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TRANSACTIONS IN REVIEW

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.

The markets covered in this research report include the commercial office market, industrial market, retail market, specialized property market, hotel and leisure market, residential market and significant property fund activities.

We regularly undertake valuations of commercial, retail, industrial, hotel and leisure, residential and special purpose properties for many varied reasons, as set out later herein.

We also provide property management services, asset and facilities management services for commercial, retail, industrial property as well as plant and machinery valuation.

APRIL 2015

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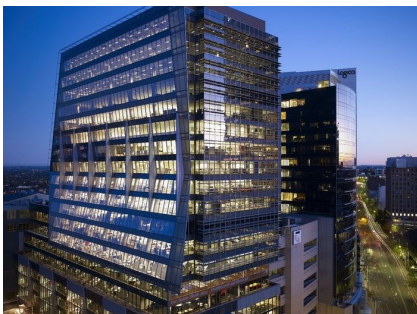
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Sales

Commercial

85-89 North Terrace, Bankstown, NSW 2200

Chinese developer *Ganghui Pty Ltd* has purchased an office block and shopping centre known as **The Compass Centre** for **\$45 million**. The six-storey office block and retail arcade has 56 shops and is currently waiting for development approval for a 477 apartment building and an 8000 m² shopping centre. The site has been held by *The Banna Property Group* for more than 20 years. Bankstown is located 18.4 km south-west of the Sydney CBD. [AFR 09/04/2015]

Burwood Highway and Springvale Road, Burwood East, NSW 3151

Two office buildings in the **Tally Ho Business Park** have been sold to a Chinese buyer for **\$12.7 million**. The 2376 m² office building sold for **\$9.2 million** on a net yield of **8.7%**, reflecting a rate of **\$3,872.05 psm**. The smaller 750 m² office building sold for **\$3.5 million** on a net yield of **7.5%**, reflecting a rate of **\$4,666.67 psm**. *Yokogawa Australia* leases the whole building for a net annual rent of \$262,000. Burwood is located 17 km east of Sydney's CBD. [AFR 09/04/2015]

Urquhart Street, Coburg, VIC 3058

Melbourne-based property developer *Future Estate* has bought undeveloped lots around Melbourne's former **Pentridge Prison** for about **\$27 million**. The sale includes 12 sites ranging from 1670 m² to 5618 m², 10 retail properties, 8 partly completely retail shells and 161 cells. Coburg is located 8.8 km north of the Melbourne CBD. [AFR 09/04/2015]

240 Sandgate Road, Albion, QLD 4010

Tatts Group has sold a 10-storey office building to Singaporean businessman CK Kho for **\$35 million**. The property will remain partially leased to Tatts Group with annual rent expected to be about \$2.9 million for four years. Albion is located 7.8 km north-east of the Brisbane CBD. [AU 09/04/2015]

36 Carrington Street, Sydney, NSW 2000

Brookfield Office Properties has paid approximately **\$20 million** for a 10-storey office building. The 2,297 m² building has approval for 17 lots and the property will be incorporated into the \$1 billion **Wynard Place** office tower development. The sale reflects a rate of **\$8,707 psm**. The project is expected to be finished in 2018. [AFR 12/4/2015]

80 George Street, Parramatta, NSW 2124

A fully leased B-grade office tower has been snapped up by *GDI Property Group* for **\$38.7 million**. The property was sold fully leased on a yield of **8.5%**. The property will be the sole asset in a new GDI unlisted fund to be launched in May. Parramatta is located 23 km west of the Sydney CBD. [AFR 15/04/2015]



9 - 11 Knox Street, Double Bay, NSW 2028

An offshore Chinese buyer has bought a blue-chip office building from Sydney lawyer John Landerer and luxury jewellery retailers the Kennedy family for **\$13.1 million**. The building was also sold with an *ANZ Bank* branch and on a yield of **4.8%**. There is potential for redevelopment of the 478 m² site with a possible floor space ratio of 2.5:1. Double Bay is located 3.6 km east of the Sydney CBD. [AFR 15/04/2015]

