

CAPABILITY STATEMENT

allardshelton



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DISCLAIMER



FOREWORD

Allard Shelton proudly stands as one of the real estate industry's longest established, Australian owned commercial property firms.

At Allard Shelton, our people are our strength. We succeed and so do you because we have astute thinkers that are ingrained in the industry and powered by market knowledge.

Our ability to assess opportunities efficiently and effectively is what we do incredibly well. We direct campaigns for sales and leasing using a level of understanding and professionalism that maximises your outcome.

Recognised as one of Melbourne's most established and successful commercial property firms, we enjoy a positive reputation as the metropolitan area's most trusted advisors. The way we operate is highly dependent on good business relationships, transparency and trust. We hold ourselves accountable to the highest standards in all our undertakings.

COMPANY OVERVIEW

Allard Shelton has a long association with the business community of Victoria, dating back to its **origin in 1884** when Keogh & Allard Pty Ltd was first established.

No other commercial real estate firm boasts Allard Shelton's rich history and connection to Melbourne.

Celebrated leaders in the real estate industry, current directors Joseph Walton & Patrick Barnes, along with the firms long legacy of industry greats including; Gordon Allard, Arthur Baillieu, Jim Allard and Bill Shelton, have made enduring contributions to the firm over its storied history.

We are proud of over 140 years of success in Real Estate, incorporating sound professional advice and a strong reputation of independence and reliability.

Allard Shelton specialises in Commercial Real Estate Sales, Leasing and Property Management services across greater Metropolitan Melbourne and into many of Victoria's regional cities (including Geelong & Ballarat).

Our expertise and services cover:

- Retail, industrial, office, warehouse and development advice
- Sales, leasing and property management
- Auctions and valuation services
- Commercial property advisory and consulting services
- Commercial property investment strategy and asset management
- Syndication advice and assessment

Our team of professionals are focused on identifying and delivering best possible outcomes for our clients, always.





OUR VALUES

We conduct our business and consistently demonstrate behaviours which are in-line with our values;

- **RESPECT**
- **POSITIVE / WINNING ATTITUDE**
- **PERSEVERANCE**
- **EXCELLENCE**
- **LEADERSHIP**
- **TRUST**

In addition we observe, acknowledge and award our staff with these behaviours in mind – they are not just lip service – we live and breathe them.

OUR VISION

What We Aspire To Be.

The most professional & respected real estate business in the country, known for delivering excellent client experiences and results.

OUR PURPOSE

Identifying and delivering best outcomes, always!

OUR SERVICES

- SALES & LEASING
- PROPERTY MANAGEMENT
- ACQUISITIONS & CONSULTANCY



SALES & LEASING

Allard Shelton deliver high-performance sales and leasing services across office, retail, industrial, and mixed-use assets. We work with property owners, investors, landlords, and tenants to unlock asset value, maximise occupancy, and drive transaction outcomes across both metropolitan and fringe markets.

With deep market knowledge, strong industry relationships and a proven track record, we help clients move fast and make informed decisions in a competitive, ever-shifting market.

Commercial Leasing Services

- Asset positioning and leasing strategy
- Market rent reviews and lease negotiations
- Tenant sourcing and screening
- Lease renewals and re-lets

Commercial Property Sales

- Off-market and public campaign sales
- Buyer targeting and deal structuring
- Investment sales, vacant possession, and strata-titled assets
- Vendor advocacy and divestment strategy

