERN AUSTRALIA



**Herron Todd White**  
 Independent Property Advisors

550 People  
 55 Offices  
 Every State & Territory

Quality people  
 Quality systems  
 Quality clients  
 Quality support

If you're thinking of joining a quality organisation, visit [htw.com.au](http://htw.com.au) or email [employment@htw.com.au](mailto:employment@htw.com.au)

Commercial Retail Industrial Residential Rural




**Knight Frank Valuations**



Marc Crowe AAPI DIRECTOR  
 Geoff Wilkinson AAPI DIRECTOR  
 Jon Nicol AAPI  
 David Bolton AAPI  
 Sean Ray MRICS  
 Todd Schaffer AAPI  
 Brendan Barbour AAPI

Level 10, Exchange Plaza,  
 2 The Esplanade Perth WA 6000  
 T: 08 9325 2533  
 www.knightfrank.com.au



BOB RICHMOND FAPI      GRAHAM PACKER FAPI  
 WAYNE SRHOY AAPI      JOHNATHON FYSON AAPI

Certified Practising Valuers

10 Kings Park Road  
 West Perth 6005 Western Australia  
 T 08 9321 4433  
 F 08 9321 9203  
 E perth@mcgees.com.au  
 www.mcgees.com.au

Adelaide ■ Brisbane ■ Darwin ■ Perth ■ Sydney ■ Victor Harbor




T | 1300 733 693  
 F | 1300 730 288  
 www.opteonpropertygroup.com.au

Valuation of all property types  
 • Property advice  
 • Asset valuations  
 • Insurance valuations  
 • Quantity surveying  
 • Plant & machinery

Incorporating the practice of Quantia Pty Ltd

WA Offices in:  
 • Perth  
 • Bunbury  
 • Dunsborough  
 • Mandurah



**Perth**      **Stuart Paterson, AAPI, Director**

E: valuations@prpwa.com.au  
 W: www.prpaustralia.com.au  
 Level 1, 46 Hill Street  
 EAST PERTH WA 6004  
 T: 08 9221 1188 F: 08 9221 1711



**1300 VALUER**  
 1300 825 837  
 www.propellvaluers.com

**Propell National Valuers**  
 Offices Australia Wide  
 Residential Commercial Retail Industrial Rural

property intelligence for today and tomorrow

## NORTHLAND



17 Hatea Drive, Whangarei. PO Box 1093, Whangarei.  
Phone (09) 438 9599 Facsimile (09) 438 6662  
[www.telferyoung.com](http://www.telferyoung.com)

A C Nicholls, DIP AG, DIP VFM, FNZIV, FFINZ  
T S Baker, VPU, FNZIV, FFINZ  
M J Nyssen, B COM, VPM (URBAN), ANZIV, SPINZ  
G S Algje, DIP URB VAL, FNZIV, FFINZ  
D J Rattray, B APP SC (RURAL), DIP BS (URBAN), DIP BUS ADMIN (PROPERTY), MPINZ  
N P Kenny, DIP SURV (C E M), MPINZ  
M Aslin, DIP URB VAL, PG DIP COM, ANZIV, SPINZ  
C L Russell, BBS (VPM), MPINZ  
J F Hudson, VPU, FNZIV, FFINZ  
A J Hunt, B.COM.AG (VFM) HONS, MPINZ  
M W Cottle, NZCD (SURVEYING), MPINZ

### MOIR MCBAIN VALUATIONS

REGISTERED PUBLIC VALUERS, EST. 1974

Phone (09) 407 8500 Facsimile (09) 407 7366  
Email [office@moirmcbainvaluations.co.nz](mailto:office@moirmcbainvaluations.co.nz)  
Website: [www.moirmcbainvaluations.co.nz](http://www.moirmcbainvaluations.co.nz)

Mal McBain, B COM (VPM), MPINZ, REG VALUER Bob Mitchell, VPU, SPINZ, REG VALUER

## AUCKLAND

### EXTENSOR ADVISORY LTD

REGISTERED VALUERS & PROPERTY CONSULTANTS

Level 4, Walker Wayland Centre, 53 Fort Street.  
PO Box 1877, Shortland Street, Auckland 1140  
Phone (09) 366 9444 Fax (09) 366 1711  
Gary Cheyne, FNZIV, FFINZ [gary.cheyne@extensor.co.nz](mailto:gary.cheyne@extensor.co.nz)  
Brett Smithies, FNZIV, FFINZ [brett.smithies@extensor.co.nz](mailto:brett.smithies@extensor.co.nz)



INDEPENDENT ADVISORS & VALUERS ON  
PROPERTY, PLANT & INFRASTRUCTURE  
PORTFOLIOS.

### Corporate Advisory

Corner of Shea Tce & Taharoto Rd,  
P.O. Box 33227, Takapuna  
North Shore 0740

Phone: 09 486 9680  
Fax: 09 486 3246

Email: [kerrystewart@darrochvaluations.co.nz](mailto:kerrystewart@darrochvaluations.co.nz)

**CONSULTANTS**  
Kerry Stewart (Manager)  
Vanessa Hutcheson  
Jeremy Allsop  
Angela Croad  
Sally Zhang

**RESEARCH & CONSULTANCY**  
Peter Sluyter

OFFICES ACROSS NEW ZEALAND

[www.darrochvaluations.co.nz](http://www.darrochvaluations.co.nz)

### PROPERTYWORKS LIMITED

PROPERTY CONSULTANTS AND REGISTERED VALUERS

PO Box 112104, Penrose, Auckland  
Phone 0800 800 812 Facsimile (09) 5796141  
Email: [admin@propertyworks.co.nz](mailto:admin@propertyworks.co.nz) Website: [www.propertyworks.co.nz](http://www.propertyworks.co.nz)  
Brad Clarke, BBS DIP FIN, ANZIV, SPINZ  
Chris Loughlin, ANZIV, SPINZ, AREINZ

## AUCKLAND

### SHELDON AND PARTNERS LTD

REGISTERED VALUERS & PROPERTY CONSULTANTS

Vero Building, Ground Floor, 12-14 Northcroft Street, Takapuna, Auckland.  
PO Box 33 136, Takapuna, North Shore 0740.

Phone (09) 303 4378 – **Central** (09) 486 1661 – **North Shore**  
(09) 836 2851 – **West Auckland** (09) 276 1593 – **South Auckland**  
(09) 426 2661 – **Hibiscus Coast**

Facsimile (09) 489 5610

Email [valuers@sheldons.co.nz](mailto:valuers@sheldons.co.nz)

Website [www.sheldons.co.nz](http://www.sheldons.co.nz)

#### Directors

A S McEwan, DIP UV, FNZIV, FFINZ  
G W Brunson, DIP VAL, ANZIV, SPINZ  
J Jiang, ANZIV, MPINZ

B R Stafford-Bush, BSC, DIP BIA, ANZIV, SPINZ  
P A Sherrock, BPROP, ANZIV, SPINZ

#### Consultants

J B Rhodes, ANZIV, SPINZ  
A Pope, BBS, MPINZ  
G M Hardwick, DIP VAL, ANZIV, SPINZ

T McCabe, BPA, ANZIV, SPINZ  
A McDonald, ANZIV, SPINZ  
J Clark, BPA, ANZIV, SPINZ

#### Valuers

J Williams, BCOM, BPROP  
P Wilson, BA BPROP MPINZ  
K Vulinovich, BPROP  
J Wong, BPROP

M Hall, BPROP  
M Zhao, BPROP, BCOM  
N Westerkamp, BPROP

#### Research

L Evans



CB RICHARD ELLIS

Auckland CBD Office

Level 9,  
PricewaterhouseCoopers Tower,  
188 Quay Street, Auckland  
PO Box 2723, Auckland  
Phone: +64 (09) 355 3333  
Facsimile: +64 (09) 359 5430  
Email:  
[firstname.surname@cbre.co.nz](mailto:firstname.surname@cbre.co.nz)

#### Valuation & Advisory Services

Stephen Dunlop, B.PROP, SPINZ, ANZIV  
Campbell Stewart, B.PROP, MPINZ, ANZIV  
Tim Arnott, B.COM (VPM), MPINZ  
David Woolley, BBS (VPM), MPINZ  
Michael Jefferies, B.PROP, MPINZ  
Nicole Roche, B.PROP, B.COM (HONS.), MPINZ, ANZIV  
Caiti Morgan, B.COM (VPM), GC COM  
Natalie Lowe, B.COM, B. PROP  
Steven Harris, B.PROP  
Craig McCormick, B.PROP  
Will Valentine, B.PROP  
**Hotels & Leisure Valuation**  
See North Auckland Office  
**Retirement Housing & Healthcare Valuation**  
Michael Gunn, B.COM (VPM), MPINZ, ANZIV  
Tom Stafford, B.COM, (VPM)  
Glenn Nicol, B.PROP  
**Residential Valuation**  
Patrick Ryan, BBS, ANZIV, SPINZ  
David Grubb, ANZIV, SPINZ  
**Plant & Machinery Valuation**  
John Freeman, FFINZ, TECHRICS, MACOSTE  
Hans Pouw, FNZPI  
Mike Morales, SPINZ

