



multipart

PROPERTY

CAPABILITIES STATEMENT

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about us



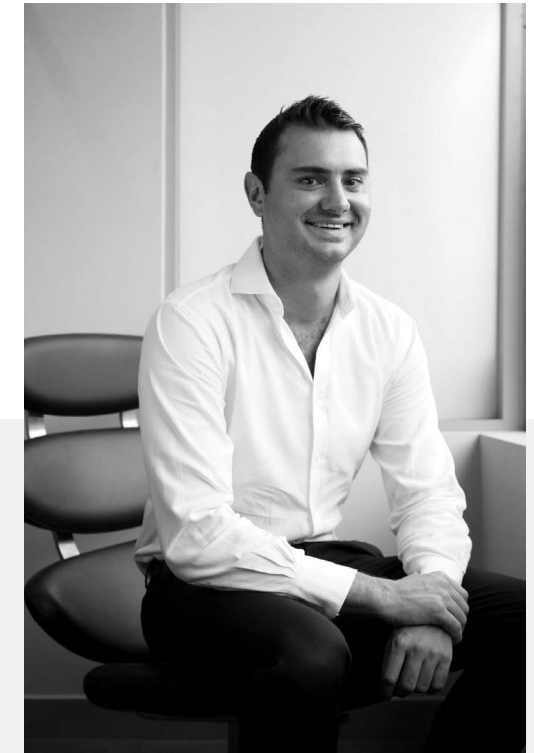
Multipart Property is an active property development and investment firm focused on the premium residential sector of metropolitan New South Wales and Queensland.



Multipart Property Group has assembled an extensive portfolio of inspiring landmark developments, which include some of the most ambitious and innovative acquisitions along the east coast of Australia.

For many years Multipart Property has worked to deliver visions that capture the market through one touch point and the seamless integration of analysis, acquisition, planning, development and sales.

Central to every project is a complete commitment to delivering market leading developments, through a collaborative process that allows for funders and developers to share in Multipart Property's professionally renowned processes, that are driven by a clear focus of gaining wealth for clients.



Multipart Property was founded and is now led by directors, Matt Zappia and Sebastian Kesby, both of whom have been active in the property industry for over a decade. With expertise that stems from their impressive contributions to the project marketing sector, they have individually worked on over 40 developments across the Eastern Seaboard. It is from this experience that they founded Multipart Property, cultivating a highly respected industry reputation as the 'Innovators in Development'.

research model

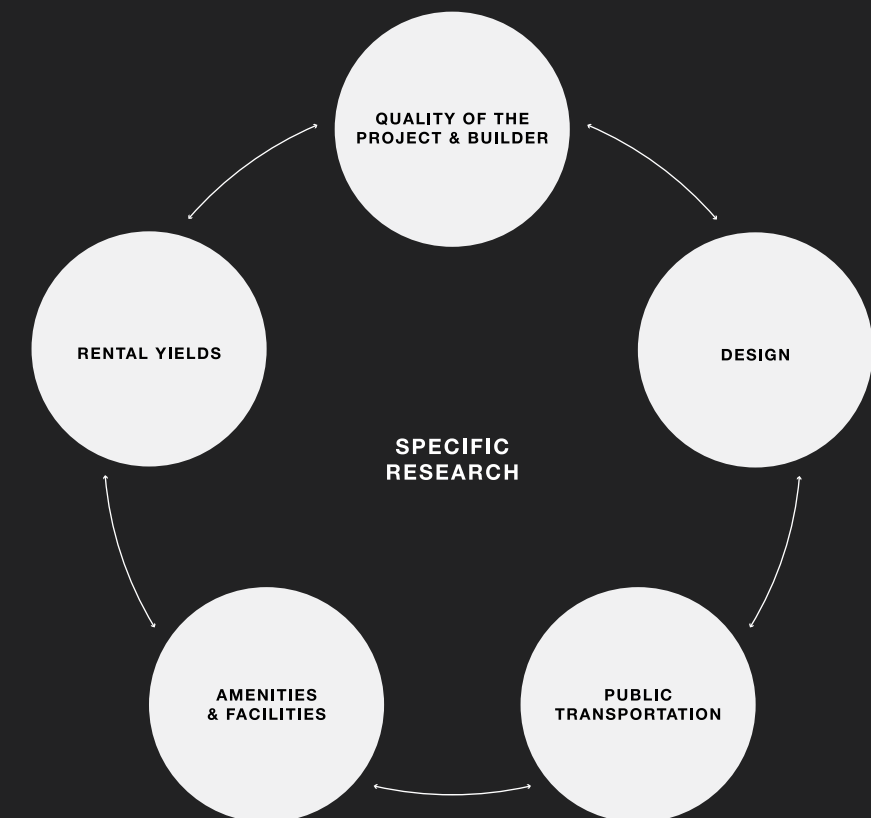


Multipart Property utilises an integrated research model, outlined on the following pages.

Providing a dedicated service to industry stakeholder and developers across Australia and key international markets across the Asia Pacific, Multipart Property is passionate about providing a highly focused research model that addresses the unique prospects and challenges that premium residential development and investment entails.

Recognised and respected for delivering market leading results through application of the research model, Multipart Property has acquired a strong network of industry stakeholders, including third party networks made up of buyers agents, financial planners, accountants and sales agents.

It is through this that the Multipart Property team is regularly appointed and trusted by some of the most sort after networks in the property industry, providing clear and comprehensive appraisals of projects for both developers and partnered networks alike.



property developments



SOHO @ SURRY HILLS
481-483 ELIZABETH STREET, SURRY HILLS, NSW
(above and opposite)

17 Residential Apartments.
A mix of Studios, 1 Bedroom and 2 Bedroom Apartments.

Value of \$13.5 million.
Completed in 2017.



THE GARDEN @ MOREE
345 CHESTER STREET, MOREE, NSW

3 CBD Located Town Homes.
All 3 Bedroom, complete with secure parking.

Value of \$1 million.
Completed in 2015.



property developments



CHATSWOOD ROSE @ ROSEVILLE
989-1015 PACIFIC HIGHWAY, ROSEVILLE, NSW

123 Residential Apartments.

1 Retail Space.

A mix of 1 Bedroom, 2 Bedroom and 3 Bedroom Apartments.

Value of \$128 million.



SEATON @ ROSE BAY
687 NEW SOUTH HEAD RD, ROSE BAY, NSW

6 Luxury 3 Bedroom Apartments.

Value of \$18 million.

Completed in 2018.



CONTOUR @ CRONULLA
1-3 ROKER STREET, CRONULLA, NSW
9 Luxury 3 Bedroom Apartments.

Value of \$32 million.

Completed in 2022.



