



**Randal Wilson**  
Company Director  
Licenced Real Estate Agent

# RANDAL WILSON

## 'FAST FACTS'

### Experience

- From 1982 – Commercial Leasing Consultant - Richard Ellis Pty Ltd
- From 1984 – Retail Leasing Consultant - Baillieu Knight Frank Pty Ltd
- From 1986 – Project Marketing Consultant - Ray White Project Marketing Pty Ltd
- From 1987 – Special Projects Manager - Richard Ellis Pty Ltd
- From 1989 – Director - Elders Real Estate Brisbane Commercial Pty Ltd
- From 1991 to 2001 – International Sales Manager - QM Properties
- June 2015 to present – Established group of companies specialising in sales, marketing, underwriting and development of Real Estate and Retail Franchises

### Major Achievements

- 1985 – Negotiated largest Retail Lease to that date in Brisbane CBD Mall.
- 1986 – Negotiated largest Industrial Lease to that date in Brisbane.
- 1986 to 1991 – Sold and settled \$600 million worth of Real Estate in the mid to late 80s including the following -
  - Sale of Sanctuary Cove \$341 million - largest single property price achieved for a non CBD location at the time (team of 3 operatives at Richard Ellis)
  - Cavill Avenue Site - amalgamated the site for \$40 million (13 vendors) and then achieved \$65 million for sale of the site to a Japanese consortium 3 months later netting vendor \$24 million

## 1986 to 1991 *(cont'd)*

- Fisherman's Wharf Site - vendor achieved \$25 million
- Sale of Wanless Group of Companies - value for business in excess of \$8 million
- Sale of Wilson Group Building Operation - sold the business for \$2.5 million.
- **1991 to 2011** – Joined the QM Properties Group and established an international marketing and sales operation coordinating the sale of over 700 residential transactions.
- **Late 1990's** – Successfully negotiated the underwriting, marketing, sale and settlement of 300 student units (Sydney Campus Apartments) - approximate value \$60 million thus generating a profit of approximately \$9 million for the joint venture.
- **Then again in 1998**, duplicated the opportunity in Brisbane and Melbourne with the underwriting, marketing, sale and settlement of 250 student units (Brisbane Campus Apartments) - approximate value \$30 million thus generating a profit of approximately \$4 million for the joint venture - *and* - 80 student units (Melbourne Campus Apartments) - approximate value \$20 million thus generating a profit of approximately \$1.5 million for the joint venture.
- **2001** – Consulted to the Ingles Group and successfully packaged, marketed and sold over \$20 million worth of Golf Course Residential 'House and Land' Packages at Ingle Tee Trees Golf Course estate and minor projects in the Ipswich area.
- **2002** – Consulted to QM Properties and coordinated the resale of 80 student units in Sydney and Melbourne to the value of \$20 million. Also packaged, marketed and sold over 60 Integrated Tourist Resort blocks of land at the Golf & Ski Resort at Kooralbyn Valley, South West of Brisbane.
- **2002 to mid 2004** – Entered joint ventures and conducted several underwriting arrangements for 16 blocks in Bellbowrie , 20 blocks in Durack, 14 blocks in Carindale , 16 blocks in Morayfield and 8 units in Fortitude Valley.
- **Late 2004 to 2005** – Consulted to the Dixon Partners Group on residential sales and project marketing.
- **2006 to date** – Regular ongoing consultation to FTI Consulting (formerly known as Korda Mentha Qld) for Property Development Company Work-outs.
- **2008 to 2009** – Consulted to Retail Franchise Groups nationwide for multiple brands.
- **2009 to date** – Marketing and sales consultation to Eureka Group Holdings Limited for 'Over 55's Units'.

- **2010 to 2012** – Marketing and sales of Multiple Town House Projects for AR Developments including establishment and nurturing of the Internal Sales Operation from a low base. The group turnover increased from 35 settlements per year to 80+ per year during this tenure.
- **2013 to 2015** – Due diligence, acquisition and re-launching of 'Evvien' Residential Apartments Complex (117 Flockton Street, Everton Park) from a Marketing, Sales, Property Management and Caretaking perspective. Over 18 months, converted \$25 million to a gross realisation / settlements of \$40 million (approximately 75 settlements) plus obtaining approval for the balance of the site to be developed with another 115 apartments. Also purchased the Management Rights for Evvien.
- **July 2014 to May 2015** – Underwriting, marketing, sale and settlement coordination of 38 'House and Land' packages in Weipa of which the homes are being leased to Rio Tinto.
- **June 2015 to present** – Continuing and expanding Randal Wilson Project Marketing.
- **Special projects** – Seeking residential projects for Joint Venture between Nomad Building Solutions Limited and Bloomer Constructions involving equity input, civil and residential construction, finance, marketing, sales and settlement.

## Areas of Expertise

- Over 30 years of selling and marketing experience across the full range of residential, commercial, industrial, tourism, hotel, rural and broad acre real estate products and business - price range of stock / businesses marketed and sold ranging from \$50,000 to \$350 million in Queensland, New South Wales, Victoria, South Australia and Western Australia
- Comprehensive network of marketing connections in local, interstate and international locations
- Full comprehension and experience in every element of Project Marketing and Sales Strategy
- Expertise in marketing unusual and unique resort / residential projects
- Work-outs and packaging specialist