REGISTERED VALUERS, PROPERTY  
CONSULTANCY, RESEARCH,  
PROPERTY MANAGEMENT, LICENCED  
REAL ESTATE AGENTS

### GRIBBLE CHURTON TAYLOR LIMITED

REGISTERED VALUERS, PROPERTY CONSULTANTS & ARBITRATORS

Level 7, 70 Shortland Street,  
PO Box 894, Auckland  
Phone (09) 373 4990 Facsimile (09) 303 3937  
Email [gct@gctvaluers.co.nz](mailto:gct@gctvaluers.co.nz)

Iain W Gribble, DIP URB VAL, DIP BUS STD (DISP RES), FNZIV (LIFE), AAMINZ, FFINZ (LIFE)  
Matthew Taylor, BPA, ANZIV, SPINZ  
Patrick Foote, BPA, ANZIV, SPINZ  
Michael T. Sprague, DIP URB VAL, FNZIV, FFINZ  
Richard Lawson, B PROP, ANZIV, MPINZ  
Auana Hobson, B PROP BA

AUCKLAND



Simpson Grierson

**LAWYERS**

Level 27, Lumley Centre,  
88 Shortland Street,  
Auckland 1141  
Ph: +64 9 358 2222  
Fax: +64 9 307 0331  
www.simpsongrierson.com

**GREG TOWERS - PARTNER**

greg.towers@simpsongrierson.com

**PHILLIP MERFIELD - PARTNER**

phillip.merfield@simpsongrierson.com

**BARRATT-BOYES, JEFFERIES LIMITED**

REGISTERED VALUERS & PROPERTY CONSULTANTS

The Old Deanery, 17 St Stephens Avenue, Parnell  
PO Box 6193, Wellesley Street, Auckland.  
Phone (09) 377 3045 Facsimile (09) 379 7782  
Email value@bbj.co.nz

R W Laing, ANZIV, SPINZ, AREINZ  
M A Norton, DIP URB VAL (HONS), FNZIV, FPNZ  
P Amesbury, DIP URB VAL, ANZIV, SPINZ  
K P Thomas, DIP VAL, ANZIV, SPINZ  
R McG Swan, DIP URB VAL, ANZIV, SPINZ

**DAVIES BATLEY VALUERS LTD**

REGISTERED VALUERS & PROPERTY CONSULTANTS

29 William Pickering Drive. PO Box 302-730, North Harbour, Auckland, 0751  
Phone (09) 414 7170 Facsimile (09) 414 7180  
Email: enquiries@daviesbatley.com

Alan Davies, DIP. URB VAL., SPINZ  
Allen Keung, B.PROP, MPINZ

John Batley, DIP. URB VAL., MPINZ

**BECA VALUATIONS LTD**

PROPERTY, PLANT AND INFRASTRUCTURE VALUATION SERVICES

[www.beca.com/people/valuations](http://www.beca.com/people/valuations)

2/21 Pitt Street, Auckland. PO Box 6665, Wellesley Street, Auckland.  
Phone (09) 300 9100 Facsimile (09) 300 9191  
Email: marvin.clough@beca.com

**Manager:** Marvin Clough

Level 3, PricewaterhouseCoopers Centre, 119 Armagh Street.  
PO Box 13960, Christchurch  
Phone (03) 366 3521 Facsimile (03) 366 3188

*A member of the 2400 employee strong Beca consultancy group with offices in Australia, New Zealand, Asia, South America, the Middle East, UK and the USA.*

**CBRE**  
CB RICHARD ELLIS

**North Auckland Office**

Unit 12, 35 Apollo Drive  
Mairangi Bay, North Shore City,  
PO Box 33-1080  
Phone: +64 (09) 984 3333  
Facsimile: +64 (09) 984 3330  
Email:  
firstname.surname@cbre.co.nz

**REGISTERED VALUERS, PROPERTY CONSULTANCY, RESEARCH, PROPERTY MANAGEMENT, LICENCED REAL ESTATE AGENTS**

**Valuation & Advisory Services**

Michael Reay, B.PROP, B.COM

**Hotel & Leisure Valuation**

Stephen Doyle, BPROP, MPINZ, ANZIV

Shaun Jackson, BPA, SPINZ, ANZIV

Stephen Kidd, B.COM, (VPM), PG DIP COM

**Plant & Machinery Valuation**

John Freeman, FPNZ, TECHRICS, MACOSTE

Hans Pouw, FNZPI

Mike Morales, SPINZ

AUCKLAND

**RWR**  
EXECUTIVE



*'New Zealand's leading full service property recruitment specialist'*

Kylee Mace, EXECUTIVE ACCOUNT MANAGER

Level 4, 182 Broadway, Newmarket. PO Box 99080

P: +64 9 520 7768 E: kylee.mace@rwr.co.nz



[www.rwr.co.nz](http://www.rwr.co.nz)

**BAYLEYS PROPERTY SERVICES**

CONSULTANTS, ANALYSTS, REGISTERED VALUERS & PROPERTY MANAGERS

Maritime Square, 4 Viaduct Harbour Avenue, Auckland

PO Box 8320, Symonds Street, Auckland 1150

Phone (09) 375 6875 Facsimile (09) 358 3550

Website [www.bayleys.co.nz](http://www.bayleys.co.nz) Email [firstname.surname@bayleys.co.nz](mailto:firstname.surname@bayleys.co.nz)

**General Manager**

Nick Ansley BCOM VPM, SPINZ

**Divisional Manager – Commercial**

Nicholas Piper B MKTG, POSTGRAD DIP PROP DEV & MGMT

**Bayleys Valuations Ltd**

Allen D Beagley, B AG SC, MNZPIPM, ANZIV, AREINZ, SPINZ

James Pullin, BSC (HONS), MRICS, MPINZ

**Bayleys Research**

Gerald A Rundle, B COM, BPA, ANZIV, SPINZ

Ian Little, BSC (HONS), MRICS

Stephen Smith, BBS

Sarah Davidson BBS

Bronwyn Harverye B COM

**Bayleys Property Services Ltd**

Kane Goulden, BPROP, MPINZ

Paul O'Malley, IQP REGISTERED

Ken Hardley, BCOM

John Briant

Lucy Oliver MRICS

William Li, BPROP, BCOM

Andrea Wong, BPROP, MPLANPRAC

**GARDNER VALUATIONS LTD**

REGISTERED VALUERS & PROPERTY CONSULTANTS

Suite 5, Tudor Mall, 333 Remuera Road, Remuera, AUCKLAND

PO Box 128141, Remuera, Auckland Phone: (09) 522 0022,

Fax: (09) 522 0072 Email: [gardnervaluation@xtra.co.nz](mailto:gardnervaluation@xtra.co.nz)

Principal: AR Gardner FNZIV FPNZ

**HOLLIS & SCHOLEFIELD LTD**

REGISTERED VALUERS & PROPERTY CONSULTANTS

52 Queen Street, Warkworth. PO Box 165, Warkworth.

Phone (09) 425 8810 Facsimile (09) 425 7732 Email [warkworth@hsl.net.nz](mailto:warkworth@hsl.net.nz)

Wellsford Dargaville Freephone 0800 222 628

Ray Hollis, DIP VFM, FMZSFM, SNZIV, SPINZ

Guy Scholefield, DIP VFM, FNZIV, FPNZ

Steve Jack, BCOM VPM, ANZIV, SPINZ

Paul Robinson, BBS (VPM)

# NEW ZEALAND PROFESSIONAL CARDS

## AUCKLAND

# PRENDOS LIMITED

Registered Valuers • Building & Quantity Surveyors  
Dispute Resolution Consultants

34 Barry's Point Road, PO Box 33 700, Takapuna, Auckland, NZ  
0800 PRENDOS or 0800 773 636  
Phone (09) 970 7070 Facsimile (09) 970 7072  
Email [prendos@prendos.co.nz](mailto:prendos@prendos.co.nz) Web [www.prendos.co.nz](http://www.prendos.co.nz)

**Directors**  
**Greg O'Sullivan**, FAMINZ (ARB) ADV, M.LEADR, MNZIBS, MNZIQS, MNZIOB, REGISTERED BUILDING SURVEYOR, QUANTITY SURVEYOR, ARBITRATOR, MEDIATOR, ADJUDICATOR  
**Trevor Prendergast**  
**Gordon Edginton**, B.COM, ANZIV, SPINZ, REGISTERED VALUER  
**Philip O'Sullivan**, BE (HONS), MNZIBS, REGISTERED BUILDING SURVEYOR  
**Richard Maiden**, B.SC, GRAD DIP BUS STUDS (DISPUTE RESOLUTION), MNZIBS, ANZIQS, AAMINZ, REGISTERED BUILDING SURVEYOR, REGISTERED QUANTITY SURVEYOR, ARBITRATOR, ADJUDICATOR  
**Mark Williams**, BSC (BUILDING SCIENCE), MNZIBS, REGISTERED BUILDING SURVEYOR