THE WAREHOUSE @ WATERLOO
133-141 BOTANY ROAD, WATERLOO, NSW

21 Residential Apartments.

1 Commercial Property.

A mix of 1 Bedroom, 2 Bedroom and 3 Bedroom Apartments.

Value of \$18.1 million.

Completed in 2017.



BOWLINE @ WICKHAM
10 DANGAR ST, WICKHAM, NSW

118 Residential Units.

8,000sqm of Retail/Commercial.

A mix of 1 Bedroom, 2 Bedroom and 3 Bedroom Apartments.

Value of \$160 million.

Under construction with completion due in mid 2025.



property developments



PALISADE @ KANGAROO POINT
98 RIVER TERRACE,
KANGAROO POINT, QLD

10 Luxury 3 Bedrooms.

Value of \$14 million.

Completed in 2021.

TARA MAREE @ CRONULLA
6 GERRALE STREET,
CRONULLA, NSW

12 Luxury Units.

A mix of 1 bedroom, 2 Bedroom
and 3 Bedroom Apartments.

Value of \$23 million.

Completed in 2018.



property developments



STELLAR @ RYDE
771-775 VICTORIA ROAD, RYDE, NSW

95 Residential Units and 1 Retail Space.
A mix of 1 Bedroom, 2 Bedroom and
3 Bedroom Apartments.

Value of \$78 million.

LA VIE @ CASULA
2-3 WILGA CLOSE, CASULA, NSW

19 Residential Units.
A mix of 1 bedroom and 2 Bedroom Apartments.

*Value: \$12m (Build to rent).
Commencement of construction due for January 2025.*





project marketing

Multipart Property has developed an extensive portfolio of inspiring landmark developments, including some of the most ambitious and innovative acquisitions along the east coast of Australia

Multipart Property Group is well known and trusted in the industry for their success in the project marketing space. Offering developers the exclusive, off marketing experience Multipart Property has sold out more than 40 projects across NSW and QLD. Having been involved in over 40 projects has allowed Multipart Property to successfully systemise their project-marketing arm; their proven methods have seen projects sell out in less than 4 weeks.

Multipart Property not only offer sales campaigns, they help produce marketing materials which clearly explain and promote the development on offer at the highest level.

01.	-	BELLE AND LILY <i>at</i> WATERLOO 233-235 Botany Rd, Waterloo, NSW
02.	-	MOUNTAIN VIEW <i>at</i> ST MARYS 39 Gidley Street, St Marys, NSW
03.	-	FARO <i>at</i> MANLY VALE 301-303 Condamine St, Manly Vale, NSW
04.	-	THE ICONIC <i>at</i> WATERLOO 830 Elizabeth Street, Waterloo, NSW
05.	-	WESTVALE <i>at</i> WESTMEAD 4-6 Good Street, Westmead, NSW
06.	-	THE CHELSEA <i>at</i> MOSMAN 361 Military Road, Mosman, NSW

07.	-	SOPHIES GARDEN <i>at</i> NORTH MANLY 3 Corrie Ave, North Manly, NSW
08.	-	BELAIR <i>at</i> HORNSBY 1-3 Belair Close, Hornsby, NSW

09.	-	SIGNATURE <i>at</i> ASHFIELD 371 Liverpool Street, Ashfield, NSW
10.-	-	PAPERBARK <i>at</i> MAYS HILL 8-12 Robilliard St, Mays Hill, NSW
11.	-	THE HOMEBUSH <i>at</i> HOMEBUSH WEST 73 Courrallie Ave, Homebush West, NSW
12.	-	CHIC APARTMENTS <i>at</i> GUILDFORD 84 Railway Terrace, Guildford, NSW
13.	-	WESTVALE <i>at</i> WESTMEAD 4-6 Good St, Westmead, NSW

14.	-	RINATO <i>at</i> ST PETERS 44 May St, St Peters, NSW
15.	-	GILLIESTON VALLEY ESTATE <i>at</i> GILLIESTON HEIGHTS 20 Cartwright Street, Gillieston Heights, NSW

our projects
new south wales

01.

-

CENTRAL VILLAS *at* BUDERIM

Central Villas Estate, Buderim, QLD

02.

-

LUSH *at* LUTWYCHE

43 Bradshaw Street, Lutwyche, QLD

03.

-

ZEPHYR *at* LUTWYCHE

38 Lowerson Street, Lutwyche, QLD

04.

-

KINGS *at* TARINGA

16 Kings Road, Taringa, QLD

05.

-

MAC AND ANN *at* FORTITUDE VALLEY

25 Connor Street, Fortitude Valley, QLD

06.

-

FULENCE *at* ZILMERE

15 Duffy Street, Zilmere, QLD

07.

-

ANNEXE *at* HERSTON

9-11 Bowen Bridge Road, Herston, QLD

08.

-

MESSINA *at* MILTON

25 Walsh Street, Milton, QLD

09.

-

AZURE *at* ENOGGERA

90 Glenava Terrace, Enoggera QLD

10.

-

HYANNIS *at* HOLLAND PARK

232 Nursery Road, Holland Park, QLD

11.

-

KEDRON *on the* BROOKE

25 Park Terrace, Kedron QLD

12.

-

CIRQUE *at* CARINA HEIGHTS

50 Cambridge Rd, Carina Heights, QLD

13.

-

RIVERSTONE *at* NEWSTEAD

6-8 Masters Street, Newstead, QLD

14.

-

THE JAMES *at* FORTITUDE VALLEY

25 Morgan Ave, Fortitude Valley, QLD

15.

-

NURA *at* BUDERIM

1 Power Road, Buderim, QLD

16.

-

ASCENT *at* MERIDAN PLAINS

21 Ellis Way, Meridan Plans, QLD

17.

-

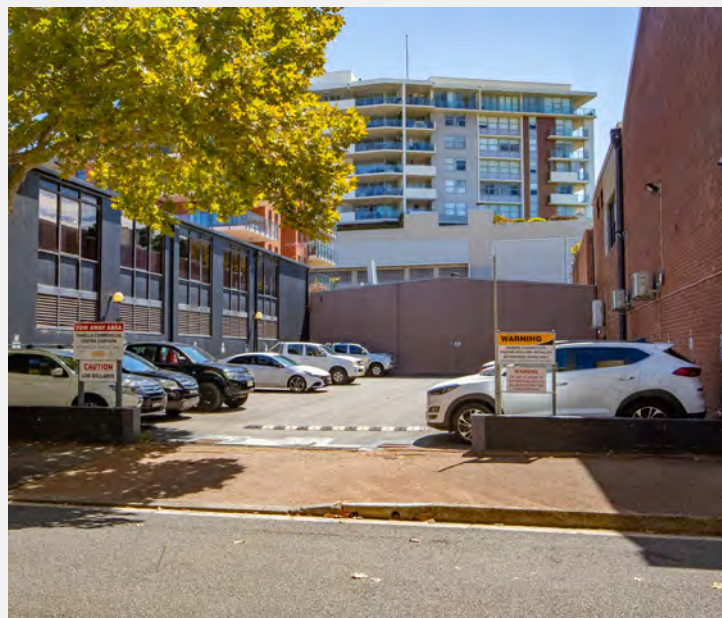
SEAGRASS *at* DECEPTION BAY

4 Plant Street, Deception Bay, QLD

our projects - queensland

our projects
queensland

assets



**125 BULL STREET,
NEWCASTLE WEST, NSW**

Value of \$15 million.

