



**Preston  
Rowe  
Paterson**

National Property Consultants

# Sydney Impact Report

## Hotel & Leisure Market

### ABOUT THIS REPORT

Preston Rowe Paterson prepare research reports covering the main markets within which we operate in each of our capital cities and major regional locations. This Hotels & Leisure Market research report provides analysis and detail of economic factors which impact the Sydney City's tourism industry. Within this report we have analysed sales over year to 2016 in Sydney City.

To compile the research report we have considered the most recently available statistics from known sources. Given the manner in which statistics are compiled and published they are usually 3-6 months out of date at the time we analyse them. Where possible we consider short term movement in the statistics by looking at daily published data in the financial press. Where this shows notable fluctuation, when compared to the formal published numbers we have commented accordingly.

### Second Half 2016 Update INSIDE THIS ISSUE:

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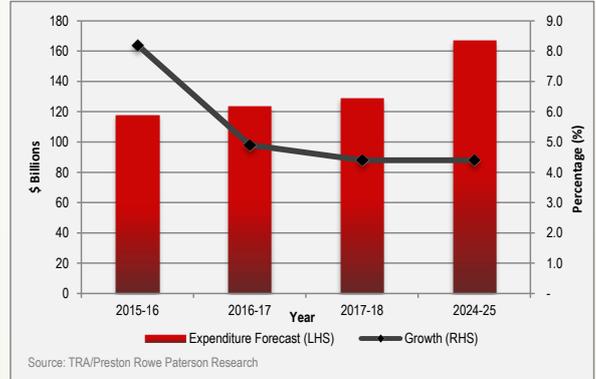
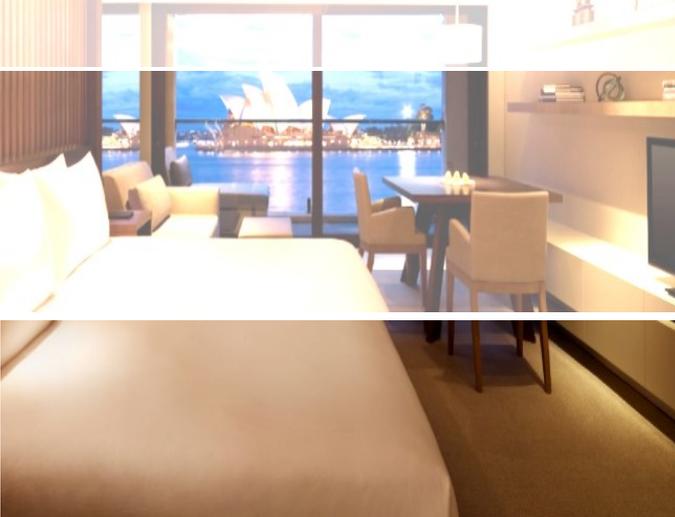
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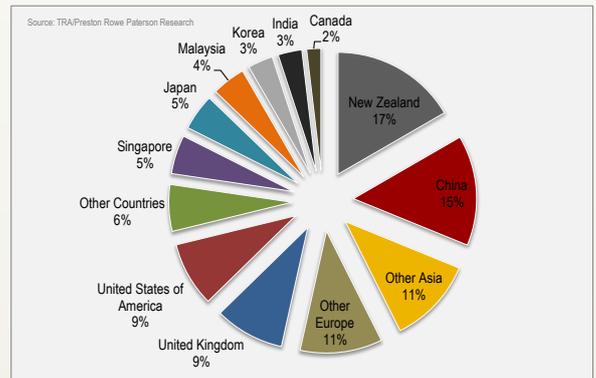
# INTRODUCTION

Tourism in 2016 remains one of Australia's more significant contributors to economy growth. The latest forecast from Tourism Research Australia (TRA) shows that 2015-2016 will bring in \$117.5 billion in total expenditure, an 8.2% increase from the previous year. Furthermore, 2016-2017 is forecasted to bring in annual expenditure of \$123.2 billion, with 2017-2018 to bring in \$128.6 billion. Ten-year average growth to 2024-2025 has been revised to a forecasted annual rate of 4.4%, an increase of 1.4% from previous forecasts and ultimately indicating a strengthening tourism industry in Australia amidst geopolitical uncertainty that emerged in 2016.

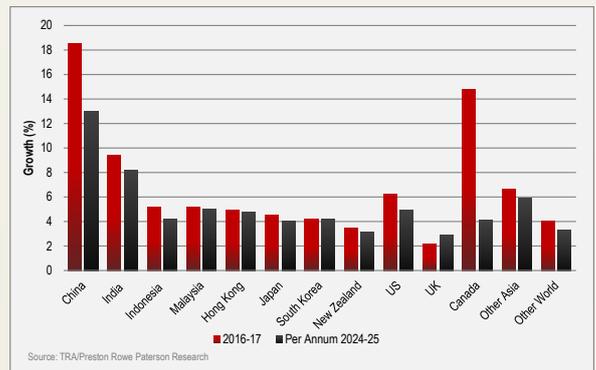
Stimulated by historical low interest rates, low fuel prices and low Australian dollar, Australia's tourism industry has reaped in the benefits of global passengers throughout 2016. Notably, inbound arrivals from Asia will continue to drive growth 2016-17, with China (18.5%), India (9.4%), Indonesia (5.2%) and Malaysia (5.2%) the main contributors (TRA). Improved economic performance and increased aviation paths to and from New Zealand have increased forecasts for 2016-17 to 3.5% in growth of arrivals to Australia. Inbound arrivals from the United States of America is also forecasted to growth by 6.2% (up from [previous forecast of 4.7%]) in 2016-17 also from improved economic growth, increased flight choices and a stronger greenback against the AUD. However, forecast from the UK was up 2.2% for 2016-17, a modest figure which has been negatively influenced by Brexit decision this year. Ultimately in 2015-16, it is forecasted that Australia's top five inbounders, i.e. New Zealand, China, the UK, the US and Singapore, will contribute 67% of visitors of the 5.2 million inbound passengers over the ten years to 2024-25.



