



Nick Shinnick

Director

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W upstreamproperty.com

EDUCATION AND QUALIFICATIONS

- ▶ University of South Australia – Bachelor of Business Property (Valuation)
- ▶ Adelaide University – MBA Business Management

CURRENT

Upstream Property Solutions (UPS) was established by Nick in 2016 and provides a boutique transactional and advisory service. Nick currently manages office leasing solutions for one of Adelaide's largest private property syndicates and undertakes transactional work for developers and commercial property owners. Nick also provides occupier services for tenants and owner occupiers.

PREVIOUS ROLES

Nick moved to Colliers International in 2001 and specialised in office leasing solutions of existing premises and developments. Nick's experience at Colliers International included both sales and leasing roles with both private and institutional organisations. Nick progressed to the role of National Director managing Adelaide Office Leasing Division. Nick had a particular focus on the development market and refurbishment of large commercial grade office assets.

RECENT PROFESSIONAL ACCOMPLISHMENTS

- ▶ Managed the project leasing of the refurbishment of 169 Pirie Street, Adelaide. A 9,000sqm office project which involved the complete refurbishment and relocation of Channel Nine's offices and studios.
- ▶ Managed the leasing of 70 Franklin Street, Adelaide – a 20,000sq m newly built A-Grade asset achieving a 75% occupancy on the building before ceasing work on the project.
- ▶ Instigated the pre-commitment leasing which underpinned the development of 400 King William Street, Adelaide (a 23,500sq m A-Grade office asset) and subsequent leasing of the balance of the building to 100% occupancy. The building was then sold with Nick's involvement to an institutional German fund for \$98 million.
- ▶ In 2008 Nick received the REISA Award for Best Marketing Campaign and was recognised Nationally as a finalist in this category for the development of the Worldpark:01 Marketing Campaign
- ▶ In 2007 and 2010 Nick was recognised by Colliers International Nationally receiving the Australian Outstanding Achiever Award.

BUSINESS AND EDUCATIONAL BACKGROUND

- ▶ Established Upstream Property Solutions 2016-Current
- ▶ Colliers International - 2001-2015
- ▶ National Director – Office Leasing (Adelaide) 2012-2015
- ▶ Nick has previously operated in the Melbourne CBD office market. This involved working on Melbourne's most iconic buildings, Rialto Towers (525 Collins St), 101 Collins Street, 333 Collins Street and 303 Collins Street.
- ▶ After a successful career in residential sales and development, Nick's Commercial Real Estate career commenced in Adelaide in 1998 with Jones Lang LaSalle.

"Securing Channel Nine to 169 Pirie Street, Adelaide was technically and structurally the most difficult project in my 25 year property career. Nick's involvement and dedication throughout this process was critical to it's success."

Pep Rocca

Managing Director Australasian Property Developments



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NOTABLE TRANSACTIONS

PROPERTY	CLIENT	TENANT	AREA M ²	YEAR
Citi Centre, Adelaide	APD	Romeo's Foodland	2,000sqm	2018
32 Stirling Street, Thebarton	APD	Coca Cola Ltd	1,400sqm	2018
100 Pirie Street, Adelaide	APD	State Government	3,300sqm	2018
100 Pirie Street, Adelaide	APD	Snap Fitness	600sqm	2018
32 Stirling Street, Thebarton	APD	Viterra	1,200sqm	2018
32 Stirling Street, Thebarton	APD	NW Group	1,000sqm	2018
42 Nelson Street, Stepney	APD	Canon Medical	400sqm	2018
42 Nelson Street, Stepney	APD	Norwood Day Surgery	420sqm	2018
Chesser Street, Adelaide	SASY	Advisory	800sqm	2018
Jetty Road, Glenelg	Extreme Board Riders	Advisory	500sqm	2018
34 Grove Street, Marleston	Voda	Sale - Advisory	\$950,000	2017
49 Holland Street, Thebarton	APD	Nokia	600sqm	2017
105 Waymouth Street, Adelaide	TMK	Sale - Advisory	\$1,350,000	2016
Senna Road, Wingfield	Samaras	Sale	\$21,000,000	2016
169 Pirie Street Adelaide	APD	HAMBS	1550	2015
169 Pirie Street Adelaide	APD	Channel 9	2500	2015
70 Franklin Street Adelaide	Kyren Group	Southern Cross Media	1350	2014
70 Franklin Street Adelaide	Kyren Group	Dept of Immigration & Border Protection	6000	2014
70 Franklin Street Adelaide	Kyren Group	Pricewaterhouse Coopers	1950	2013
70 Franklin Street Adelaide	Kyren Group	Marsh Pty Ltd	1136	2013
159 Port Road Hindmarsh	Mossop Group	Inc Research	582	2013
400 King William Street Adelaide	Kyren Group	Sale of building	\$97.9M	2012
70 Franklin Street Adelaide	Kyren Group	Piper Alderman	2600	2012
70 Franklin Street Adelaide	Kyren Group	Medical Insurance Aus Pty Ltd	1299	2012
2-3 Greenhill Road Wayville	2 Greenhill Road Pty Ltd	ETSA Utilities	2065	2012
153 Port Road Hindmarsh	Mossop Group	Boral Construction	1584	2011
400 King William Street Adelaide	Kyren Group	QBE	2036	2011



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PROPERTY	CLIENT	TENANT	AREA M ²	YEAR
400 King William Street Adelaide	Kyren Group	Hunt & Hunt	2036	2011
2-3 Greenhill Road Wayville	2 Greenhill Road Pty Ltd	ETSA Utilities	1000	2011
400 King William Street Adelaide	Kyren Group	Workcover SA	5000	2010
91 King William Street Adelaide	McGrath Nicol Services	McGrath Nicol Services	642	2010
151 South Terrace Adelaide	APD	Transfield	1800	2010
400 King William Street Adelaide	Kyren Group	Health Workforce Australia	2036	2010
400 King William Street Adelaide	Kyren Group	Insolvency & Trustee Services Australia	1455	2010
400 King William Street Adelaide	Kyren Group	Health Workforce Australia	2036	2010
400 King William Street Adelaide	Kyren Group	Insolvency & Trustee Services Australia	1455	2010
159 Port Road Hindmarsh	Mossop Group	Hills Industries Ltd	3000	2010
66 Rundle Street Kent Town	Bryant Properties Pty Ltd	Tonkin Consultancy	1864	2010
400 King William Street Adelaide	Kyren Group	Satisfac Credit Union	2375	2009
400 King William Street Adelaide	Kyren Group	Wallmans Lawyers	2018	2009
400 King William Street Adelaide	Kyren Group	Dept of Correctional Services (SA)	3120	2009
5 Cooke Terrace Wayville	Bryant Properties Pty Ltd	Mental Illness Fellowship of SA	1393	2009
167-169 Fullarton Road Dulwich	Andel Holdings Pty Ltd	Pernod Ricard Pacific Pty Ltd	2000	2009

"Nick's expert market advice and thorough knowledge of the intricacies and movements within the office market allowed Kyren to make sound and strategic property decisions."

Theo Samaras
Kyren Group