

OUR JOB IS NOT SIMPLY ABOUT PROPERTY. IT'S ABOUT RELIABILITY, TRUST AND PARTNERSHIPS.

OUR STORY

We are founded on innovation, teamwork and the delivery of unmatched personal service. Our local standing is built on your trust [in us], our respect [for you] and our support for the community we share.

We have a senior management team with dedicated staff accessible at all times.

OUR PROMISE

To deliver a service that we would wish to receive ourselves.

OUR DELIVERY

Partnership and confidence lie at our very heart.

OUR APPROACH

You'll find we are accessible and ready to offer you simple and straight forward advice. We willingly share our years of expertise and deep local knowledge to help with your investment decisions.

OUR REPUTATION

We're recognised as the market leader on the North Shore. Our continued success is firmly based on positive word-of-mouth recommendations, and people who buy through us generally go on to engage us to manage their investment when they come to sell their property.

OUR HISTORY

Our local roots trace back to 1928. After almost one hundred years' experience, we've learnt a few things about how the property market works and changes. We're here to share those insights and to offer exceptional service in all aspects of your experience with us.





MAXIMISING RETURNS
FOR PROPERTY
INVESTORS.
WE ACCESS THE
BEST INFORMATION
TO HELP SHAPE
OUR ADVICE.

1. The commercial and retail property team have the expertise and resources you need and know how to successfully deliver on your asset.
2. It's taken an investment of time to become an expert, and with almost one hundred years' experience, time has proven our worth and wisdom.
3. Our unique advantage is that we know the people, properties and councils.

We can predict future commercial and retail trends and how they affect and influence the local property market. From inception to completion, we co-ordinate our advice with the necessary professionals, often finding solutions that other agents cannot, be they large or small.





1. Although local to the North Shore, our clients have included broad reaching institutions, property companies, government agencies and overseas investors.
2. We are one of only a handful of agents on the Property Council of Australia's North Shore Office Market Committee.
3. Over recent years we have been requested by the Real Estate Institute of NSW to sit on its Commercial Chapter.
4. We've demonstrated our ability to successfully manage projects varying from small scale to major CBD developments and have acted for: McDonalds Australia, Colonial First State, Coles, Willoughby City Council, The Mirvac Group, Sportsgirl, SAAB Australia, Midas, Toyota Australia, The Gwynvill Group and Transport for NSW.

MANY LANDLORDS
COME TO US THROUGH
RECOMMENDATION;
REPEAT BUSINESS IS
OUR LIFEBLOOD.



OUR TEAM

DARREN MCKEON

Darren is the linchpin of the division, managing the Commercial and Retail Management Department and the seamless support it provides landlords and owners. Darren has been with Shead Property for 17 years and a Principal for 14 years. As a Licensed Property Agent with a Bachelor of Applied Science (Land Economics) Degree, he understands property, its value and potential. He is assisted by a staff of five, all who have a thorough knowledge of tenant requirements, property maintenance and management procedures.

RICK SOMBROEK

Rick is the negotiator of the division, managing the Commercial Leasing and Sales Departments. A Licensed Property Agent, Business Agent, Valuer and Associate of the Australian Property Institute, Rick was a finalist in the Property Institute of NSW "Award for Excellence in Commercial Property2000" and winner of the Property Institute of NSW "Award for Excellence Commercial Sales/Leasing 2004".

MARILYN SORENSEN

Marilyn manages the dollars and cents of the division, maintaining all accounting, record keeping and communication. Having been with us for more than 30 years, Marilyn handles numerous aspects of the business, its computerisation and is a qualified accountant with a Degree in Commerce (University of NSW).

BILL GEROULIS

Bill is a Licensed Real Estate Agent with a Diploma in Business. Bill has been with Shead Property for over 20 years and a Principal for over 14 years. Expert and intimate knowledge of the local retail market is the result of Bill's successes over the years. Bill has built long term relationships with clients who place great trust in him and have the confidence he can deliver the desired results.

DICK CRAMPTON

Dick is the General Manager who oversees all departments. Dick is a Licensed Real Estate Agent and a qualified valuer and an Associate of the Australian Property Institute who has been with Shead Property for over 34 years. Dick's experience spans over all facets of real estate with particular emphasis on retail, commercial, industrial, residential sales, valuation and feasibility analysis.