**Valuers Associates**  
**Gavin Broadbent**, BBS, MPINZ, REGISTERED VALUER  
**Tim G Higgins**, VAL PROF URBAN (VPU), R.E.I.N.Z.A., REGISTERED VALUER  
**Tony Carlyle**, AREINZ, PROPERTY VALUER  
**Alan Kroes**, DIPPROP VAL., PROPERTY VALUER  
**April Lee**, B.PROP. B.A., PROPERTY VALUER  
**Ricky Zhong**, BBS, PROPERTY VALUER

**Building Consultant Associates**  
**Sean O'Sullivan**, MNZIBS, REGISTERED BUILDING SURVEYOR  
**Sean Marshall**, B.SC. (BUILDING SCIENCE) HONS, MRICS, MNZIBS, CHARTERED BUILDING SURVEYOR, REGISTERED BUILDING SURVEYOR  
**Garrett Butt**, M.SC. (TECH) HONS, PHD, MNZIBS, REGISTERED BUILDING SURVEYOR  
**Roger Charnock**, B.SC. (HONS), MNZIBS, REGISTERED BUILDING SURVEYOR  
**Sean Cavan**, NZCE (CIVIL) MNZIBS, REGISTERED BUILDING SURVEYOR  
**Martin Hill**, B.SC. (HONS), MRICS, CHARTERED BUILDING SURVEYOR  
**Jake Woolgar**, B.SC. (HONS), BUILDING SURVEYOR  
**Kevin Chow**, B.ENG. (CIVIL), BUILDING SURVEYOR  
**Ken Warin**, NZCD (ARCH), BUILDING SURVEYING ASSISTANT  
**Gary Howard**, B SC (QUANTITY SURVEYING) QUANTITY SURVEYOR & BUILDING SURVEYOR

## AUCKLAND

INDEPENDENT REGISTERED VALUERS &  
PROPERTY ADVISORS, PROPERTY CONSULTANTS,  
PROPERTY RESEARCH.

---

### Darroch Office Information

**Auckland**  
 Corner of Shea Terrace & Taharoto Road,  
 PO. Box 33227, Takapuna  
 North Shore 0740  
 Phone: 09 486 1677  
 Fax: 09 486 3246  
 Email: [enquiries@darrochvaluations.co.nz](mailto:enquiries@darrochvaluations.co.nz)

**West Auckland**  
 Level 2, Central One,  
 6 Henderson Valley Road,  
 PO. Box 21-322, Henderson 0650  
 Phone: 09 838 9999  
 Fax: 09 837 0737  
 Email: [waltakere@darrochvaluations.co.nz](mailto:waltakere@darrochvaluations.co.nz)

*And*  
 Level 1, 80 Main Road,  
 PO. Box 521, Kumeu 0841  
 Rodney District  
 Phone: 09 412 9170  
 Fax: 09 412 9172  
 Email: [david.walker@darrochvaluations.co.nz](mailto:david.walker@darrochvaluations.co.nz)

**Manukau**  
 PO. Box 51262,  
 Pakuranga  
 Auckland 2140  
 Phone: 09 271 6858  
 Fax: 09 271 6854  
 Email: [manukau@darrochvaluations.co.nz](mailto:manukau@darrochvaluations.co.nz)

**Waikato**  
 3rd Level, 410 Victoria Street,  
 PO. Box 9247,  
 Hamilton 3240  
 Phone: 07 834 0671  
 Fax: 07 834 0310  
 Email: [waikato@darrochvaluations.co.nz](mailto:waikato@darrochvaluations.co.nz)

**Wellington**  
 Level 4, 342 Lambton Quay,  
 PO. Box 25334,  
 Wellington 6146  
 Phone: 04 499 3192  
 Fax: 04 499 3193  
 Email: [wellington@darrochvaluations.co.nz](mailto:wellington@darrochvaluations.co.nz)

[www.darrochvaluations.co.nz](http://www.darrochvaluations.co.nz)

### Realise your real estate potential

Consultancy, valuation and transaction advisory

Tel: +64 9 377 4790

[www.ey.com/nz](http://www.ey.com/nz)

Contact:  
 Jason Sunderland  
 Graham Barton

John Schellekens  
 John Holmes  
 Angela Chaplin

**ERNST & YOUNG**  
 Quality In Everything We Do

## + + = Telfer Young

<p><b>Auckland Office:</b>                  Level 8, 369 Queen Street, Auckland                  PO Box 5533, Auckland 1141                  Phone (09) 379 8956                  Facsimile (09) 309 5443                  M Evan Gamby, M PROP STUD (DISTN), DIP URB VAL, FNZIV (LIFE), LPINZ                  Lewis Esplin, DIP URB VAL, FNZIV, FPINZ                  Trevor M Walker, DIP VAL, ANZIV, SPINZ                  Ian D Delbridge, VAL.PROF (URB), ANZIV, SPINZ                  David J Regal, BPA, ANZIV, AAMINZ, SPINZ                  Phil White, BPA, ANZIV, SPINZ                  R G (Bob) Hawkes, ANZIV, AMINZ (ARB/MED), FPINZ</p>	<p><b>North Shore Office:</b>                  PO Box 33 1472, Takapuna 0740                  Phone (09) 479 3746                  Facsimile (09) 479 5507                  Weston W Kerr, FPINZ, FNZIV                  Patrick S Beasley, B COM (VPM), SPINZ, ANZIV                  Regan Johns, B COM (VPM)                  Matt Straka, BBS (VPM)                  Nick Thompson, B COM (VPM)                  Aimee Martin, B PROP</p>
--	---

### EYLES McGOUGH LIMITED

REGISTERED VALUERS &  
INDEPENDENT PROPERTY ADVISORS

Level 5, 59-67 High Street,  
 PO Box 5000, Auckland.  
 Phone (09) 379 9591 Facsimile (09) 373 2367  
 Email [info@eylesmcgough.co.nz](mailto:info@eylesmcgough.co.nz)

Gerry Hilton, FNZIV, FPINZ  
 Robert Yarrnton, ANZIV, SPINZ  
 Roger Ganley, ANZIV, SPINZ  
 Bruce Cork, ANZIV, SPINZ

**Consultant** Russell Eyles, FNZIV, FPINZ

SEAGAR &  
PARTNERS

REGISTERED VALUERS • PROPERTY CONSULTANTS

#### City –

Level 8, 52 Swanson Street, Auckland 1010  
 Phone: (09) 309 2116 Facsimile: (09) 309 2471  
 Email: First name and surname initial (one word) @ seagars.co.nz

#### Manukau – Level 1, Cnr Te Irirangi Dr & Ormiston Rd, Botany Junction, Auckland

PO Box 258 032, Greenmount, Manukau 2141  
 Phone: (09) 271 3820 Facsimile: (09) 271 3821  
 Email: First name and surname initial (one word) @ seagarmanukau.co.nz

#### City

Chris Seagar, DIP URB VAL, FPINZ, FNZIV  
 Ian McGowan, B COM (VPM), FPINZ, FNZIV  
 Ian Colcord, B PROP ADMIN, SPINZ, ANZIV  
 Reid Quinlan, B PROP ADMIN, DIP BUS (FIN), SPINZ, ANZIV  
 Stephen Mackisack, B AGR, SPINZ, ANZIV  
 Andrew Buckley, B PROP ADMIN, SPINZ, ANZIV  
 Scott Keenan, BA, B PROP, MPINZ, ANZIV  
 Jane Wright, BBS (VPM), MPINZ  
 Kelly Beckett, B PROP, B COM, MPINZ  
 Glenn Paul, B SC, B PROP  
 Damon Buckley, B COM, B PROP  
 Jamie Ellis, B COM, B PROP

#### Manukau

Mike Clark, DIP VAL, FPINZ, FNZIV  
 Joseph Gillard, DIP URB VAL, FPINZ, FNZIV  
 Richard Peters, BBS, DIP BUS STUD, SPINZ, ANZIV  
 Warren Priest, B AGR COM, SPINZ, ANZIV  
 Ken Stevenson, OSM DIP VFM, VAL PROF URB, FPINZ, FNZIV  
 Malcolm Hardie, FPINZ, FNZIV  
 Mark Brebner, B PROP ADMIN, SPINZ, ANZIV  
 Ross Clark, DIP AG I, II, (VPM), SPINZ, ANZIV  
 Jack Langstone, SPINZ  
 Carina Cheung, B PROP, DIP COM (FIN), MPINZ  
 Charlene Smith, B PROP, MPINZ  
 Pamela Smith, B PROP  
 Jared Shaw, B PROP

138 JUNE 2009 AUSTRALIA AND NEW ZEALAND PROPERTY JOURNAL



AUCKLAND

**COLLIERS INTERNATIONAL  
NEW ZEALAND LIMITED**

REGISTERED VALUERS, CONSULTANTS & PROPERTY ADVISORY

Level 27, 151 Queen Street, Auckland.  
PO Box 1631, Auckland.  
Phone (09) 358 1888 Facsimile (09) 358 1999  
Email [firstname.surname@colliers.com](mailto:firstname.surname@colliers.com) Website [www.colliers.co.nz](http://www.colliers.co.nz)

