

# Steve Kingston

National Director - Advisory  
B.Bus (Prop), AAPI, CPP, CPV

**CHARTER.**  
KECK CRAMER



Steve joined Charter in 1996. He has over 16 years' experience within the property sector and is a Certified Property Practitioner member of the Australian Property Institute.

#### Melbourne

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**Leaders in  
Property  
Intelligence.**

Steve provides both formal and informal advice to major financial institutions, lessors and lessees, passive investors, prospective purchasers and vendors, developers and statutory authorities.

Steve specialises in retail and commercial site procurement across the eastern seaboard of Australia, as well as various negotiation/re-negotiation engagements.

### PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Business (Property) - RMIT
- » Associate of the Australian Property Institute - API Member No 62697
- » Certified Property Practitioner - Australian Property Institute
- » Certified Practising Valuer - Australian Property Institute
- » Certificate of Accelerated Business Executive Development - Melbourne Business School
- » Green Star Accredited Professional (course component completed October 2008) - Green Building Council of Australia

### SPECIALISATION

- » Tenant representation / tenant advisory services.
- » Lease negotiation services.
- » Rental Assessments for both tenants and landlords.
- » Rental Submissions to Determining Valuers on tenant's behalf.
- » Accommodation planning & procurement.
- » Investment advice.
- » Development advice.
- » Project management and fit-out co-ordination.
- » Property acquisition services.
- » Property disposal services.

### INDUSTRY EXPERIENCE

#### Landlord & Tenant Occupancy Procurement

#### Office

- » Confidential Melbourne (2012), 6,500 sq.m. - office
- » 200 Queen Street, Melbourne (2012), 800 sq.m. - office

- » Confidential Suburban Location (2012), 20,000 sq.m. - office
- » 96-98 Flinders Street (2012), 2,000 sq.m. - office
- » 293 Camberwell Road, Camberwell (2012), 535 sq.m. - office.
- » 293 Camberwell Road, Camberwell (2011), 2,000 sq.m. - office.
- » 175 Liverpool Street, Sydney (2011), 10,000 sq.m. - office.
- » Confidential New Location, Perth CBD (2011), 15,000 sq.m. - office.
- » Confidential New Location, Sydney CBD (2011), 2,000 sq.m. - office.
- » Central Perth Location, Perth CBD (2011), 300 sq.m. - office.
- » 549 St Kilda Road, Melbourne (2011), 9,500 sq.m. - office.
- » 5 - 7 Parker Street, Footscray (2011), 1,507 sq.m. - office and warehouse.
- » 385 Bourke Street, Melbourne (2011), 1,400 sq.m. - office.
- » 140 William Street, Melbourne (2010), 350 sq.m. - office.
- » 39 Martin Place, Sydney (2010), 200 sq.m. - office.
- » 215 Adelaide Street, Brisbane (2010), 950 sq.m. - office.
- » 50 Pitt Street and 68 Pitt Street, Sydney (2010), 900 sq.m. - office.
- » 355 Spencer Street, Melbourne (2010), 6,800 sq.m. - office.
- » Undisclosed Melbourne Location (2010), 1,600 sq.m. - office.
- » 66 - 80 Collins Street, Tasmania (2009), 7,000 sq.m. - office.
- » Victorian Government, Confidential (2009), 6,200 sq.m. - office.
- » 533 Little Lonsdale Street, Melbourne (2010), 576 sq.m. - office.
- » Melbourne CBD Location, Confidential (2010), 1,255 sq.m. - office.
- » Confidential Client (2009), 13,000 sq.m. - office (advice, strategy and recommendation paper).
- » 325 Flinders Lane, Melbourne (2009), 1,200 sq.m. - office.

- » Various, 204 - 218 Lygon Street, Carlton (2009/10), 8,300 sq.m. - retail/office.
- » Various, 4 - 12 Amsterdam Street, Richmond (2009/10), 2,500 sq.m. - retail/office.
- » 121 King Street, Melbourne (2008), 1,950 sq.m. - office.
- » 360 Collins Street, Melbourne (2008), 615 sq.m. - office.
- » 5 - 7 Parker Street, Footscray (2008 and 2009), 1,507 sq.m. - office.
- » 555 Lonsdale Street, Melbourne (2008), 2,584 sq.m. - office.
- » 390 St Kilda Road, Melbourne (2008), 700 sq.m. - office.
- » 303 Collins Street, Melbourne (2008), 300 sq.m. - office.
- » Top 10 Australian Company, Confidential (2008), 40,000 sq.m. - retail/office.
- » Top 10 Australian Company, Sydney CBD Confidential (2008), 24,000 sq.m. - office.