131 Macquarie Street, Sydney, NSW 2000

Owners of separate floors on the **Hudson House** building have joined together to sell an ageing office building to a residential developer for **more than \$120 million**. The owners that sold the 17-storey property included property identity Phillip Wolanski, *The Australian Hotels Association* and the *Thai Embassy*. The site will likely be built into an apartment building. [AFR 16/04/2015]

149-163 Milton Street, Ashbury, NSW 2144

The world's largest supplier of building technologies, *UTC Building & Industrial Systems*, will move its Sydney headquarters after selling an office building to private developer *Tepcorp Developments* for **approximately \$31 million**. The 6,397 m² site is has the potential for future residential development. The sale reflects a rate of about **\$4,846 psm**. Ashbury is located around 8.9 km south-west of the Sydney CBD. [AFR 16/04/2015]

143-145 York Street, Sydney, NSW 2000

Sydney Hotel City, owned by the Yeh family, has snapped up an ageing heritage office tower at auction for **\$21.25 million**. The office tower stands 9 storeys high with a WALE of 1.4 years. The 2654.5 m² property was sold on an initial yield of **3.3% or 4.47% fully leased** and will be transformed into a 75 room hotel. The sale reflects a rate of **\$8,005.27 psm**. [AFR 21/04/2015]



33-43 Dudley Street, Melbourne, VIC 3000

A commercial property has been purchased by an offshore Chinese developer for **\$12.1 million**. The 1273 m² site was sold without a planning permit but is a future residential development site. The sale reflects a rate of **\$942.66 psm** and is currently leased at a land rate of over \$9500 psm. [AFR 22/04/2015]

170 Pacific Highway, St Leonards, NSW 2065

A 4464 m² office block has been sold by *Southern Cross Austereo* for **\$18.5 million** as it looks elsewhere for its Sydney headquarters. The complex spans five storeys and was sold on a yield of about **8.7%**. The sale reflects a rate of **\$4,144.27 psm**. St Leonards is located around 6.6 km north of the Sydney CBD. [AFR 23/04/2015]

499 St Kilda Road, St Kilda, VIC 3182

Qualitas has paid **\$80 million** for the **Falkner Centre** office tower that it will convert into a luxury \$300 million apartment development. The 6070 m² site will be converted to a \$300 million apartment block with 253 apartments over 21 storeys, with an average unit price of \$1.1 million. The sale reflects a rate of **\$13,179.57 psm** and construction will commence in late this year or in early 2016. St Kilda is located around 6.6 km south-west of the Melbourne CBD. [AFR 23/04/2015]



357 Collins Street, Melbourne, VIC 3000

A 31,920 m2 office building in Melbourne's CBD has been sold to *Frasers Commercial Trust* for **\$222.5 million**. The sale reflects a **rate of \$6,970.55 psm**. The 25-storey A-Grade office tower contains quality tenants including *Commonwealth Bank*, *Meridian Lawyers* and *Wilson HTM*. The building has an occupancy rate of 95.5% and a WALE of six years.
[AFR 29/04/2015]

3 Horwood Place, Parramatta, NSW 2124

A 5012 m2 office building has been picked up by *IOOF Holdings* for \$25.4 million. The sale reflects a **rate of \$5,067.84 psm** and a **yield of approximately 8%**. Parramatta is located about 23 km west of the Sydney CBD.
[AFR 30/04/2015]



241-245 Bay Road, Highett, VIC 3190

ICD Property has purchased a commercial property for **\$15.6 million**, reflecting a **yield of 7.21%**. The sale of the 9,057 m2 property reflects a **rate of \$1,772.42 psm**. The site includes a 2 level gymnasium and has development potential. Highett is located around 18 km south-east of the Melbourne CBD.
[AFR 30/04/2015]

Industrial

NSW Industrial Sales Wrap

Food manufacturer and processor *Eastern Investment Holdings* has bought a dairy processing facility in Winston Hills for **\$8.6 million**. The 18,418 m2 site includes an office, large cool room, food processing area and dry goods warehouse. The sale reflects a **rate of \$466.93 psm**. Winston Hills is located 30.2 km north-west of the Sydney CBD.
[AFR 02/04/2015]