**Chart 1—** Inbound Tourism Expenditure and Growth Forecast - Source: TRA/ PRP Research



**Figure 1—** International Visitors to Australia, year-end June 2016 - Source: TRA/ PRP Research



**Chart 2—** Growth in Arrivals, by Main Overseas Market (forecast) - Source: TRA/ PRP Research

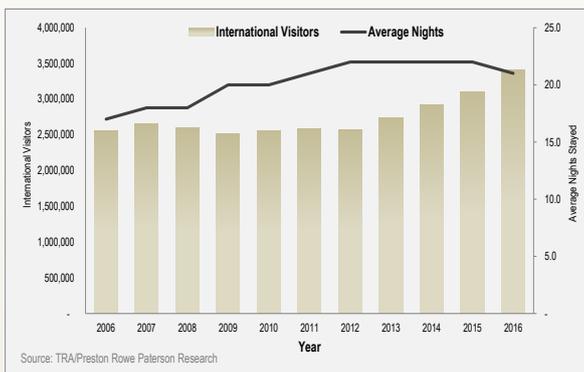
# MARKET OVERVIEW

Sydney's Hotel industry remains an important source of economic growth for not only New South Wales, but Australia as a whole. According to Tourism Accommodation Australia (TAA), Sydney's hotel sector generates \$1.3 billion in Gross Regional Product and employs more than 14,600 people in its workforce. Inevitably, hotels and accommodation plays a vital role in the tourism sector, of which is worth approximately \$30 billion each year to Australia's economy.

## International Visitors

According to TRA, Sydney remains the most popular capital city for international inbound arrivals. In saying this, the proportion of tourists visiting the Harbour city has been slowly declining, as visitors branch out to other cities to as their destination of choice. The year end to 2016 saw Sydney welcoming in more than 3.4 million international visitors, making up 39.9% of all international arrivals to Australia's capital cities. This proportion has significantly declined from 2006's figures, which saw arrivals in Sydney taking up 43.5% of total arrivals to Australia's capital cities.

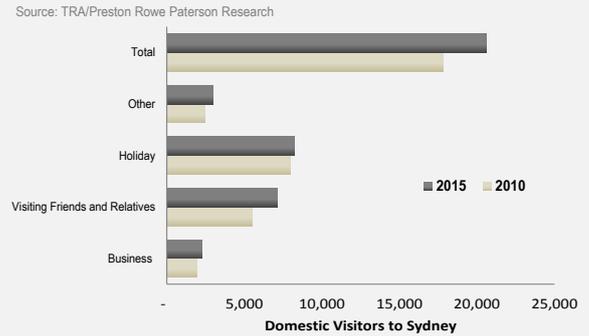
In 2016 those arriving in Sydney stay on average, twenty-one nights. This is one less night when compared to 2015, though have increased by 4 nights when compared to 2006.



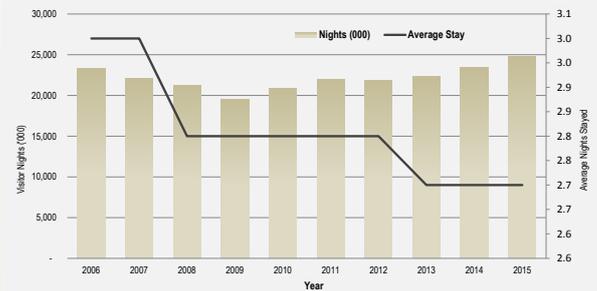
**Chart 3—** International Visitors to Sydney vs. Average Number of Nights Stayed - Source: TRA/ PRP Research

## Domestic Visitors

Latest figures from TRA show that domestic visitors to Sydney increased by 9% over the year to 2015, from 18,937 in 2014 to 20,628 visitors in 2015. 39.8% of those visiting Sydney in 2015 were there



**Chart 4—** Domestic Visitors to Sydney, by Purpose (2010 vs. 2015) - Source: TRA/ PRP Research



**Chart 5—** Total Visitor Nights in Sydney and Average Nights Stayed - Source: TRA/ PRP Research

for holidaying purposes, a drop from 42.6% from 2014 and 44.7% from 2010. 34.6% of those who travelled to Sydney were there visiting family and friends. This proportion increased from 31.9% in 2014, and 30.7% from 2010. 11.1% of domestic visitors to Sydney were there for business in 2015, a slight decline from 12.1% from 2014, though increasing slightly from 2010's 11.0%. Visitations of other purposes comprised of 14.5% in 2015, which increased from 2014 figure of 13.4% and 13.6% from 2010.

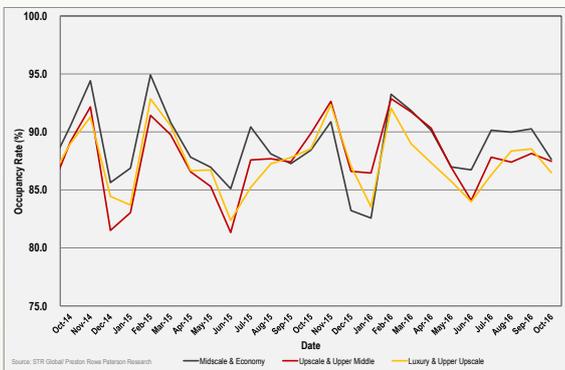
Overnight trips to Sydney have been trending upwards since statistics were first recorded in 1998, in 2015, 9,319 overnight trips were recorded from domestic visits to Sydney, This reflects a 9.3% increase from 2014, which recorded 8,527 overnight visits, and a 27% increase from 2010's figure of 7,359 overnight visits. Furthermore, domestic visitors to Sydney typically stay 2.7 nights per visit, a figure which hasn't changed since 2012.

