

STRATEGIC TENANT ADVISORY | Capability Statement



CAPABILITY STATEMENT

GILL PROPERTY - STRATEGIC ADVISORY

Founded in 1995, Gill Property Group is a Boutique family run Commercial Real Estate Agency led by Ian and James Treloar. Our vision is to provide a niche expert and personalised services to clients not common in the wider Melbourne market.

The Strategic Tenant Advisory arm of the business has expanded over time to provide a deep wealth of experience with highly skilled property specialists, providing a wealth of expertise to our clients.

We are motivated to serve our clients best interests

We provide our clients with a dedicated sole point of contact – we do not pass instructions to junior members of our team at any stage. Our end to end project involvement ensures an integrated approach throughout the entire process beyond merely assessing space requirements and negotiating favourable client terms.

Gill Property's Strategic Tenant Advisory team will not will act on behalf of a Landlord or Developer.

OUR SERVICES

- Strategic Advice
- Office Accommodation Strategies
- Lease Acquisitions
- Lease Renewals
- Stay v Go Analysis
- Lease Disposal Advice - sub-lease, assignment or surrender
- Restructuring Existing Leases
- Lease Negotiations
- Lease Exit / Make Good
- Lease Reviews
- Market Advice

We assist our clients in procuring best in class additional services as required – such as Workplace Analysis, Space Planners, Building Services Engineers and Project Managers, and partner with best in these class consultants for the duration of our clients project, providing a fully integrated approach to ensure optimal outcomes.

“
We are driven to deliver strategy led processes to meet our clients corporate objectives, including space and cost effective outcomes.
”



WHO ARE WE?

GORDON WYLLIE (BLE Hons)

DIRECTOR

A seasoned professional with a passion for implementing real estate strategies aligned to business direction, allowing organisations to make fully informed real estate decisions to cater for wider business needs. With over 22 years' experience in Commercial Real Estate, a strong background in Tenant Advisory and a commitment to client satisfaction, Gordon is pioneering Gill Property's Strategic Tenant Advisory team on a mission to provide not just represent their clients needs, but provide specific calculated personalised advice to occupiers.

In a rapidly changing real estate market, Gordon understands the strategic direction required to sourcing the perfect office space can be daunting. He recognises the importance occupying a building that aligns with your brand, supports your operations, and enables business growth and employee satisfaction. Gordon leverages his extensive knowledge of the Melbourne market to guide you through every step of the leasing process, ensuring that your real estate decisions are informed and tailored to your unique needs.



Gordon Wyllie

Phone: **0423 486 045**

Email: gwyllie@gillproperty.com.au

JOHN CLARKE

DIRECTOR

John is a Director of the business and has over 30 years' experience in the commercial real estate industry in Australia. John has enjoyed a long and successful career with some of Melbourne's major Commercial Real Estate Agencies. Commencing his career in 1991 with Jones Lang Wootton, John established a strong reputation in the Melbourne Office Leasing market. After ten successful years, John made the strategic decision to further his experience by accepting roles with Colliers International and CB Richard Ellis which involved significant project leasing assignments and the leasing of some of Melbourne's major buildings.

Over the years John developed a passion to utilise his intimate understanding of the leasing process primarily for the benefits of tenants and in 2006 he left the Agency workplace to undertake an independent advisory role and has since been delivering significant and tangible outcomes for his valued clients.



John Clarke

Phone: **0412 697 913**

Email: jclarke@gillproperty.com.au

DAVID CHALMERS

DIRECTOR

With over 35 years' experience in the property industry, David has owned and managed consultancy businesses and occupied senior management roles focusing on the provision of the full range of strategic property and asset management services for large diverse organisations. He possesses diverse real property, asset and infrastructure management experience and his achievements are highlighted by outcomes, demonstrating strong strategic planning & organisational skills.

David's experience and skill set is centered on the provision of strategic services to occupiers of leasehold premises and owners of corporate property (where ownership is for non-investment purposes). This is the simplest definition of Corporate Real Estate where property strategies are developed to support corporate business strategies and objectives.

He is a strategic and creative thinker, offering competencies appropriate to a professional involved in all facets of property, particularly the provision of consultancy advice offering a range of innovative options and solutions. David's skill set includes the ability to think laterally; undertake financial analysis by modelling outcomes and recommending courses of investment action and property economics.

Prior to joining Gill Property, David was Director, Knight Frank Tenant Representation following on from Principal, PD Corp RE and Joint Managing Director, Property Dynamics Independent Property Advisers.



David Chalmers

Phone: **0409 191 233**

Email: dchalmers@gillproperty.com.au

“ Unlike the major agencies, our Strategic Tenant Advisory team is conflict free, we are therefore able to provide fully independent corporate real estate advice relevant to your market. ”



WHY GILL PROPERTY GROUP?

STRATEGY

The needs and objectives vary from client to client. Determining the best strategy to deliver outcomes meeting our clients required objective's is embedded in our DNA.

BESPOKE

Our services are tailored to meet your specific circumstances. We do not follow a cookie cutter approach.

INDEPENDENT

Gill Property Strategic Tenant Advisory team do not act for Landlords. We provide tenants with conflict free, impartial, independent strategic advice at all times.

EXPERIENCE

With over 50 years of combined corporate real estate experience representing clients in often complex property transactions, we are your trusted real estate adviser. We have delivered projects for our clients ranging from a 12 person coworking space to a 25,000 square metre pre-lease and everything in between.

EXPERTISE

Negotiating commercial leases on behalf of our clients is our core business. We formulate real estate strategies that ensure our clients interests are protected and achieve not only the best financial outcome in a transaction but lease terms and conditions to align with business direction.

KNOWLEDGE

We understand what drives asset value and what Occupiers, Landlords and Developers look to achieve from a transaction, so we can provide innovative property strategies and solutions to negotiate the best commercial outcome for your business.

PARTNERSHIP

We build relationships with our clients founded on trust, respect, honesty and integrity. Our aim is to be a trusted adviser and manage the time consuming process of finding and negotiating premises for you so that you can focus on core business activities. No matter the size of the project, our commitment to our clients is to always achieve the best outcome.

END TO END SOLUTIONS

We assist our clients in procuring best in class additional services – such as Workplace Analysis, Space Planners, Building Services Engineers and Project Managers, where required. This involvement ensures a fully integrated approach throughout the entire process to provide end to end solutions.

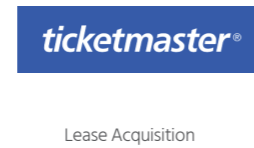
CONFLICT OF INTEREST

We seek a professional fee for our services payable by our Tenant clients. We prefer not to take fees from Landlords thereby avoiding conflicts of interest and maintaining our fiduciary duty is to our client.



TRACK RECORD

Gordon and John have both transacted in the Melbourne CBD for clients including, but not limited to, the following - whether employed by Gill Property of previous employers.





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