11 Bowden Street, Alexandria, NSW 2015

A rundown freestanding warehouse has been picked up by *Marshall Investments* for **\$8 million**. The 4475 m2, two-level warehouse will be renovated and will be the new headquarters for *The Apparel Group* which owns *Sportscraft*, *Saba* and *Willow & Jag*. The sale reflects a **rate of \$1,787.71 psm**. Alexandria is located 3.4 km south of the Sydney CBD.
[AFR 16/04/2015]

Spearwood, WA 6163

Perth-based fund manager *Aspen Group* has sold a half-portion of its **Spearwood Industrial Estate** for **\$35 million**. The estate is currently vacant and the sale to an owner-occupier is conditional on an environmental reclassification that is underway. Spearwood is located 22 km south-west of the Perth CBD.
[AFR 17/04/2015]

5-9 Eastern Road, Browns Plains, QLD 4118

A private investor has snapped up a freehold showroom and bulky goods centre for **\$9.725 million**, reflecting a **yield of 8.6%**. The sale of the 3,154 m2 industrial property reflects a **rate of \$3,083.39 psm**. Browns Plains is located around 24 km south of the Brisbane CBD.
[AFR 17/4/2015]

7-11 Mineral Sizer Court, Narangba, QLD 4504

Geyland Holdings has purchased a 4229 m2 industrial distribution centre in the new industrial estate, **Boundary Industrial Zone**, for \$7.1 million. The sale reflects a **rate of \$1,678.88 psm**. The site is currently occupied by food service packing company *Marinucci Australia* on a recently signed 10-year lease, with options for a 5-year extension. *Marinucci Australia* is paying a gross annual rent of \$491,000. The property contains offices, high-clearance storage, two recessed dock and container-height roller shutters. The property also has the potential for future expansion. Narangba is about located 34.6 km north of the Brisbane CBD.
[AFR 23/04/2015]



66 Glendenning Road, Glendenning, NSW 2761

Investec Australia Property Fund has paid **\$19.17 million** for a warehouse from *Dexus Property Fund*. The 16,461 warehouse is currently fully-leased to *McApline Hussmann* and the **initial passing yield on the sale is 7.66%**. The sale reflects a **rate of \$1,164.57 psm**. Glendenning is located 41.4 km north-west of the Sydney CBD.
[AFR 24/04/2015]

93 Burnside Road, Yatala, QLD 4207

Ringmer Pacific has snapped up a 14,500 m2 industrial property from *Nautilus Investments Corporation* for **\$17.45 million**. The sale reflects a **yield of 8.94%** and a **rate of \$1,203.45 psm**. Yatala is located 38.4 km south east of the Brisbane CBD.
[AFR 29/04/2015]

300 Victoria Street, Wetherill Park, NSW 2164

The *Charter Hall Core Plus Industrial Fund* has acquired a 8 ha commercial site for **\$33 million**. The property comprises of an 11,460 m2 warehouse and a medium clearance factory premises of 28,385 m2. The property was sold on a **yield of 10.6%** and will be leased back to a *GWA Group* subsidiary for three years. The sale reflects a **rate of \$412.50 psm**. Wetherill Park is located 31.9 km west of the Sydney CBD.
[AFR 29/04/2015]

600 Geelong Road, Brooklyn, VIC 3012

Perth-based syndicator the *GM Property Group* has bought a 7.27 ha industrial property from boutique funds manager *Marks Henderson* for **\$19.65 million**. The property was sold on a **very high yield of 9.23%** and reflects a **rate of \$270.29 psm**. The property returns about \$1.8 million net per year from its multiple tenants including *Storage Depot*, *Crown Limited*, *Avanti Bicycle Company* and *TTL Holdings*. The site comprises 5 buildings with a GLA of 31,610 m2 and a 5,000 m2 hardstand warehouse which is leased by multiple tenants with a WALE of 2 years. Brooklyn is located 12.6 km west of the Melbourne CBD.
[AFR 29/04/2015]





**4 & 5-9 Hobbs Court,
Rowville, VIC 3178**

Mair Property Funds has acquired a fully leased industrial property for **\$8.93 million**. The property is fully leased to a subsidiary of *Seuz Environment*. The property will be put into a new wholesale trust. The sale of the 4708 m2 site reflects a **rate of \$1,896.77 psm**. Rowville is located around 30.4 km south-east of the Sydney CBD. [AU 30/04/2015]



