

Wallum.



Corporate Profile

Introduction

Wallum Partners is a privately owned Australian investment and property development company with over 35 years of experience in the commercial, industrial and residential sectors.

Our company is built on multi-generational values that stand the test of time and we have an enviable track record with a clear vision for the future.

Our mission is to improve property and build long-standing relationships with our partners. This is what we've been doing for decades. We believe in trust and integrity, which are the foundation of every one of our projects.

By combining knowledge, passion and determination we have delivered exceptional solutions across a diverse range of projects within the eastern states of Australia and in the United States of America.

We acquire development sites and commercial assets and add value to these properties by securing approvals, delivering built form, refurbishing and repositioning assets.

We believe every detail matters and we are defined by the quality of our outcomes, for ourselves and our partners.



David Solomon



Simon Heathcote

Who We Are



David Solomon

David has a wealth of experience having developed several significant and complex projects in Sydney and Canberra. David's focus is on high-quality, unique projects, some of which have included early warehouse conversions, commercial strata, bulky goods retail, and high rise apartment and townhouse developments.

Prior to founding Wallum Partners, David ran his own investment and development company. He also spent four years as a senior consultant on the Nishi Project in Canberra's New Action which comprises a 6-Star Green Star office tower, an 800-seat 8 cinema complex, a boutique 5 star hotel and 229 residential apartments. The project has received world-wide acclaim and many Australian and International awards.

David received a BSc (Arch) & BArch in 1978 from the University of Sydney, but decided not to practice architecture in pursuit of running and building his family consumer electronics company. David grew the business to be one of the most successful in Australia following which it was acquired by a publicly listed company.

David maintains a healthy balance between his work, love of cycling, snow skiing and travelling. He also greatly enjoys spending time with his wife and growing extended family.



Simon Heathcote

Simon has a diverse range of experience across a variety of asset classes and markets, making significant contributions to projects delivered in Queensland, New South Wales, Victoria, Tasmania and the ACT. Prior to founding Wallum Partners, Simon operated his own property and investment company which has partnered on and developed over 120 residential homes.

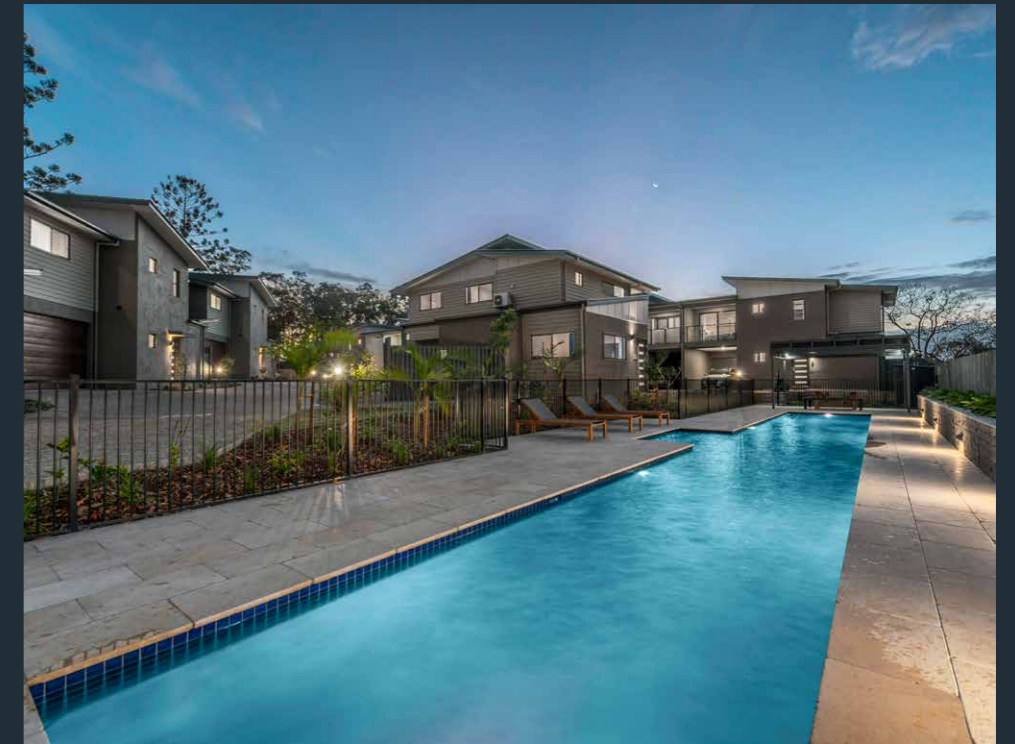
Highly skilled in all facets of property development, Simon has a strong background in asset and investment management undertaking a number of highly successful asset repositions. Prior to establishing his own company, Simon utilised his extensive experience working within organisations including Macquarie Bank, Cromwell Property Group and Marprop Real Estate Partners.