**Andrew Stringer**, SPINZ, ANZIV National Director, Valuation & Consultancy  
**S Nigel Dean**, DIP URB VAL, FNZIV, FPINZ, AREINZ  
**John W Charters**, FNZIV, AREINZ, FPINZ  
**Michael Granberg**, BCOM, BPROP, MPINZ  
**Melaney Kuper**, B.APPLSC (RVM), DIP URB VAL  
**Melody Spaull**, BPROP  
**Rachel Smith**, BPROP  
**Andrew Jeffs**, BCOM BPROP

**Ron Macdonald**, FRICS, FNZIV, FPINZ  
**Anthony Long**, BPA, ANZIV, SPINZ  
**Lianne Harrison**, BBS (VPM)  
**Nicky Watts**, BPROP  
**Amelia McKenzie**, BCOM, (VPM)  
**Jessica Nott**, BPROP  
**Darren Park**, BPROP

**COLLIERS INTERNATIONAL**  
Our Knowledge is your Property

AUCKLAND

**John A. Churton**

Churton Valuation Services Ltd ANZIV SPINZ

**CVS**

Level 9  
3-13 Shortland Street,  
PO Box 4394  
Auckland, New Zealand  
Tel: (09) 377 2164  
Fax: (09) 377 2161  
Mobile: 0274 454 650  
[john@cvsvaluers.co.nz](mailto:john@cvsvaluers.co.nz)

**DTZ** DTZ NEW ZEALAND LIMITED MREINZ

PROPERTY CONSULTANTS, REAL ESTATE AGENTS, PROPERTY SERVICES, RESEARCH, REGISTERED VALUERS, PLANT & MACHINERY

Level 16, Auckland Club Tower,  
34 Shortland Street, Auckland 1010  
PO Box 3490, Shortland Street, Auckland 1140  
Phone (09) 309 3040 Fax (09) 309 9020  
Email: [Auckland@dtz.co.nz](mailto:Auckland@dtz.co.nz) Web: [www.dtz.com/nz](http://www.dtz.com/nz)

**Offices also in Hamilton, Wellington, Christchurch and Dunedin**

**MITCHELL KEELING & ASSOCIATES LTD**  
REGISTERED VALUERS & PROPERTY CONSULTANTS

153 Lake Road, Takapuna, Auckland. PO Box 33676, Takapuna, Auckland.  
Phone (09) 445 6212 Facsimile (09) 445 2792 Email [mithikee@xtra.co.nz](mailto:mithikee@xtra.co.nz)

J B Mitchell, VAL PROF, ANZIV, SPINZ C M Keeling, BPA, ANZIV, SPINZ

**JONES LANG LASALLE**  
Valuation & Advisory Services

OUR TEAM OF VALUERS  
*National Director* Dave Wigmore BPA, ANZIV, SPINZ - [dave.wigmore@ap.jll.com](mailto:dave.wigmore@ap.jll.com)  
*National Director* Arthur Harris BSc, BPA, Dip Man, Dip Bus (Fin) - [arthur.harris@ap.jll.com](mailto:arthur.harris@ap.jll.com)  
*Associate Director* Michael McLean B.Prop, ANZIV, MPINZ - [michael.mclean@ap.jll.com](mailto:michael.mclean@ap.jll.com)  
*Manager* Edward Bell B.Prop, ANZIV, MPINZ - [edward.bell@ap.jll.com](mailto:edward.bell@ap.jll.com)  
Kate Tubberty B.Prop, MPINZ - [kate.tubberty@ap.jll.com](mailto:kate.tubberty@ap.jll.com)  
William Hickey B.Prop, B.Com, MPINZ - [william.hickey@ap.jll.com](mailto:william.hickey@ap.jll.com)  
Nicholas Steadman B.Bus.Man (RE & D), MPINZ - [nick.steadman@ap.jll.com](mailto:nick.steadman@ap.jll.com)  
Claire Gulliver BBS (VPM) MRICS ANZIV SPINZ - [claire.gulliver@ap.jll.com](mailto:claire.gulliver@ap.jll.com)  
Karen Hawke B.Prop, MPINZ - [karen.hawke@ap.jll.com](mailto:karen.hawke@ap.jll.com)  
Ben Johnson B.Prop, MPINZ - [ben.johnson@ap.jll.com](mailto:ben.johnson@ap.jll.com)  
Lisa Bryan BBS (VPM) - [lisa.bryan@ap.jll.com](mailto:lisa.bryan@ap.jll.com)  
Nicholas Thacker BBS (VPM) - [nick.thacker@ap.jll.com](mailto:nick.thacker@ap.jll.com)  
Lewis Stradling BBS (VPM) - [lewis.stradling@ap.jll.com](mailto:lewis.stradling@ap.jll.com)  
Carl Waalkens B.Prop - [carl.waalkens@ap.jll.com](mailto:carl.waalkens@ap.jll.com)

OTHER SPECIALIST JONES LANG LASALLE SERVICES  
*Research & Consulting - Manager* - Chris Dibble BSocSc, PG Dip Mk1 & Prop, MPINZ - [chris.dibble@ap.jll.com](mailto:chris.dibble@ap.jll.com)  
*Hotels - National Director* - Dean Humphries MPA, FNZIV, FPINZ - [dean.humphries@ap.jll.com](mailto:dean.humphries@ap.jll.com)

CONTACT DETAILS - AUCKLAND OFFICE  
Level 16, PricewaterhouseCoopers Tower, 188 Quay Street, Auckland 1010  
PO Box 165, Auckland 1134  
Phone: +64 9 366 1666, Fax: +64 9 358 5088  
[www.joneslanglasalle.co.nz](http://www.joneslanglasalle.co.nz)

SOUTH AUCKLAND

**CBRE**  
CB RICHARD ELLIS

**South Auckland Office**  
Level 1, 7a Pacific Rise  
Mt Wellington, Auckland  
PO Box 11-2241, Penrose,  
Auckland  
Phone: +64 (09) 573 3333  
Facsimile: +64 (09) 573 3330  
Email:  
[firstname.surname@cbre.co.nz](mailto:firstname.surname@cbre.co.nz)  
**REGISTERED VALUERS, PROPERTY CONSULTANCY, RESEARCH, PROPERTY MANAGEMENT, LICENCED REAL ESTATE AGENTS**

**Valuation & Advisory Services**  
Peter Schellekens, ANZIV, SPINZ  
Wouter Robberts, NDPV, MPINZ, ANZIV  
David Fraser, B.Prop, B.COM  
**Plant & Machinery Valuation**  
John Freeman, FPINZ, TECHRICS, MACOSTE  
Hans Pouw, FNZPI  
Mike Morales, SPINZ

**JON GASKELL VALUERS LTD**  
REGISTERED VALUERS

180 Vipond Road, Stanmore Bay, PO Box 75, Red Beach.  
Phone (09) 428 0608 Facsimile (09) 428 0609  
Email [jon@gaskell.co.nz](mailto:jon@gaskell.co.nz) Website [www.gaskell.co.nz](http://www.gaskell.co.nz)  
Jon Gaskell, DIP URB VAL, DIP VPM, ANZIV, SPINZ

**MARSH & IRWIN LIMITED**  
REGISTERED VALUERS AND PROPERTY CONSULTANTS

**Pukekohe Office**  
13B Hall St, PO Box 89, Pukekohe 2340  
Phone (09) 238 6276 Facsimile (09) 238 3828  
Email [admin@marshirwin.co.nz](mailto:admin@marshirwin.co.nz)

**Papakura Office**  
181 Great South Rd, Takanini  
Phone (09) 298 3363 or (021) 683 363 Facsimile (09) 298 4163  
Email [marshirwin@ihug.co.nz](mailto:marshirwin@ihug.co.nz)

Malcolm Irwin B AG COM, ANZIV, SPINZ  
Peter Wright BBS (PROP VAL), ANZIV  
Bridgette Ash B COM, GRAD DIP (VAL), MPINZ

Andrew Hopping B COM (VPM), PG DIP COM, ANZIV, SPINZ  
Michael McDavitt BBS (VPM), MPINZ

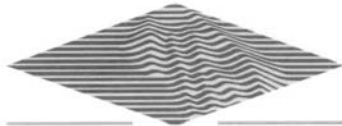
## SOUTH AUCKLAND

### PROPERTY VALUATIONS LTD

PROPERTY CONSULTANTS & REGISTERED VALUERS

21 East Street, Papakura. PO Box 72 452, Papakura 2244  
 Phone (09) 299 7406 Facsimile (09) 299 6152  
 Email [pvoffice@xtra.co.nz](mailto:pvoffice@xtra.co.nz) Web: [www.propertyvaluationsltd.co.nz](http://www.propertyvaluationsltd.co.nz)

**Peter Hardy**, DIP URB VAL., ANZIV, SPINZ **Peter Bennett**, DIP VPM, ANZIV  
**Russell Martin**, B AGR, ANZIV **Shonelle Townsend**, BPROP



**SEAGAR &  
PARTNERS**

REGISTERED VALUERS • PROPERTY CONSULTANTS  
 INCORPORATING THE PRACTICE OF GUY STEVENSON & PETHERBRIDGE

**Manukau** – Level 1, Cnr Te Irirangi Dr & Ormiston Rd, Botany Junction, Auckland  
 PO Box 258 032, Greenmount, Manukau 2141