Income Generated: \$1,100,000 per annum.



our partners



ASPIRE DEVELOPMENT MANAGEMENT

Aspire Development Management assists a wide array of developers, land owners & asset managers in achieving their current & future development goals. With a wealth of experience across NSW, QLD & VIC in project delivery, from acquisition to practical completion, your valued asset is in safe hands with Aspire.

aspirepdm.com



PBD ARCHITECTS

PBD Architects is a multi-disciplined design practice committed to creating buildings that meet objectives of the project brief and adhere to the highest Architectural standard.

pbdarchitects.com.au



JAMES AGENCY

James Agency is a Sydney-based brand agency that offers end-to-end brand consulting and creative execution across a range of industries. Since opening in 2005, the studio has steadily grown and evolved into a pulsating hub of researchers, designers, photographers and copywriters that craft intelligent, substance-driven brands that stand head and shoulders above the competition.

thejames.agency



BEAU IMMERSIVE

Beau is a creative-tech agency, creating stunning visualisations, interactive & immersive experiences and the platforms that bring them to life.

beau-immersive.com

multipart finance



MULTIPART FINANCE IS A SPECIALIST MORTGAGE BROKING FIRM FOCUSED ON PROVIDING OUR CLIENTS WITH TAILORED SOLUTIONS FOR BOTH THEIR RESIDENTIAL AND COMMERCIAL REQUIREMENTS.

ABOUT

Through our strategic relationships with numerous real estate agents, property managers, developers, financial planners and accountants. We seek to deliver an offering built upon unrivalled customer service, lender knowledge and an extremely efficient loan process.

In the current tough regulatory environment, customers are seeking specialist advice more than ever. Through our extensive panel of both major and non-bank lenders, Multipart Finance can provide you with the best possible outcome to your individual requirements.

TIM RUSSELL

Director of Multipart Finance



Tim Russell has been in the finance industry since 2008 with experience across a range of different firms and dealer groups. During his time in the industry, Tim has learnt how to break down the incredibly complex finance world into a number of succinct steps, providing his clients with comfort, clarity and confidence in obtaining their goals.

Now with Multipart Finance, Tim continues to bring his passion and enthusiasm for all this finance, delivering brilliant client outcomes through his focus on integrity, dedication and professionalism.

BUYING A HOME

It's the biggest financial commitment a family will make. that's why before you start looking on domain for your perfect property, our little saying at multipart finance is you need to, "fall in love with the numbers first before you fall in love with the property."

What's your family budget? Can you afford your repayments if rates rise? How do you actually bid at auction? These are just some of the questions we take time to answer when you deal with us and go through our unique loan process.

INVESTMENT PROPERTY

Property investing is very different to buying your family home, both in the type of property you need to search for and the finance required to secure it.

At Multipart Finance, we work with both first-time and experienced property investors to create successful outcomes for our clients.

In the current two-tiered market we're in, lenders have varied their policy greatly creating both complexity and opportunity for those willing to spend the time and understand the vast differences amongst them.

Multipart Finance has done just that, saving our clients time, money and allowing them to continue to achieve their wealth creation goals.



COMMERCIAL FINANCE

Whether it's funding for a growing business, assistance with purchasing an office or development requirements, commercial finance is a key focus for multipart finance.

We have a number of outside the box solutions available to our clients and through our key development partners, have the ability and experience to get the job done.

If you've got a commercial opportunity you would like to discuss, get in contact with us today. After an initial discussion, we can take you through the required next steps and available loan options for you to consider.

Email: admin@multipartfinance.com.au

Phone: +61 400 530 868

www.multipartfinance.com.au

media & press



AUSTRALIAN PROPERTY JOURNAL | 17 MARCH 2022

MULTIPART PROPERTY ON THE HUNT



DEVELOPER Multipart Property has added 57 hectares of land to its Hunter region portfolio for a 400-lot subdivision, as country Australians join city slickers in the rush to regional cities.

Acquired from private landowners for a total of \$12.655 million, the amalgamated site comprises five individual land parcels on Pioneer Road in Hunterview.

The acquisition follows Multipart's \$140 million Bowline luxury residential apartment development located in Newcastle's Wickham, featuring 97 apartments and four levels of A-grade offices with 2,300 sqm floor plates.

Bowline is currently 85% sold and the sales have underscored the trend of country buyers relocating to regional cities seeking greater amenity. Newcastle median apartment prices shot up 32.3% in the year to the 2021 September quarter to \$825,000, according to PRD Nationwide. House prices are edging closer to the million-dollar bracket, sitting at \$912,000 after growth of 11.8%.



“We have seen a new trend emerging with at least 20% of buyers from the country seeking to relocate to Newcastle from areas including Taree, Tamworth and Greta,” said Bree Atkinson of PRD Nationwide, the marketing agents for Bowline.

“While Sydney buyers are seeking a slower pace, these country buyers are looking for more activity and access to amenity including entertainment, education and medical facilities,” The Hunterview acquisition will be Multipart’s first house and land project.

“The Newcastle and Hunter Region has been a strong performer throughout the COVID-19 pandemic and is poised for further growth – bolstered by an influx of people moving to the regions,” said Multipart director Matt Zappia.

“With flexible hybrid and working from home styles the new norm, we see even greater potential in the Newcastle and Hunter region.”

The quarterly flow of people from capital cities to regional areas during 2020 and 2021 was 15% on average than the previous two years, according the Regional Australia Institute.



THE HUNTER NEWS | 17 MARCH 2022

400-LOT RESIDENTIAL SUBDIVISION ON THE CARDS FOR SINGLETON



A new 400-lot residential subdivision set for Singleton after developer Multipart Property acquired a 57-hectare site.

The amalgamated site comprises five individual land parcels on Pioneer Road in Hunterview and was acquired from private land-owners for a combined total of \$12.655 million.

Multipart’s latest acquisition comes on the back of its successful \$140 million Bowline luxury residential apartment development located in nearby Wickham, featuring 97 apartments and four levels of cutting-edge Sydney-quality A-Grade commercial office accommodation.

Bowline sales have also revealed a new emerging trend, with country buyers also relocating to regional cities seeking greater amenity – adding further fuel to the regional boom.