Simon holds a Bachelor of Applied Science (Property Economics) from Queensland University of Technology, gained registration as a property valuer in New South Wales and completed the Company Directors course at the Australian Institute of Company Directors.

A disciplined and experienced professional, Simon possesses the ability to maintain acute attention to detail and sustained focus on key deal parameters, and is well known for consistently delivering outstanding results across all his projects.

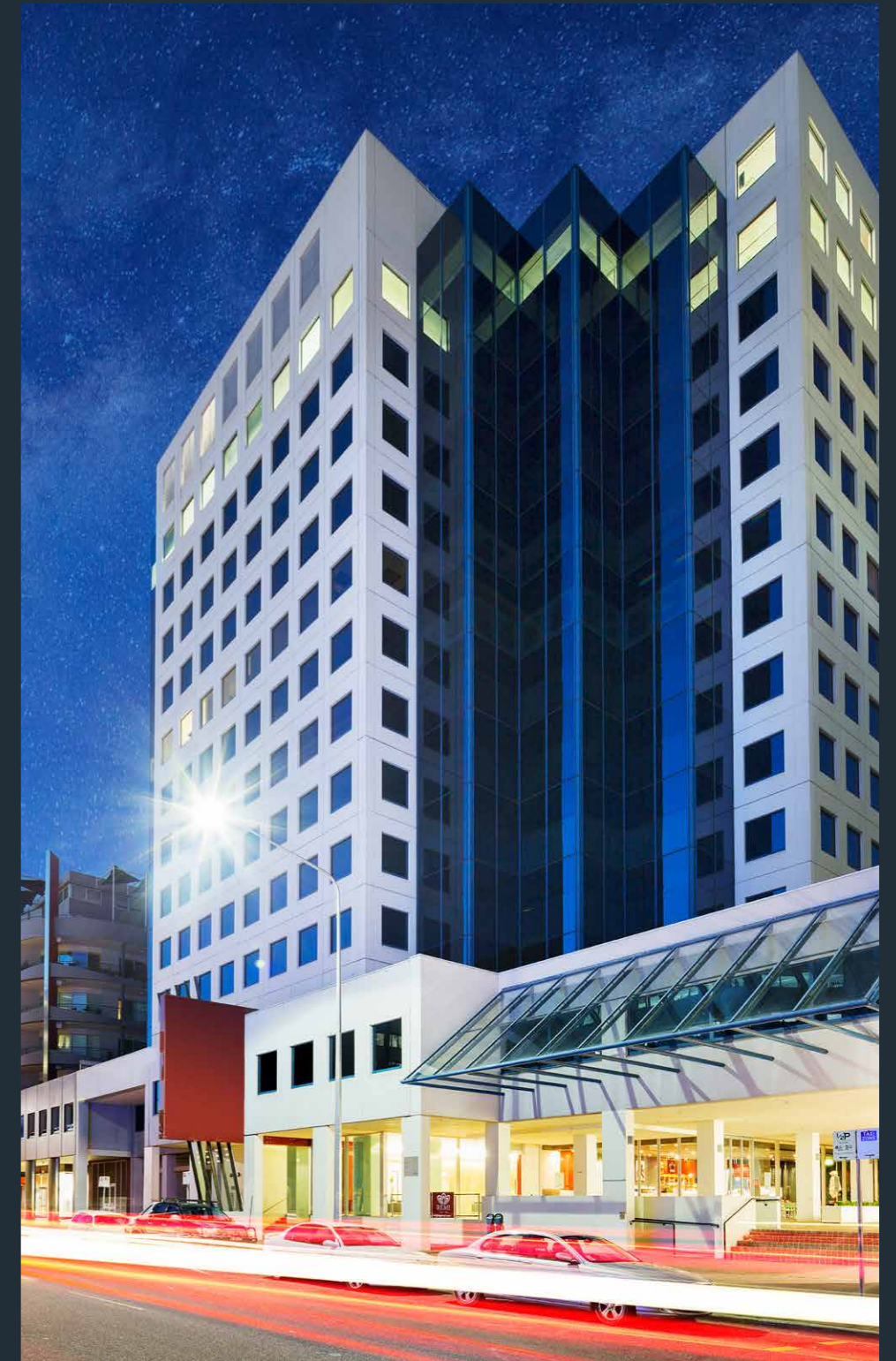
Residential

Wallum Partners understands residential property. We have undertaken warehouse conversions, townhouse projects, apartment towers, mixed-use projects and subdivisions. Wallum has unique and considerable experience in the entire development process.