523-531 High Street, Melton, VIC 3337

A deal has been struck between Queensland institutional investor *QIC* and Adelaide private investor *Nick DiMauro* for the **Coburns Central Shopping Centre** for **\$26.05 million**. The centre is anchored by *Woolworths* supermarket and 14 specialty stores. The 6868 m2 complex was sold on a **yield of less than 6%** and the sale reflects a **rate of \$3,792.95 psm**. *QIC* plan to integrate the centre with their existing asset, **Woodgrove Shopping Centre**. Melton is located around 41 km north-west of the Melbourne CBD. [AFR 09/04/2015]



Retail

Cnr Harrow Road and Queen Street, Auburn, NSW 2144

Elanor Investors has bought **Auburn Central** shopping centre for **\$68 million** on a **fully-leased yield of 8.04%**. The centre is anchored by a *Woolworths* supermarket and a *Big W* discount department store. Auburn is located around 19 km west of the Sydney CBD. [AFR 01/04/2015]

396 George Street, Sydney, NSW 2000

The *Lea* family has sold the former **Darrel Lea** building to Sydney businessman *Victor Comino* for **more than \$25 million**. The historic site which is located on one of the most prominent retail corners in Sydney's CBD is now the home of *Telstra's* new high-tech 'Discovery Store'. Rents in the area are likely to rise in the coming years with the strip pedestrianised and the \$2 billion light-rail project is built. *Telstra* spent \$11.2 million refurbishing the property last year. [AFR 01/04/2015]



132 Bussell Highway, Margaret River, WA 6285

Perth-based private equity firm *Sirona Capital* has purchased the **Margaret River Shopping Centre** from *SCA Property Group* for **\$18 million**. Margaret River is located about 277 km south-east of the Sydney CBD. [AFR 10/04/2015]

Cnr Palmers & Overton Roads, Williams Landing, VIC 3027

Listed developer *Cedar Woods* has sold a *Masters* store in its Williams Landing housing estate for **\$36 million** on a **tight yield of 6%**. *Masters* occupies the site on a 20 year lease on an annual rent of \$161 psm. The yield is thought to be record for major hardware stores with most selling on yields of around 7%. Williams Landing is located about 23.7 km south-west of the Melbourne CBD. [AFR 14/04/2015]

226 Shute Harbour Rd, Cannonvale, QLD 4802

SCA Property Group has bought the **Whitsunday Shopping Centre** from private investors *Pitt Street Securities* for **\$46.9 million**. The 11,000 m2 property was sold on a **passing yield of 7.25%** with a **fully leased yield of 8.5%**. The sale reflects a **rate of \$4,263.63 psm**. The centre is anchored by *Target* and *Coles* and 46 specialty stores. Cannonvale is located about 1,094 km north-west of the Brisbane CBD. [AFR 15/04/2015]



21 Kingston Road, Underwood, QLD 4119

A foreign investor has bought a 15,875 m2 commercial complex and development site for **\$17.85 million**. The sale reflects a **rate of \$1,124.41 psm**. [AFR 02/04/2015]

605 Robinson Road West, Aspley, QLD 4034

Excel Development Group founder *Reg Rowe* has purchased the **Aspley Village Shopping Centre** from *Abacus Property Group* for **\$32.25 million**. The 11,337 m2 site is anchored by a 3185 m2 *Coles* supermarket, 26 specialty stores and six mini-majors. The property also includes two childcare centres and 430 car parks. The sale reflects a **rate of \$2,844.68 psm**. Aspley is located around 15.8 km north of Brisbane's CBD. [AFR 08/04/2015]

2-6 Rossack Drive, Waurin Ponds, VIC 3216

The **Waurin Ponds Plaza** has been sold by *Ashpark Nominees* for **\$18.2 million** to a private Melbourne investor on a **yield of 8.5%**. The 6792 m2 centre is home to *Petbarn*, *Furniture Galore*, *Boating*, *Camping and Fishing* and other tenants. The sale reflects a **rate of \$2,679.62 psm**. Waurin Ponds is located about 82.7 km south-west of the Melbourne CBD. [AFR 09/04/2015]

