



**Preston Rowe Paterson**

Valuation, Advisory & Property Management Intelligence



## Gregory Rowe

### Managing Director

*Real Estate, Asset, Plant & Machinery Valuation*



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## Career Overview

Gregory has extensive experience spanning 40 years across real estate valuation, asset, plant and machinery valuation, portfolio administration, and strategic property consultancy, acting for government agencies, institutional owners, corporates, financiers, insurers and private clients.

His work spans all major asset classes, including commercial office, industrial warehouses and logistics facilities, retail shops and shopping centres, hotel and leisure properties, residential development projects, rural assets and special purpose properties.

A key focus of Gregory's practice is large scale portfolio valuation and administration, where consistency, governance and audit defensibility are critical. He has led valuation and advisory mandates covering multi asset and multi location portfolios, supporting clients with recurring valuation programs, portfolio re measurement, internal governance reporting and strategic asset decision making.

Gregory also has deep experience in insurance valuation, providing advice for replacement cost assessments, risk management, and insurance placement purposes. His work in this area requires a detailed understanding of construction methodology, plant and equipment, depreciation, obsolescence and compliance with insurer and broker requirements.

## Key Expertise

- Asset, Facilities & Property Management
- Property Services Business Management
- Management & Agency
- Leasing & Selling Agency
- Strategic Consultancy
- Valuation for commercial, retail, industrial, plant, machinery, special purpose, investment and development
- Investment & Corporate Real Estate Advisory
- Development, Asset & Property Management Advisory
- Financial Management & Strategic Direction
- Strategic Marketing & Development for Asset Management and Agency

## Education

- Bachelor of Business (Land Economy)

## Memberships & Certifications

- Fellow of the Australian Property Institute
- Certified Practising Valuer
- Certified Practising Valuer (Plant & Machinery)
- Licensed Real Estate Agent No. 250250
- Licensed Strata Manager No. 250250
- Former Member (8 years) - National Educational Committee, Australian Property Institute



## Business, Corporate & Governance

Greg Rowe joined Preston Rowe Paterson in 1991 and continues to be a pivotal figure in the growth of the business today. Since start-up the advisory business has significantly grown from one office to 36 offices nationwide, 4 offices in New Zealand and relationship offices in China (China Appraisal), Japan (Daiwa Real Estate Appraisal), Thailand (Capital and Co.) and the Philippines (Cuervo Appraisal Incorporated).

Outside of Preston Rowe Paterson, Greg maintains an active involvement with the Australian Property Institute and other professional bodies that support the training and development of professional standards within the property industry.

Through his experience in the property industry, Greg has developed comprehensive business, corporate and governance skills which are demonstrated in his role as a Managing Director at Preston Rowe Paterson Sydney.

## Employment History

1991 - Present

### **Preston Rowe Paterson Sydney**

*Managing Director, Special Purpose Property, Asset, Plant & Machinery Valuation*

Greg Rowe is the Managing Director of Preston Rowe Paterson Sydney Pty Limited and is actively involved in the firm's Special Purpose Property, Asset, Plant & Machinery Division. Greg provides valuation advice to the firm's clients in the areas of commercial, retail, industrial, residential and special purpose property, asset, plant, machinery and equipment.

Greg provides valuation and consultancy services to a broad spectrum of clients such as government agencies, large corporations, small enterprises and private individuals. Greg's portfolio features a number of significant and iconic Australian residences including many harbour front and substantial properties. These include The Lodge in Canberra and Kirribilli House on behalf of the Department of the Prime Minister.

Whilst continuing to complete valuation assignments, Greg also specialises in the valuation of special purpose properties including extractive industries, waste recycling, landfills, rural holdings and other unusual or special purpose properties and/ or assets.

As Managing Director, Greg is also responsible for overseeing the day-to-day operations of the company including personnel, operations and finance, and is assisted by the Business Manager. In addition, Greg administers the marketing of his division, in sync with the overall marketing strategy for Preston Rowe Paterson Sydney Pty Limited, and the training and development of staff.

Beyond technical valuation, Gregory is closely involved in the strategic direction, financial management and governance of Preston Rowe Paterson. He has contributed significantly to the firm's national expansion, service diversification and reputation for dealing with complex, high risk and non standard assignments. His leadership reflects a strong emphasis on independence, professional standards and commercially grounded advice that can withstand scrutiny from auditors, regulators, financiers and the courts.



## Employment History

### 1986 - 1991 Colliers International Property Consultants, Sydney

*Valuation, Consultancy & Investment Agency*

From 1986 to 1991, Greg was employed by Colliers International Property Consultants Pty Limited in the Valuation and Investment Divisions. Valuation experience extended to CBD office buildings, hotels, commercial and industrial investments, owner-occupied properties, retail centres, specialised properties and feasibility analysis of projects.

During 1988 and 1989, Greg Rowe was involved on a full-time basis in the sale and leaseback of Commonwealth Bank properties; approximately 150 properties were inspected, marketed and all were sold. Outside of his responsibilities with portfolio auctions, Greg marketed investment properties within the institutional and private investor markets. Greg has gained experience in the Sydney CBD, North Sydney CBD and metropolitan areas.

During this period, Greg obtained considerable experience in computerised spreadsheet modelling, including Discounted Cash Flow analysis and development feasibilities.