In 2015, the number of overnight trips booked to stay in hotels and similar accommodation was 4,359 trips, or 46.8% of all overnight trips. This figure reflects a 13.0% increase from 2014 and 21.5% increase from 2010. Average stay in Sydney hotels was 2.2 days for 2015, down from 2.3 days in 2014 and remained unchanged from 2010 figure.

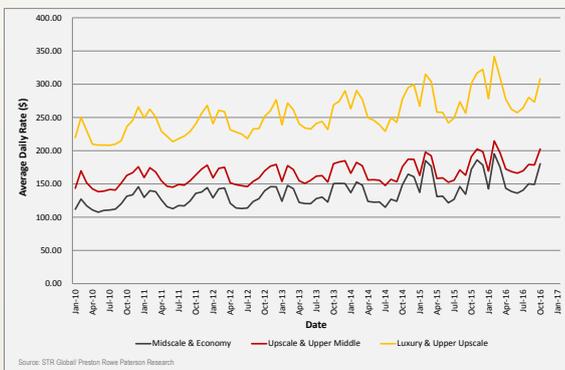
# SYDNEY CITY

## Occupancy Rate

Sydney City's hotel market continues to perform strongly 2016, as data from STR Global indicates robust occupancies in all three classes of hotels. Occupancy rate remain in the high eighties range, with Midscale & economy hotels averaging with a rate of 87.6% for October 2016. Upscale & upper middle class hotels' vacancy rate for October is slightly lower at 87.5%, while Luxury & upper upscale class had the lowest, albeit still high performing, rate at 86.5%. In saying this, all three classes of hotels experienced declines in occupancy rate when compared to twelve months prior, where rates for Midscale, Upscale and Luxury hotels were at 88.4%, 89.9% and 88.5% respectively. On average, occupancy for 2016 in each respective class are at 89.0%, 88.3% and 87.1%. Seasonality is present in Sydney City's hotel market, which indicates that hotel booking in the city peak during February and November and slump during January and June annually from historical data. From this information, we forecast that occupancy rate will rise in November and December period coming into 2017.



**Chart 6**— Sydney Hotel Occupancy Rates, by Hotel Class -  
Source: STR Global/ PRP Research



**Chart 7**— Sydney Hotel Average Daily Rate, by Hotel Class -  
Source: STR Global/ PRP Research

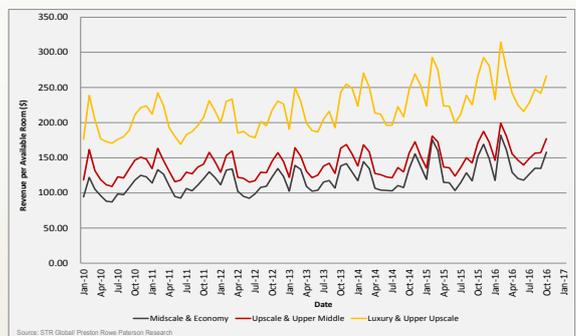
## Average Daily Rate

Average Daily Rate (ADR) refers to the average rental rate for a single room. ADR for all three classes of hotels in Sydney continue to perform well on the back of rises in ADR for October 2016. Over the twelve months to October, ADR for Midscale, Upscale and Luxury increased by 4.8%, 6.0% and 2.3% respectively. ADR for the respective classes as of October stand at \$180.34, \$202.52 and \$308.14. The figures indicate an all-time October high for all three classes, with ADR growing year over year for twenty-eight consecutive months. Furthermore, we reiterate that this growth has continued, even with consistent supply growth in all three hotel classes.

## Revenue Per Available Room (RevPAR)

Revenue per available room is a performance metric that is calculated by dividing a hotel's total room revenue by the total number of available rooms in the period.

Hotel revenues for Sydney City accommodations have had modest growths over the year to October 2016. Midscale hotels experienced an annual growth of 3.9%, with their average October RevPAR at \$158.02. Upscale hotels' RevPAR for October averaged \$177.14, indicating an annual growth of 3.2%. Luxury hotels did not exhibit any changes in their RevPAR over the year, with the figure remaining at \$266.49. RevPAR for Sydney City's overall hotel market stand at \$200.55, which reflects a slight increase of 1.8% from October 2015's figure. The City of Sydney benefits from its strong corporate environment, providing insurance and financial services across the globe. Furthermore, Australia's most preferred tourist destination attracted more than 3.4 million international visitors and 18.9 thousand domestic visitors in 2015, which inevitably have resulted increased demand for rooms and ultimately have sustained the annual growth in this revenue aspect.



