



National Director | SA, Australia  
Capital Markets

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Level 9  
121 King William Street  
Adelaide, SA  
5000 Australia

### Education or Qualifications

Bachelor of Applied Science in  
Property Resource Management  
(Valuation)

Licensed Land Agent

### Affiliations or Memberships

Real Estate Institute of SA

## Paul van Reesema

### Area of Expertise

Paul has broad based sales and advisory experience spanning 30 years including the full spectrum of commercial, retail, development, hotels and leisure, special purpose, rural and vineyard property.

In recent years Paul has been focused on the institutional and investment grade market.

### Professional Accomplishments

- Awarded Commercial Sales Agent of the Year 2008 from the Real Estate Institute of South Australia.
- Finalist in the Commercial Sales Agent of the Year 2008 Award from the Real Estate Institute of Australia.
- Sold and settled in excess of \$3 billion in property over the past 18 years.
- Colliers International Awards of Excellence recipient.

### Business and educational background

Paul is currently a Director in the Capital Markets team in South Australia. Prior to this he was State Chief Executive and State Director – Sales. Paul was originally recruited by Colliers International in 1993 as a Senior Sales Consultant within the Commercial Retail division.

In 1990, Paul established a private family business, Atlantis Beverages Pty Ltd, principally involved in the packaging and distribution of natural spring water.

In 1987 Paul was recruited by Richard Ellis as a Senior Salesperson within the City Sales & Investments department.

Before his time at Richard Ellis and up until 1986, Paul managed a family grazing property at Bordertown.

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### Representative Clients and Projects

Institutional clients include: Colonial, Investa, Aspen, AMP, ISPT, Kyren Group, Corval, Cromwell, Korda Mentha, Charterhall, Tidswell Funds Management, Dexus, Abacus, Macquarie, Centuria, GDI, Axiom, Australian Unity, Prime Value AM, Challenger, Real I.S. Ag and University of Adelaide

Retail Investments include: Lights Landing and Marina Pier at Holdfast Shores, Unley Shopping Centre, Northpark Shopping Centre, and Castle Plaza Shopping Centre

Car park Investments Include: 42-56 Franklin Street, Frome Street Car Park, Union Street Car Park, Marina Pier Car Park, Vaughan and Palais Car Parks

Portfolio Sales Include: Bank SA Sale & Leaseback Auctions, 25, 7 Eleven properties in a national portfolio, Westpac Sale & Leaseback Portfolio of over 80 properties nationally

Various Wine Industry Properties Sale of a number of Wine Industry properties.

### Major CBD Transaction Summary

Property	Client	Sale/Value
100 King William Street, Adelaide	Quintessential Equity	\$71.5 million
95 Grenfell Street, Adelaide	AEP/Harmony	\$81.35 million
Bunnings Munno Para	Cromwell	\$48.8 million
28 Franklin Street, Adelaide	Darling House Pty Ltd	\$12.185 million
55 Currie Street, Adelaide	Arc Equity	\$148.25 million previously \$81 million
121 King William Street, Adelaide	Charter Hall	\$82.5 million previously \$68.55 million

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## Major CBD Transaction Summary

Property	Client	Sale/Value
77 Grenfell Street, Adelaide	Real I.S	\$103.5 million previously \$91.7 million
431 King William Street, Adelaide	Makris Group	\$43.1 million
Adelaide GPO	Charter Hall	\$20 million
11 Waymouth Street, Adelaide	Dexus/CPPIB	\$202.5 million
45 Pirie St, Adelaide	Corval	\$87 million
264-300 Wakefield Street, Adelaide	264-300 Wakefield Street, Adelaide	\$50 million
City Holden Portfolio	City Holden Group	\$36.5 million
132 Grenfell Street, Adelaide	Tidswell Funds Management	\$13.5 million
233 North Tce, Adelaide	AFL	\$21 million
91 King William St, Adelaide	Abacus	\$88.5 million (50%)
108 North Tce, Adelaide	Dexus	\$486.5 million
100 Waymouth St, Adelaide	Cromwell	\$73 million
45 Grenfell Street, Adelaide	Centuria	\$29 million
1 King William Street, Adelaide	Record Realty	\$38.9 million
25 Grenfell Street, Adelaide	AMP	\$76 million
115 Grenfell Street, Adelaide	Investa	\$41 million
22 King William Street, Adelaide	Macarthur Cook	\$21 million