#### Retail

- » 85 Collins Street (2012), Florist.
- » 470 Collins Street (2012), Pharmacy.
- » 10 Prospect Hill Road, Camberwell (2012), HSBC
- » 85 Collins Street, (2012), Aesop.
- » Southern Cross Pharmacy, (2011/12).
- » \$2 Shop, Southlands (2011/12).
- » 311 - 315 Whitehorse Road, Nunawading, (2010), 2,000 sq.m. - retail.
- » Cut Price Kidshop, (2010), Northlands Shopping Centre and Karringal Shopping Centre.
- » The Athenaeum Club, (2010), MCM Studio, 83 Collins Street, Melbourne.
- » T-Bar - two sites, (2009), Melbourne Central, Melbourne CBD - confidential new store location.
- » \$2 Shop/\$2 Superstore - 2 sites (2008), Westfield Doncaster Shoppingtown and QIC Watergardens Shopping Centre.
- » The Athenaeum Club, (2008), Grima Rolex, 85 Collins Street, Melbourne.

- » Collins Street Pharmacy (2008), 470 Collins Street, Melbourne.
- » Yang Yang Asian Groceries (2007/09), various suburban shopping centre locations.
- » Quiksilver Boardriders Club and Roxy Concept Store:
  - 149 53 Swanston Street, Melbourne.
  - Shop B145, Chadstone Shopping Centre.
  - Shop - 014B, Chadstone Shopping Centre.
  - Smith Street, Collingwood.
- » National convenience store chain:
  - 51 Queen Street, Melbourne.
  - 388-390 Bourke Street, Melbourne.
  - 301 Elizabeth Street, Melbourne.
  - 100 Collins Street, Melbourne.
  - 387-391 Swanston Street, Melbourne.
  - 263 Bourke Street, Melbourne.
  - 43-45 Elizabeth Street, Melbourne.
- » Glasscocks Road, Lyndhurst, (2009), 120 ha. - market garden.

#### Accommodation Planning

- » Victorian Government, Legal Precinct, Melbourne, (2011), 7,000 sq.m. - office.
- » Victorian Government, Ballarat, (2010), 3,500 sq.m. - office.
- » Victorian Government, CBD, (2010), 28,000 sq.m. - office.
- » Victorian Government, Bendigo, (2010), 3,000 sq.m. - office.
- » Mission critical health infrastructure (to be constructed), (2008), 18,000 sq.m. - office.
- » Top 10 Australian Company, (2008), 40,000 sq.m. - retail/office.
- » International company, (confidential), (2008), 6,000 sq.m. - office.

#### Other Property-Related Advice

- » Provided feasibility report and supporting rental and sales analysis for an office building extension to provide premium office accommodation of 5,000 sq.m. (2012).

- » Confidential (2011) accommodation review/research report for a large sporting club including the sourcing of potential sites for a consolidation of divisions to a "super sports centre".
- » Barristers Chambers Limited (2011) research report on all courts; tribunals; solicitors; barristers and other legal land uses within the northern and central sections of the Melbourne CBD.
- » Adviser to Woolworths (2009 - current) on the value of sites and negotiation strategies for the acquisition of properties for its hardware store and new supermarket projects.
- » Minerals and Metals Group, (2010), 7,000 sq.m. Negotiated the payment of outstanding incentive > \$5 million; the assignment of the lease; and the provision of replacement company guarantee.
- » Confidential (2011) Sydney and Melbourne research report for a very large shopping centre owner on rental evidence in other competing shopping centres including all deal specifics with a particular focus on market rental levels and incentives.
- » 7-Eleven Stores (2009) - portfolio review and highest and best use studies for the company owned sites in Victoria and New South Wales.
- » Confidential pre-purchase acquisition and strategy advice (2009/11):
  - 200 Queen Street, Melbourne (2010).
  - 525 Lonsdale Street, Melbourne (2010).
  - Confidential Collins Street, Melbourne (2010).
  - Sunkids, 544 - 546 Collins Street, Melbourne (2010).
- » 41 - 43 Exhibition Street (2009) - proposed office development. Provided valuation/rental advice and feasibility inputs.
- » 11 Australian Airports (2009/10) - project coordinator to complete advice on market lease terms and conditions; market rental advice and negotiation strategy for new purpose built office projects around Australia.