Phone: (09) 271 3820 Facsimile: (09) 271 3821

Email: First name and surname initial (one word) @ [seagarmanukau.co.nz](mailto:seagarmanukau.co.nz)

**Mike Clark**, DIP VAL, FFINZ, FNZIV **Malcolm Hardie**, FFINZ, FNZIV  
**Joseph Gillard**, DIP URB VAL, FFINZ, FNZIV **Mark Brebner**, B PROP ADMIN, SPINZ, ANZIV  
**Richard Peters**, BBS, DIP BUS STUD, SPINZ, ANZIV **Ross Clark**, DIP AG I, II, (VPM), SPINZ, ANZIV  
**Warren Priest**, B AGR COM, SPINZ, ANZIV **Jack Langstone**, SPINZ  
**Ken Stevenson**, QSM DIP VFM, VAL PROF URB, FFINZ, FNZIV **Charlene Smith**, B PROP, MPINZ  
**Carina Cheung**, B PROP, DIP COM (FIN), MPINZ **Pamela Smith**, B PROP  
**Jared Shaw**, B PROP

**Pukekohe** – 2 Wesley Street

PO Box 753, Pukekohe

Phone: (09) 237 1144 Facsimile: (09) 237 1112

Email: First name and surname initial (one word) @ [seagarmanukau.co.nz](mailto:seagarmanukau.co.nz)

**Richard Peters**, BBS, DIP BUS STUD, SPINZ, ANZIV

## THAMES/COROMANDEL

### JORDAN VALUERS LTD

REGISTERED VALUERS & PROPERTY CONSULTANTS

**Thames** 516 Pollen Street, Thames, PO Box 500, Thames.  
 Phone (07) 868 8963 Facsimile (07) 868 8360

**Whitianga** Monk Street, Whitianga Phone (07) 866 0929

Email: [jordanvaluers@xtra.co.nz](mailto:jordanvaluers@xtra.co.nz) Web: [www.jordanvaluers.co.nz](http://www.jordanvaluers.co.nz)

**John Jordan** VAL PROF RURAL, VAL PROF URB, ANZIV, SPINZ  
**Bernard Kerebs** DIP TCH, BPA VALUER, MPINZ

### TOWNSHEND CULLEN ASSOCIATES

REGISTERED VALUERS & PROPERTY CONSULTANTS

**Whangamata** 604 Port Road (PO Box 86)

Ph: (07) 865 9298 Fax: (07) 865 9293

**Whitianga** 62 Albert Street

Ph: (07) 866 0387 Fax: (07) 866 4287

**Paeroa** 3 Princes Street (PO Box 80)

Ph & Fax: (07) 862 6625

Website: [www.valuerstca.co.nz](http://www.valuerstca.co.nz)

**John P Cullen** SPINZ, ANZIV, AAPI, B COM AG (VFM) **Geoffrey Porter** BAGSCI, SPINZ, ANZIV  
**Shane Rasmusen** BBSVPM, MPINZ, REGISTERED VALUER **Alison Young** DIPVAL, MPINZ

## WAIKATO

### CURNOW TIZARD LIMITED

VALUERS MANAGERS ANALYSTS (Incorporating Ford Snelgrove Sargeant)

Accredited Suppliers for Land Information NZ

42 Liverpool Street, Hamilton. PO Box 795, Hamilton.

Phone (07) 838 3232 Facsimile (07) 839 5978

Email [admin@curnowtizard.co.nz](mailto:admin@curnowtizard.co.nz)

Web [www.curnowtizard.co.nz](http://www.curnowtizard.co.nz)

**Geoff Tizard**, B AG COM, AAMINZ (ARB), ANZIV, SPINZ

**Phillip Curnow**, FFINZ, FAMINZ (ARB), FFINZ **Sara Rutherford**, BCOM AG (VFM)

**David Smyth**, DIP AG, DIP VFM, FNZIV, FFINZ **Matt Silverton**, BCOM (VPM)

**Mike Beattie**, ANZIV

**Land Rights Analyst** Richard Barnaby

### ASHWORTH LOCKWOOD LTD

REGISTERED VALUERS, PROPERTY & AGRIBUSINESS CONSULTANTS

169 London Street, Hamilton. PO Box 9439, Hamilton.

Phone (07) 838 3248 Facsimile (07) 838 3390

Email: [Info@ashworthlockwood.co.nz](mailto:Info@ashworthlockwood.co.nz)

[www.ashworthlockwood.co.nz](http://www.ashworthlockwood.co.nz)

**R J Lockwood**, DIP AG, DIP VFM, ANZIV, SPINZ

**J R Ross**, B AGR COM, ANZIV, MZNIPIIM, AAMINZ, SPINZ

**J L Sweeney**, DIP AG, DIP VFM, ANZIV, SPINZ

**L R Robertson**, MZNIPIIM, ANZIV, APINZ

**I P Sutherland**, BBS (VPM), SPINZ, ANZIV



489 Anglesea St, Hamilton.

PO Box 616, Hamilton.

Phone (07) 839 2030

Facsimile (07) 839 2029

[www.telferyoung.com](http://www.telferyoung.com)

**Doug J Saunders**, FNZIV, FNZPI, B.COM (VPM)

**Bill W Bailey**, ANZIV, SNZPI, DIP. VPM

**Liz Allan**, MPINZ, BBS

**Yoon-Jin Cha**, MPINZ, BBS (VPM)

**Russel Flynn**, MNZIV, MPINZ, B.AGR

**Roger B Gordon**, BBS, ANZIV, SNZPI

**Andrew Don**, MPINZ, BBS (VPM), DIP BUS ADMIN

**Rob Smithers**, MPINZ, BBS (VPM)

**Richard Graham**, BBS (VPM) B.SOC.SC

**Jeff Alexander**, MPINZ, B.PROP

### DARRAGH VALUATIONS LTD

REGISTERED VALUERS, PROPERTY CONSULTANTS

**Toll Free Phone 0800 300 151**

**John Darragh**, DIP AG, DIP VFM, REG VALUER, ANZIV, SPINZ

**James Cole**, REG VALUER, ANZIV, AREINZ, SPINZ

**Te Awamutu**

8 Teasdale Street

Ph (07) 871 5169

Fax (07) 871 5162

**Cambridge**

32 Victoria Street

Ph (07) 827 5089

Fax (07) 827 8934

**Otorohanga**

27 Manipoto Street

Ph (07) 873 8705

Fax (07) 871 5162

WAIKATO

**CBRE**

CB RICHARD ELLIS

Ground Floor  
155 Te Rapa Road  
PO Box 1330, Hamilton  
Phone: (07) 850 3333  
Facsimile: (07) 850 8330  
Email: firstname.lastname@cbre.co.nz

**Valuation & Advisory Services**

Matt Snelgrove, SPINZ, ANZIV  
Gareth Munro, B.PROP  
**Plant & Machinery Valuation**  
John Freeman, FPINZ, TECHRICS, MACOSTE  
Hans Pouw, FNZPI  
Mike Morales, SPINZ

REGISTERED VALUERS, PROPERTY  
CONSULTANCY, RESEARCH,  
PROPERTY MANAGEMENT, LICENCED  
REAL ESTATE AGENTS

ROTORUA/BAY OF PLENTY



REID & REYNOLDS LTD

Registered Valuers & Property Advisors

Grant Utteridge, FNZIV, FPINZ, B.Com (VPM)    Martyn Craven, ANZIV, SPINZ, MA (Cantab)  
Sharon Hall, ANZIV, SPINZ, B.Com (VPM)    Kendall Russ, ANZIV, B.Com (VPM)  
Monica Quirke ANZIV, SPINZ, B.Com (VPM)    Mike James  
Nick Birdsall    Hugh Reynolds, Dip AG, FNZIV, FPINZ - *Consultant*

1231 Haupapa Street, PO Box 2121, Rotorua 3040, New Zealand  
P: +64 7 348 1059 F: +64 7 347 7769 info@reidandreynolds.co.nz  
www.reidandreynolds.co.nz

**BRIAN HAMILL & ASSOCIATES LTD**

REGISTERED VALUERS, PROPERTY CONSULTANTS

1010 Victoria Street, Hamilton. PO Box 9020, Hamilton.  
Phone (07) 838 3175 Facsimile (07) 838 3340  
Email info@hamillvaluers.co.nz Website [www.hamillvaluers.co.nz](http://www.hamillvaluers.co.nz)  
Brian F Hamill, VAL PROF, ANZIV, AREINZ, AAMINZ, SPINZ Kevin F O'Keefe, DIP AG, DIP VFM, ANZIV, SPINZ

**PAUL BARNETT**



PROJECT MANAGEMENT, BUILDING CONSULTANCY

PO Box 13179, Tauranga.  
Phone (07) 544 2057  
Email: pb.project.man@xtra.co.nz

PD Barnett, SPINZ, PINZ REG PROPERTY MANAGER & REG PROPERTY  
CONSULTANT, CPCNZ, NZBSI, NZCB, REG COW, IQP

**PAUL BARNETT**



PROJECT MANAGEMENT, BUILDING CONSULTANCY

PO Box 4327, Hamilton East.  
Phone (07) 856 6745  
Email: pb.project.man@xtra.co.nz