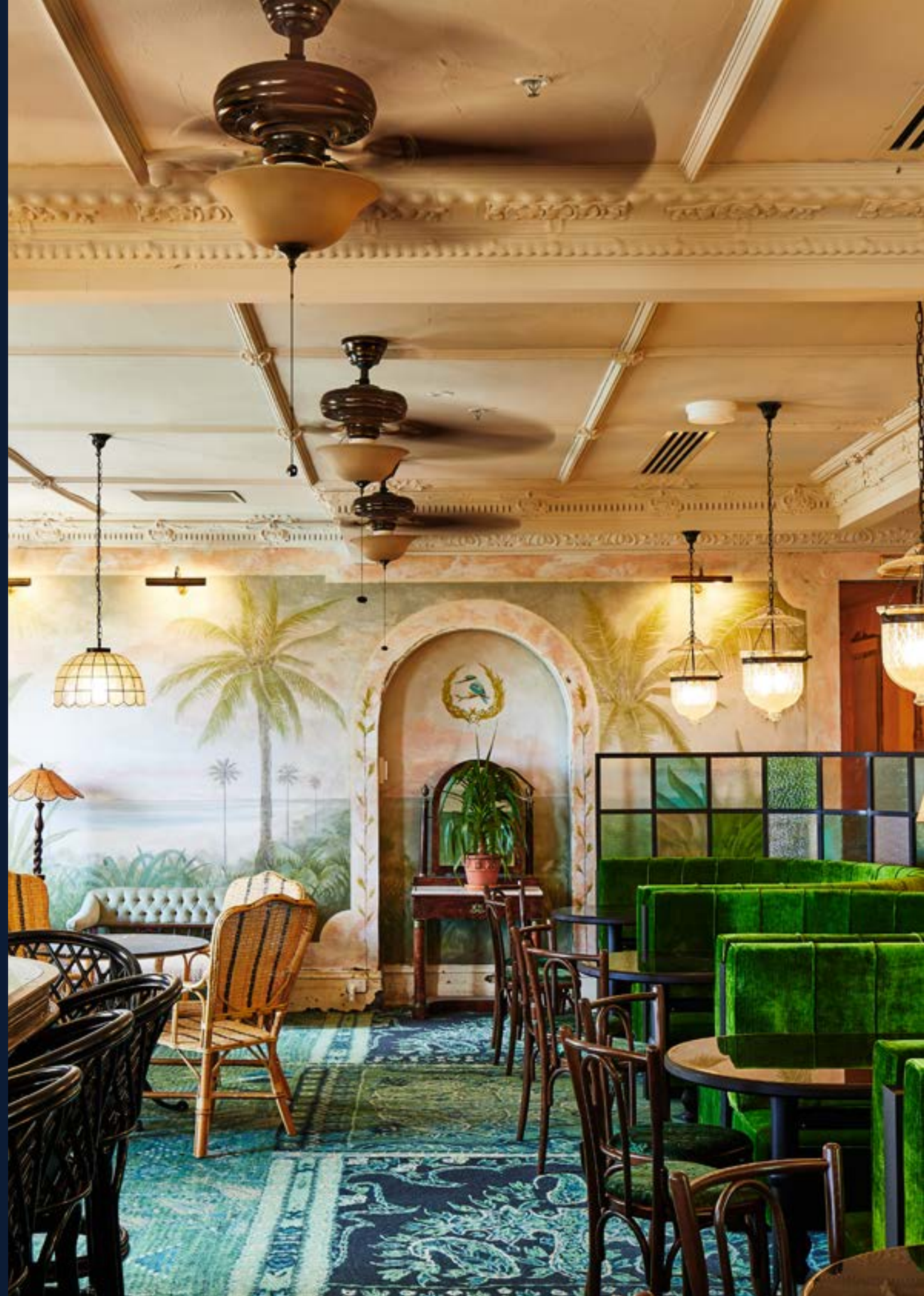
ACQUISITIONS & CONSULTANCY

With over 140 years of experience in real estate agency practice, Allard Shelton is the trusted choice for astute investors seeking expert guidance in property investment.

Our accomplished team has successfully managed the sale and acquisition of a diverse range of properties on behalf of private companies, government authorities, institutional groups, trust funds, and private individuals.

Our deep market knowledge, long-standing industry relationships, and insight into emerging opportunities form the foundation of our success—success that we share with our clients through strategic planning and informed, results-driven decision-making.