**Chart 8**— Sydney Hotel Revenue per Available Room, by Hotel Class -  
Source: STR Global/ PRP Research

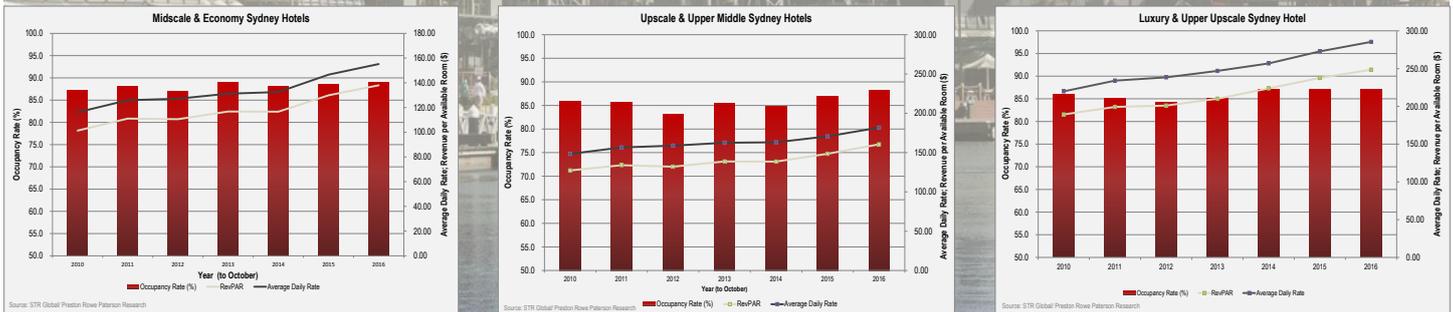


Figure 2— Yearly Average Occupancy Rate, RevPar and Average Daily Rate, by Class -

Source: STR Global/ PRP Research

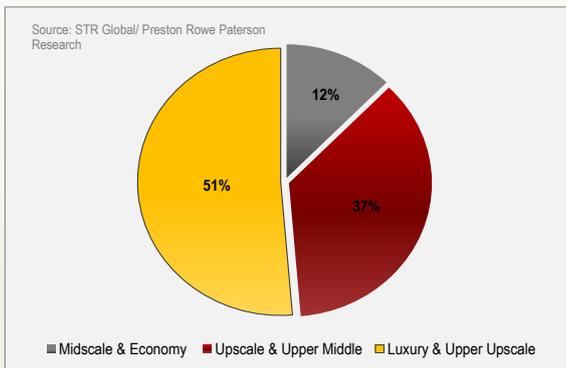
	Date	Supply			Demand		Revenue		
		Establishments	Rooms	Room nights available	Room nights sold	Room Occupancy Rate	Takings from Accommodations (\$ millions)	Average Daily Rate	Yield
<b>NSW</b>	Sep-15	1,361	74,927	6,806,000	4,862,000	71.5%	882.5	181.50	129.7
	Sep-16	1,360	75,547	6,961,000	5,140,000	73.9%	977.1	190.10	140.4
	% Change	-0.07%	0.83%	2.28%	5.72%	3.36%	10.72%	4.74%	8.25%
<b>Sydney City</b>	Sep-15	147	22,770	2,079,000	1,814,000	87.3%	386.8	213.20	186
	Sep-16	147	22,575	2,084,000	1,833,000	88.0%	415.6	226.70	199.5
	% Change	0.0%	-0.9%	0.2%	1.0%	0.8%	7.4%	6.3%	7.3%
<b>Greater Sydney</b>	Sep-15	356	38,464	3,473,000	3,946,000	84.8%	581.6	197.30	167.5
	Sep-16	360	39,352	3,625,000	3,080,000	85.0%	639.9	207.70	176.5
	% Change	1.12%	2.31%	4.38%	-21.95%	0.24%	10.02%	5.27%	5.37%
<b>Regional NSW</b>	Sep-15	1,005	36,463	3,330,000	1,912,000	57.5%	300.2	156.90	90.2
	Sep-16	1,000	36,195	3,335,000	2,060,000	61.8%	337.2	163.60	101.2
	% Change	-0.50%	-0.73%	0.15%	7.74%	7.48%	12.33%	4.27%	12.20%

Table 1— Accommodation Snapshot for Hotels in New South Wales

Source: Destination NSW/ STR Global/ PRP Research

## Hotel Supply

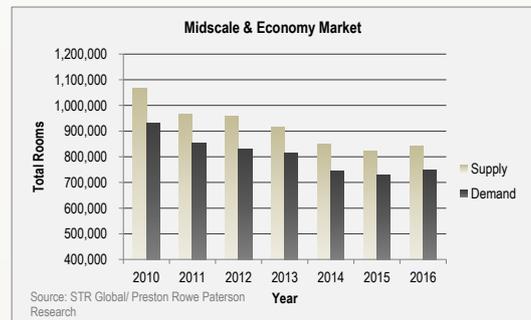
Sydney City's accommodation sector is predominantly filled with hotels, which partly provides an explanation for the slow growth in supply of new accommodation over the past five years. Latest figures from 2016 indicate that Sydney City's hotel supply pipeline is dominated by Luxury & Upper Upscale hotels, which took up 50% of rooms available. Upscale and upper middle hotels comprise of 38% of supply, whilst Midscale hotels had 12% of the share. Supply for the ten months to October 2016 for all three hotel markets in Sydney City indicate that supply for 20-16 will be stronger than that of the previous years. Supply of Midscale and Luxury hotel rooms over the twelve months to October 2016 increased by 2.1% and 3.9%, respectively. In contrast, Upscale hotels experienced a decline in their number of rooms available in the same period, which saw supply decreasing by 3.7%. The total rooms available for the year to October were 6,815,089 rooms, a slight 0.7% increase from the previous year. In contrast, hotel demand, defined as the number of rooms sold (excludes complimentary rooms), increased by a slight 1.35% over the year to 2016.