"This latest acquisition represents a definite shift towards regional locations and will also be our first house and land project. The Newcastle and Hunter Region has been

a strong performer throughout the COVID-19 pandemic and is poised for further growth – bolstered by an influx of people moving to the regions,” said Matt Zappia, Director of Multipart Property.

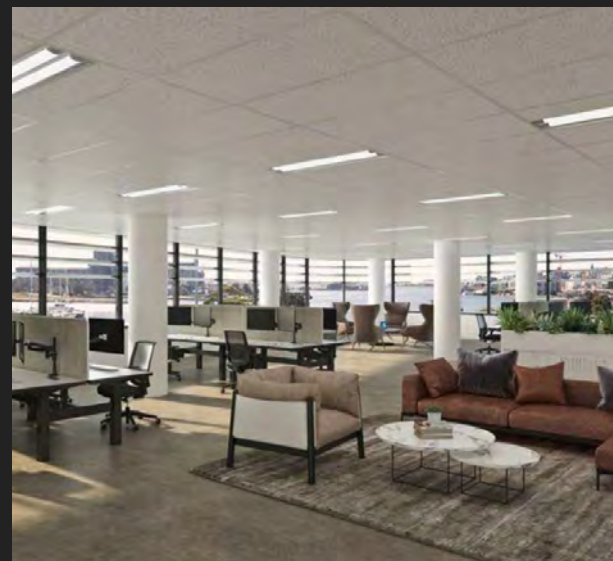
Newcastle apartments saw 32.3% median price growth between Q3 2020 – Q3 2021 with a median unit price of \$825,000, according to research from PRD Nationwide. Newcastle median house prices are edging closer to the million-dollar bracket sitting at \$912,000 and reflecting growth of 11.8 per cent.

“With flexible hybrid and working from home styles the new norm, we see even greater potential in the Newcastle and Hunter Region. Statistics show many families relocating from Sydney to Newcastle to enjoy a relaxed lifestyle while still being in proximity to Sydney CBD and metropolitan areas,” Zappia said.

City-dwellers are moving at a higher rate than before the pandemic, with the quarterly flow of people from capital cities to regional areas during 2020 and 2021 some 15 per cent higher, on average than the previous two years, according to the Regional Australia Institute (RAI).

The Regional Movers Index, backed by relocation data from the Commonwealth Bank (CBA), also shows the shift to regional Australia is more than double pre-pandemic levels and led by Sydney. Designed by PBD Architects, Bowline is currently 85 per cent sold and has fetched prices of up to \$1.6 million for a three-bedroom apartment.

According to exclusive sales agents PRD Nationwide, while buyers have included the expected local down-sizers and investors, seeking



to capitalise on the rapid growth of the Hunter and regional boom – a new trend has emerged from rural buyers.

“We have seen a new trend emerging with at least 20 per cent of buyers from the country seeking to relocate to Newcastle from areas including Taree, Tamworth and Greta. While Sydney buyers are seeking a slower pace, these country buyers are looking for more activity and access to amenity including entertainment, education and medical facilities,” said Bree Atkinson, licensed real estate agent at PRD Nationwide. Interestingly, Bowline also features four levels of offices and retail spaces currently being marketed by leasing agency Commercial Collective.

“Bowline offices present a compelling leasing opportunity in the post-pandemic market, with large 2,300 square metre floorplates and A-Grade accommodation,” said Adam Leacy, Partner at Commercial Collective.

“The design is driven by sustainability and flexibility, both key drivers in retaining talent. We expect the space will appeal to local businesses seeking to upgrade to brand new offices and also some of the

businesses opting to relocate from Sydney CBD,” he said.

Bowline’s commercial offering features world class end-of-trip facilities comparable to leading commercial office buildings in Sydney’s CBD. It is this range of inclusions as well as the ~2,200 square metre floorplates that Multipart expect will draw leading national and international tenants to base their Hunter region HQ in the building.

Construction of Bowline has just commenced by appointed contractor Eastern Pacific and is scheduled for completion in Q2 2024.

Located at 10 Dangar Street in Wickham, Bowline offers views of Newcastle Harbour and nearby marinas and is just two kilometres from the CBD and adjacent to the new Newcastle Light Rail Interchange.





THE COURIER MAIL | MON 20 MAY 19

MULTIPART PROPERTY, PBD ARCHITECTS WIN APPROVAL FOR WICKHAM PROJECT



Multipart Property Group, in collaboration with architecture firm PBD Architects, has won approval for a 97-apartment development, “Bowline”, in Newcastle.

Located at 10 Dangar Street, Wickham, the project comprises 97 residential apartments and 5,500sq m of commercial space to target the downsizer market with generous floor plans and luxurious fixtures, fittings and finishes.

The Joint Regional Planning Panel gave the green light to the 14-storey mixed-use project, with Multipart Property set to launch sales by the end of July 2019.

The project accommodates a podium-level communal deck which draws inspiration from the fluid architectural form within the landscape design.

Located on the corner of Hannell Street, Dangar Street and Charles Street, the development will add to the establishment of Newcastle’s next “Central Business District” in the city’s burgeoning West End.



Residents will have access to world class water views with proximity to the vibrant café and dining culture within Newcastle’s CBD precinct.

The building will also benefit from a privileged location, immediately adjacent to new light rail interchange, allowing residents access to the Newcastle CBD in minutes.

Designed by PBD Architects, the development will feature cutting edge architectural design and luxury interiors. The architectural palette incorporates a harmonious blend of metallic cladding, white gloss face brickwork, off-form concrete panels and silver metal detail highlights.

Bowline will give buyers a once in a lifetime opportunity to purchase within a development that will be sure to change the face of the ever growing and vibrant city of Newcastle.

Construction is due to commence in 2020.



20.



NEWCASTLE HERALD | OCTOBER 31 2018

SYDNEY DEVELOPER PLANS 14-STOREY WICKHAM APARTMENT TOWER NEXT TO NEWCASTLE INTERCHANGE



Another day, another high-rise apartment project in Newcastle's mushrooming west end.

A Sydney property developer has lodged plans with Newcastle City Council for a 14-storey unit, shop and office tower on a prime site next door to the Newcastle Interchange.

The \$52 million building, which will replace the McCarroll's car showroom on Hannell Street, includes 97 apartments,

197 parking spaces, 3500 square metres of offices and ground-floor shops.

The development application continues the rapid densification of Wickham, in line with the council's master plan for the suburb, and comes just two weeks after Canberra developer Doma lodged plans for a 12-storey office building, Newcastle's largest, on the other side of the interchange.

The developers, MultiPart Property, are new players on the Newcastle apartment scene.

The company’s 30-year-old co-founder, Matt Zappia, was not available for comment on Tuesday, but the MultiPart website says the project, if approved, is scheduled to start construction in early 2020.