We pride ourselves on delivering tailored, results-driven real estate solutions that create long-term value for our clients. Every engagement is guided by integrity, professionalism, and a deep commitment to achieving the best possible outcomes.



PROPERTY MANAGEMENT

At Allard Shelton, we understand that effective property management is about more than just maintaining buildings — it's about maximising profitability, protecting asset value, and fostering strong, long-term relationships between landlords and tenants.

Our experienced property management team delivers a comprehensive service that goes beyond day-to-day operations. We take a proactive approach to ensuring every property under our care performs at its best, whether through strategic rent reviews, attentive maintenance, or efficient handling of owners corporation matters.

By combining industry expertise with a commitment to personalised service, we create stability and confidence for landlords while providing tenants with a positive experience that encourages retention and long-term occupancy. This approach safeguards your investment, reduces risk, and optimises returns over the life of your asset.

OUR CAPABILITIES:

Asset Protection & Value Maximisation
Proactive strategies to maintain and grow the value of your property.

Tenant Relationship Management
Fostering positive, long-term landlord–tenant partnerships.

Owners Corporation Management
Oversight of compliance, meetings, and administration.

Rent Reviews & Lease Negotiations
Ensuring returns are optimised in line with market conditions.

Maintenance & Repairs Coordination
Timely, cost-effective upkeep to protect your asset.

Financial Management & Reporting
Transparent accounting, budgeting, and forecasting.

Risk & Compliance Oversight
Ensuring all statutory, safety, and regulatory obligations are met.

Tailored Service Delivery
Customised solutions to meet the unique needs of each property and landlord



SV International NETWORK X allardshelton

A unique marketing opportunity when selling your properties.

Expose your properties to an international investor audience of property-focused subscribers.

Our agency membership of the SV International Network offers an unrivalled and enhanced marketing reach when selling your properties.

With exposure to a growing network including the following countries:

- Northern Ireland
- Switzerland
- Ireland
- South Africa
- Scotland
- Monaco
- Turkey
- United States of America
- Hong Kong
- Cyprus
- England & Wales
- Australia

CORE COMPETENCIES

CLIENT FOCUS:	**We are always client focused and driven by client needs.**
CUSTOMER INTIMACY:	**We listen and strive to provide customised solutions by understanding our clients' individual needs and building deep, trusted relationships.**
EFFICIENCY:	**We are good at process management which streamlines processes and anticipates problems which prevents delays, errors and costs.**
EXECUTION:	**We execute our strategy with high performance and passion. We do what we say we will do.**
SKILLS:	**Our people have the skills, qualifications, and industry knowledge to deliver high-quality outcomes across all aspects of commercial real estate**
COLLABORATION:	**We work effectively as a team and share knowledge, insights, and expertise across departments to ensure clients receive the full strength of our collective capability**
SPEED & FLEXIBILITY:	**We make important decisions fast. That is the beauty of being boutique, we are agile and can act quickly when opportunities or risks emerge**
INNOVATION:	**Innovation is critical. We are constantly adapting our services to stay relevant, competitive, and strategic to meet the needs of our clients and the marketplace**

OUR CLIENTS

Allard Shelton has a proud and longstanding history of representing a diverse range of clients across the public, private, and not-for-profit sectors.

Our past clients include:

- Wintringham
- Guides Victoria
- Parks Victoria
- RACV
- Telstra
- Department of Treasury and Finance
- St Vincent's Hospital
- ANZ Trustees

AWARDS

2025 REIV Awards for Excellence

Winner: **Commercial & Industrial Marketing – Best Sales Campaign (Small Agency)**
For 2 Eaton Mall, Oakleigh

Winner: **Commercial & Industrial Marketing – Best Leasing Campaign (Small Agency)**
For 182-184 Smith Street, Collingwood