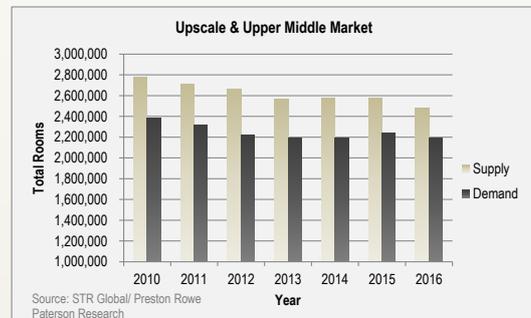
**Figure 3—** Sydney Hotel Supply 2016, by Hotel Class  
Source: STR Global/ PRP Research



Close to \$4 billion worth of hotel development in Sydney City is provide an extra 3,500 rooms, most of which are expected to be completed within the next five years. Notably, construction of numerous luxury six-star hotels is expected to implant Sydney City into the world's big league and add to Sydney's already thriving tourism industry. W Hotel Sydney (which will take over the footprint of the current IMAX Theatre), Sofitel Sydney Darling Harbour and Crown Sydney Hotel Resort will contribute 1,408 (40%) of the total supply within the next five years, reiterating the importance of such luxury hotels in Sydney's accommodation sector.



**Chart 9—** Supply and Demand of Midscale Hotels in Sydney, year- end October 2016 - Source: STR Global/ PRP Research



**Chart 10—** Supply and Demand of Upscale Hotels in Sydney, year- end October 2016 - Source: STR Global/ PRP Research



**Chart 11—** Supply and Demand of Luxury Hotels in Sydney, year- end October 2016- Source: STR Global/ PRP Research

## Hotel Sales

The following table displays reported major hotel sale transactions that have occurred in the year to December 2016 in Sydney City.

Name	Address	Stars	Sale Price	Initial Yield	Vendor	Purchaser	No. of Rooms	Value per Room
Vibe Hotel	11 Goulburn Street, Sydney	4.0	\$97,000,000	5%	Toga Hotel Property Investment Pty Ltd	Far East Organisation	191	\$507,853
Park Regis City Centre	27 Park Street, Sydney	3.0	\$46,000,000	N/A	Staywell Hospitality Group	Private buyer	122	\$377,049

Table 1— Hotels Sales in Sydney City, 2016

Source: CPM/ PRP Research

The **Vibe Hotel Sydney**, which is situated on the corner of Elizabeth and Goulburn Streets in the central business district, was sold to Singapore's Far East Organisation for \$97 million in January. The hotel contains 191 rooms, a restaurant and bar, gymnasium, rooftop terrace and swimming pool and is in prime location where there have been several purchases of commercial buildings set to be rebuilt into apartment towers. It is reported that the yield for this property is around the 5% range.



## Hotel Site Developments

The following table displays reported hotel site developments that are expected to be completed by 2020 in Sydney City.

Address	Locality	Number of Rooms	Completion Date	Grade	Estimated Cost (\$)	Developer
20-80 Pyrmont St	Pyrmont	231	Q2 2016	N/A	5,000,000	Star Entertainment Group
7-9 York St (Travelodge Hotel, Wynyard)	Sydney	4	Q2 2016	3.5	783,000	Travel Lodge Wynard
27 O'Connell St	Sydney	362	Q2 2016	N/A	1,500,000	Radisson Blue Plaza Hotel Sydney
28 Albion St	Surry Hills	33	Q4 2016	N/A	2,600,000	Rydges Hotel
161 Sussex St (Hyatt Regency)	Sydney	222	Q4 2016	4.0	250,000,000	Stanwood
289-293 King St	Sydney	236	Q4 2016	N/A	33,512,000	Skematic Architecture & Project Managers Pty Ltd
14 Darling Dr (Sofitel, Darling Harbour)	Sydney	656	Q3 2017	5.0	360,000,000	Darling Harbour Live
74-78 Commonwealth St	Surry Hills	30	Q3 2017	N/A	6,213,000	Citadin Pty Ltd
255 Victoria St	Darlinghurst	9	Q3 2017	N/A	1,279,000	Owner-builder not disclosed by request
84 Albion St	Surry Hills	39	Q3 2017	N/A	2,998,000	8Hotels
65-79 Sussex Street (Quest Hotel)	Sydney	163	Q4 2017	4.0	36,195,953	Alfasi Property Development Pty Ltd
230-232 Sussex St	Sydney	11	Q4 2017	N/A	3,780,000	Meriton Apartments Pty Ltd
757-763 George St	Haymarket	207	Q1 2018	N/A	39,260,000	Ceeroose Pty Ltd
143-145 York St	Sydney	87	Q1 2018	N/A	7,360,000	Michael Yeh of Yeh's Family Holdings Pty Ltd
9-25 Commonwealth St	Sydney	124	Q1 2018	N/A	66,576,066	Adev Pty Ltd
280-288 George St	Sydney	194	Q4 2018	N/A	56,461,000	Toga Group
286-296 Sussex St	Sydney	152	Q4 2018	N/A	101,183,000	Ausbao (NSW) Pty Ltd
31 Wheat Rd (W Hotel)	Sydney	402	Q4 2019	6.0	750,000,000	Grocon Pty Ltd
160-162 Elizabeth St (Crown Sydney Hotel Resort)	Barangaroo South	350	Q4 2020	6.0	2,000,000,000	Crown Melbourne

Table — Hotels Site Development to be completed by 2020, Sydney City

Source: BIC/ PRP Research



## Development Snapshot

### W Hotel, Sydney Darling Harbour

The site of Sydney's former IMAX Theatre was bought by Melbourne developer Grocon in back October 2016 and is now the development site of The W Hotel Sydney, an upmarket luxury hotel which will become the centre stage at Darling Harbour upon its completion in 2019. The 402-room hotel will be perched on top of The Ribbon, a 20-storey serviced apartment complex, as well as the revamped IMAX Theatre. Development of the complex is reported to cost an approximate \$750 million, with the hotel placed favourably to capitalise on the redevelopment of Sydney's International Convention and Exhibition Centres and the construction of the new business precinct at Barangaroo.



