

Malcolm Collins

Director

Collins & Associates

Email: malcolm@malcolmcollins.com

Phone: Mobile: 0412 47 65 54



Self Storage Valuation & Consultancy Experience:

Malcolm has had ongoing experience in the valuation of self storage facilities and provision of consultancy advice to industry participants for more than 27 years throughout Australia and New Zealand. Clients include major national brands, corporate owners and institutions, banks and individual owners in locations as diverse as small, agent-operated stores in country towns and provincial centres to major inner city and CBD areas.

Malcolm values facilities and provides property advice Nationally. This includes acting for parties in both on- and off-market property transactions, consulting with clients creating new sites, starting new stores or adding to existing ones, undertaking property benchmarking, feasibility assessments and high-level catchment studies, and carrying out property research in locations as follows:

Victoria – Suburban & Country

Multiple CBD, inner urban and outer metropolitan areas and throughout provincial and country Victoria

New South Wales & ACT

Country and provincial NSW, suburban Newcastle, Wollongong and The Illawarra, Sydney-wide suburban and metropolitan locations; the Blue Mountains; the Hunter Valley, and the Central, North and South Coasts.

Collins & Associates (C&A) has valued a majority of the facilities in **Canberra, ACT**.

Queensland

The Greater Brisbane metropolitan area, the South East and Ipswich Corridors, Toowoomba and provincial areas plus the Gold, Sunshine and North Coasts from Airlie Beach, Cairns, Mackay, Rockhampton and Townsville through to Tweed Heads.

South Australia

Adelaide and its metropolitan and outer urban areas from Gawler in the north through to Victor Harbor on the south coast, and Mt Barker, McLaren Vale, Murray Bridge and other provincial locations including Mannum, Whyalla and Port Augusta.

Western Australia & Northern Territory

Over the last 20 years Malcolm has worked throughout the Metropolitan areas of Greater Perth from Bunbury and Albany in the south up to Joondalup and beyond in the north, as well as in the North West of the State.

Property Consultancy | Valuations | Self Storage

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Collins & Associates has valued several **Darwin** facilities, most recently in mid-2019, written about that local market for the SSAA, and valued the major storage properties in **Alice Springs**.

Tasmania

C&A has valued major operators in the Hobart CBD and its metropolitan areas, plus facilities in Launceston, Devonport and the North Coast.

New Zealand

Malcolm undertook the first multiple sites valuations for the Abacus/Storage King portfolio purchase in 2006 and for several National Storage sites when it first entered the market. C&A has maintained contact with and consulted to Association members since that time, completing portfolio and single-property valuations in the North & South Islands, most recently for sale purposes.

Qualifications and Professional Affiliations:

Valuation:

Fellow of the Australian Property Institute (FAPI)

Certified Practising Valuer (CPV)

Registered Valuer Victoria No. 256

President's Panel of Determining Valuers - Victoria

Specialist Retail Valuer - Victoria

Member of the New Zealand Property Institute (MPINZ)

Member of the Royal Institution of Chartered Surveyors (MRICS)

Registered Valuer **as required: within Australia & NZ**

- New South Wales VAL012926
- Queensland 3021
- Western Australia 44447
- Registered Valuer **New Zealand** 3573

Management:

Member of the Australian Institute of Management (AIMM) – now the IML ANZ.

Self Storage:

Service Member of the Self Storage Association of Australasia since 1993

SSAA Board Member/Treasurer: 2012 - 2016

Foundation Member of the Self Storage Association of Asia

Industry Participation

Direct contribution to the Australian Property Institute (API) when it formulated the Guidance Note addressing going concern self storage valuation practice, which has since become the Technical Information Paper (ANZVTIP) No. 5: Valuation of Self Storage Facilities, effective 23 November 2016.

Addressing API and Municipal Group of Valuers members regarding the correct valuation methodology for freehold going concern self storage facilities.

Ongoing industry involvement includes:

Most recently, contributing commentary regarding the COVID19 market we now face via website articles, SSAA and industry webinars and valuer meetings to date.

Personal and Service Membership of the SSAA for more than 27 years and since July 2012, as the specialist Collins & Associates self storage consultancy.

Southern Region Representative through the early 2000's and Service Member Representative on the SSAA Board from 2012 to 2016 and Treasurer from 2014.

Foundation Member of the Self Storage Association of Asia in 2014. Attendance at the SSAAsia Conference in Tokyo in May 2015 including participation on a valuation panel and discussions relating to multiple property markets and IVSC valuation methods, especially regarding leasehold interests. The most recent attendance at the SSAAsia Conference was in Shanghai in May 2019 as a Supplier Member.

Attendance at the Fedessa/SSAUK Conference in Stockholm in October 2014 and participation in a four-valuer panel discussing property market issues and valuation methods in Europe and Australia.

The writing of articles for the industry including *An Overview of the Australasian Market* in 2013 for the SSAA Insider magazine, articles for the SSAAsia In-Store magazine since 2015, occasional pieces for the StorMan Monthly Blog, for merchant banking and institutional clients regarding storage facility operational and finance issues and the general economy as well as for the firm's own website, and self storage valuation commentary at a SSAA Conference plenary session in 2018 on *Valuation, Disruption and Digital Real Estate*.

Regular presentations at industry seminars and continuing discussions with members regarding general and specific self storage and wider valuation matters referencing current economic and market conditions, at Association Quarterly Meetings in all States since the early 2000's (most recently at the Kingscliff NSW meeting in late 2019). I have also presented at Storage King State and National conferences over that same period, and I am a Preferred Valuer with Storage King owners and operators.

Addressing enquiries from interested participants and potential investors and developers in this industry on a regular basis, including consultancy work for owners and investors from local areas, interstate and overseas (eg South Africa, Asia, America, the UK and New Zealand).

Presenting at and hosting Valuation Round Table panel discussions and Q & A sessions at SSAA National Conferences since the late 1990's and being part of Expert Panels at various industry events as the valuer and property consultant member, including meetings and commentaries in 2020.

Liaising with and educating banks and financial institutions around the country regarding self storage as an asset class, including provision of detailed reporting formats to major Bank representatives in New Zealand for valuer benchmarking purposes in early 2011.