Finalist: **Commercial & Industrial Marketing – Best Sales Campaign (Small Agency)**
For 173-175 Carinish Road, Clayton
For 13-33 Hartley Street, Docklands
For 25 McKenzie Street & 1 Murray Street, Wonthaggi

Finalist: **Commercial & Industrial Marketing – Best Leasing Campaign (Small Agency)**
For Shop 2B, 37 Swanston Street, Melbourne
For 1162 High Street, Armadale

2023 REIV Awards for Excellence

Winner: **Specialised Property - Best Sales Campaign**
For Hotel Esplanade – 11 The Esplanade, St Kilda

Finalist: **Development - Budget under $20,000**
For 9 Ross Smith Ave W, Frankston

Finalist: **Office - Budget under $20,000**
For 15 & 17 Bedford Street, Collingwood

2022 REIV Awards for Excellence

Finalist: **Industrial – Budget under $15,000**
For 505 Warrigal Road, Moorabbin

2021 REIV Awards for Excellence

Finalist: **Development - Budget under $20,000**
For 7 Wightman Street, Footscray

Finalist: **Development – Budget over $20,000**
For 7, 9, 11-15 Fitzroy St, St Kilda

Finalist: **Specialised Property**
For 74 Armstrong St, Middle Park

Finalist: **Industrial - Budget under $15,000**
For 1 Bibby Crt, Moorabbin

Finalist: **Retail - Budget under $15,000**
For 425 High Street, Preston

Finalist: **Best Campaign by a Medium Agency**
74 Armstrong St, Middle Park

2020 REIV Awards for Excellence

Winner: **Best Sale Campaign by a Medium Agency**
For 4 Birchwood Drive, Mooroolbark

Winner: **Best Development Site Budget over $20,000**
For the EOI Campaign of 4 Birchwood Drive, Mooroolbark

Finalist: **Commercial & Industrial Gold Award for Overall Marketing Excellence**

Finalist: **Best Sale Campaign by a Small Agency**
For 61-65 Victoria Parade, Collingwood

Finalist: **Best Specialised Property**
For 61-65 Victoria Parade, Collingwood

Finalist: **Best Retail Sale Campaign Budget under $15,000**
60 Ferguson Street & 3 Cox's Garden, Williamstown



Melbourne
The Block Arcade

Tenancies: 138

Annual Income: $10,248,426

Tenants Include: L'Occitane, Keshett Jewellery, Seiko, Oris, Haigh's Chocolates, AOA



Camberwell
Camberwell Place

Tenancies: 35

Annual Income: $6,466,644

Tenants Include: Coles Supermarket, Goodlife, JB Hi-Fi, Bakers Delight, Boost, Liquorland



Melbourne
253–267 Bourke Street

Tenancies: 20

Annual Income: $5,164,600

Tenants Include: Optus, 7Eleven, Vodaphone, Metro Hobbies



Melbourne, 37 Swanston St
Nicholas Building

Tenancies: 119

Annual Income: $5,128,311

Tenants Include: 7Eleven, Subway, Sushi Hub, Cathedral Coffee, RetroStar Vintage Clothing, Arthur Daley's



Melbourne, 253 Flinders Ln
& 26–44 Degraves Street

Tenancies: 17

Annual Income: $4,667,035

Tenants Include: Koko Black, Cafe Andiamo, Oakberry Acai, Piccolina Gelateria, CAE



