

National Prestige Capability



National Prestige Residential Valuations



LMW's specialised Prestige Residential Valuations team consists of a select few of Australia's leading residential property valuers operating in local markets across the country.

- At LMW, we understand that our clients' Prestige property applications are of the upmost importance to their business.
- LMW's Prestige Residential Valuation team consists of highly-skilled, expert valuers across the country.
- To gain and maintain a position in LMW's specialised Prestige teams, valuers must comply with rigorous policies and procedures. Our clients can be confident that the most appropriate expert has been involved in their Prestige valuation process.
- Our reputation, competency and professional approach to Prestige Valuations has ensured LMW forms part of the major lenders Prestige/Elite/Luxury panels across Australia.
- LMW understands that Prestige applications may relate to lower value properties that form part of a high net-worth portfolio and/or high value individual properties. We confirm that regardless of whether our Prestige instructions are to value a \$200,000 apartment or a \$40 million waterfront property, only specialised members of the LMW Prestige Residential Valuations team will undertake the valuation request in full accordance with LMW's Prestige Policies and Procedures.
- Our national team has wide-ranging exposure to all Prestige property types with regular valuation experience in property value levels ranging from \$5 million to \$50 million. LMW have completed a substantial number of valuations throughout 2017 more than \$20 Million with the team having a strong understanding of this complex sector of the market.

The following documentation includes our National Policy and full Capability Statements for LMW's National Prestige Residential Valuation's team.

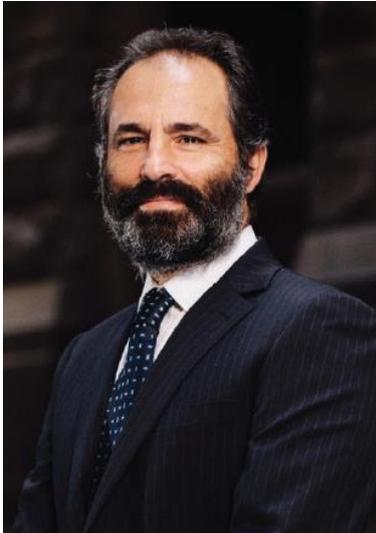


- Only LMW approved Prestige Residential Valuers who comply with the LMW Prestige Residential Policy may undertake Prestige Residential valuations. LMW impose rigorous standards in this area; therefore, the team is small, and the lender can be assured of highest calibre of valuation reporting and service.
- Presentation must be to a high standard commensurate with what the lenders clients would expect of a “Prestige” professional appointed by the Bank; e.g.- A suit and tie must be worn to each inspection.
- All contact regarding inspection will be through only a specifically trained administration assistant with specific regard to tolerance with inspection requirements of client.
- You must be an Associate Director or Director of LMW, unless specifically approved by the National Residential Director, to be included in an LMW Prestige Residential Team.
- For all Prestige valuations undertaken by an LMW Prestige Residential Valuer, the lender/banker/broker instructing, will be contacted prior to sending of the report to discuss value, risk and any other points of note in relation to the subject property.
- Regardless of the value of the property or fee for the service, all “Prestige” valuations will be treated with the highest regard in relation to quality of service.
- The fee quoted is all inclusive, i.e. no re-inspection or travel fees will be charged on Prestige Residential Requests.
- Each State’s LMW Prestige Residential Team must meet every second month to discuss current events, market conditions, unique valuations and any further advancements in processes.
- Each member of an LMW Prestige Residential Team will act in a manner befitting of such a position and project professionalism in every aspect of their operations.
- Each member of LMW Prestige Residential Team must sign this policy prior to commencing “Prestige Residential Valuations”.

National Prestige Team Leaders



New South Wales Prestige Residential Team Leader



Peter Raptis

LMW Director

FAPI Certified Practising Valuer

Certified Practising Valuer (Bus.)

Certified Property Practitioner (CPP)

email: Peter.Raptis@lmw.com.au

phone: 0407 217 033

Qualifications

- Masters Degree in Real Estate (University of New South Wales)
- Masters Degree Property Development (University of Technology)

Specialisation

- Prestige and Elite Residential Property
- Small Scale Residential Development
- Expert Witness

Professional Diversity

- Mortgage Security Valuations
- Market Valuations (Non-Mortgage)
- Family Law Valuations
- Retrospective Valuations
- Taxation Valuations
- Government Valuations
- Vendor Advocacy

Prestige Operation Locations:

Peter's area of expertise is the Prestige Property market in Sydney. The types of prestige properties include water front and beach front properties, heritage properties, rural residential acreage and luxury apartments.

Professional Summary:

Peter Raptis is LMW's Director of Prestige Property NSW. Peter has been a valuer since 1988 with a broad range of experience. He is a Fellow of the Australian Property Institute.

Peter also lectures at the University of Technology Sydney and the University of New South Wales. Peter lectures both at an Undergraduate and Post Graduate level and is widely regarded as a leader in property education amongst property professionals.

