

# Harrison Humphreys

- EST. 1984 -

Commercial Property Management





## Our Experience *is Your Advantage*

In 1984 Robert Harrison and Gordon Humphreys formed Harrison Humphreys, bringing together their respective backgrounds in valuation and law, to create a new firm that they believed could service a market need. Since then, Harrison Humphreys has been synonymous with the marketing and management of high quality properties, offering extensive experience with a progressive, sophisticated approach.

Tom Harrison and Ben Humphreys the current agency principals, together with their fathers Robert and Gordon, have maintained a strong focus on continuous growth. The team at Harrison Humphreys are highly trained negotiators who aim not only to sell and lease property, but to get the very best price the market is prepared to pay.



Why Choose  
*Harrison Humphreys*



**We put your needs first by using a consultative approach**

We take great care to provide a consultative approach in order to better understand and develop solutions that help address your wants and needs. Our knowledgeable team is skilled at analysing, solving and presenting viable solutions to meet your needs and achieve your strategic goals. We listen carefully and provide a comprehensive overview of the Commercial market while offering expert advice on the management of each property.

## Property *Management*

The Commercial Management and Sales and Leasing team deliver peace of mind with your investment by providing the very best in property management services.

At Harrison Humphreys we are committed to meeting your needs by:

- Achieving optimum market rental
- Ensuring the rent is paid promptly
- Maintaining communication with our clients at all times
- Providing quality administration and financial documentation
- Management of costs and outgoings
- Management of compliance with Legislation
- Providing access to an experienced Sales and Leasing team

Your property will be in safe and experienced hands.



*“Landlords grow rich in their sleep”*

– John Stuart Mill

## Commercial Property Management Portfolio

We currently manage a diverse range of commercial properties including retail shops, offices and warehouses both single and multiple tenancies, in and around Launceston.

The management of all commercial properties is linked to our office software property management system, one of the most up to date property management systems used Australia wide.

The following is a small selection of properties currently in our management portfolio.



### **42-48 St John Street, Launceston**

A 4 Storey combined retail and office building currently occupied by Tamar Valley Roses, TS 14 Australia, NAB, Kernam & Co and AON along with other tenancies.



### **63-65 Cameron Street, Launceston**

A 4 storey office building, currently occupied by Australian Hearing, Family Based Care, Colony 47, Randstad, NRM North and Argonaute Financial Services along with several other tenancies.



### **137 Charles Street, Launceston**

A retail site currently occupied by Jeans West.



### **126 Brisbane Street, Launceston**

A retail site located in the Brisbane Street Mall, currently occupied by ladies fashion retailer Sussan.



### **10 Broadland Drive, Launceston**

A large warehouse currently occupied by Chubb Fire and Security.



### **65-67 St John Street, Launceston**

A 4 Storey building, currently occupied by MyState Bank Limited, Hillross Launceston, NDA Computing, Watson and Hegarty along with several other tenancies.



### **93 Brisbane Street, Launceston**

A retail site currently occupied by the Shaver Shop.



### **1 Norwood Avenue, Norwood**

Modern suburban multiple tenancy suite, comprising an IGA supermarket and hairdresser.

## Services

Harrison  
Humphreys

Ph: 6332 6400  
48 Brisbane Street, Launceston



Harrison Humphreys

- COMMERCIAL -



### **Rent Collecting**

Invoices are issued to lessees around mid month for the following month in advance. Careful monitoring via our staff and computing system ensures that rent arrears are dealt with promptly.

### **Statement Procedure**

Rents received are receipted and paid into a Trust Account as required by Government Legislation. At the end of each month, any expenses which have been incurred are paid and the net income is paid to you in the nominated manner. All expenses and income are controlled, managed and distributed through the Trust Account of Harrison Humphreys Pty Ltd who operate as Harrison Humphreys.

### **Rental Reviews**

The Macro Management System allows us to carefully monitor and carry out fixed rate or CPI rent reviews provided for in the Lease. You will be advised when such a rent review takes place.

### **Market Rent Reviews**

We would be involved as your Agent in direct negotiations with the Lessee in the event of a market rent review. The market rent review will be conducted as instructed by the lease and we would liaise with you throughout the process.

### **Option to Extend**

In the event of the lease agreement containing an option to extend by the Lessee, we will monitor these on our system and following instruction from you, we will indicate to the Lessee when their option needs to be exercised.

### **Tenancy Inspections**

We also undertake periodic tenancy inspections of the building to confirm that the occupants are conforming with the terms of the lease.

### **Building Inspections**

Where required we organise, on your behalf, compliance with the Building Act 2000 – Essential Safety and Health Features and Measures. We would engage a qualified firm or person to comply with the requirements of that Legislation.

### **Maintenance and Contractual Services**

We will act as the contact point for all maintenance concerns. As the need arises for repairs or general maintenance we will liaise with you and obtain quotes if need be and monitor works to be carried out. Fixed contract works (eg cleaning, air conditioning servicing, fire protection) will be reviewed as necessary and renewed or retendered on your behalf, as required.



## Fees and *Charges*



**Our management fee is based on the provision of the services noted.**

If some variation in relation to these services were required then we would be prepared to discuss our range of services provided and vary it accordingly in relation to the services that are not requested.

Our property management and leasing fees will be agreed upon following further consultation and discussion with you.

The fees are generally a percentage of the gross annual rent (net rental plus recoverable outgoings).



## Meet the Team

### At Harrison Humphreys we realise that no two clients are the same

We listen to your needs, provide advice and tailor our services accordingly.