The company has a range of apartment developments completed or under way in Sydney, including at Surry Hills, Waterloo, Ryde, Roseville and Cronulla.

Council comments included in the Wickham DA say the building will “likely have a negative impact on views from surrounding properties”, a growing issue in the suburb and across the inner-city as more apartment developments appear.

The DA’s statement of environmental effects (SEE), prepared on behalf of the developer, argues the building will not affect neighbours’ views.

The latest apartment proposal joins a cluster of new Wickham high-rises which includes three projects from Thirdi Group, West End, Eaton On Union and Stella; Doma’s Bishopsgate development; Neufort in Railway Lane; and a proposed \$125 million conversion of the Annie Street wool stores into 310 apartments.



On the southern side of the interchange, which opened a year ago, Doma’s proposed \$200 million Store redevelopment will tip another 300-plus apartments into the property market.

The MultiPart development includes three levels of office space, two levels of underground parking and storage for 134 bicycles. It is on a 2900 square metre site with access off Charles Street.

The residential tower, which slightly exceeds the 45-metre height limit for the block, includes a mix of one-, two- and three-bedroom apartments.

A spokesman for McCarroll’s said the car dealership likely would move in the next 12 to 18 months to a new site on Griffiths Road at Lambton.





THE COURIER MAIL | Reshni Ratnam 09 FEB 2019

BUYERS KEEN ON “ENVIABLE” VIEWS FROM CITY’S HIGH RISE APARTMENTS



Unobstructed views of Brisbane’s city skyline is drawing buyers to Palisade Apartments at Kangaroo Point.

The five-storey complex, developed by Multipart Property, will feature 10 apartments, each with individual and private lift access maximising internal areas of apartments.

GAP Development sales spokesman Fraser Byrne said construction started in December, after an eight-week sales campaign.

Mr Byrne said their target market was typically downsizers looking for the lifestyle and location factors of being minutes from South Bank, Kangaroo Point and Brisbane CBD.

He said families, Sydney and Melbourne buyers looking to relocate, and DINKs (double income no kids) were showing an interest in the project, due to be finished in 2020.

The development has many standout features, according to Mr Byrne who said the penthouse had its own exclusive rooftop area with private lift access, and “enviable” Brisbane skyline views. “There is a communal rooftop facility overlooking the Brisbane River and CBD,” he said. “Palisade has never-to-be built-out great views.”

Mr Byrne said with a shortage of large three bedroom apartments in a boutique complex close to the CBD and South Bank, buyers would be drawn to the project. The pet-friendly apartments range in size from 120sq m to almost 300sq m.





THE HERALD | Michael Parris 06 MAY 2019

DEVELOPER PRESSES ON WITH WICKHAM APARTMENT PROJECT DESPITE PROPERTY DOWNTURN



A Sydney developer is pushing ahead with plans for a 14-storey apartment tower next to Newcastle Interchange, defying a year-long slide in property prices.

State planning authorities approved the 14-storey development late last month, and Multipart Property has confirmed it will launch a sales campaign for the apartments in July.

The Newcastle Herald reported in October that the \$52 million building, which will replace the McCarroll's car showroom on Hannell Street,

includes 97 units, 197 parking spots and 5400 square metres of office space.

The developer will need to sell a proportion of the units before gaining finance approval to start construction.

Multipart Property's development manager, David Desson, said the development would be called "Bowline", playing on a maritime theme due to its proximity to the harbour.

The company's co-founder, Matt Zappia, said on Sunday that the "high-end" project's location, views and apartment sizes would appeal to buyers, especially owner-occupiers.

He acknowledged the market had been "cooling" but was hopeful more relaxed bank lending and the end of the federal election campaign would revive sales in the next few months.

Property research firm CoreLogic said last week that Newcastle unit prices had fallen 10.1 per cent in 12 months, and the Herald reported in March that slow sales had forced developer Warwick Miller to shelve plans for a 15-storey unit block on the former Empire Hotel site in Hunter Street.

Multipart has a range of apartment projects completed or under way in Sydney, including at Surry Hills, Waterloo, Ryde, Roseville and Cronulla.

The Hunter and Central Coast Joint Regional Planning Panel approved Bowline after City of Newcastle planners gave it the green light.



If built, Bowline will join a cluster of neighbouring developments near the interchange at Wickham, including Thirdi Group's West End, Eaton on Union and Stella and Doma Group's Bishopsgate.

On the southern side of the interchange, Doma is starting work on what will be the city's largest office building.

Meanwhile, the developer behind the massive Hunter Street mall redevelopment has bought Manly's landmark Hotel Steyne from ad man John Singleton for a reported \$60 million-plus figure.

The Manly buy adds to Iris Capital's expanding hospitality portfolio, which includes the Gunyah, Argenton and Sydney Junction hotels, the Shaft Tavern, Pedens Hotel in Cessnock, Hunter vineyards Dalwood and Hungerford Hill and 13 Sydney hotels.





THE AUSTRALIAN | FEBRUARY 11, 2016

MATTHEW ZAPPIA: SELLING AUSTRALIAN PROPERTY IN CHINA IS ‘RISKY’



Matthew Zappia says he has changed strategy due to China’s crackdown on capital outflows. Picture: Hollie Adams

Emerging Sydney-based property player Matthew Zappia has built his business on the back of Chinese demand for Australian property but stopped marketing there due to fears buyers may struggle to settle.

Zappia, who co-founded development and project marketing firm Multipart Property, says he stopped selling property in mainland China when the government clamped down on foreign exchange transfers in the latter half of 2015.

Zappia says he was concerned many investors would fail to get their money out of China to settle local purchases, making the market too risky.

The Chinese central government has further tightened its grip on capital outflows this year as it tries to encourage investment in its volatile stockmarkets.

“As of late we have only been using the Brisbane and Sydney channels and we haven’t been sending anything overseas. We are adapting to the financial markets more than anything; we started doing it in September last year,” he says.

“For now were will be focusing on Chinese-born buyers living in Australia to purely reduce settlement and finance risk.

“When the regulations back off, then we open the channel up again to Shanghai and we will send our projects over there,” he says, adding that the group had sales offices with Chinese-speaking agents in Sydney, Brisbane, Hong Kong and Shanghai.

While being a smaller player, Multipart is one of the few developers to admit it has changed its strategy due to China’s crackdown on shifting money out of the country, shining a light on broader concerns within the industry.

Chinese residents are only allowed to transfer \$US50,000 (\$70,000) a year offshore, but this law was largely unenforced until August last year. Zappia, 28, grew up in Sydney’s outer northwest and started the integrated property company Multipart with business partner Sebastian Kesby two years ago, after previously running another property business, Zapp Property.

