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GLASS MEARES- A BRIEF INTRODUCTION

Glass Meares is a specialist commercial and industrial real estate agency, located in the Lane Cove West Industrial area. Our location places us in the strategic centre of our market. Our agency focuses solely on selling and leasing business premises around a number of key suburbs including:

- **Lane Cove**
- **North Ryde**
- **Gladesville**
- **St Leonards**
- **Chatswood**
- **West Ryde/Meadowbank**

Glass Meares was formed in February 2003, by Jason Glass & Colin Meares, who have both been working exclusively in the North Shore industrial and commercial market for the past 12 and 16 years respectively. Colin came directly from 17 years with Knight Frank and Jason from two years running Glass Property Consultants. Prior to that, Jason spent five years with Colliers International and Jones Lang Wootton (now Jones Lang Lasalle).

Since forming Glass Meares in early 2003, we have successfully completed a wide variety of transactions on behalf of a wide variety of clients including:

- **Leighton Properties**
- **Maincon Projects**
- **ICA Property (VALAD)**
- **Deutsche**
- **Ford Land Company**
- **AMP**
- **Macquarie Goodman**

Transactions completed by Glass Meares since commencing in 2003, have ranged from 50m² office suites to the September 2006 sale of a North Ryde property for over \$30 million. We have also recently set the record for the two largest strata office sales ever recorded in North Ryde (720m² and 1,070m²) for our clients Leighton Properties.

SERVICES OFFERED

Glass Meares is able to provide specific services in the sale and leasing of business and industrial premises. Our key services include:

- ◆ Representing Vendors in the sale of property both vacant or as income producing investments.
- ◆ Representing Lessor's in the leasing of property.
- ◆ Assisting tenants when seeking new premises to lease, or needing to sub-let existing premises.
- ◆ Assisting purchasers of property in identifying suitable premises.
- ◆ Sourcing development opportunities and site consolidation for clients.

We are also local market leaders in the area of project marketing, particularly with regards to the sale and leasing of strata titled industrial and office units.

We can utilise our established market contacts in order to introduce you to numerous specialist consultants including property managers, valuers, building consultants, developers, property syndicators, town Planning Consultants, design and fit-out specialists.

KEY SALES STAFF:

Jason Glass - Director
Colin Meares- Director
Ilan Weihart:- Sales and leasing
Candice Charles- Sales & leasing
Lynn Smith – P.A to Directors

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Colin Meares- Director**Licensed Real Estate Agent, Licensed Strata Title Manager, Dip Catering & Hotel Management**

After completing a Diploma of Catering & Hotel Management and managing various hotels, Colin took over the property manager's role in a large real estate agency in 1976. After 8 years with the agency Colin moved to Sydney.

He commenced employment with Baillieu Knight Frank (now Knight Frank) in 1987 in the Investment Sales Division of their Sydney office.

In 1990 Colin moved to Knight Frank's Parramatta office as Manager of the Investment Sales Division.

In 1992 Colin moved to Knight Frank's North Sydney office to Manage the Industrial & Business Space Division. After a break he returned as a consultant specialising in servicing large projects and management properties.

In February 2003, Colin resigned from Knight Frank to join Jason Glass and establish Glass Meares Property Consultants.

Some of the major clients Colin has personally acted for include:

Amp, Mirvac Trust, AGL, Colonial First State, Macquarie Goodman, ANZ Bank, York International, Challenger International, Tyndall Australia, Invensys Australia, AXA Property Trust, Protective Commission, and Insolvency & Trustee Service, CSIRO, Winten/Australand, Dick Smith Investments, Ford Land Group, Reckitt Benckiser.

Some of Colin's larger transactions include the sale of 33 Waterloo Road North Ryde for \$10 million for DB Reef and 294 Lane Cove Road North Ryde for \$30 million for Dick Smith Investments.

Jason Glass- Director**Bachelor Of Business (Land Economy), Licensed Real Estate Agent**

Jason Glass is a specialist in the sale and leasing of industrial and office property on Sydney's North Shore and North Western suburbs. He benefits from a tertiary property education and extensive work experience with two multi-national real estate firms. Jason is now joint Principal of Glass Meares.

After completing a Bachelor Of Business (Land Economy) degree in 1991, Jason joined BRW Publications as a property Journalist. At BRW Jason was a staff writer for Australian Property News, Property Investor Magazine and other BRW titles.

In 1995 Jason resigned from BRW in order to take up a position with Colliers Jardine's (now Colliers International) North Shore Industrial Division. There he spent three successful years, specialising in the sale and leasing of industrial property across Northern Sydney.

In 1998, Jason resigned from Colliers in order to accept an offer to join Jones Lang Wootton (Now Jones Lang Lasalle). Jason's role at JLW was as a senior sales and leasing executive in the North Shore Industrial Department. His time at JLW was divided equally between the sale of major industrial investments and the sale and leasing of vacant industrial property.

In early 1999, Jason resigned from Jones Lang Lasalle and formed Glass Property Consultants, in order to capitalise on his strong local industrial market experience. During his time trading as Glass Property Consultants, Jason completed numerous sales and leasing transactions ranging from 100m² office leases to \$9 million development sales. Glass Property Consultants also became a recognised leader in the area of industrial strata project marketing during its three years of operation. In February 2003, Jason Glass and Colin Meares joined forces and Glass Property Consultants became Glass Meares Pty Ltd.

[Ilan Weihart](#)

Licensed Real Estate Agent

Ilan is an experienced agent with seven years of continuous work in the Sydney property market. Ilan started in the residential area working for Asset Realty in Gordon, before joining commercial agents Dean's Property.

Ilan joined Glass Meares in 2006 and has become a successful and integral part of our team. Ilan has a detailed understanding of property issues and is a skilled negotiator.

Ilan focuses on sales and leasing of premises both at the smaller and larger end of the market, and he brings enthusiasm and strong sales focus to all of his appointments. Gladesville is Ilan's particular area of focus.

[Candice Charles](#)

Candice comes to Glass Meares with experience in both residential real estate and the insurance industry. In her previous role Candice was responsible for the sale of residential properties at a prominent agency in the Prospect/Seven Hills area.

Prior to this Candice worked for Employers Mutual Workers Compensation and Western QBE Insurance. Both roles in the insurance industry required extensive customer service & technical skills, giving Candice a strong framework for a successful real estate career.

Candice joined Glass Meares in early 2008, to assist with the leasing and sales of smaller commercial and industrial properties. Candice focuses particularly on the leasing of office and industrial properties around North Ryde & Lane Cove.