TESTIMONIALS

FOR ALMOST ONE HUNDRED YEARS, WE'VE BEEN THERE WHEN OUR CUSTOMERS NEEDED HELP OR GUIDANCE. WHEN MANAGING PROPERTIES AND INVESTMENTS, WE'VE ASKED THE RIGHT QUESTIONS AND DELIVERED UNMATCHED PERSONAL SERVICE TO ACHIEVE THEIR GOALS.

"During our 24 year association Shead has acted professionally and consistently supported the varying levels of our association, originally as tenants and subsequently as landlords.

Ten years ago I moved to Queensland and Sheads have continued to demonstrate their ability to adapt to the level of service that best suits our circumstances with commendable flexibility."

Mr Keith Goodsall - Master Lease Properties



TESTIMONIALS

“Mr Bill Geroulis has been assisting Council with the management of Council owned rental and commercial properties for over eight years. At all times Mr Geroulis has carried out his role in a professional and honest manner and his knowledge of the Chatswood market is exceptional. I would recommend Mr Geroulis’ services unreservedly.”

Mr Nick Tobin – Willoughby City Council

“We are property developer and our companies own a mixture of retail, commercial and residential properties. Shead has been our sole property manager in the Chatswood area for nearly twenty years and in this time we have had a high level of tenancy. We have benefited from the fact that Shead is a local agency and is in close touch with council matters and local trends.

We have also appreciated their personalised service and immediate response to any matters that require attention.”

**Carolyn Shih, Director - Hinglong
Pty Ltd, Landhop Pty Ltd**

“Shead have been the managing agents for our office block building ... for many years. During this period they have proven their worth in all areas. They have been responsible for every aspect of maintaining the building, negotiating and renewing the leases and account keeping. I have found their account keeping efficient and easy to understand. I believe they acted in our best interest at all times and on many occasions went beyond our expectations.”

Patti Koolloos – Woden Developments Pty Ltd

“Bill has redefined our expectations of a good commercial property agent. He has demonstrated excellent powers of observation, problem solving capabilities, patience, innovation, technical knowledge and great communication skills at all levels.

I have no hesitation in recommending Bill to any prospective client.”

Mr John Fisher - Transport for NSW





OUR BENEFITS



LEASING AND MARKETING WE HAVE THE KNOW-HOW TO HELP YOU ACHIEVE MAXIMISE RENTAL YIELDS AND MINIMISE RENTAL VOIDS.

OUR BENEFITS

Leasing successfully is all about market knowledge. You need an agent who knows their territory better than anyone and who will invest the time and energy into achieving the desired results. We aim to maximise your investment return.

SERVICES OFFERED

For leasing of vacant space:

- Advising owners of the current market conditions for rental and lease terms
- Marketing and lease negotiations
- Checking references on prospective tenants
- Instructing Solicitors

On expiry of leases:

- Advising owners of the current market conditions for rental and lease terms
- Negotiating lease renewals with tenants
- Instructing Solicitors

All of our landlords benefit from our detailed database that covers the North Shore. This assists in analysing both leasing activity and maintaining transaction records for retail and office space.



PROPERTY MANAGEMENT SERVICES. WE DELIVER A SEAMLESS PROPERTY MANAGEMENT SERVICE WHETHER IT'S ONE PROPERTY OR AN INVESTMENT PORTFOLIO.

We are particularly proud of the volume of repeat business we handle. A large number of landlords come to us through recommendation and our service is so valued that the majority of our associations are maintained on a long term basis.

COLLECTION OF RENTALS

In accordance with their lease conditions, tenants are obliged to pay their rent when due and we offer numerous payment facilities for their convenience.

COLLECTION OF OUTGOINGS

Our system maintains up-to-date accounts of actual outgoings, the increases in accordance with a tenant's lease and payments made by the tenant. Similarly, accounts are maintained on each property detailing expenses paid.

OVERSEE CONTRACTS FOR:

- Security
- Cleaning
- Lifts/escalators
- Essential services
- Workplace health and safety
- Ventilation
- Air conditioning
- Landscaping

LEASE ADMINISTRATION, NEGOTIATIONS AND RENT REVIEWS

- We maintain complete lease records including rental, car parking, outgoings, areas, use and guarantees/bonds (where applicable).
- Maintain an up-to-date tenancy schedule of all tenants.