Multipart is developing boutique apartment projects in Sydney’s Surry Hills, Waterloo and Hunters Hill, with its project marketing arm handling those sales, and marketing projects for other developers.

The group is now looking to expand into Melbourne and has the firepower to buy sites for between \$40 million and \$50m.

Zappia believes Chinese developers will continue to come here, despite the immediate concerns over the stability of individual Chinese investors.

In a savvy play, Multipart last July entered a put-and-call agreement to buy a site in Sydney’s Roseville for \$30m, and flipped it four weeks later to China’s Keco City Development Group for \$35.5m.

The group also entered an agreement to buy a site in Ryde for \$17.1m, before onselling it in December to China’s Chiwayland for \$18.6m. Both deals will settle later this year.

Zappia says the sites — one of which was vacant and another a car yard — became more valuable once the group worked on some planning outcomes, with the Roseville property expected site to yield 130 apartments and the Ryde site to have 90 homes.

He says the group is now looking to jointly acquire more Sydney sites with Keco City Development Group.

Zappia’s first job was in personal training, where he says he met people in the property industry who encouraged him to enter the sector. He started as a mortgage broker and later became a real estate agent, buyers agent and investment adviser.

In 2009, he branched out on his own, starting Zapp Property, which was initially a sales and advisory company and later moved into development.

Funding for Multipart, says Zappa, comes from a range of high-net-worth investors who he has met throughout his career.

Zappia says he will keep appealing to Chinese-born buyers, but warns there are settlement risks in parts of Sydney, including the city’s northwest.

“I don’t see value in those locations,” Zappia says. “The price points in those areas are overinflated and they are heavily reliant on the offshore market. There is a lot of overseas investors in that location, they require tenants and there will be too much supply.”



STAFF REPORTER | 5th July 2016

**SEATON ROSE BAY:
DID SOMEONE SAY LOCATION?**



Fast Facts
Location: Rose Bay, NSW
Architect: MHN Design Union
Developer: Multipart Property Group
Management Consultants: Farrell Management Consulting
Advisory and Investment: Integer
Price: \$2.75m-\$3.5m
Status: Sales enquiries open
Product mix: Six luxury apartments
5 x three bedrooms, two bathrooms, two car parks
1 x three bedrooms, three bathrooms, two car parks

The embodiment of eastern suburbs luxury, Seaton Rose Bay comprises an exclusive selection of just six luxury three-bedroom apartments within a beautiful new boutique building across three levels at 687 New South Head Road.

Combining an exclusive harbourside address with the vibrancy of village life, it's immersed in a recreational paradise where you'll stay active, entertained and inspired.



Designed by multi award-winning architects MHN Design Union, Seaton showcases exceptional quality, carefully crafted spaces and glorious northerly views across Lyne Park to the harbour.

Prices range from \$2,750,000 – \$3,500,000 for three-bedroom, two or three-bathroom and two car park apartment opportunities. The total area of apartments start at 131 square metres increasing up to 490 square metres.

Multipart Property Group director Sebastian Kesby said the luxury offering presents a valuable opportunity, particularly for the down-sizer market.

“Seaton is ideal for those who seek a top class offering; these apartments are located in one of Sydney’s most desirable regions offering water glimpses and containing the highest quality fittings and furnishings, while requiring very limited upkeep for owners,” he said.

Generously proportioned and surrounded by lush greenery, they feature sizeable alfresco areas, with the garden apartments opening to their own private courtyard sanctuaries, providing tranquil spaces in which to entertain or unwind. Impeccably appointed kitchens feature marble and CaesarStone finishes, Tasmanian oak cabinetry, LED underlighting and Miele appliances with 900mm cooktops. Streamlined designer bathrooms have frameless glass shower surrounds with twin vanities in the ensuites. All residences enjoy double security parking with storage and security lift access for easy living.

Multipart Property said the firm recognised a strong opportunity to cater to the down-sizer market, and said it is looking to provide similar luxury boutique developments in blue chip locations for their future projects.

Continued:

SEATON ROSE BAY:
DID SOMEONE SAY LOCATION?



LOCATION & PLANS

Adjacent to the development is the Royal Sydney and Woollahra Golf Clubs; boating enthusiasts can indulge their passion at the Woollahra Sailing Club opposite the residences. Residents are able to swim or paddleboard in the calm harbour beaches at its doorstep, or simply take a five minute drive to Bondi Beach.

The development features on an affluent harbourside location with an array of lifestyle options including parks, beaches, shopping, restaurants, cafés and easily accessible public transport to Sydney CBD.

TEAM:

MHN DESIGN UNION

Architectural firm MHN Design Union’s collaborative approach, experience, strategic thinking and use of advanced technologies are all driven by an energetic service-oriented team. The result is a legacy of quality design and practical, enduring, sustainable buildings. The recipient of many national and international awards, the firm makes its distinctive mark on a broad range of projects, from single residences and multi-unit developments to commercial projects and cultural landmarks.



MULTIPART PROPERTY GROUP

Multipart Property Group is an accomplished Australian residential development firm also acting as an investment specialist company. Multipart focuses on residential developments along the East Coast, delivering inspiring projects that will continue to impress in decades to come. With a strong industry network, Multipart adheres to solid values and principles, upheld by all of its employees.

FARRELL MANAGEMENT CONSULTING

Farrell Management Consulting is a privately owned management consulting firm providing professional services to the property and construction industry. The firm was founded in 1984 and has established a legacy through its contribution to iconic public and private sector projects. The team specialises in applying consolidated knowledge and functional resources to define, plan and deliver high quality projects.

INTEGER

Integer provides leading edge solutions for property, capital and investment markets. Integer’s people have advised on a wide range of significant real estate transactions for major corporate and institutional clients around Australia. The board and key management team have decades of experience working in advisory, asset management, principal investment, research, capital markets, valuations, legal, regulatory, compliance, risk and tax in Australia and throughout Asia and the Middle East. Sales agencies for the project include LJ Hooker Double Bay and Ray White Double Bay.



STAFF WRITER | 26th February 2016

5 MINUTES WITH MULTIPART PROPERTY'S MATTHEW ZAPPIA



Multipart Property Group is an Australian residential development firm whilst also acting as an investment specialist company. Multipart Property focuses on residential developments along the East Coast of Australia with a brief of delivering inspiring developments that will continue to impress in decades to come. The company's directors and owners are Matthew Zappia and Sebastian Kesby.

We spent some time with Matthew to learn about the company and their philosophies.

As a young developer you have seemed to be able to find unique development sites off market, how have you approached this as a strategy?

Multipart Property has adopted an approach where we contact and deal with land owners directly. This is done for a number of reasons; the main reason, eliminating your competition. Purchasing on market through a campaign can apply un-wanted pressure and competition. This process also gives us clearer communication and we have found in the past that although a person/agent in the middle can assist with mediating and negotiating, more often than not we have had issues with miscommunication.

