

Robert (Bob) Houston

Director



Qualifications

Certified Real Estate Agent
Diploma of Business Management
Affiliate, Real Estate Institute of NSW

Bob's career in real estate spans three decades, three property booms and three recessions. He has extensive hands on experience in virtually all facets of real estate, particularly the following:-

- Commercial, Industrial & Retail, Marketing/Sales
- Strategic consulting - e.g. repositioning assets to optimise returns
- Commercial, Industrial & Retail, Property Leasing & Management
- Residential Sales & Leasing
- Prestige Residential Sales
- Project marketing
- Feasibility Analysis / Property Development
- Auction, Tender & EOI Campaigns
- Leaseback Sales
- Portfolio Sales Campaigns

Over the years Bob has successfully dealt with every type of property and serviced all kinds of clients from first time buyers through to major institutions.

Bob has also studied the USA property market first hand at considerable length, adding cutting edge property solutions to his knowledge base.

Over time Bob has built an extensive network of contacts across the Property & Finance sectors.

Specialising in sales, he has held senior positions with leading commercial property agencies, most recently with Jones Lang LaSalle.

Bob was also proprietor of a prominent metropolitan agency for some years.

Major clients with whom he has worked include:

Westpac Bank	ANZ Bank	Arthur Andersen
Department of Housing	Australand	Defence Housing
Ferrier Hodgson	Coles Myer	Australian Public Trustees
Austwide Property	Bamburgh Properties	Mariner Funds
Roads & Traffic Authority	National Mutual	State Super Board
Ernst & Young	EG Funds Management	St George Bank
Perpetual	Parramatta Council	

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