Artists' impression of the W Hotel Sydney, Darling Harbour. The hotel will be perched on top of The Ribbon— a 20-storey residential development that will take over the footprint of the current IMAX Theatre, and is expected to be completed by 2019 —Picture Source: Australian Business Traveller.



The Hyatt Regency Sydney, upon completion of its redevelopment, will add an extra 222 rooms, an all-day dining restaurant, rooftop bar and Regency Club Lounge.— Picture Source: Boarding Area

### Hyatt Regency Sydney

Formerly a part of the Four Points by Sheraton Brand, the hotel located at 161 Sussex Street was rebranded on November 30, 2016 to Hyatt Regency Sydney. The hotel is currently under redevelopment, with an extra 222 rooms to be added, bringing the total number of rooms to 892 upon completion. Additionally, the redevelopment will include a 272-seat all day dining restaurant, a hotel rooftop bar (the only one in Sydney) and a Regency Club lounge. Approximately 3,450 sqm of meeting space will be allocated for events, including two ballrooms which will be built to cater 1,000-plus people. The \$250 million redevelopment and refurbishment is expected to be completed by late 2016, and is expected to be open to the public in late January 2017.

# Economic Fundamentals

## GDP

GDP figures for the September quarter will not be available until the 7th of December, and hence we will use June's figure for the following analysis of growth in the Australian economy. A seasonally adjusted chain volume growth of 0.5% was recorded for the second quarter, and 3.3% for the twelve months to June. The quarterly figure signifies twenty-one consecutive quarters of growth for Australia, with our last recession occurring 25 years ago in 1991. In trend terms, annual growth stood at 3.1%, with the main sources of growth being Mining (0.8%), Financial and insurance services (0.5%), Public administration and safety (0.3%), Construction (0.2%) and Wholesale trade (0.2%) industries. In contrast, the largest detractor to growth was manufacturing (-0.2%).

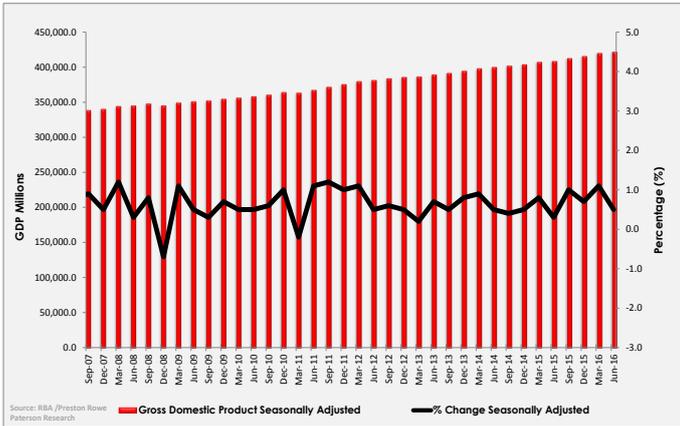


Chart 1 – Gross Domestic Product (GDP) – Source ABS

## Interest Rates

Following the Reserve Bank of Australia's monthly meeting, the Board kept interest rates unchanged at 1.50% for October 2016. This comes at the back of the RBA's decision to cut interest rates to historic lows in August, as a result of inflation declining to its lowest level since 1999, in conjunction with slower than average growth in the world economy. The decision to have rates unchanged for the second month in a row is backed by modest improvements in Australia's economy, with declines in the mining industry being offset by growths in residential construction, public demand and imports. Furthermore, the RBA reiterated that commodity prices had been rising over the past few months, coming off the reduction in demand from China from the previous few years.

In relations to the housing market, the Central bank noted that growth in lending for housing has been on a downward trajectory throughout the year as lenders take more precautions with their lending practice.

Furthermore, house prices are still increasing, albeit at a slower pace than the past year, with the exception of the persistently strong housing markets in Sydney and Melbourne.

The RBA is sure to be monitoring the housing market closely in the near future, especially for signs of increases in capital gains or an increase in speculative purchases in the future.

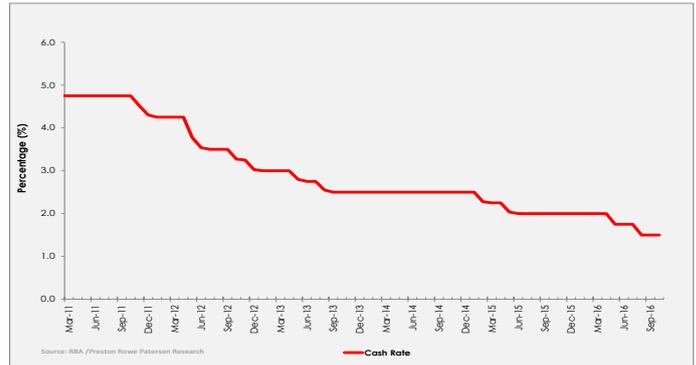


Chart 2 – Cash Rate – Source RBA

## CPI

Figures from the Australian Bureau of Statistics indicate that headline inflation in the third quarter of 2016 grew by 0.7%, with year-on-year growth at 1.3%. These figures show strong improvements in inflation from the last quarter, which only increased by 0.4% over the quarter and 1.0% over the year to June. However, when we look at underlying inflation for September, which measure inflationary pressures from only the change in market forces, a quarterly rise of 0.35% and yearly change of 1.5% were recorded.