St Kilda, Hotel Esplanade
11 & 12 The Esplanade

Tenancies: 1

Annual Income: $4,055,777

Tenants Include: Australian Venue Company



Melbourne
267 Collins Street

Tenancies: 20

Annual Income: $3,330,203

Tenants Include: Tiffany & Co, MyConnect, Collins Street Medical Centre



Frankston
20–24 McMahons Road

Tenancies: 7

Annual Income: $3,076,566

Tenants Include: JB Hi-Fi, Kathmandu, BCF, Beacon Lighting & Supercheap Auto

MANAGEMENT PROPERTIES



St Kilda, The Prince Hotel
2 Acland Street

Tenancies: 5

Annual Income: $2,323,837

Tenants Include: The Prince Hotel, Sebby's Scrolls



Melbourne
104–110 Elizabeth Street

Tenancies: 4

Annual Income: $1,359,764

Tenants Include: Amore Pacific, Integrated Group Services, Platypus



Camberwell
761–767 Burke Road

Tenancies: 4

Annual Income: $1,066,754

Tenants Include: Kathmandu, Dyson, Chocolate Box, Kokoro



Melbourne
176–180 Collins Street

Tenancies: 10

Annual Income: $1,040,743

Tenants Include: Rakis on Collins, Time+Tide Watches, Principle Four Osteopathy

RECENT LEASING RESULTS



Melbourne
Part Lv 3, 255 Bourke St

Leased to: Happy Dentistry
Term: 10 years Rent: $160,000*



South Yarra
250 Toorak Road

Leased to: Noodle Delight
Term: 10 years Rent: $90,000*



Prahran
461 High Street

Leased to: Sama Rugs
Term: 2 years Rent: $40,000*



Prahran
Level 1, 85 Chapel Street

Leased to: Intellectual Horsepower
Term: 3 years Rent: $55,460*



Preston
N25, Preston Market

Leased to: Wonder Pies
Term: 4 years Rent: $25,000*



Melbourne
Shop 18, The Block Arcade

Leased to: Alpaca Bella
Term: 5 years Rent: $125,000*



Armadale
Suite 1, Lv1, 724–728 High St

Leased to: Pyers Health
Term: 5 years Rent: $60,280*



Williamstown
Shop 4, 19–21 Douglas Parade

Leased to: Woodfrog Bakery
Term: 10 years Rent: $85,000*



Prahran
Shop 1, 180 Commercial Rd

Leased to: JCAL Homeware
Term: 2 years Rent: $40,000*



Preston
C235, Preston Market

Leased to: Joyful George
Term: 4 years Rent: $36,000*



Melbourne
Lv 9, Suite 2, 94 Elizabeth St

Leased to: Blue Lady Melbourne
Term: 3 years Rent: $45,000*



Hampton
375 Hampton Street

Leased to: Inglewood Coffee
Term: 1 year Rent: $20,000*

NOTABLE SALES RESULTS



St Kilda
The Hotel Esplanade

Sold Price: $64,000,000



Toorak
7–11A & 17–19 Carters Avenue

Sold Price: $67,000,000



South Melbourne
387–399 City Road

Sold Price: $12,100,000



Williamstown
48–56 Douglas Parade

Sold Price: $13,000,000



Armadale
1167–1193 High Street

Sold Price: $25,000,000



Southbank
63–69 City Road

Sold Price: $16,500,000



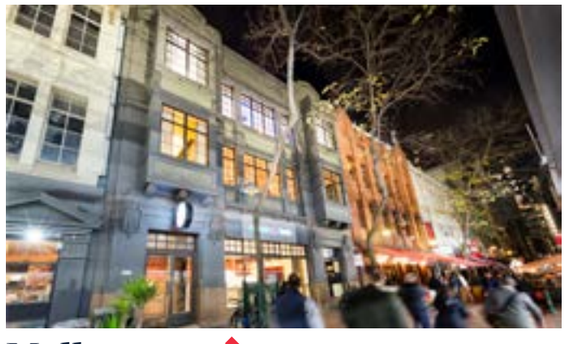
Williamstown
19–21 Douglas Parade

Sold Price: $19,500,000



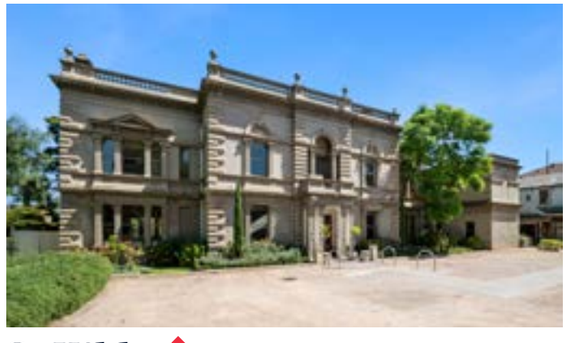
Melbourne
152 Lt Lonsdale Street

Sold Price: $12,888,000



Melbourne
17–19 Hardware Lane

Sold Price: $6,710,000



St Kilda
51 Grey Street

Sold Price: $9,500,000



Balaclava
228–232 Carlisle Street

Sold Price: $11,100,000



Southbank
7–19 Ballantyne Street

Sold Price: $16,112,000

RECENT SALES RESULTS



Doncaster
888 Doncaster Road

Sold Price: Undisclosed

Offers Received: 5 Active Bidders

Enquiries: 95



Armadale
14 Beatty Avenue

Sold Price: Undisclosed

Yield: 4.62%*

Enquiries: 129



Sorrento
4 Leggett Way, 'Kona Kahlua'