Commercial

Wallum Partners understands commercial property. We have undertaken multiple asset repositions of office buildings in Canberra and Sydney. Wallum has considerable experience in commercial building delivery, refurbishment, leasing and asset management.



What We Do

Site Acquisition

The directors of Wallum Partners invest considerable time and capital in every project. A significant proportion of Wallum Partners' activity involves acquiring properties that we understand have potential for alternate or improved uses.

We buy property from owners actively marketing their real estate and we deal in off market scenarios. We also collaborate with partners to provide solutions enabling them to maximise the value of their landholding.

After decades in property development, the directors of Wallum Partners have never failed to complete the purchase of a property once that property has been contracted.

We acquire and partner on development sites and commercial assets. We understand being both a vendor and a purchaser and the need for straightforward talk and action during the acquisition or disposal phases.

If you are looking to sell an asset and you want to deal directly with Wallum Partners, we will keep you informed at all times and we will follow through on our promises.

Alternate Investments

Wallum Partners invest directly in non-traditional property projects that meet our commercial performance hurdles and ethical standards. This includes projects within the agricultural and tourism sectors.

Residential Product

At Wallum Partners, every project starts with site selection and every development we undertake is built on land that is well positioned.

We work closely with some of the best consultants in Australia to envisage a future for each project. We design homes with deliberate care and understanding, taking the time to get the details right.

We aim, in every project, to deliver homes that exceed the expectations of our purchasers by ensuring our properties are superior to those we compete with in the marketplace. This is our promise.

Commercial Product

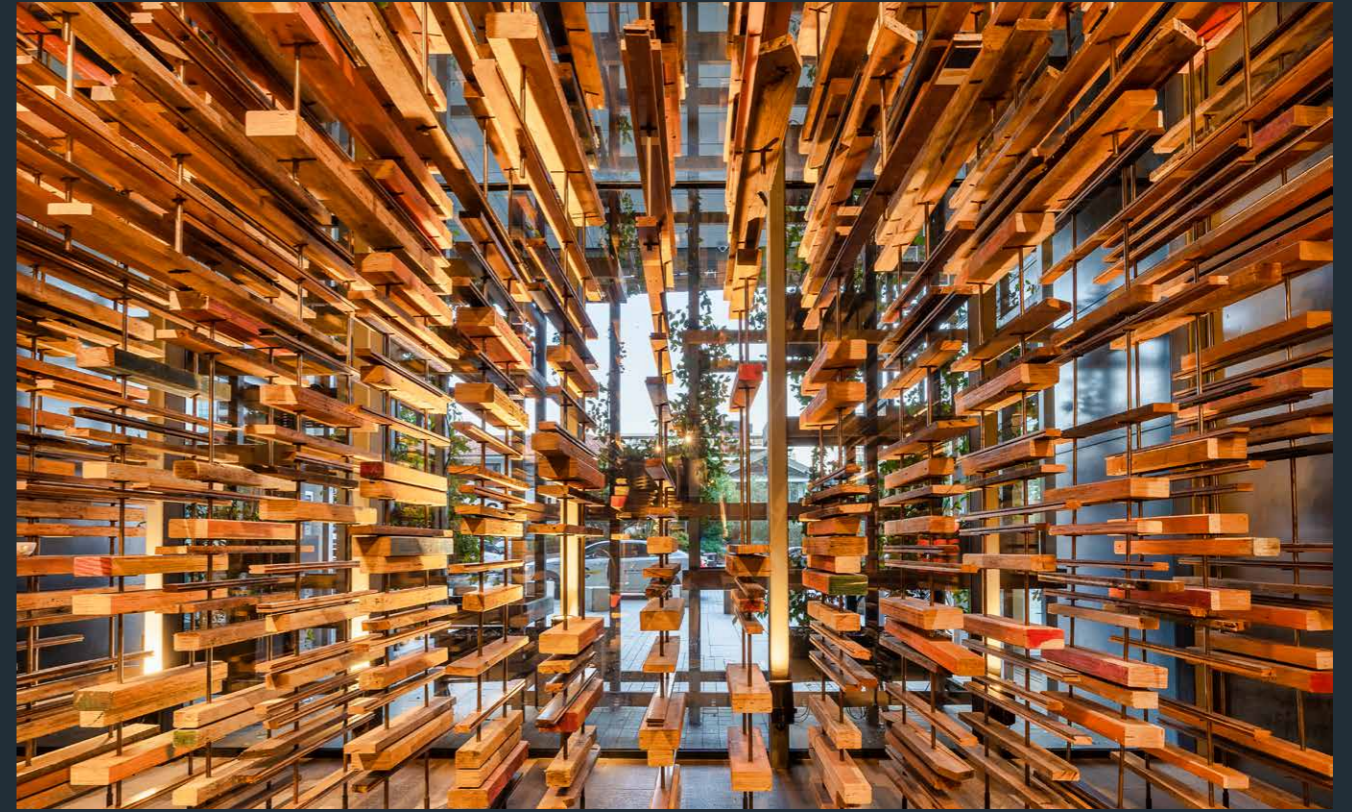
The team at Wallum Partners have been developing commercial property since the 1980s. Delivering high quality solutions in the commercial sector remains a core focus of the business.