James Street, Burleigh Heads, QLD 4220

A local businessman has snapped up five retail strata shops for **\$11.8 million**, reflecting an **average net yield of 5.4%**. The shops are leased to *Commonwealth Bank of Australia*, *BWS*, *Sushi on James*, *Bach Hair* and *The Coffee Club*. Burleigh Heads is located around 10 km south of the Gold Coast CBD. [AFR 16/04/2015]

39-51 Junction Road, Chuwar, QLD 4306

Consolidated Properties and *CVS Land Capital Partners* have paid **\$27 million** for the **Karalee Shopping Village** and 3.3 ha of adjoining land. The shopping centre comprises 5,800 m2 if land with a *Woolworths* anchor tenants and on a **yield of 7.4%**. The adjoining land has development approval for future expansion of the centre. The sale reflects a **rate of \$695.88 psm**. Ipswich is located 35.6 km south-west of the Brisbane CBD [AFR 21/04/2015]



22 Rundle Mall, Adelaide, SA 5000

The largest shopping centre in South Australia, **The Myer Centre**, has been acquired by *Starhill Global REIT* for \$288 million. The centre comprises over 60,000 m2 of retail space and 10,000 m2 of offices and is anchored by a newly refurbished *Myer* store. The sale reflects a **rate of around \$4,114.29 psm**. The shopping centre recently underwent a \$35 million upgrade in 2013 and 2014. [AFR 22/04/2015]

200-202 High Street, Cranbourne, VIC 3977

A newly developed *Hyundai* car dealership has been sold by *Firestar Developments* for **\$7.3 million**. The 3664 m2 site is zoned mixed use with 1625 m2 of floor area which features a showroom, office and meeting rooms, car delivery bay and a service workshop. Private investors bought the property that sold on a **rate of \$1,992.36 psm**. Cranbourne is located around 40 km south-east of the Melbourne CBD. [AFR 23/04/2015]

20 Mount Warren Boulevard, Mt Warren Park, QLD 4207

SCA Property Group has bought the **Mt Warren Park Shopping Centre** from a private investor for **\$14.35 million**. The sale of the 3841 m2 *Coles*-anchored centre **reflects a rate of \$3,736 psm**. The deal represents a **yield of 7%**. Mt Warren Park is located 37.5 km south-east of the Brisbane CBD. [AFR 24/04/2015]

116 Military Road, Neutral Bay, NSW 2089

Investors Xinhua Zhong and Jingru Lin are emerged as the buyers of the **Big Bear Shopping Centre** for almost **\$100 million**. The pair has plans for redeveloping the site but will hold the *Coles*-anchored centre as a short-term investment. Neutral Bay is located 1.5 km north of the Sydney CBD. [AU 30/04/2015]



Residential

Victoria Residential Sales Wrap

Melbourne developer Caydon has paid **over \$42 million** for a 13,400 m2 site in Moonee Ponds, from *Leighton Properties* and *Qualitas*. The super site is likely to become a \$650 million new 'mini suburb' with more than 1200 apartments and retail and office space. The development plan is currently with the Victorian government for approval. The sale reflects a **rate of \$3,134.33 psm**. Moonee Ponds is located about 6.7 km north-west of the Melbourne CBD. [AFR 02/04/2015]

70 Southbank Boulevard, Southbank, VIC 3006

A Chinese-based businessman has purchased a 319 m2 penthouse atop the 100-storey **Australia 108** for **\$25 million**. The sale reflects a **rate of \$33,000 psm**, a record for an apartment in Melbourne. The penthouse will have access to a private glass elevator, a private lobby, and private facilities for about 160 apartments on the top floors including a gym and pool. The tower is due for completion in 2019. Southbank is located 1.1 km south of the Melbourne CBD. [AU 09/04/2015]

10 Duporth Avenue, Maroochydore, QLD 4558

A UK-based buyer has bought a waterfront development site for **more than \$7 million**. The property covers 2064 m2 of land, including 23.2 metres of direct river frontage, a three-level riverfront unit block and single-level retail shops. The site is zoned for mixed-use residential development for up to 12 storeys. The sale reflects a **rate of about \$3,391.47 psm**. Maroochydore is located about 111 km north of the Brisbane CBD. [AFR 16/04/2015]

