

# Robert Papaleo

National Executive Director - Research  
BPD. (Planning) Hons, B.Bus. (Prop)

**CHARTER.**  
KECK CRAMER



Robert Papaleo joined Charter in 1997 to establish the Research unit and was appointed a Director in 2002. Robert has undertaken major research, advisory and consultancy engagements that have delivered insights to corporate and government Clients across various real estate sectors in all Australian capital cities.

#### Melbourne

Level 19/8 Exhibition Street  
Melbourne Vic 3000

#### Sydney

Level 25/52 Martin Place  
Sydney NSW 2000

#### Direct Telephone

+61 (0) 3 8102 8811

#### Mobile

+61 (0) 418 327 574

#### Email

robert.papaleo@charterkc.com.au

charterkc.com.au

**Leaders in  
Property  
Intelligence.**

Robert has created national databases across the greenfield and apartment markets that monitor market and project performance across Australia.

Robert's diverse experience provides an appreciation of wider demand, supply, policy and industry issues impacting upon real estate markets and property development opportunities.

### PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Planning and Design (Planning) (Hons.) - The University of Melbourne (1994)
- » Bachelor of Business (Property) (Distinction) - RMIT (1998)
- » Member Research Committee - Property Council of Australia (1999 - 2003; 2015 - Present)
- » Member Economic Development Committee - Property Council of Australia (2013 - 2014)
- » Member Residential Developer Committee - Property Council of Australia (2009 - 2010)
- » Member Planning Committee - Property Council of Australia (2006 - 2008)
- » Member of Reference Group - Victorian Retail Planning Policy Review, representative of Property Council of Australia (2007 - 2009)

### SPECIALISATION

#### Discipline Specialisations

- » Property market research.
- » Project assessment and advice.
- » Urban economic and planning policy analysis.
- » Expert witness.

#### Property Sectors Specialisations

- » Mixed use.
- » Apartments and medium density.
- » Greenfield residential estates.
- » Commercial.
- » Infrastructure and urban renewal.

### INDUSTRY EXPERIENCE

A selection of major projects undertaken for Public Sector clients include:

- » Casey Housing Strategy.
- » Metro One Rail (Melbourne) - Assessment of station locations and development opportunities.
- » North-West Rail (Sydney) - Peer review of station precinct development opportunities.
- » Future Housing Supply in Established Areas - Strategic considerations.
- » Industry Liaison - Infrastructure projects.
- » Office Relocation Strategy for State Government Agency - ERC Gateway Business Case Analysis.
- » Review of Central City Accommodation Plan - Victorian State Government.
- » Impact of Global Financial Crisis on Victoria's new housing supply.
- » Urban Renewal Strategy - High Street & Plenty Road (Darebin).
- » Activities Centres: Future Development Opportunities - Residential and Commercial (Dandenong, Box Hill, Footscray Frankston, Ringwood, Glen Waverley, Southland, Moonee Ponds, Coburg, Geelong, Preston).
- » High Rise Public Housing Estates (multiple) - Feasibility Assessment of development options.

A selection of major projects undertaken for Private Sector clients include:

#### Property Research & Strategic Market Analysis

- » Due Diligence and Review of Investment / Development Strategies (several across Melbourne, Sydney, Perth, Adelaide).
- » Identification of Strategic Residential and Mixed Use Landbanking Opportunities.
- » Greenfield Estates - National Submarket and Project Benchmarking.
- » Market Assessments - Opportunities across Commercial, Retail, Hotel & Residential Markets.
- » Identification of Trends in Residential Living Preferences and Development Opportunities.

- » State of Market - Residential Apartments in Melbourne (since 2001).
- » Residential Apartment Development Opportunities Assessments - Melbourne, Sydney, Brisbane, Perth, Adelaide, Canberra.
- » Business and Industrial Parks - Future prospects.
- » Office, Retail and Industrial Property Market Assessments (Melbourne and interstate).
- » Yarraville Gardens (Bradmill site) - Economic Assessment of proposed re-zoning.
- » Cranbourne West Growth Area: Precinct Structure Plan - Assessment of office and industrial development prospects.
- » Nagambie Resort - Proposed Residential and Commercial Development: Economic Impact Assessment.

#### Project Assessments & Advice

- » Identification of development opportunities for major strategic sites.
- » Highest and best use studies (various).
- » CBD and Docklands - Identification of apartment market segment opportunities.
- » Estate One Business Park, Dandenong South - Economic Assessment.
- » University Hill - Development Prospects and Economic Impact Assessment.
- » Travancore Mixed Use Project - Market Assessments and Project Recommendations.
- » Lancaster Gate Neighbourhood Activity Centre - Economic Impact Assessment.
- » Glenferrie Place, Hawthorn - Student Apartments: Demand and Supply Study.
- » Travancore Office Tower Project - Economic Impact Assessment.
- » Cranbourne North Structure Plan - Assessment of Residential Land Market Characteristics.

#### Briefings and Other Presentations

- » Property Council of Australia - Planning Briefings, Market Outlooks, Professional Development Workshops.
- » Urban Development Institute of Australia - Research Briefings, State Conferences.
- » Market and Site Briefings and Workshops for Private and Government Clients.
- » Urban Development Institute of Australia - National Congress .
- » Robert is an active participant across industry associations and frequently provides keynote presentations and media commentary about various residential and commercial property related matters.

#### Expert Witness &

#### Economic Planning Policy Analysis

- » Residential apartments in outer suburban activity centres.
- » Greenfield Land Supply Adequacy Assessment (Sydney).
- » Sanctuary Lakes Shopping Centre - Economic Assessment of Proposed Extension.

## Robert Papaleo

National Executive Director - Research

#### Melbourne

Level 19/8 Exhibition Street  
Melbourne Vic 3000

#### Sydney

Level 25/52 Martin Place  
Sydney NSW 2000

#### Direct Telephone

+61 (0) 3 8102 8811

#### Mobile

+61 (0) 418 327 574

#### Email

robert.papaleo@charterkc.com.au

[charterkc.com.au](http://charterkc.com.au)

**Leaders in  
Property  
Intelligence.**

ADVISORY.  
RESEARCH.  
VALUATIONS.  
PROJECTS.