

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

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| Business Name | Hammond Land Advisory | | |
| Contact Name | Paul Costigan | | |
| Contact Phone | 07 3492 9289 | Contact Email | paul@hammondland.com.au |
| Postal Address | PO Box 8380, Woolloongabba Qld 4102 | | |
| Business Status | <input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants | | |

Introduction Summary

Hammond Land Advisory (HLA) provides end-to-end strategic and development advisory services, supporting clients from early concept through to delivery and occupation. Our team offers independent, sector-informed guidance to help organisations make confident long-term property decisions, backed by rigorous feasibility analysis, asset optimisation, and early-stage project validation.

We specialise in identifying and securing suitable sites, managing negotiations and due diligence, and undertaking comprehensive financial, technical, and planning assessments. Our development management capabilities ensure seamless coordination across all project stages, acting as a single point of contact while maintaining strict compliance, reporting, and stakeholder alignment. We also assist clients in structuring funding strategies and navigating complex planning and approval pathways to reduce delays and maintain project momentum.

HLA's experience spans not-for-profit and mission-driven organisations, education providers, and faith-based institutions. With over two decades of industry expertise and more than \$200M in residential and social housing projects delivered, we combine boutique agility with the capability of larger firms—ensuring clients receive senior leadership engagement throughout every project. Our strong industry relationships further enhance efficiency, value, and outcomes.

Guided by a client-centred approach, HLA places your goals at the forefront. We prioritise clear communication, proactive problem-solving, and a seamless transition across strategy, feasibility, approvals, execution, and sales to deliver projects that create meaningful and lasting impact.

The HLA team are members of the Australian Institute of Project Management, are QBCC licence holders and has a registered real estate salesperson.

Sector Knowledge

HLA brings 20+ years of experience delivering social and affordable housing projects for community housing providers (CHPs) across Queensland and regional Australia. Our work spans strategic advisory through to project delivery, supported by strong governance, funding, and compliance capability.

HLA has managed a wide range of developments, including multi-storey mixed-use projects, villa and duplex developments, modular housing, and walk-up unit complexes. Our role typically covers feasibility, cost analysis, superintendent services, and full project and development management.

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We have a deep understanding of the CHP operating environment, including the requirements of government capital funding agreements, accessibility standards (such as Gold Livable and DDA), and procurement processes aligned with public accountability. We routinely support clients with tender evaluations, modular vs traditional construction assessments, risk management, and approval navigation.

Our service offering includes strategic advisory, asset optimisation, site acquisition and due diligence, feasibility analysis, funding strategy development, and end-to-end delivery management. We operate with a client-first, mission-aligned approach that supports providers in delivering high-impact housing outcomes.

Recent projects include a 16-unit affordable housing development delivered ahead of schedule and under budget, and an 18-unit social housing project involving detailed design review, cost modelling, and compliance coordination.

| Skills | Offered? | Summary of demonstrated qualifications, consultancy skills and consulting track record |
|---------------------------------|-----------------|---|
| Finance | Yes | Feasibility & risk analysis: In-depth financial, planning, and technical site evaluation to support decision-making. |
| Business Planning | Yes | Site identification & assessment: Locating suitable sites, reviewing planning controls and development potential. Acquisition management: Managing negotiations, settlements, and due diligence for property purchases. |
| Property Development | Yes | End-to-end project coordination: Seamless management across planning, construction, stakeholder relations and documentation. Single-point communication: Ensures clarity and accountability among consultants, contractors, and stakeholders. Approvals navigation: Expert support in securing development approvals across regulatory frameworks. |
| Risk analysis Management | Yes | Compliance & reporting: Oversees all regulatory requirements with robust documentation to maintain schedules and standards. Contractual Risk & Dispute Management: Advisory support on risk minimisation, contractual matters and dispute resolution. |
| Partnership development | Yes | Expert consultancy: Advisors provide independent, sector-informed guidance to support board and management decisions. |

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| | | Funding strategy development: Leverages strong financial and industry networks to source and structure project funding. |
| Growth readiness assessments | Yes | Asset Value Planning: Experienced in lifecycle planning and value management to maximise asset value and ROI through effective stakeholder engagement. |
| Strategic asset management | Yes | Asset optimisation: Experience in reviewing property portfolios to identify opportunities that align with clients' mission and growth strategies. |
| Feasibility | Yes | Early-stage concept testing: Conducts feasibility assessments to evaluate project viability before committing resources. |
| NRSCH Registration | No | |
| Other | No | |