**Denis McMahon**

cert.building.insd, dip.L.G.A, mpinz  
Managing Director  
Mobile: 021 947 646  
First Floor, 27 Spring Street  
P.O. Box 2034, Tauranga 3140  
Phone: 07 578 3494  
Fax: 07 578 6455  
DDI: 07 928 1301  
Email: denis@propertymgr.co.nz  
Website: www.propertymgr.co.nz



**Property Managers**

L I M I T E D

Commercial & Industrial  
Property Management

Commercial Investment  
Property Advice

Consulting Advice

ROTORUA/BAY OF PLENTY

**PROPERTY SOLUTIONS (BOP) LIMITED**

REGISTERED VALUERS, MANAGERS, PROPERTY ADVISORS

**TAURANGA** Unit 1/30 Willow St, PO Box 14014, Tauranga 3143  
Phone (07) 578 3749 Facsimile (07) 571 8342

**MOUNT MAUNGANUI** 43 Maranui Street, PO Box 10317, Mount Maunganui 3152  
Phone (07) 572 3950 Facsimile (07) 572 3951

**ROTORUA** 173 Old Taupo Road, PO Box 285, Rotorua 3040  
Phone (07) 343 9261 Facsimile (07) 343 9264

Email info@4propertiesolutions.co.nz [www.4propertiesolutions.co.nz](http://www.4propertiesolutions.co.nz)

Simon Harris, B AG COM, ANZIV, SPINZ    Phil Pennycuick, BCOM (VPM), ANZIV, FPINZ  
Harley Balsom, BBS (VPM), ANZIV, SPINZ    Garth Laing, BCOM (VPM), ANZIV, SPINZ  
Paul Smith, BBS (VPM), ANZIV, SPINZ    Mark Grinlinton, BCOM (VFM) SPINZ  
Adrienne Young, BCM, DIP BUS STUDIES, MPINZ    Todd Davidson, BBS (VPM), SPINZ

**BAY VALUATION LTD**

REGISTERED VALUERS AND PROPERTY CONSULTANTS

30 Willow Street, Tauranga. PO Box 998, Tauranga.  
Phone (07) 578 6456 Fax (07) 578 6392 Email office@bayvaluation.co.nz  
80 Main Road, Katikati.

Bruce C Fisher, ANZIV, SPINZ  
Ron B Lander, ANZIV, SPINZ, FPIA

Derek P Vane, ANZIV, SPINZ  
Lana M Finlay, REGISTERED VALUER, MPINZ



**Joanne McCracken**  
SNZPI, ANZIV, B Com (VPM)

**Property Strategies**

ADDING VALUE TO PROPERTY

- Solutions for investment property
- Portfolio analysis
- Property / lease management
- Building expense analysis
- Maintenance / asset plans
- Site acquisition / divestment

PO. Box 2121  
1231 Haupapa Street  
Rotorua, New Zealand  
**Phone: 07 346 0525**  
Mobile: 027 295 9430  
Fax: 07 347 7769

Email: joanne@propertystrategies.co.nz

Property Strategies (Rotorua) Limited trading as Property Strategies

**MIDDLETON VALUATION**

REGISTERED VALUERS URBAN & RURAL PROPERTY CONSULTANTS

Level 2, Westpac Building, 2 Devonport Road, Tauranga. PO Box 455, Tauranga.  
Phone (07) 578 4675 Facsimile (07) 577 9606    John Middleton, B AG SC, FNZIV, FPINZ  
Email value@mittleton.co.nz    Alastair Pratt, FNZIV, FPINZ  
Jellicoe Street, Te Puke.    Paul Higgs, BCOM (VPM), MPINZ  
Phone (07) 573 8220 Facsimile (07) 573 5617    Mark Passey, BBS(VPM) MPINZ  
Daniel Duncan, B APPL SC

# NEW ZEALAND PROFESSIONAL CARDS

## ROTORUA/BAY OF PLENTY



29 Heuheu Street, Taupo. PO Box 957, Taupo. Email [info@vmvl.co.nz](mailto:info@vmvl.co.nz)  
 Phone (07) 377 2900 or (07) 378 5533 Facsimile (07) 377 0080

Bruce Morison, B E (CIVIL), MIPENZ, ANZIV, SPINZ James Veitch, DIP VFM, VAL PROF URB, FNZIV, FPINZ  
 Geoffrey Barfield, B AGR SCI, ANZIV, SPINZ Richard Shrimpton, DIPVFM, ANZIV, MPINZ  
 Fraser Morison, BCOM, BSC, GRAD DIP BUS STUDS (UV)

**JENKS VALUATION LIMITED**  
 REGISTERED VALUERS & PROPERTY CONSULTANTS

**Rotorua** 1460B Hinemoa Street, **Taupo** Ph (07) 378 1771  
 PO Box 767, Rotorua **Whakatane** Ph (07) 308 0464  
 Ph (07) 348 9071 Fax (07) 349 0640  
 Email [jenkval@xtra.co.nz](mailto:jenkval@xtra.co.nz) Peter Jenks, FNZIV, FPINZ  
 Ken Parker, FNZIV, FPINZ, FAMINZ (ARB)

## GISBORNE

**LEWIS WRIGHT VALUATION & CONSULTANCY LTD**  
 REGISTERED VALUERS, PROPERTY CONSULTANTS AND FARM SUPERVISORS  
 139 Cobden Street, Gisborne. PO Box 2038, Gisborne 4040  
 Phone (06) 867 9339 Facsimile (06) 868 6724 Email [lw@lewiswright.co.nz](mailto:lw@lewiswright.co.nz)

Tim Lewis, B AG SC, MNZIPIIM Peter Wright, DIP VFM, ANZIV, SPINZ  
 Trevor Lupton, B HORT SC, MNZSHS, C.P. AG John Bowen, B AG, DIP AG SCI (VAL), APINZ  
 Peter McKenzie, DIP VFM, ANZIV, SPINZ Michael Blair, B COM, ANZIV, SPINZ

**VALUATION & PROPERTY SERVICES**  
 BLACK, KELLY & TIETJEN—REGISTERED VALUERS & PROPERTY CONSULTANTS  
 258 Childers Road, Gisborne. PO Box 1090, Gisborne.  
 Phone (06) 868 8596 Facsimile (06) 868 8592

Graeme Black, DIP AG, DIP VFM, ANZIV, SPINZ Roger Kelly, VP (URB), ANZIV, SPINZ  
 Graham Tietjen, DIP AG, DIP VFM, ANZIV, SPINZ

## HAWKES BAY

**LOGAN STONE LTD**  
 REGISTERED VALUERS & PROPERTY SPECIALISTS  
 507 Eastbourne Street West, Hastings. PO Box 914, Hastings.  
 Phone (06) 870 9850  
 Facsimile (06) 876 3543  
 Email [valuers@loganstone.co.nz](mailto:valuers@loganstone.co.nz)  
**www.loganstone.co.nz**

Frank Spencer, BBS (VAL PM), FPINZ, FNZIV, AREINZ  
 Boyd Gross, B AGR (VAL), DIP BUS STD, FNZIV, FPINZ  
 John Reid, M PROPERTY STUDIES, B COM, FNZIV, FPINZ  
 Philippa Pearse, BBS (VPM), MPINZ  
 Robert Douglas, BBS (VAL PM), MPINZ  
 Jay Sorensen, B APPL SC (RURAL VAL, AGBUS)  
 George Macmillan, B COM AGRI (RURAL VAL)

## HAWKES BAY

For independent, expert property advice, Call 06 871 0074



213 Queen Street West  
 Hastings New Zealand  
[valuers@williamsharvey.co.nz](mailto:valuers@williamsharvey.co.nz)  
**www.williamsharvey.co.nz**

REGISTERED VALUERS  
 Paul Harvey BBS AREINZ MPINZ WR Hawkins FNZIV FRINZ WJ Harvey FNZIV FREINZ FRINZ Kirsty Miller BBS ANZIV MPINZ

**RAWCLIFFE AND CO**  
 REGISTERED VALUERS AND PROPERTY ADVISORS  
 77 Raffles Street, Napier. PO Box 140, Napier.  
 Phone (06) 834 0105 Facsimile (06) 834 0106  
 Email [email@rawcliffe.co.nz](mailto:email@rawcliffe.co.nz)

Terry Rawcliffe, FNZIV Grant Aplin, BCOM (VPM), APINZ Paul Bibby, BCOM (VPM), APINZ




Hastings (06) 878 9142  
 Napier (06) 835 0001  
 Facsimile (06) 878 9129

More than registered valuers  
 valuers • consent planners • development consultants

Email [valuer@snowwilkins.co.nz](mailto:valuer@snowwilkins.co.nz)  
 Web [www.snowwilkins.co.nz](http://www.snowwilkins.co.nz)  
 204 Queen Street East, Hastings, 4156


Kevin Wilkins, VFM, DIP AG, APINZ ANZIV  
 Hamish Adam, B Appl. Sd (RVM)  
 Tim Wilkins, B AG, DIP BUS STUD, APINZ



25 Pandora Road, Napier.  
 PO Box 572, Napier 4140.  
 Phone (06) 835 6179  
 Facsimile (06) 835 6178  
**www.telferyoung.com**