Queensland Prestige Residential Team Leader



Mike Henderson

National Residential Director
AAPI Certified Practising Valuer
Queensland Registered Valuer

email: Mike.Henderson@lmw.com.au

phone: [0418 730 536](tel:0418730536)

Qualifications

- Bachelor of Business (Land Economy)
(Hawkesbury Agricultural College)

Specialisation

- Prestige and Elite Residential Property
- Small Scale Residential Development
- Government

Professional Diversity

- Mortgage Security Valuations
- Market Valuations (Non-Mortgage)
- Family Law Valuations
- Retrospective Valuations
- Taxation Valuations
- Development Feasibility
- Government Valuations

Prestige Operation Locations:

Inner Brisbane including river front, inner North including high end value suburbs of Hamilton, Ascot and Clayfield.

Professional Summary:

Mike has been involved in valuing prestige residential for well over 20 years, initially in Cairns and Port Douglas where he was a partner in a national valuation firm. Since the early 2000's after moving to Brisbane Mike has built up a reputation as one of the leading prestige residential valuers in Brisbane, valuing many of the high-end prestige houses through the blue chip inner north suburbs of Hamilton, Ascot and Clayfield.

Mike is highly regarded with the top end of town for his knowledge of prestige housing and regularly presents to clients on the state of the prestige market.

Victorian Prestige Residential Team Leader



Phillip Bainbridge

LMW Director Residential
AAPI Certified Practising Valuer

email: Phillip.Bainbridge@lmw.com.au

phone: 0411 072 821

Qualifications

- Associate Diploma of Valuation
(Royal Melbourne Institute of Technology)

Specialisation

- Director of Prestige and Elite Residential Property
- Small Scale Residential Development
- Expert Witness

Professional Diversity

- Mortgage Security Valuations
- Market Valuations (Non-Mortgage)
- Family Law Valuations
- Retrospective Valuations
- Taxation Valuations
- Development Feasibility
- Government Valuations

Prestige Operation Locations

Inner Melbourne, Eastern, South Eastern, Bayside Locations and Mornington Peninsula

Professional Summary:

Phillip leads the LMW Victoria Prestige Residential Team.

Phillip has been working within the Melbourne property valuation industry for over 35 years and has a wide breadth of property and valuation knowledge.

Phillips specialised and professional approach to all Prestige valuation work ensures that all clients are left confident the most appropriate expert has been involved with their more prestigious application.

Phillip ensures that all LMW Victoria Prestige transactions are treated with the highest regard in line with LMW's National Prestige Valuation Policy.

South Australian Prestige Residential Team Leader



Mark Robins

email: Mark.Robins@lmw.com.au

State Director South Australia

phone: 0421 566 614

AAPI Certified Practising Valuer

Qualifications

- Bachelor of Business (Property) (University of South Australia)
- Certificate III in Justice Studies – TAFE South Australia
- Certificate III in Accounting – TAFE South Australia

Specialisation

- Director of Prestige and Elite Residential Property
- Small Scale Residential Development
- Commercial

Professional Diversity

- Mortgage Security Valuations
- Market Valuations (Non-Mortgage)
- Family Law Valuations
- Retrospective Valuations
- Taxation Valuations
- Development Feasibility
- Government Valuations

Prestige Operation Locations

Inner Southern and Eastern suburbs, Adelaide Hills and Foreshore Locations.

Professional Summary:

Mark is LMW's State Director of South Australia and has been with the company since 2011. He has 16 years valuation experience, specialising in prestige residential and commercial.

Mark has undertaken work for many different clients, including financiers and private clients, together with significant experience in the family law area.

Western Australia Prestige Residential Team



Blake Lieschke

email: Blake.Lieschke@lmw.com.au

LMW State Director WA

phone: 0409 300 454

AAPI Certified Practising Valuer

Western Australian Registered Valuer

Qualifications

- Bachelor of Commerce (Property)
(Curtin University of Technology)

Specialisation

- Prestige and Elite Residential Property
- Small Scale Residential Development
- Commercial
- Industrial
- Retail
- Expert Witness

Professional Diversity

- Mortgage Security Valuations
- Market Valuations (Non-Mortgage)
- Family Law Valuations
- Retrospective Valuations
- Taxation Valuations
- Development Feasibility
- Government Valuations
- Vendor Advocacy
- Property Law

Prestige Operation Locations:

Western suburbs of the Perth metropolitan region

Professional Summary:

Blake is currently the State Director of Residential Valuations (WA) and responsible for the strategic direction and operational management of the residential business line across the state. Blake is also an Associate Member of the Australian Property Institute. Blake holds over 13 years' experience within his field, focusing on complex, high-worth residential properties.

With Blake's experience, he also leads the WA Prestige team, ensuring that this work is completed to the highest of standards, following the LMW's National Prestige Valuation Policy.