

## NEAL SMITH

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### **REAL ESTATE VALUATION PROFESSIONAL**

#### **CAREER PROFILE**

- 50 years' experience in all major sectors of real estate valuation, including asset and Insurance valuations as well special use facilities
- Associate Australian Property Institute (AAPI) from 1971
- Certified Practicing Valuer No. 67928

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#### **PROFESSIONAL EXPERIENCE**

##### **NATIONAL PROPERTY VALUERS**

**2022-2023**

- Finance, Asset, Partnership valuations, including commercial, industrial and residential properties
- Insurance valuations
- Review and Objections to Statutory Rating Assessments

##### **PRESTON ROWE PATERSON**

**2007 -2022**

Senior Associate Director undertaking:

- commercial valuations and consultancy advices of all categories of non-residential properties for mortgage, financial reporting, acquisition and sale, rating objections and rental advice purposes.

##### **PARAGON RETAIL GROUP**

**2005 -2007**

Senior Executive providing:

- retail shopping centre owners with sales and acquisition advice and rental advice.

##### **HERON TODD WHITE**

**1996-2005**

Principal and Director, undertaking:

- commercial valuations and consultancy advices of all categories of non-residential properties for mortgage, financial reporting, acquisition and sale, rating objections and rental advice purposes.

##### **THE RUSHTON GROUP**

**1991 -1996**

Senior Valuer/NSW valuation Manager, undertaking

- Insurance and Asset valuations of specialised building assets of private and public entities.

**FINCH FREEMAN****1986-1991**

Associate Director, Commercial Sales undertaking:

- sales of major commercial properties in the Sydney CBD, Sydney Metropolitan Area and in major NSW regional centres.

**HARDIE & GORMAN (now KNIGHT FRANK)****1978 - 1986**

Sale Executive – Sydney Commercial, undertaking:

- sales of commercial properties in the Sydney CBD.

**HARDIE & GORMAN (now KNIGHT FRANK)****1972 - 1978**

Senior Valuer, undertaking:

- commercial valuations and consultancy advices of all categories of non-residential properties for mortgage, financial reporting, acquisition and sale, rating objections and rental advice purposes.

**DEPARTMENT OF THE VALUER GENERAL FOR NSW****1966 - 1972**

Cadet Valuer/Qualified Valuer, undertaking:

- Trained as a cadet (assistant) valuer, carrying out valuations of residential, commercial and industrial properties for statutory rating and resumption purposes under supervision until being fully qualified in 1972.

**MAJOR CLIENTS THROUGHOUT CAREER**

Major Companies	Banks	Government	Institutions
BHP	ANZ	Valuer General of NSW	Uni of Sydney
Colgate-Palmolive	ST George	NSW Property	Uni of New England
Orica	Westpac	Sydney Water	Uni of Western Sydney
Energy Australia	CBA	City of Sydney	
Bankers Trust		Wollongong City Council	
Toyota Australia		Liverpool Council	

**CAREER EXPERIENCE**

An extensive and broad-ranging experience within the property industry with a career spanning many years as a senior valuer, consultant and real estate agent, representing major clients throughout the Sydney market and regional NSW. These clients include varying local and state government departments and a broad mix of private and publicly listed national and multi-national clients.

A specialist in commercial valuations and methodology including DCF, Term and Reversion and Hypothetical Development approaches with an extensive experience across a broad range of asset classes including:

- Valuations of commercial, retail, industrial and residential property for investment and development purposes including mixed use;
- Valuations for financial reporting purposes – all types of real estate, freehold and leasehold interests;
- Valuations for rental purposes, including rental determinations – all types of real estate;
- Valuations for statutory objection purposes – all types of real estate;
- Valuations of specialized real estate categories including commercial carparks; data centres; education facilities; schools and universities; aged care; golf courses, clubs, rural industry; billboards/signage and ground rentals;
- Acquisition and disposal advice and marketing strategy.
- Valuation assessment of major assets including: CBD Office Buildings; Office and Business Parks; Retail Complexes and mixed use/residential unit development sites using Estate Master spreadsheets and DCF analysis.
- Preparation of reports as expert witness for the Federal Circuit Court of Australia, Supreme Court, NCAT.
- Joint Review appointment of Specialist Retail Valuer – NSW Small Business Commissioner.
- Commercial Rental Determination Appointment (s) – Australian Property Institute.

## **CAREER HIGHLIGHTS**

- Appointment by BHP for the valuation of the Newcastle Steel Works in its sale to the NSW Government.
- Appointment by Orica to prepare valuations of its entire contaminated Botany Land Holdings to contest rating assessments. Resulting in a reduction of circa \$85 million - one of the largest ever Land Value reductions in the history of NSW Land Tax rating assessments.
- Appointment by Wilson Parking to prepare a formal submission to a Determining Valuer in respect of a rent review “in dispute” of a major Sydney CBD commercial carpark (600+ parking bays). Resulting in a reduction of circa \$1.0 million per annum in the review rent.
- Appointment by Australian Technology Park to undertake its annual valuations of the “Park” - a major mixed use technology park and commercial facility incorporating the former Eveleigh Workshop, for financial reporting purposes.
- Appointment by Property NSW to undertake valuations of a number of major State-owned property assets within the Sydney CBD for financial reporting purposes.

## **SPECIALISED VALUATIONS**

Data Centres; Motor Vehicle Dealerships; Land Subdivisions; Development Sites; Contaminated Land