M C Pleased, FNZIV, FPINZ M I Penrose, VPU, DIP VPM, AAMINZ, FNZIV, FPINZ  
 T W Kitchin, BCOM (AG), ANZIV, SPINZ, MNZIPIIM (REG)  
 D J Devane, BCOM (VPM), ANZIV, SPINZ A D White, BBS (VPM), ANZIV, MPINZ  
 A S Chambers, B AGR, ANZIV, SPINZ W H Peterson, ANZIV, SPINZ, AREINZ  
 K Ho, BCA, GRAD, DIP M Apperley, BBS (VPM)

## TARANAKI



143 Powderham Street, New Plymouth.  
 PO Box 713, New Plymouth 4340  
 Phone (06) 757 5753  
 Facsimile (06) 758 9602  
**www.telferyoung.com**

J P Larmer, FPINZ (LIFE), FNZIV (LIFE), FNZIPIIM (REG), FAMINZ (ARB)  
 I D Baker, FNZIV, FPINZ  
 M A Myers, BBS (VPM), ANZIV, SPINZ  
 M R Drew, BBS (VPM), MPINZ  
 A G Boon, B PROP, MPINZ  
 F P McGlinchey, B APPLIED SCI, MPINZ

TARANAKI

**HUTCHINS & DICK LIMITED**

VALUATION & PROPERTY

"OneYoung" @ 3 Young Street  
 P O Box 321, New Plymouth  
 Phone (06) 757 5080  
 Facsimile (06) 757 8420  
 Email info@hutchinsdick.co.nz  
 Website: www.hutchinsdick.co.nz

**Offices also at:**  
 121 Princes Street, Hawera,  
 and Broadway, Stratford.

Frank Hutchins, Dip Urb Val, FNZIV, FPINZ  
 Max Dick, Dip Agr, Dip VFM, FNZIV, FPINZ, MNZIPIIM  
 Merv Hunger, B.Appl.Sc (RVM), Dip Urb Val, MNZIPIIM  
 Roger Lamplough, BBS (VPM)

PALMERSTON NORTH

**MORGANS PROPERTY ADVISORS**

REGISTERED VALUERS, PROPERTY ANALYSTS & MANAGERS

Level 2, 65 Rangitikei Street,  
 Palmerston North.  
 PO Box 281, Palmerston North.  
 Phone 0800 VALUER or (06) 952 3750  
 Facsimile (06) 350 3718  
 Email admin@morgans.co.nz

**Paul van Velthooven**, BA, BCom, FNZIV, FPINZ (Director) Mob 021 360 257  
**Andrew Waishaw**, DIP AG, DIP F MGT, DIP VFM, SPINZ Mob 021 224 0210  
**Jason Humphrey**, B AG (VAL), MPINZ Mob 029 497 7323  
**Bianca Dougherty**, BBS (VPM & FINANCE) MPINZ Mob 029 453 6000  
**Tony Jones**, B.Com, DipCom (Val), ANZIV, MPINZ Mob 027 353 7706  
**Mel Manley**, B.APPL, SCI, B SC Mob 029 497 3486

**HOBSON WHITE LTD**

REGISTERED VALUERS, PROPERTY MANAGERS & ADVISORS

Northcote Office Park, 94 Grey Street, Brian E White, FNZIV, FPINZ  
 PO Box 755, Palmerston North. Neil H Hobson, FNZIV, FPINZ  
 Phone (06) 356 1242 Facsimile (06) 356 1386 Martin A Firth, ANZIV, SPINZ  
 Email enquiries@hobsonwhite.co.nz

**ACS Manawatu Ltd**

- Rural Property Valuation • Farms • Lifestyle Blocks
- Soil Testing • DDT Testing • Nutrient Management

30yrs experience in the lower North Island

Contact Ian Shipman, Registered Valuer, BAgSc, CPAg, ANZIV  
 522 Te Matai Road, Whakarongo, RD 10, Palmerston North 4470  
 Phone: 06 357 4139 Fax: 06 357 7935 Mobile: 021 846 898  
 Email: ianshipman@acsnet.co.nz www.acsnet.co.nz



WAIRARAPA

**WAIRARAPA PROPERTY CONSULTANTS LTD**

REGISTERED VALUERS & FARM MANAGEMENT CONSULTANTS

28 Perry Street, Masterton. PO Box 586, Masterton.  
 Phone (06) 378 6672 Facsimile (06) 378 8050  
 Email: office@propertyconsultants.co.nz

P J Guscott, DIP VFM, APINZ M Clinton-Baker, DIP VFM, ANZIV, APINZ  
 T D White, BCOM (VPM), APINZ

CENTRAL OTAGO



Registered Valuers & Independent Property Consultants

1st Floor, Helard House, Cnr Helwick & Ardmore Streets,  
 PO Box 362, Wanaka

Phone (03) 443 1433 Facsimile (03) 443 8931

Email info@centralproperty.co.nz

www.centralproperty.co.nz

Jodi Hayward, BCOM (VPM), MPINZ Wade Briscoe, FNZIV, FPINZ  
 Iain Weir, PG DIPCOM (VPM), AAPI, ANZIV, SPINZ

WELLINGTON



**LAWYERS**

Level 24, HSBC Tower,  
 195 Lambton Quay,  
 Wellington 6140

Ph: +64 4 499 4599

Fax: +64 4 472 6986

www.simpsongrierson.com

**MIKE SCANNELL - PARTNER**

mike.scannell@simpsongrierson.com

**THE PROPERTY GROUP LIMITED**

NATIONWIDE CORPORATE PROPERTY ADVISORS & NEGOTIATORS SPECIALISING

IN PUBLIC LAND & INFRASTRUCTURAL ASSETS 14 OFFICES NATIONWIDE

Level 10, Technology One House, 86-96 Victoria Street, PO Box 2874, Wellington.

Phone (04) 470 6105 Facsimile (04) 470 6101

Email enquiries@propertygroup.co.nz Website www.propertygroup.co.nz



**ADVERTISE HERE**

Contact Tremain Media  
 on 02 9499 4599 or  
 Email: jonathon@tremainmedia.com.au



**ADVERTISE HERE**

Contact Tremain Media  
 on 02 9499 4599 or  
 Email: jonathon@tremainmedia.com.au

# NEW ZEALAND PROFESSIONAL CARDS

## WELLINGTON

**Truebridge**  
Advisors and Valuers in Property  
Truebridge & Co. Ltd.

44 Victoria Street, Wellington. PO Box 22-227, Wellington 6441  
Phone: (04) 400 8442 Facsimile: (04) 499 8443  
Email: tim@trueproperty.co.nz

**Tim Truebridge B.Agr, (VAL) SNZPI, ANZIV, ARENZ**

**LINDSAY WEBB VALUATIONS LTD**  
HUTT VALLEY SPECIALISTS

131 Queens Drive, Lower Hutt  
Phone (04) 569 2095 Facsimile (04) 569 9280  
Email valuer@lindsaywebb.co.nz

Alan Webb, ANZIV, SPINZ Bill Lindsay, ANZIV, SPINZ

**CBRE**  
CB RICHARD ELLIS

Level 12, ASB Tower,  
2 Hunter Street, Wellington  
PO Box 5053, Wellington  
Phone: (04) 499 8899  
Facsimile: (04) 499 8889  
Email: paul.butchers@cbre.co.nz

**Valuation & Advisory Services**  
Paul Butchers, BBS, FFINZ  
Graeme Jarvis, DIP URB VAL, ANZIV, SPINZ  
Kathryn O'Connor, BBS (VPM), MPINZ  
Ellen Atkinson, BBS (VPM)  
Gerrard Wilson, BPROP, BCOM  
Clarke Vallance, B.COM (VPM)  
**Plant & Machinery Valuation**  
John Freeman, FFINZ, TECHRICS, MACOSTE  
Hans Pouw, FNZPI  
Mike Morales, SPINZ

**REGISTERED VALUERS, PROPERTY CONSULTANCY, RESEARCH, PROPERTY MANAGEMENT, LICENCED REAL ESTATE AGENTS**

**COLLIERS INTERNATIONAL (WELLINGTON VALUATION) LIMITED**

PROFESSIONAL PROPERTY SERVICES,  
VALUATION & PROPERTY ADVISORY

36 Customhouse Quay, Level 10, ABN AMRO House, Wellington 6140  
Phone (04) 473 4413 Facsimile (04) 470 3902  
Email: first name.last name@colliers.co.nz

Gwendoline PL Callaghan, FFINZ, FNZIV – DIRECTOR  
Michael A Horsley, FFINZ, FNZIV – DIRECTOR  
Andrew P Washington, BCOM (VPM), SPINZ – DIRECTOR  
Jeremy A Simpson, BBS (VPM), MPINZ, REG VAL  
Anna L Lomas, BBS (VPM), BA (BUS PSYCH) MPINZ, REG VAL  
Reuben Blackwell, BCOM, BSC (OTAGO), GRAD. DIP. VAL  
Daniel J Lovett, BBS (VPM)

**COLLIERS INTERNATIONAL**

Kellie A Slade, BBS (VPM), MPINZ, REG VAL  
Kristin J Anthony, BBS (VPM), REG VAL  
Anthony P Randell, BBS (VPM)