Sold Price: Undisclosed

Purchaser: Owner Occupier

Enquiries: 120



South Melbourne
578 City Road

Sold Price: Undisclosed

Net Yield: 3.1%*

Enquiries: 100



Port Melbourne
9 Phillip Court

Sold Price: Undisclosed

Offers Received: Mulitple offers

Enquiries: 136



Balwyn
419 Whitehorse Road

Sold Price: Undisclosed

Net Yield: 3.1%*

Enquiries: 100



South Yarra
4 Yarra Street

Sold Price: $1,320,000

Yield: 6.3%*

Enquiries: 80



Melbourne
Suite 408, 488 Bourke Street

Sold Price: $350,000

Building Rate: $7,292* psm

Enquiries: 15+



Melbourne
Shop 22, Royal Arcade

Sold Price:Undisclosed

Yield: 4.5*

Enquiries: 35

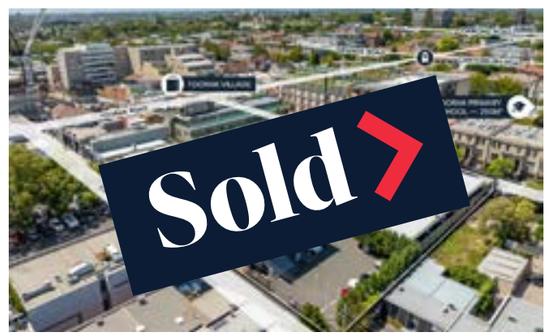


Springvale
1-7 Springvale Road

Sold Price: Undisclosed

Indicative Yield: 5.48%*

Enquiries: 113



Toorak
7-11A & 17-19 Carters Avenue

Sold Price: $67,000,000

Land Rate: $19,142 psqm*

Enquiries: 200+



Docklands
13-33 Hartley Street

Sold Price: Undisclosed

Purchaser: Local Developer

