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INTRODUCTION



Property Advisory Ltd was founded in March 2004 with the aim of providing integrated property valuation and advisory services to a broad range of corporate and privately owned entities and clients.

Our property valuation skills and corporate advisory experience have been developed over many years through extensive involvement in a broad range of property related projects throughout New Zealand.

Property Advisory offers a unique combination of skills and experience, which allows us to form close relationships with a broad range of clients and corporate entities. Our technical ability has been developed from a combination of university education and practical valuation and consultancy experience.

We are committed to gaining a comprehensive understanding of our clients business, and the issues affecting it, as we believe this provides the basis for us to solve a wide range of complex property related problems. It is our ability to “think outside the box” and provide innovative solutions, which sets us apart from others.

The people at Property Advisory are renowned for outstanding service, responsiveness and professionalism. The Directors are prepared to refer clients to other service providers if we honestly believe we are not the best people for the job.

CORE COMPETENCIES



Our core competencies can be broadly described as valuation and property consultancy. The combination of our skills and broad range of experience and expertise allows us to effectively apply our valuation and consultancy skills to a diverse range of property, assets and projects in a number of industry sectors.

A selection of the valuation projects and consultancy engagements the team at Property Advisory have worked on are categorised and listed below:

PROPERTY VALUATION

- *Valuation of specialised and infrastructural assets for financial disclosure, pricing and rating purposes.*
 - *Valuation of Christchurch, Wellington, Blenheim, Rarotonga, Aitutak, airport land, buildings and specialised assets,*
 - *Valuation of Transpower New Zealand transmission and substation assets, and*
 - *Valuation of other infrastructural assets including water, waste water and roading assets.*
- *Valuation of rural and forestry land for financial reporting and funding purposes.*
 - *Market value assessments and strategic property advice for Canterbury Grasslands, Synlait, New Zealand Rural Property Trust and Dairy Holdings Limited,*
 - *Market value assessments and strategic property advice to support large scale farm developments,*
 - *Valuation of Ernslaw One, Rayonier, Matariki, Ngai Tahu and Selwyn Plantation Board forestry land assets, and*
 - *Valuation of corporate pastoral and dairy farm property portfolios.*
- *Valuation of specialist broiler and poultry units.*
 - *Market valuations plus insurance assessments and strategic property advice.*
- *Valuation of commercial and industrial property.*

- *Market value assessments for syndication and funding purposes,*
 - *Pre-acquisition due diligence, and*
 - *Valuation for rental assessment purposes.*
- *Valuation of horticultural and viticulture land for development, acquisition, and funding purposes.*
- *Valuation of Felton Road and Mount Edward Vineyard and winery assets,*
 - *Market value assessment of development land for Ngai Tahu,*
 - *Valuation of Landco vineyard assets for financial disclosure and funding purposes, and*
 - *General market valuation assessments for acquisition.*
- *Valuation of commercial, industrial residential and rural residential development land.*
- *Market value assessments for transfer and funding purposes,*
 - *Investment valuations of development land for budgeting / funding purposes ,*
 - *Valuation of industrial land and airport assets for financial disclosure, and*
 - *Valuation of industrial land for rental review purposes.*
- *Rental assessments and valuation of partial interests in land.*
- *Valuation of lessor's and lessee's interests for a range of leasehold land under the Public Bodies Leases Act, Crown Pastoral Leases Act and other private leases,*
 - *Rental assessments for telecommunication and network distribution transmitter sites for Christchurch City Council and BCL, and*
 - *Rental assessments for Environment Canterbury, New Zealand Rural Property Trust and Ngai Tahu involving residential, commercial, industrial and rural land.*
- *Valuation advice for Tenure Review and pastoral lease rental reviews.*
- *Valuation assessments for tenure review negotiations, and*
 - *Rental assessments and valuation reviews for Crown Pastoral Lease land.*

- *Valuation of mineral and water resources.*
 - *Market value appraisals for land / quarry acquisition and financial disclosure (Ravensdown, Road Metals, Rooney Aggregates, and Holcim NZ),*
 - *Market rental and royalty assessments, and*
 - *Valuation of resource consents held for ground water and run of river water resources (Environment Canterbury, Synlait, Grasslands)*