We identify certain locations and regions which require our town planning and architecture to think outside the square. Generally the sites we target will have some form of restrictions which we simply need to overcome with correct planning and persistence. This can usually result in purchasing under market value. Many other developers might shy away from sites with multiple issues, we try to work strategically with our team/consultants to plan around these restrictions and resolve them.

The strategy of purchasing off market is purely a numbers game. The art of purchasing off market is quite unique as the approach needs to be tailored to each specific land owner who generally have not thought about selling – the idea of selling is purely coming from Multipart Property. The fact most vendors we deal with will have not thought about selling is one of the many hurdles we face in the bulk of our acquisitions.

How did you get your start in the property world?

At the age of 18, I acquired my first investment property. The love for the property industry grew from there. Purchasing passive investments was a great starting point to understanding the financial position property can offer and the leverage it can provide.

Passive investment was exciting, but I always knew I wanted more, the development side of property was always of interest to me, and in late 2011 I purchased my first raw development site. By purchasing a raw site it forced me to take the bull by the horns and begin the DA process, from hiring the architect and planner and throughout the process controlling the consultants. This experience was a lesson which I believe changed my vision and understanding of property.

To date Multipart Property has now secured seven sites in its 24 months of establishment, all at various construction phases and DA stages. Our vision has expanded to delivering high end quality developments, within blue chip positions of the Sydney basin.



Check out our most recent development The Warehouse, Waterloo, which is now under construction.

What advice would you give other young developers?

Knowledge is key. Understanding your industry and further educating yourself can only improve your position. Throughout Sebastian and my careers, we have developed a habit of surrounding ourselves with professionals that have driven us to go further and always improve our position.

One factor that was brought to our attention at a young age by our mentor and broker, Brett Abikhair, was always to listen and educate ourselves. Leveraging off surrounding contacts' knowledge and networks has become second nature to us and our team. This is something we believe can be adopted in all industries and we believe is a tool to success for all young entrepreneurs.

Taking risks is a day to day occurrence for our firm and industry. Being able to handle stress and pressure is always a key factor for young developers.

Continued:

5 MINUTES WITH MULTIPART PROPERTY'S MATTHEW ZAPPIA



Is there anything that you wish you had learnt earlier in your development career?

I must admit, I learn something new everyday. I am constantly finding new and better ways to do things and improve processes. It has taken some time to build a strong team around us. Our firm is constantly leveraging off different people's knowledge and expertise for all aspects of development, including town planners, architects, agents, builders, and financiers. I wish I had found the current professionals I use earlier which we draw off so much, however this takes time, trial and error to find and learn what team will work best specifically for you and your business.

Where do you think the development industry will be five years from now? Or more specifically the Sydney market?

I believe the development industry will continue to become more focused on sustainable development and green building. The industry will have a stronger focus on building structures and processes that are environmentally responsible and resource efficient.

It's difficult to accurately predict where the Sydney market will be in five years. There are many factors and influences that will determine a market including but not limited to; supply/demand, capital and its availability, interest rates, consumer sentiment, affordability. Currently we are seeing a squeeze on credit even though rates remain low, and affordability is at an all time low. These two factors alone are evidently taking the heat out of the unprecedented growth and activity in the Sydney market.

What has been your career highlight?

The career highlight to date was the purchase and on sell of our site in Roseville. This by far was our largest purchase with a land value of \$30 million. We identified a particular vacant block with every restriction you could imagine. We secured the site through our sheer persistence and haggling with the land owner. We saw great value in this particular site and we were able to secure it well under market value.

Eight weeks from securing the site we on sold for a 20% up lift, which in the development world is quite unconventional in such a short period of time. This particular deal required our firm and team to think outside the box, from raising the capital to securing the property and obtaining the correct planning advice to overcome the restrictions.

What or whom have you learned the most from?

Our mentor, who funny enough is not property focused, Brett Abikhair from The Selector Group. He has been there from day one of our transition from being a back end broker through

to establishing Multipart Property. The guidance he has given us is invaluable. Having Brett teach me the financial position and understanding of leverage has given me the edge I feel that has guided me to success in a very competitive industry.

What developments around the world inspire you and why?

A strong example of an inspirational development would be 1 Bligh Street, Sydney. 1 Bligh has received a number of awards including a 6 Star Green Star – Office Design, the highest Green Star rating score. This form of development is inspiring as it offers a premium grade sustainable office space that has set the benchmark in innovation and environmental design. Many of the building's features are a first in the Australian marketplace. Some of the sustainable features include: recycled rain water, black water recycling, an innovative tri-generation system for energy that uses gas and solar energy to generate cooling, heating and electricity, as well as a central atrium allowing a flow of fresh air and a sense of openness.

What policy changes would you like to see from government that affect your industry and why?

I would like to see a national planning regime with more of an emphasis on sustainable design practices, particularly in capital cities. A national planing policy focusing on sustainable building would improve and create further environmental, economic and social benefits.

MULTIPART PROPERTY'S PRESTIGE ROSE BAY PROJECT



Multipart Property has purchased a DA approved site in Sydney's Rose Bay to develop for six luxury three bedroom units with prices ranging between \$2.75 million and \$3.5 million aimed at the downsizing market.

The total area of apartments start at 131 square metres increasing up to 490 square metres.

The development, Seaton Rose Bay, is spread across three levels at 687 New South Head Road, Rose Bay and features northerly views across Lyne Park to Sydney Harbour.

Designed by architects MHN Design Union, the total area of apartments start at 131 square metres increasing up to 490 square metres.

The marketing campaign begins August 2016 through agents Ray White and LJ Hooker of Double Bay.



THE AUSTRALIAN

THE AUSTRALIAN | SCOTT MURDOCH | January 27, 2017

PLANNING, COSTS THE HOUSING PROBLEM ON CITY FRINGES



It's hard work doorknocking the vast slabs of land in Sydney's far west looking for development sites to build housing.

But up-and-coming Sydney developers Matt Zappia and Sebastian Kesby, of Multipart Property, did just that to take advantage of Sydney's emerging growth hotspot and build a city of the future.

The pair have worked side-by-side together for several years; Mr Zappia is a former buyers' agent while Mr Kesby was in property project funding and capital raising.

Almost three years ago, they formed Multipart, which has so far focused on inner-Sydney projects

priced well above \$1 million, mostly in Surry Hills and Waterloo.

However, this year the company has decided to move to where the future population growth is expected to be located: cities of the future.

The pair so far have concentrated on renovating existing housing but their plans in the west focus on new house-and-land packages. The plans this year will centre on Luddenham, a stone's throw from the planned new western Sydney airport, known as Badgerys Creek, and Orchid Hills, bordering South Penrith.