The largest contributors to the hike in prices stemmed from Fruit (19.5%), Vegetables (5.9%), Electricity (5.4%) and Property rates (4.0%). In contrast to this, Index figures for Fuel and Telecommunications both declined over the quarter, by -2.9% and -2.5% respectively.

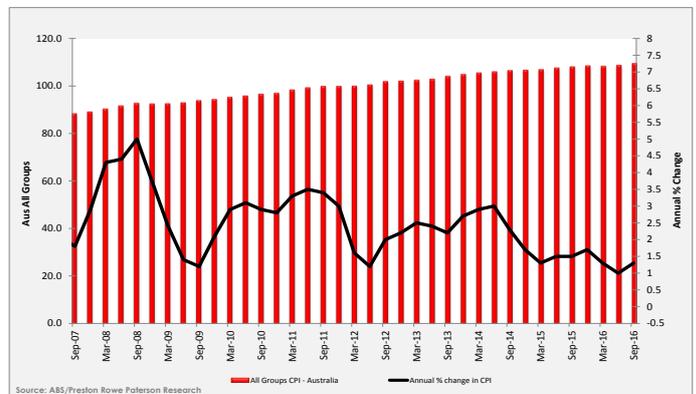


Chart 3 – Consumer Price Index—Source—ABS

### Labour force

Unemployment rate fell 0.1 percentage point to 5.6% in September, with total number of people with jobs falling by 9,800 (seasonally adjusted) in the month. Furthermore, full time employment reduced by 53,000 persons, and notably, part-time employment increased by 43,200 persons. When we look seasonally adjusted figures for states and territories, New South Wales and Tasmania were the only states to record an increase in employment over the month.

The month to September sees New South Wales experiencing a slight increase in the seasonally adjusted total number of employed persons, which as of September stands at 3,811,790. Unemployment rate for New South Wales remain unchanged, at a seasonally adjusted 4.9%.

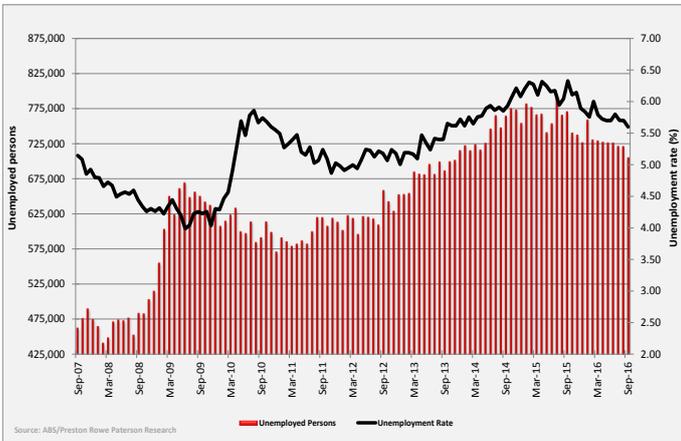


Chart 4 – Unemployment – Source ABS

### Consumer Sentiment

September of 2016 has seen positive gains in consumer sentiment, in which the Westpac Melbourne Institute of Consumer Sentiment increased by 0.4% to 101.4 over the month. However, when compared to three months prior, consumer sentiment had decreased by 0.8%, from June’s index of 102.2.

Westpac’s Chief Economist, Bill Evans, stated that the index has remained relatively stable over the six months to September, despite the many economic events occurring during that time. Notably, two interest rate cuts (May and August), the Federal Election and Federal Budget, as well as major political changes occurring offshore (Brexit and the US Elections) have all occurred during this time. However, considering these outside forces, we have not experienced any drastic changes in consumers sentiment.

Furthermore, consumers are showing portraying confidence in the housing market, with the ‘time to buy a dwelling’ index falling 2.5 basis points to 109.3 from August’s 112.1. Furthermore, the Consumer House Price Expectation Index improved by 3% over the month and 6% over the year to September.

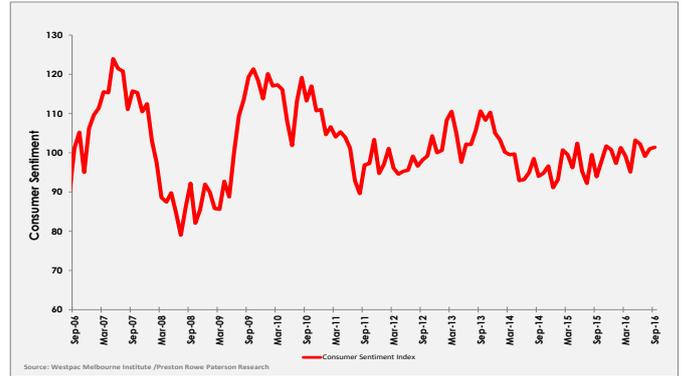


Chart 5– Consumer Sentiment Index – Source - Westpac—Melbourne Institute Survey

### Australian Exchange Rates

The Australian Dollar performed strongly against most currencies over the month of September, notably appreciating by 1.5% against the US to a high of \$0.7630 USD. Furthermore, the quarter and year to September brought through an appreciation of 2.70% and 8.84%, respectively, against the greenback. The steady rise against the greenback comes at the back of the Federal Reserve reluctance to raise US interest rates, disappointing job reports from the US, Australia’s cash rate held at a steady rate and improvement in the nation’s terms of trade during that period.

During September, one Australian dollar on average equated to £0.5886- a 2.50% appreciation against the pound over the month and 27.32% over the year. The pound has faced pressure ever since Britain’s unexpectedly successful vote to exit the European Union on June 24.