247-259 Johnston Street, Abbotsford, VIC 3067

A local developer has purchased a mixed-use development site for **\$13.1 million**. The sale reflects a **rate of \$5988 psm**. The site has the potential for a 15-level mixed use development. Abbotsford is located around 4.2 km south-west of the Sydney CBD. [AU 20/4/2015]

Redland Bay, QLD 4165

House and land developer *Villa World* has snapped up an infill site for **\$16.5 million**. The 89,000 m2 site reflects a rate of **\$185.39 psm**. The **Seascape development** is expected to begin sales next year and in 2017. Redland Bay is located about 36 km south-east of the Brisbane CBD. [AU 23/04/2015]

27-29 Gordon Street, Burwood, NSW 2134

Restwell Investment has picked up 2 residential lots for **\$5.8 million**. The investor will knock down the two houses and build a boutique apartment block of 15 two-bedroom units. The sale of the 929 m2 site **reflects a rate of \$6,243.27 psm**. The two houses currently on the land are five-bedroom and six-bedroom and have a combined rent of \$1300 a week. Burwood is located 11.1km west of the Sydney CBD. [AFR 23/04/2015]



128 Bunnerong Road, Pagewood, NSW 2035

Meriton has snapped up a 60,000 m2 development site at 128 Bunnerong Road, Pagewood for **\$90 million**. The sale reflects a **rate of \$1,500 psm**. Meriton will now develop the entire 16.35 hectare master planned community '**Pagewood Green**' with around 3,000 apartments that will be released in three stages. Pagewood is located around 9.2 km south of the Sydney CBD. [AFR 24/04/2015]

84 Centenary Drive, Strathfield, NSW 2135

In a joint venture, *Metro Property Development* and *Alceon Group* has paid **\$50 million** for a 2.2 ha site. The buyers will likely be looking to obtain approval for 310 apartments and townhouses. The sale **reflects a rate of \$2,272.73 psm**. Strathfield is located 12.2 km west of the Sydney CBD. [AFR 29/04/2015]

5 Riverstone Boulevard, Clyde North, VIC 3978

ASX-listed retirement homes developer *Lifestyle Communities* has acquired a 225-home site for **\$11.5 million**. The property in *Australand's Berwick Waters Estate* will begin construction in April 2016 with the contract conditional on a planning permit approval. The sale reflects a **rate of \$51,111 per house site**. Clyde North is located 50.8 km south-east of the Melbourne CBD. [AFR 29/04/2015]



Rural

Queensland Rural Sales Wrap

Pastoral legend Sir Graham McCamley has sold his **Oakleigh and Stoodleigh properties** to the *Public Sector Pension Investment*, through *Hewitt Cattle Company* for **about \$13 million**. The organically accredited properties were offered with 5000 head of cattle. The sale of the 13,650 hectare site reflects a **rate of \$952.38 per ha**.
[AFR 20/04/2015]

420, 421 and 422 Parsons Road, Keith SA 5267

A US-based company has paid **\$4 million** to acquire **Yarralyn Park**, a mixed-use agribusiness property. The sale of the 545 ha site reflects a **rate of \$7,339.45 per ha**. Keith is located 228 km south-east of Adelaide's CBD.
[26/4/2015]



Specialised Properties

Martha Cove Sales Wrap

A residential, retail and commercial project on Victoria's Mornington Peninsula has sold to a local and a foreign company partnership for **around \$40 million**. The purchaser plans to build a community development on the 94 ha site. The project contains five precincts, including a central marina with 239 berths, a 6 ha commercial precinct that has approval for retail and residential components, and a finger wharf known as Brindabella Point
[AU 25/04/2015]

Robina, QLD 4226

Billionaire gaming tycoon Tony Fung's *Aquis Entertainment* has acquired a 53,000 m2 development site for **\$45 million**. Mr Fung will likely develop the site into international student accommodation with more than 3700 student bedrooms. The sale reflects a **rate of \$12,162 per room**. Robina is located 9.5 km south-west of the Gold Coast CBD.
[AFR 27/04/2015]