**quickMap**  
Custom Software Ltd

PO Box 13286  
Wellington 6440  
Phone: 0800 145 554  
Fax: (04) 8315102  
Website: www.quickmap.co.nz  
Email: info@quickmap.co.nz

**Murray Black NZCD, Bsc**  
Custom Software Ltd

**PROPERTY INFORMATION & MAPPING SERVICES**  
- Your Complete Property Information Solution

## WELLINGTON

**JONES LANG LASALLE**  
Real value in a changing world

**Valuation & Advisory Services**

**OUR TEAM OF VALUERS**  
Director Mark Spring BCom, DipBusStud, ANZIV, SPINZ - mark.spring@ap.jll.com  
Alex Robson BBS (VPM) - alex.robson@ap.jll.com  
Josh Frame BBS (VPM) - josh.frame@ap.jll.com

**OTHER SPECIALIST JONES LANG LASALLE SERVICES**  
Research & Consulting - Manager - Chris Dibble BScSc, PG Dip Mkt & Prop, MPINZ - chris.dibble@ap.jll.com  
Hotels - National Director - Dean Humphries MPA, FNZIV, FFINZ - dean.humphries@ap.jll.com

**CONTACT DETAILS - WELLINGTON OFFICE**  
Level 10, Lumley House, 3-11 Hunter Street, PO Box 10343, Wellington 6011  
Phone: +64 4 499 1666, Fax: +64 4 473 3300  
[www.joneslanglasalle.co.nz](http://www.joneslanglasalle.co.nz)

**+ + = Telfer Young**

85 The Terrace, Wellington.  
PO Box 2871, Wellington. DX SP 23523.  
Phone (04) 472 3683 Facsimile (04) 478 1635  
[www.telferyoung.com](http://www.telferyoung.com)

C J Barnsley, BCOM (VPM), ANZIV, SPINZ  
M J Veale, BCOM (VPM), ANZIV, SPINZ  
G Kirkcaldie, FNZIV, FFINZ  
J H A McKeefry, BBS (VPM), DIP BUS (FIN), MPINZ  
S J Batt, BBS (VPM), MPINZ  
J C Lochead, BBS (VPM), ANZIV, SPINZ

**RWR EXECUTIVE**

'New Zealand's leading full service property recruitment specialist'

Kylee Mace, EXECUTIVE ACCOUNT MANAGER  
Level 3, 57 Courtenay Place, Wellington.  
P: +64 9 520 7768 E: kylee.mace@rwr.co.nz

[www.rwr.co.nz](http://www.rwr.co.nz)

**AON AON NEW ZEALAND**

INSURANCE BROKERS - PROFESSIONAL RISKS  
P O Box 2517, Wellington 6140  
Ph: (04) 819-4000 Fax: (04) 819-4106  
Email: doug.morton@aon.co.nz

**ADVERTISE HERE**

Contact Tremain Media  
on 02 9499 4599 or  
Email: jonathon@tremedia.com.au

NELSON/MARLBOROUGH

**ALEXANDER HAYWARD LTD**  
PROPERTY ADVISERS

20 Market St. P O Box 768 Blenheim P.+64 3 5789776 F.+64 3 5782806  
E. [valuations@alexhayward.co.nz](mailto:valuations@alexhayward.co.nz) I. [www.alexhayward.co.nz](http://www.alexhayward.co.nz)

A C (Lex) Hayward FPINZ FNZIV AAMINZ	David J Stark FPINZ FNZIV
J F (Jim) Sampson ANZIV SPINZ	Bridget Steele ANZIV SPINZ
Andrew J Trolove	Abraham Moore
Dianna Schulz	

**HADLEY AND LYALL LTD**  
REGISTERED VALUERS & PROPERTY CONSULTANTS URBAN & RURAL  
PROPERTY ADVISORS

Appraisal House, 28 George Street, Blenheim. PO Box 65, Blenheim.  
Phone (03) 578 0474 Facsimile (03) 578 2599  
J H Curry, DIP AG, DIP VFM, VPU, ANZIV, SPINZ F W Oxenham, VPU, ANZIV, SPINZ

42 Halifax Street, Nelson  
P (03) 548 9104  
F (03) 546 8668  
E [admin@valuersnelson.co.nz](mailto:admin@valuersnelson.co.nz)  
Motueka: P (03) 528 6123

**DUKE & COOKE**  
YOUR VALUATION & PROPERTY SPECIALISTS

Dick Bennison, DIP.AGR, B.AG.COM, MNZIPM (REG) ANZIV, SPINZ	Rhonda Muir, B.B.S (VPM), ANZIV, SPINZ
Murray Lauchlan, FNZIV, FPINZ, AREINZ	Trudy Barnett, B.COM AG (AG MGMT & RURAL VAL)
Barry Rowe, B.COM (VPM), ANZIV, SPINZ	Ian Wallace, B.SC (HONS), DIP BUS STUD, DIP AG SCI, MPINZ

**++ = Telfer Young**

52 Halifax Street, Nelson. PO Box 621, Nelson.  
Phone (03) 546 9600 Facsimile (03) 546 9186 [www.telferyoung.com](http://www.telferyoung.com)

Ian McKeage, B.COM (VPM), FNZIV, FPINZ	Bryan Paul, VAL PROF (URB), ANZIV, MPINZ
Ashley Stevens, BBS (VPM), MPINZ	Wayne Wootton, VAL PROF (URB) ANZIV, SPINZ
Rod Baxendine, DIP AG, DIP FM, DIP VPM, ANZIV, SPINZ	

CANTERBURY/WESTLAND

**++ = Telfer Young**

Level 4, Anthony Harper Building, 47 Cathedral Square, Christchurch.  
PO Box 2532, Christchurch.  
Phone (03) 379 7960 Facsimile (03) 379 4325  
[www.telferyoung.com](http://www.telferyoung.com)

Chris N Stanley, M PROP STUD (DISTN) FNZIV, FPINZ, AAMINZ  
John A Ryan, ANZIV, AAP1, SPINZ  
Mark A Beatson, B.COM (VPM), ANZIV, SPINZ  
Mark G Dunbar, B.COM (VPM), ANZIV, AREINZ, SPINZ  
John C Tappenden, ANZIV, SPINZ  
Victoria Murdoch, B.COM, (VPM), ANZIV, SPINZ  
Damian Kennedy, B.COM, (VPM), MPINZ

CANTERBURY/WESTLAND

**CBRE**  
CB RICHARD ELLIS

Level 6,  
PricewaterhouseCoopers Centre  
119 Armagh Street, Christchurch  
PO Box 13-643, Christchurch  
Phone: +64 (03) 374 9889  
Facsimile: +64 (03) 374 9884  
Email: [firstname.surname@cbre.co.nz](mailto:firstname.surname@cbre.co.nz)

**Valuation & Advisory Services**  
Chris Barraclough, B.COM, FPINZ, FNZIV  
Marius Ogg, SPINZ, ANZIV  
Scott Ansley, B.COM (VPM), MPINZ  
Ben Rosewall, B.COM (VPM), MPINZ

**Plant & Machinery Valuation**  
John Freeman, FPINZ, TECHRICS, MACOSTE  
Hans Pouw, FNZPI  
Mike Morales, SPINZ

**REGISTERED VALUERS, PROPERTY CONSULTANCY, RESEARCH, PROPERTY MANAGEMENT, LICENCED REAL ESTATE AGENTS**

**FORDBAKER**  
VALUATION

424 Moorhouse Avenue  
PO Box 43, Christchurch Mail Centre  
Christchurch 8140  
Phone +64 3 379 7830  
Facsimile +64 3 366 6520  
Email: [fordbaker@fordbaker.co.nz](mailto:fordbaker@fordbaker.co.nz)  
Web: [www.fordbakervaluation.co.nz](http://www.fordbakervaluation.co.nz)

Errol Saunders, FPINZ, FNZIV  
Richard Chapman, SPINZ, ANZIV  
Terry Naylor, SPINZ, ANZIV  
John Radovonich, SPINZ, ANZIV  
Simon Newberry, SPINZ, ANZIV

**Plant and Equipment**  
Richard Chapman, SPINZ, ANZIV

**ADVERTISE HERE**

Contact Tremain Media  
on 02 9499 4599 or  
Email: [jonathon@tremedia.com.au](mailto:jonathon@tremedia.com.au)





# SalesView

-  Sales
-  Title / Owner
-  House Valuer
-  House Photos
-  Building Details

**Your Complete PROPERTY INFORMATION Solution**

**"All with a single mouse click"**

Generate comprehensive Property Reports which include House Valuer and house photos for both recent sales and properties currently on the market.

We **guarantee** QuickMap® **SalesView** will reduce your overheads and inspire client confidence with leading edge outputs.

Now is the time to:

Start working smarter

Improve your outputs

Reduce your overheads

with **QuickMap® SalesView**

From **\$21.15 +gst per week**



For a **FREE DEMO** of QuickMap® **SalesView**\* contact us on 0800 145 554 or [www.quickmap.co.nz](http://www.quickmap.co.nz)

\*Conditions Apply