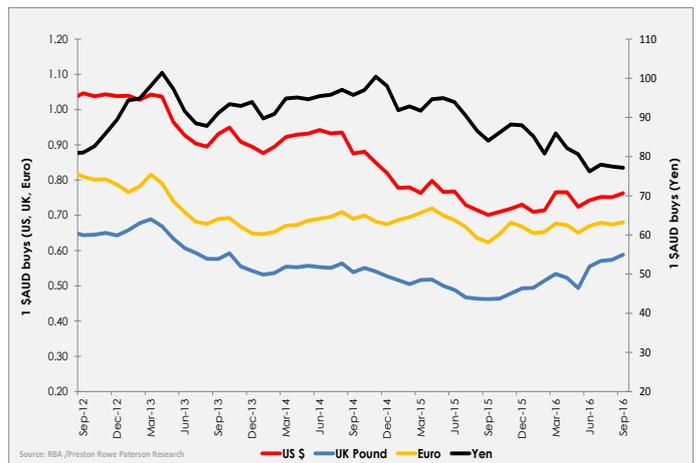


Chart 6 –Movement in Exchange Rates – Source RBA

## We have all *locations* covered

From our capital city and regional office locations we serve our client's needs throughout Australia. Globally, we operate directly or via our relationship offices or special purpose real estate asset classes, infrastructure and plant & machinery.

## We have *your needs* covered

Our clients seek our property (real estate, infrastructure, plant and machinery) services for a multitude of reasons including:

- Acquisitions & Disposals
- Alternative use & highest and best use analysis
- Asset Management
- Asset Valuations for financial reporting to meet ASIC, AASB, IFRS & IVSC guidelines
- Compulsory acquisition and resumption
- Corporate merger & acquisition real estate due diligence
- Due Diligence management for acquisitions and sales
- Facilities management
- Feasibility studies
- Funds management advice & portfolio analysis
- Income and outgoings projections and analysis
- Insurance valuations (replacement & reinstatement costs)
- Leasing vacant space within managed properties
- Listed property trust & investment fund valuations & revaluations
- Litigation support
- Marketing & development strategies
- Mortgage valuations
- Property Management
- Property syndicate valuations and re-valuations
- Rating and taxing objections
- Receivership, Insolvency and liquidation valuations and support/ advice

## About This Report

Preston Rowe Paterson prepare standard research reports covering the main markets within which we operate in each of our capital cities and major regional locations.

Within this report we analysed the sales, leases and developments over the past six months to the reported quarter in various NSW locations of retail property categorized as; city centre, super-regional centre, major regional centre, regional centre, sub-regional centre and neighbourhood centre.

To compile the research report we have considered the most recently available statistics from known sources. Given the manner in which statistics are compiled and published they are usually 3-6 months out of date at the time we analyse them. Where possible we consider short term movement in the statistics by looking at daily published data in the financial press. Where this shows notable fluctuation, when compared to the formal published numbers we have commented accordingly.

## Our Research

At Preston Rowe Paterson, we pride ourselves on the research which we prepare in the market sectors within which we operate. These include Commercial, Retail, Industrial, Hotel & Leisure and Residential property markets as well as infrastructure, capital and plant and machinery markets

## We have property covered

- Investment
- Development
- Asset
- Corporate Real Estate
- Mortgage
- Government
- Insurance
- Occupancy
- Sustainability
- Research
- Real Estate Investment Valuation
- Real Estate Development Valuation
- Property Consultancy and Advisory
- Transaction Advisory
- Property and Asset Management
- Listed Fund, Property Trust, Super Fund and Syndicate Advisors
- Plant & Machinery Valuation
- General and Insurance Valuation
- Economic and Property Market Research

## We have all *real estate* types covered

We regularly provide valuation, property and asset management, consultancy and leasing services for all types of real estate including:

- CBD and Metropolitan commercial office buildings
- Retail shopping centres and shops
- Industrial, office/warehouses and factories
- Business parks
- Hotels (accommodation) and resorts
- Hotels (pubs), motels and caravan parks
- Residential development projects
- Residential dwellings (individual houses and apartments/units)
- Rural properties
- Special purpose properties such as: nursing homes; private hospitals, service stations, oil terminals and refineries, theatre complexes; etc.
- Infrastructure including airports and port facilities

## We have all types of *plant & machinery* covered

We regularly undertake valuations of all forms of plant, machinery, furniture, fittings and equipment including:

- Mining & earth moving equipment/road plant
- Office fit outs, equipment & furniture
- Agricultural machinery & equipment
- Heavy, light commercial & passenger vehicles
- Industrial manufacturing equipment
- Wineries and processing plants
- Special purpose plant, machinery & equipment
- Extractive industries, land fills and resource based enterprises
- Hotel furniture, fittings & equipment

## We have all *client profiles* covered

Preston Rowe Paterson acts for an array of clients with all types of real estate, plant, machinery and equipment interests such as:

- Accountants
- Banks, finance companies and lending institutions
- Commercial and Residential non bank lenders
- Co-operatives
- Developers
- Finance and mortgage brokers
- Hotel owners and operators
- Institutional investors
- Insurance brokers and companies
- Investment advisors
- Lessors and lessees
- Listed and private companies corporations
- Listed Property Trusts
- Local, State and Federal Government Departments and Agencies
- Mining companies
- Mortgage trusts
- Overseas clients
- Private investors
- Property Syndication Managers
- Rural landholders
- Self managed super funds
- Solicitors and barristers
- Sovereign wealth funds
- Stock brokers
- Trustee and Custodial companies

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- ◆ Philippines
- ◆ Thailand

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