Enquiries: 272

MEET OUR TEAM



Joseph Walton
Managing Director



Patrick Barnes
Director



Mark Seater
Director
Key Client Services



Ben Tremellen
Director - Retail Sales & Leasing



Ann Magee
Associate Director



WG (Bill) Shelton
Consultant



Bernadette Gooda
General Manager
Operations & Strategy



Ally Lohse
Business Manager



Ayden Weiss
Sales & Leasing Executive



Anthony Ongarello
Senior Property Manager



Peter Day
Senior Property Manager



Leon Zhang
Property Manager



Jennifer Sykes
Assistant Property Manager



Marlon Bologna
Assistant Property Manager



Juliette Litver
Agency Assistant



Jayne Walton
Operations & Marketing Administrator



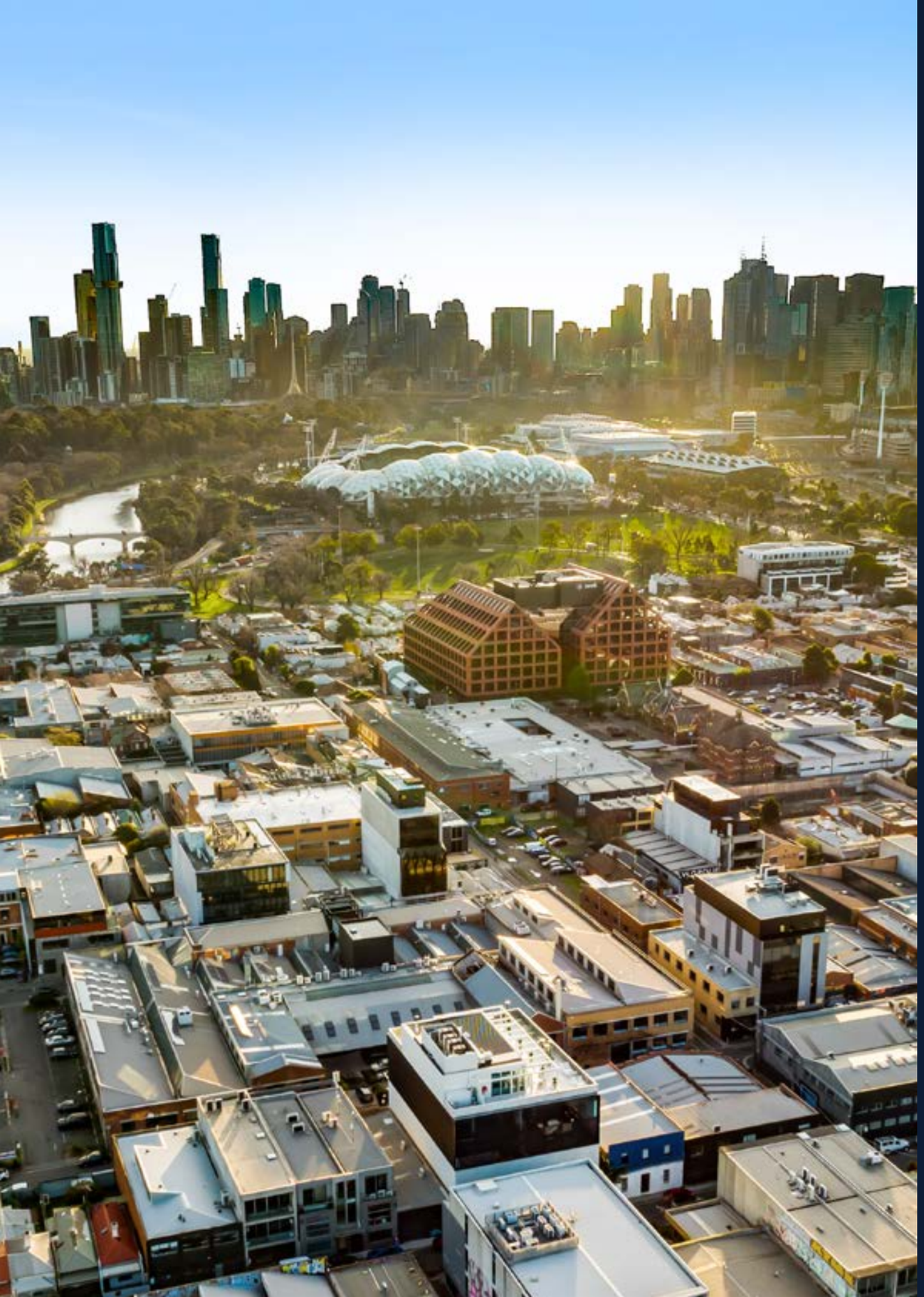
Juliet Whitfield
Brand & Property Marketing Officer



Joseph Qiao
Senior Trust Accountant



Aarti Bansal
Trust Accountant



CONTACT US

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MOVE FORWARD

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