Drawing on our extensive experience across the office, retail, industrial, hotel and leisure markets, Wallum Partners is well positioned to identify, reposition and deliver outstanding commercial property.

Our intent is to deliver working environments and commercial real estate that define what is possible in all market segments.



References



Site Vendor

John Francis

“These guys are easy to deal with. They talk straight and follow through on their promises. Our property sale was subject to Wallum Partners getting development approval from Council which they did without fuss. They kept me up to speed on the progress at Council and when payment was due it landed in our account. We’ve sold a few development sites over the years and these are the type of guys we like selling to.”

Financier

Westpac Banking Corporation

“As project financiers we have worked closely with both David Solomon and Marcel Russ throughout the development of their project. We also work with these gentlemen in capacity as lender for their pipeline of development projects and can confirm that project delivery has occurred without incident and without cost overruns. These are the type of customers the bank seeks out to do business with. Both Mr Russ and Mr Solomon have been honest and straightforward in all their dealings with us and have proven to be highly capable of delivering quality townhouses to the market.”

Thynne + Macartney

Sue Maxwell (Partner)

“Thynne + Macartney has provided legal advice to the directors of Wallum Partners for over a decade. Together, we have worked on numerous property transactions and development projects in Queensland. During this time, I have found these gentlemen to be professional, courteous and honest.”

Residential Buyer

S & A Clement

“Our off the plan purchase has been a great experience. The use of quality materials internally and externally is evident and the workmanship is outstanding. Moving through the living spaces and bedrooms revealed exceptional design, it is a lovely home. High quality appliances and fittings are everywhere and work well with the colour scheme. The attention to detail is impressive from the lighting to the landscaping and also in the communal areas. The pool area is especially lovely with the limestone tiles and carefully planted landscaping. The developer made everything easy and I will definitely be buying a second property from them.”

Residential Buyer

J Batista

“The developer made us promises and delivered on all of them. Ongoing support after settlement has been excellent.”

Site Vendor

Col Ivey

“We sold our family home on acreage to Marcel Russ after our children had grown up and moved out. It was an emotional time but Marcel and the team were professional, honest and good to deal with. We remained living there whilst they worked on a development approval through council which at times was difficult due to certain neighbours, but the developers got it all over the line. After the sale had gone though, the guys allowed us to remain living in the home rent free while we decided on buying a new home. In my experience, these are decent gentlemen to deal with.”

Residential Buyer

A Hardwick

“The quality of the construction and internal finish is outstanding. The developer has provided a great investment for me.”

Architectural Firm

Fender Katsalidis

“We have collaborated with David Solomon and the team from Wallum Partners on landmark award-winning projects, and we have always been impressed by the absolute commitment to quality and great design. David brings an intense focus to the fine details that elevate projects to the extraordinary. We wish you all the best for the future and look forward to the opportunity to work together on some new projects.”

Site Vendor

Barbara Eversen

“I sold my home to Wallum Partners and they acquired a neighbouring property also. It was a tough decision to sell, but the guys were honest with me in all their dealings. They kept me informed of progress at Council while they got the necessary approvals in place to enable settlement. It was hard to think of my home as a development site, but in the end, development was going on all around me and it made sense to sell. I’m glad I sold it to Wallum Partners. Years after the sale of my home, they even gave me valuable advice on the sale of another commercial property I owned. I would highly recommend dealing with these developers if you are selling.”

Contact

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