Both areas are relatively quiet when it comes to housing, mostly rural with mixed zoning rules.

Given that many of the NSW town planning rules do not apply, available land cannot be searched all that easily.

So there was only one way for them to find willing sellers: they headed out there and bowled up to landowners who might be convinced to move on.

"We went down there and doorknocked for about two months," Mr Zappia, 28, told The Australian.

"We were essentially looking for land that could service the first-home buyers market.

"The banks are more likely to lend to first-home buyers than investors. Investor rates are higher. We are trying to capitalise on the money that the government is spending."

Mr Zappia admitted not everyone wants to live next door to a major piece of infrastructure like the new airport, but said all investment of that nature created jobs.

"It can be positive, it can be negative ... whether it's a desalination plant or a jail, they do create jobs and most people who work at these facilities want to live locally and we want to service these people," he said.

The first move by new Premier Gladys Berejiklian as she shifted into Macquarie Street's top role was to place housing affordability at the top of her government's agenda.

That prompted the question of where exactly people will live in the future.

Rawson Group managing director Matthew Ramalay, a prominent developer, recently signed a \$200m deal with AMP Capital to subdivide two land banks

— 530 lots for the Horizon project at Marsden Park in Sydney's northwest and Leppington's \$50m Fifth Avenue site in the southwest.

Mr Ramalay now questions what the nation's future postcodes will look like.

In Sydney, it's in the outer suburbs particularly the west and southwest where there is land, infrastructure development and a willingness from people to live further afield but still work in the city, provided there is good public transport.

Sydney's southwest, Mr Ramalay said, was an untapped resource and as Badgerys Creek airport construction looks set to move ahead within the next two years, the prospects for people shifting out of the city seems to be rising.

Plus, as Sydney's inner-city prices show no signs of levelling out, that is the obvious next step for householders who cannot afford to buy closer to the central city.

In the past year, median home prices rose 15.5 per cent in Sydney to \$852,000, compared with a rise of 10.9 per cent — to \$615,000 — across all capital cities, CoreLogic RP Data figures show.

The median price of a house in Sydney was 12.2 times the city's annual median household income, second only to Hong Kong, according to the annual Demographia International affordability survey.

For Mr Ramalay, the city's southwest is a prime location for developing what he calls the next postcodes of the future.

"It's incredibly important. It's an attractive area with a lot of supply but in the past a lot of developers have been sceptical to go around down there," he said.

Continued:

PLANNING, COSTS THE HOUSING PROBLEM ON CITY FRINGES



“But with the infrastructure development that’s been happening, Badgerys Creek, that always gives people a lot more confidence.”

Despite Ms Berejiklian’s claims that boosting housing supply is the sure-fire way to fix the state’s housing affordability problem, Mr Ramalay said that in some areas of Sydney there was no shortage of land.

There it is costs and red tape difficulties holding back especially smaller players.

In Kellyville, in the city’s north, there is available land but development costs are proving tough for some.

Planning for the future also requires a greater focus on long-term sustainable development. A 10-year timeframe was just not good enough, Mr Ramalay said, and there should be a requirement on governments to look further into the future.

“We hear so much about the land shortage, but near one of our sites there’s 20 blocks across the street but no one has the confidence to develop and

buy and that’s because of the lack in infrastructure investment,” he said.

“We need to focus on the missing middle of Sydney. Look at the other planned cities around the world, we have been too slow here. We shouldn’t be looking just at 10 years into the future, but we should be looking 50 to 70 years out and what the population is going to be looking like then.”

In southwest Sydney, on Camden Road, Metro Property Development is building Catherine Field estate, a 150 house-and-land project in an area where signs of a renewed building boom are starting to show.

The company’s chief executive, Luke Hartman, said transport links and the likelihood of employment hubs emerging was one of the most important factors determining cities of the future, not just Sydney but around the country.

The southwest rail link opened in 2015, with stations at Leppington and Edmonson Park and cost \$2bn, but was under consideration for more than seven years. The project was officially announced by then Labor leader Morris Iemma, but was eventually opened by Mike Baird, who stood down last week.

An extension is now under consideration with a scoping study into connecting Leppington to Bringelly, the line then dividing north to St Marys and south near Macarthur.

In Sydney alone it is estimated at least 200,000 people daily commute from the western suburbs, mainly to the city, for work.

Heading out west



Mr Hartman said better transport links in the future would allow new cities to emerge at a faster rate.

“In Sydney, at least, transport is one of the big drivers of growth areas,” he said.

“If you look at the transport corridors, that’s where the development is happening and the more money the government spends on infrastructure the better. People need to be able to get in and out of the city easily.”

media & press

The Daily Telegraph

THE SUNDAY TELEGRAPH | AIDAN DEVINE, REAL ESTATE WRITER | AUGUST 28, 2016

INVESTORS CASH IN BUYING SYDNEY BROTHELS AND CONVERTING THEM INTO HOUSING OR OFFICES



INVESTORS have discovered that if you truly want to get a red-light special in Sydney’s booming property market, then you should buy an old brothel.

Inner-city bordellos struggling to attract licensed operators because of the lockout laws of 2014, which have put a serious droop in the sex industry, are now getting a big lift in interest from residential developers.

A licensed venue on King St in Erskineville is on the market with a price guide of \$1.8 million, but selling agent Adrian Abrook of LJ Hooker said the 11-bedroom, 10-bathroom property has more value as a development site.

“Much of the interest has come from buyers wanting to turn the site into a mix of retail and residential,” he said.

Few buyers have expressed interest in keeping the property running as a bordello, Mr Abrook added.



Image: 16 Kellett St was formerly a brothel known as Cleopatra.

If the home is converted it will follow in the footsteps of venues such as 16 Kellett St, a neon pink building in Potts Point that was recently turned into a boarding house. The property’s endless ensuite bathrooms made it easy to convert into nine studios,

which rent for about \$350 a week each.

A similar venue on Elizabeth St in Surry Hills has been converted into a boutique apartment block, currently under construction. All the units have already sold.

Matt Zappia of Multipart said the redevelopment was such a success that the owners of the next-door property, currently operating as a brothel, were considering also selling to developers.

“Demand for development sites is so strong that it’s easier to sell these properties off as land rather than businesses,” Mr Zappia said.



Image: 481 Elizabeth Street, Surry Hills (pictured when it was still a brothel) is being redeveloped as housing.

After selling for \$2 million last year, a 10-bedroom, 10-ensuite terrace at 52 Kellett St, once known as Antonio’s Angels, is being converted into offices.

Around the corner, another venue on Darlinghurst St has been on the market as a rental for nearly two years but has remained vacant.



Image: From Brothel, to Offices.

Listing agent Jeffrey Onishi of Laing and Simmons said it too would probably become office space or possibly even accommodation for backpackers.



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