



**Malcolm Collins**

**Director**

**Collins & Associates**

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### **Self Storage Valuation & Consultancy Experience:**

I have ongoing experience valuing self storage facilities and providing Director-only consultancy advice to industry participants for some 30 years throughout Australia and New Zealand. Clients include major national brands, corporate owners and institutions, overseas interests, national and State-based banks, and individual owners in locations as diverse as small, agent-operated stores in country towns and provincial centres to major inner city, CBD-fringe, suburban and peri-urban areas.

Collins & Associates (C&A) continues to value facilities and provide property advice to clients Nationally. This includes acting for purchasers or vendors for both on and off-market property transactions; consulting with clients to create, source and/or develop new properties and sites, to commence trading or adding to existing facilities. C&A also undertakes property benchmarking, feasibility assessments, high-level catchment studies in concert with operational experts and carry out property research in locations as diverse as:

#### **Victoria – Suburban & Country**

CBD and multiple inner urban and outer metropolitan/peri-urban 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 has valued a majority of the facilities in **Canberra, ACT** over time, the last in 2022.

#### **Queensland**

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

#### **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.

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### **Western Australia & Northern Territory**

Over the last 23 years I have 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.

Collins & Associates has valued several **Darwin** facilities, most recently in 2022, written about that local market for the SSAA and valued the major storage properties in **Alice Springs**.

### **Tasmania**

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

### **New Zealand**

I undertook the first multiple site valuations for the Storage King portfolio purchase in 2006 and for several National Storage sites when it first entered the market.

I have maintained contact with and consulted to Association members since that time, previously completing portfolio and single-property valuations in both the North & South Islands. Our last valuation was undertaken in Central Otago in 2020 to facilitate a going concern sale for the owner.

### **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)

Registered with the Valuers Registration Board NZ.

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

## **Valuation profession inputs**

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

Addressing Australian Property Institute and Municipal Group Valuer-members over time regarding the correct valuation methodology for freehold going concern self storage facilities.

## **Self storage industry involvement**

Contributing commentary regarding the COVID19 market we have now passed through via website articles, SSAA and industry webinars and valuer meetings.

Personal and Service Membership of the SSAA for more than 28 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 Membership of the Self Storage Association of Asia in 2014. Attendances at SSAAsia Conferences over time most recently in Shanghai in May 2019 as a Supplier Member. I participated in a valuation panel discussing multiple property markets, International valuation methods and leasehold interests in Tokyo.

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 over time for the SSAAsia In-Store magazine since 2015 and occasional pieces for the Sentinel Security, StorMan and StorCo newsletters and monthly blogs. Readers include merchant banking and institutional clients reviewing self storage facility operational and finance issues and the general economy.

The writing of occasional pieces for C&A's website including (for example) a self storage valuation commentary at a SSAA Conference plenary session in 2018 on *Valuation, Disruption and Digital Real Estate*.

Regular presentations for industry-based-webinars, speaking to seminars and discussions with SSAA members regarding general and specific self storage and wider valuation matters referencing economic and market conditions, at Association Quarterly Meetings in all States since the early 2000's.

Presentations at Storage King State and National conferences and nomination as preferred Valuer with Storage King owners and operators in the past.

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 last held in early in 2020, pre COVID.

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.