*We offer a truly personalised service.*

#### **Ben – Director**

Ben is a Director of Harrison Humphreys and works across all areas of the commercial market. Since joining the firm in 2004 he has been responsible for the completion of many complex negotiations across a range of property types within this market. Over that time he has developed a broad understanding of commercial property and the intricacies of the Launceston commercial property market in particular. Prior to joining the firm

Ben graduated from Glenormiston Agricultural College in 1991 with an Associate Diploma of Applied Science Farm Management and the University of Tasmania in 1996 with a Bachelor of Commerce majoring in Accounting. He has worked in public practice in Tasmania and during that time qualifying as a Certified Practising Accountant (CPA) before moving to London for three years where he worked as a Management Accountant with the BBC, West Hampstead Housing Association and The Rent Service.

#### **Tom – Director**

Originally from Tasmania, Tom studied in Melbourne and graduated from Deakin University, completing a Bachelor of Commerce in 2004. Upon completion Tom spent time in the sporting industry before starting in sales at Michael Page International. During his time there he developed his negotiation/relationship management skills and initiated successful partnerships with the likes of NAB, Merrill Lynch, Goldman Sachs JB Were and the Macquarie Bank. Tom also spent 2 years in London, to go with his 9 years in Melbourne and returned to Launceston in 2012 to be part of the Harrison Humphreys team. Since then, Tom has taken over the role of Residential Sales Manager as well as becoming a Director of the business.







**Bruce – Commercial Sales and Leasing Consultant**

Bruce spent his early years in Scottsdale and completed High School in Launceston before undertaking valuations studies in Hobart. In July 1974 Bruce established an independent property valuation practise in Launceston. He practised as a Valuer for 37 years, undertaking valuations of industrial, commercial, retail and office premises for purchasers, vendors, public companies and Government acquisitions.

In December 2010 he resigned from Valuing to pursue a new career as a Commercial Real Estate Consultant with Harrison Humphreys. Bruce is now a non-practising valuer and will rely on his extensive knowledge of property to assist past and future clients in their commercial real estate decisions.

**Nick – Commercial Sales and Leasing Consultant**

Nick is a B.A. graduate (University of Tasmania 2004), who owned retail and manufacturing businesses prior to beginning his career in commercial real estate. His extensive business experience allowed him to make a fast transition into the industry where he has now facilitated many complex commercial sales and leasing transactions. Nick’s strengths include sale negotiation, strategic asset positioning/repositioning and marketing campaign strategy and implementation.

**Tracy – Commercial Sales and Leasing Administrator**

Tracy has worked for Harrison Humphreys for 14 years. Returning to the Company in 2012 after a break with family commitments. Tracy understands Harrison Humphreys values, business and clients having worked in all areas of the business. Her role now focuses on Commercial Sales, Executive Assistant to Directors, Leasing and Contract Management. Tracy is professional, welcoming and relational in advice and support to clients and customers. Tracy is also heavily involved in volunteering in sporting Clubs, having recently taking on the role of Vice President for Launceston Saints Basketball Club and Grade Co-Ordinator for GeeTees Netball Club, where she both plays and coaches her children’s teams.

**Anita – Commercial Portfolio Manager**

Anita joined the firm in 2006 in a newly created Commercial Property Portfolio Management role allowing Harrison Humphreys to have a dedicated Commercial Property Management Division. The division has developed and grown under Anita’s command and the current portfolio is well established across a variety of retail and offices tenancies, including high profile multi tenanted properties, warehouses and storage units. Anita takes pride in her role and is known for her attention to detail. Working alongside the Commercial Sales and Leasing team Anita is able to draw on their experience and knowledge to provide each landlord with a complete management service. Anita is well placed to help you with all your Commercial Property Management needs.

**Gordon**

Gordon graduated from the University of Tasmania in 1966 with a Bachelor of Laws Degree and from 1967 to 1981 practised law with the Launceston firm Shields Heritage, being a partner from 1970 until his retirement from Legal Practice at the end of 1981. During that time he was principally involved in a Commercial and Conveyancing practice bringing him into constant contact with property dealings. He became an Associate of the Real Estate Institute of Australia in 1984 and holds a Real Estate Agent Manager’s Licence for Harrison Humphreys Pty. Ltd. In other fields he was the inaugural Chairman and a Director of the Tasmanian International Velodrome Management Authority. A past President and Life Member of the Chamber of Commerce, a former Chairman of Motor Accidents Insurance Board and of Metro and a former Director of the Menzies Centre for Population Health Research.

**Robert**

Robert is a non practising Valuer who qualified from the Royal Melbourne Institute of Technology in 1977 with an Associate Diploma in Valuations. He has had extensive experience in both valuation and the Real Estate field commencing with a period of three years with the Lands Department at Burnie on the Northwest Coast. He then transferred to Launceston as a Valuer and Salesman in private practice. Robert became an Associate of the Real Estate Institute of Australia in 1984. He is a past Northern Branch President of the Real Estate Institute of Tasmania and served on the REIT Board for a number of years.



“Harrison Humphreys have managed our commercial property for over 8 years and during that time they have consistently provided first class service in all respects.

Their management of tenant and property maintenance issues has been at an extremely high level. They have also provided invaluable assistance with periodic building upgrades. The property has been fully tenanted most of the time, a key reason for this has been their active and professional approach to filling vacant space when it becomes available.

I cannot speak more highly of Harrison Humphreys’ professionalism, enthusiasm and results.”

**Ian Jackson**  
Secretary, Cameron Street  
Property Trust





*The best investment on earth is earth.*

– Louis Glickman

# Harrison Humphreys

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