PROPERTY CONSULTANCY

- *Strategic property advice.*
 - *Cost benefit and economic analysis for industrial development land held by Environment Canterbury,*
 - *Development of models used to determine the optimal development mix and investment value of large scale residential, commercial and viticulture assets (Selwyn Plantation Board, Landco and Property Ventures Limited),*
 - *Feasibility analysis and impact assessments for large-scale irrigation and infrastructure developments (Genesis Energy, Harvard University and Synlait), and*
 - *Development of land acquisition strategies for large scale industrial and manufacturing entities (Holcim NZ, Meridian and Synlait).*
- *Valuation methodology and legislation reviews.*
 - *Preparation of valuation guides for airport and infrastructure asset owners (Commerce Commission, Board Of Airline Representatives, Environment Canterbury), and*
 - *Strategic advice on the application of the Rating Powers Act for education facilities, electricity transmission assets, plus airport and port assets.*
- *Compensation advice for the acquisition of land, and interests in land, for infrastructure development.*
 - *Compensation assessments and the development of mitigation agreements for land owners affected by Meridian Energy's Project Aqua,*
 - *Compensation assessments for the acquisition of land by Requiring Authorities for airport expansion projects and road widening,*
 - *Compensation assessment modelling and advice for acquisition of property rights acquired by transport, roading, telecommunication and electricity transmission companies, and*

- *Compensation and mitigation assessments and peer reviews for Local Authority coastal and river flood protection works and flood plain protection mechanisms.*

DUE DILIGENCE

- *Investment analysis and strategic property advice for large scale property acquisition for irrigation scheme development (Harvard University,*
- *Due diligence for large scale forestry land investment, including complex partial interest valuation and scenario analysis (Matariki, Bohui),*
- *Property and enterprise valuation / due diligence for large scale water storage / infrastructure related project (Genesis, Waimakariri Irrigation),*
- *Enterprise valuations and economic analysis for mineral deposits / quarrying interests,*
- *Investment valuation for tourism related property acquisition,*
- *ODRC infrastructure valuation analysis for large scale residential development.*

PERSONAL PROFILES



The company directors are Dougal Smith and Paul Mills. In addition Dave Oxnam, Tom Marks, and Rebecca Turley and Nick Cottam offer consultancy services as part of the Property Advisory team. Property Advisory have extensive property valuation and corporate advisory experience and are registered valuers and members of the Property Institute of New Zealand.

DOUGAL SMITH



EXPERTISE

Dougal is a registered valuer who has considerable experience in valuation and consultancy for entities with specialised assets. The valuation projects and consultancy engagements Dougal has completed in his professional career to date are broadly categorised and listed below;

- *Compensation valuations assessed under the Public Works Act 1980 – road widening, transmission lines, telecommunication, irrigation schemes, easements, stop banks, and airport assets,*
- *Valuation of specialised airport assets for financial disclosure and pricing purposes,*
- *Market valuation and royalty assessments for mineral and water resources,*
- *Valuation of partial interests in land,*
- *Cost allocation modelling for specialist airport assets,*
- *Rating liability studies,*
- *Valuation of investment property – golf course, recreation and other specialist assets,*
- *Valuation of horticulture, poultry, forestry and vineyard assets,*
- *Valuation of residential and industrial block land assets,*
- *Economic and cost benefit analysis for property assets, and*
- *Portfolio valuations for financial reporting and funding purposes.*

QUALIFICATIONS

- *Diploma In Horticultural Management, Dip. Hort; Lincoln College*
- *Bachelor of Commerce, Valuation & Property Management, B.Com, VPM; Lincoln University*
- *Registered Valuer. (Member of the New Zealand Property Institute), MNZPI.*

CAREER SUMMARY

- *Crighton Seed & Associates – Valuer (1997 – 2001)*
- *Crighton Anderson & Associates – Valuer (2002 – 2004)*
- *Property Advisory - Director(2004 – Present)*

PAUL MILLS



EXPERTISE

Paul Mills is a registered valuer who has considerable experience in valuation and consultancy for primary industry entities with rural property. The valuation projects and consultancy engagements Paul has completed in his professional career to date are broadly categorised and listed below;

- *Valuation of rural, viticulture, and forestry land,*
- *Economic and market analysis for rental assessments for rural and forestry land,*
- *Valuation of partial interests in land,*
- *Economic and feasibility analysis for rural and forestry land,*
- *Compensation valuations assessed under the PWA – road widening, transmission lines, easements, and irrigation networks,*
- *Market valuation and rental assessments of water resources, and*
- *Portfolio valuation for financial reporting.*