- » Adviser to Harris Scarfe (2009/10) on development/ endorsement of the lease negotiation template, provision of strategy advice in relation to problem sites and research advice on appropriate rent and turnover relationship across the various shopping centre categories across Australia.
- » Grocon (2010) - CUB project office component up to 70,000 sq.m. (2010). Research and advice on size of development; market rental rates; market incentives; outgoings; market yields; emerging office trends and target tenant database establishment.
- » Digital Harbour Holdings, (2009/10). Assisted DHH with negotiations in respect of varying PDA agreement with VicUrban including issues of; greater residential GFA; feasibility analysis; time extensions; stage releases of superlots; car parking; human services requirements and various other confidential matters.
- » Grocon - Scots Church proposed development, 150 Collins Street, Melbourne, (2010), 18,000 sq.m. - office/retail/car parking. Provided advice on the unencumbered land value; on current market rents and incentives; projections based on market growth forecasts; estimates of likely building outgoings; as well as the indicative yield for the project under differing scenarios.
- » Maselco/Sales Force, Swanston Street, Carlton (2010), 2,100 sq.m. - office. Negotiated "make good" termination payment and developed scope of works for the extensive refurbishment of the property.

#### Market Rent Reviews [2010/12]

##### Office

- » 101 Collins Street - 3,99 sq. m.
- » 101 Collins Street - 550 sq.m.
- » 383 King Street - 13,000 sq.m.
- » 121 Exhibition Street - 25,910 sq.m.
- » 658 Church Street - 7,177 sq.m.
- » 101 Collins Street - 3,999 sq.m.
- » 2 Lonsdale Street - 11,600 sq.m.
- » 123 Queen Street - 13,566 sq.m.
- » 33 Exhibition Street - 11,748 sq.m.
- » 670 - 696 Bourke Street - 3,500 sq.m.
- » 360 Collins Street - 900 sq.m.
- » 1 Spring Street - 31,000 sq.m.
- » 360 Elizabeth Street - 8,300 sq.m.

- » 120 Collins Street - 8,000 sq.m.
- » 101 Collins Street - 14,100 sq.m.
- » 120 Collins Street - 550 sq.m.
- » 525 Collins Street - 15,000 sq.m.
- » 90 Collins Street - 7,200 sq.m.
- » 222 Lonsdale Street - 18,000 sq.m.
- » 242 Exhibition Street - 67,000 sq.m.
- » 330 Collins Street - 7,021 sq.m.
- » 200 Lygon Street - 500 sq.m.
- » 550 Lonsdale Street - 3,815 sq.m.
- » 1 Collins Street - 300 sq.m.
- » 2 - 26 Elizabeth Street - 9,127 sq.m.
- » 35 Collins Street - 1,710 sq.m.

##### Retail

- » Lolitta, Melbourne Central.
- » Marcs, Melbourne Central.
- » Cafe Era, Melbourne Central.
- » 7-Eleven, Melbourne Central.
- » 7-Eleven, Hawthorn Road, Caulfield.
- » Bank of Queensland, Bourke Street, Melbourne.
- » Jo-anne Mercer, The Walk Arcade, Melbourne.
- » Canary Club, Melbourne Place, Melbourne.
- » Hairy Canary, Little Collins Street, Melbourne.
- » Witchery, Little Collins Street, Melbourne.
- » Southern Cross Pharmacy, Docklands.
- » 7-Eleven, High Street, Northcote.
- » DOXA, Flinders Street Station, Melbourne.
- » The Welcome Stranger, Melbourne.
- » Café 108, A'Beckett Street, Melbourne.
- » Salvation Army, Nicholson Street, Carlton.
- » Amsterdam Café, Amsterdam Street, Richmond.
- » Equinox Bar, Elizabeth Street, Melbourne.

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