



TIM JULIAN

Associate Director
Industrial Sales & Leasing Broker
Wellington, New Zealand

Tim commenced work as a valuer upon graduating in 1983. He worked in a range of management roles with Prudential from 1986 finishing as Associate Director-Property in 1995. Development and consultancy 1995/1996 and agency from 1996.

A few of his strengths are:

- Hutt Valley and Industrial sales and leasing
- Negotiation
- Development
- Documentation
- Analysis

He is passionate about achieving results of excellence through executing well thought out marketing strategies in a systematic manner. Gained registration as a valuer in 1987 so has all of the analytical skills of a valuer involving cashflow analysis, discounting and capitalization theory and its application.

Tim has a comprehensive database of tenants and landlords and has managed many developments ranging from hundreds of thousands to the redevelopment of Riccarton Mall with a completion value of over \$100 million.

ACCOMPLISHMENTS

Tim has worked within an institutional investment management environment for 9 years so understands institutional decision making, investment analysis and risk/reward profiles. He also has:

- Multiple developments including a major regional shopping centre
- Established an agency team from scratch to a team of 11
- Numerous leasing and sales transactions since 1985
- Registered as a valuer in 1987

NOTABLE SALES TRANSACTIONS:

26 Logistics Drive (\$11,500,000)
11-13 Gough Street (\$8,105,000)
58-60 Tory Street (\$7,500,000)
26-32 Hautonga Street (\$7,000,000)
Lot 6, 410 Eastern Hutt Road (\$6,320,000)
Lot 111 Thomas Neal Crescent (\$5,123,280)
142 Hutt Park Road (\$5,150,000)
132 Hutt Road (\$4,500,000)
7-9 Parliament Street (\$2,600,000)
401 Hutt Road (\$2,500,000)
140 Hutt Road (\$2,475,000)
226 Cambridge Terrace (\$2,200,000)
1115 High Street (\$1,950,000)
477-495 Hutt Road (\$1,500,000)
Lot 3 Thomas Neal Crescent (\$1,610,000)
29 Wakefield Street (\$1,361,000)
7 Nicolaus Street (\$1,325,000)
2 Broken Hill Road (\$1,200,000)
71 The Esplanade (\$1,100,000)
14 Petone Avenue (\$1,000,000)
Lot 76, 6 George Daniels Drive (\$1,000,000)
Lot 81, 10 George Daniels Drive (1,000,000)
Lot 13,14 Thomas Neal Crescent (\$1,037,500)
181 Rongotai Road (\$980,000)
Unit 2, 4 Glover Street (\$970,000)
17 Wakefield Street (\$900,000)
47 Hutt Road (\$847,500)

25-27 Dante Road (\$760,000)
1 Patricia Grove (\$760,000)
4 Te Puni Street (\$700,000)
2 Du Pont & 15 Thomas Neal (\$585,000)
4 Hollands Crescent (\$520,000)
6 Du Pont Lane Unit 1, \$515,000 Unit 2,3,4,5 \$500,000
12 George Daniels Drive (\$491,175)
10 Cornish Street (\$450,000)
17-21 George Daniels Drive (\$390,000)
17 Dante Road (\$373,885)
7 Dante Road (\$361,000)
9-13 Dante Road (\$337,600)
21-23 Dante Road (\$333,000)
Lot 10,12 Dante Road (\$293,760)
5 Dante Road (\$280,000)
41 Thomas Neal Crescent (\$274,000)
49 Birch Street (\$218,000)
5 George Daniels Drive (\$190,000)
Lot 71 George Daniels Drive (\$150,000)
7 George Daniels Drive (\$150,000)
Lot 9, Dante Road (\$146,575)
Lot 9, 2 George Daniels (\$125,725)
Waikanae Beach Motel

EDUCATION & QUALIFICATIONS

Licensed under REAA 2008
BBS (VPM)

CONTACT DETAILS

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