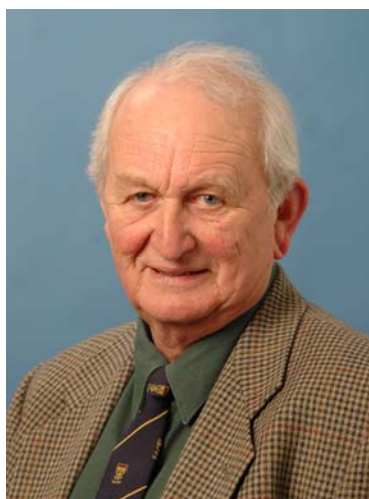
QUALIFICATIONS

- *Diploma In Farm Management, Dip. F.Mgmt ; Lincoln University.*
- *Bachelor of Commerce, Valuation & Farm Management, B.Com (Ag), VFM ; Lincoln University.*
- *Postgraduate Diploma in Commerce, Dip Grad Com ; Lincoln University*
- *Registered Valuer. (Member of the New Zealand Property Institute), MNZPI.*

CAREER SUMMARY

- *Crichton Seed & Associates – Valuer / Financial Analyst (1997 – 2001)*
- *Crichton Anderson & Associates – Valuer / Financial Analyst (2002-2004)*
- *Property Advisory - Director (2004 – Present)*

TOM MARKS



EXPERTISE

Following a career of 48 years, Tom has ceased practicing, but has continued in consultancy capacity with Property Advisory. During his career, Tom has provided valuation advice and consultancy services across a number of the primary industry sectors. He has also been retained to advise on a number of specialist assignments. The valuation projects and consultancy engagements Tom has completed in his professional career to date are broadly categorised and listed below;

- *Compensation valuations assessed under the PWA*
- *Valuation of pastoral, arable, fattening, viticulture, and forestry land,*
- *Valuation of State Owned Enterprise to assess transfer price,*
- *Economic and market analysis for rental assessments for rural and forestry land,*
- *Valuation of partial interests in land, and*
- *Valuation of land for a wide range of statutory purposes.*

QUALIFICATIONS

- *Diploma In Valuation and Farm Management, Dip.VFM; Lincoln University.*
- *Bachelor of Agricultural Commerce, B. Agr Com (Production Economics & Econometrics), Lincoln University.*
- *Member of the North Canterbury Land Valuation Tribunal.*

CAREER SUMMARY

- *Lincoln University (1969 – 1986)*
- *Simes Valuation (1987 – 1994)*
- *Ernst & Young (1995)*
- *Crichton Seed & Associates – Senior Valuer (1996 – 2001)*
- *Sole Practice (2001 – 2004)*
- *Property Advisory - Consultant (2004 – Present)*

DAVE OXNAM



EXPERTISE

Dave is a registered valuer who specialises in rural property valuation. Projects and consultancy engagements that Dave has recently completed include market value assessments for pastoral, cropping and dairy farm enterprises, rural residential small holdings, plus rental reviews, and partial interest assessments.

QUALIFICATIONS

- *Bachelor of Agricultural Commerce, B.Com (Ag); Lincoln University.*
- *Member of the Property Institute of New Zealand Institute*

CAREER SUMMARY

- *Burnett & Associates – (2004- 2005)*
- *Property Advisory – (2005 – Present)*

NICK COTTAM

EXPERTISE

Nick is a recent graduate from Lincoln University who specialises in urban property valuation. Projects and consultancy engagements that Nick has recently completed include market value assessments for residential development land, rural residential small holdings, industrial rental reviews, and compensation assessments

QUALIFICATIONS

- *Bachelor of Commerce, Valuation & Property Management, B.Com, VPM; Lincoln University*
- *Member of the Property Institute of New Zealand.*

CAREER SUMMARY

- *Property Advisory - (2011 – Present)*

REBECCA TURLEY

EXPERTISE

Rebecca is a recent graduate from Lincoln University who specialises in rural property valuation. Projects that Rebecca has recently completed include market value assessments for pastoral, arable, and dairy farm properties and associated consultancy advice.

QUALIFICATIONS

- *Bachelor of Agricultural Commerce, B.Com (Ag); Lincoln University.*
- *Member of the Property Institute of New Zealand.*

CAREER SUMMARY

- *Agribusiness Consultants & Valuers Ltd – (2011)*
- *Property Advisory - (2011 – Present)*

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