## Major Assignments

Property Address / Project	Property Type(s)	Client	Role
Metcash Warehouse, Silverwater	Logistics/ Distribution Centre	State Transit Authority	Valuation and consultancy brief to assist with potential acquisition and use as bus depot.
Clay and Shale Quarry, Elizabeth Drive, Badgerys Creek	Proposed Clay and Shale Quarry and potentially Land Fill at completion of extraction	Private Consortium	Valuation of the quarry based upon experts report as to quantities and types of material, together with the extraction rates, mindful of realistic market absorption.
Detention Centres across Australia including Villawood, Brisbane, Melbourne and Christmas Island	Land, Buildings, Plant and Equipment	Department of Immigration and Citizenship	Valuation of all departmental assets including land, buildings, plant and equipment. With respect to the buildings, these comprise Australia's major detention centres including Christmas Island.
Commercial, Retail, Special Purpose	Office Buildings, Hotels, Marinas, Bridges	Darling Harbour Authority	Valuation of assets for financial reporting purposes representative of leasehold interest and other considerations including relevant to some assets, specialised operational considerations.



## Major Assignments

Property Address / Project	Property Type(s)	Client	Role
Christmas Island, Norfolk Island, Jervis Bay	Land, Buildings, Heritage Buildings, Infrastructure, Plant and Equipment	Department of Regional Australia, Regional Development and Local Government	Valuation of land, buildings, infrastructure, plant and equipment. Valuation of land and buildings relates to Norfolk Island, Government House and other ruins; together with remaining Commonwealth Government land holdings, on Christmas Island land holdings, buildings infrastructure including runways, wharfs, etc. and with respect to Jervis Bay, government owned land, infrastructure and buildings. Cocos Islands are also considered in this assignment.
Parliamentary Triangle and Yarralumla, Canberra, ACT	Open Space, Special Purpose Land, Diplomatic Land, Buildings, Plant and Equipment	National Capital Authority	Valuation of land, buildings, plant and equipment under the control of the National Capital Authority. This included the valuation of various land holdings, including parks, the seabed under Lake Burly Griffin, as well as other special purpose structures, including Scrivener Dam, Anzac Parade and the like.
Cudal, NSW	Winery	Cumulus Wines	Valuation of operational winery comprising land, buildings, plant and equipment. The property comprises land, purpose built winery, tank farm, plant, machinery and equipment.
Molong, NSW	Vineyard	Cumulus Wines	Valuation of approximately 30 clubs across NSW ranging in size from major operations to minor entities including North Ryde RSL Club, Campsie RSL Club, Barooga Sports Club, Sydney Rowing Club etc. The valuations generally comprise land, buildings, plant and equipment.
Alexander Street, Crows Nest	Retail/Car Park	North Sydney Council	Valuation and consultancy advice relevant to joint venture car park and supermarket development on council owned land and Woolworth's owned land.
Cowra, NSW	Industrial and Rural Land	Representing Owner in Litigation	Valuation consideration of former top making plant in Cowra including substantial industrial buildings, office building and curtilage comprising rural land. Valuation considered various impacts on value as a result of possible consents relating to ongoing use, subdivision and the like.
Magenta Shores Golf Club, The Entrance, NSW	Golf Course and associated Facilities	Mirvac Limited	Valuation of golf course and associated facilities comprising clubhouse, tennis courts and the like.
Horizons Golf Course, Salamander Bay, NSW	Golf Course and associated Facilities	Le Mellieur Horizons	Valuation of golf course and associated facilities on a number of bases for expert witness purposes.
Dubbo, NSW	Proposed Resort, Residential Subdivision and Commercial Precinct	Sunvest	Valuation of proposed development of hypothetical basis, opposite Western Plains Zoo as approved by council and subject to major assumptions.
Port Kembla, NSW	Waterfront Land and Facilities	NSW Maritime and Port Kembla Ports Authority	Valuation of outer harbour land for transfer between parties to facilitate the expansion of Port Kembla's outer harbour. The assignment included substantial waterfront land areas, wharfs, jetties and some instances other facilities.



## Major Assignments

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Clifton Avenue, Kemps Creek	Quarry and Land Fill	Mortgagee	Valuation of quarry and land fill for financing purposes.
Cornwallis Lane, Windsor, NSW	Turf Farm	Mortgagee	Valuation of substantial turf farm for mortgage purposes.
Harrington, NSW	Residential Subdivision	Roche Group	Valuation of various stages of Harrington Waters Estate for GST and internal purposes.
Coolangatta, NSW	Major Residential and Commercial Subdivision	Leda Holdings	Valuation of Cobaki Lakes project in Coolangatta, NSW on an englobo basis to access and review statutory valuations.
Albury, NSW	Industrial	Trans Pacific	Valuation of proposed refuse and recycling depot to establish a likely rental value, mindful of nominated assumptions.
Various Exclusive/ Upper End Residential Properties	Residential	Various	Valuation of numerous upper end residential properties within Sydney including harbour front homes and apartments, together with exclusive residential properties in the Eastern Suburbs, Lower North Shore and Upper North Shore.
Various Residential Properties	Residential Homes & Development Sites	Various	Valuation of numerous residential properties throughout the Sydney metropolitan area, together with residential development sites for housing, medium and high density developments.