Hotels/Leisure

Perisher, Perisher Valley, NSW 2624

James Packer and his joint venture partners, *Transfield Corporate* and *Murray Publishers*, have sold Australia's largest ski resort, **Perisher** for **\$176.6 million**. Perisher is currently on lease to the NSW government until 2048 with a 20-year option to review. The purchase include resort areas of Perisher Valley, Smiggin Holes, Blue Cow and Guthega, ski school, lodging, food and beverage, retail, rental and transportation operations. The 1200 ha ski terrain with 47 lifts is now owned by Vail Resorts, the leading mountain resort operator in the United States. The sale reflects a **rate of \$14.72 psm**. Perisher Valley is located about 489 km south-west of the Sydney CBD.
[AFR 01/04/2015]

901-907 Stuart Highway, Holtze, NT 0829

A Gold Coast-based hotel operator has snapped up the **FreeSpirit Resort** from Western Australia's *Knights Capital Group* for **\$23.5 million**. The resort includes 11.25 hectares of freehold land, 3 swimming pools, 20 studio rooms, 121 cabins and 265 powered caravan/camping sites. The sale reflects a **rate of \$208.89 psm**. Holtze is located about 18 km east of the Darwin CBD.
[AFR 09/04/2015]



249 Cresthaven Avenue, Bateau Bay, NSW 2261

Newhaven Hotels has sold the **Bateau Bay Hotel** to a private investor for **\$11 million**. The sale of the 27,000 m2 site reflects a **rate of \$407.41 psm**. The hotel has seven rooms, a TAB and multiple bars. Bateau Bay is located 76.1 km north-east of the Sydney CBD.
[AU 10/4/2015]

167 Enmore Road, Enmore, NSW 2042

Merivale has purchased the **Queen Victoria Hotel** for **\$11 million**. The 1,000 m2 hotel includes a bar, gaming room with 20 pokie machines and bottle shop. The sale reflects a **rate of \$11,000 psm**. Enmore is located 4.7 km south-east of the Sydney CBD.
[AFR 13/4/2015]

22 Darlinghurst Road, Potts Point, NSW 2011

The Potts Point Hotel has been bought by developer and pub operator *Iris Capital* for **\$25 million**. Iris Capital will likely convert the pub into an apartment building that could hold up to 70 apartments. The Kings Cross area has experienced a transformation from a nightclub suburb to a more upmarket residential area in recent years. The pub features a bistro, bar area and entertainment area. Potts Point is located about 1.9 km north-east of the Sydney CBD.
[AFR 14/04/2015]

229-241 Franklin Street, Melbourne, VIC 3000

Private investor Jimmy Goh has sold a prime development site to student accommodation group *Iglu*, backed by investors *Macquarie Capital* and Singapore sovereign wealth fund *GIC*, for **19.35 million**. The 1548 m2 site has sold at a rate of **around \$12,500 psm**. The site was sold without development approval.
[AFR 15/04/2015]

158 Ferny Avenue, Surfer's Paradise, QLD 4217

The Marriott Resort and Spa has been purchased by global timeshare operator Marriott Vacation Club from Indonesia's Rajawali Property Group for **\$85 million**, reflecting a **rate of \$258,358.66 per room**. The property recently underwent a \$20 million refurbishment in 2011. The hotel contains 329 rooms, 14 conference and event areas, and a saltwater swimming lagoon with sandy beach and man-made reef.
[AU 23/04/2015]





**378 Windsor Road,
Baulkham Hills, NSW 2153**

Dlydam has bought the **Bull & Bush Hotel** and adjoining car park from the Paul Irvin Hotel Group for **\$50 million**. The 13,300 m2 car park area has development potential for a residential apartment tower



that could hold up to 300 units, *Dlydam* intends to keep the landmark pub. The sale reflects a **rate of \$3,759.39 psm**. The Bull & Bush Hotel has a large car park, a dining room, a drive-in bottle shop and two bars. Baulkham Hills is located 30.9 km north-west of the Sydney CBD.

[AFR 30/04/2015]

Leasing

Commercial

**82 Marine Parade, 13 Welch Street & 4,6 & 12 Nind Street,
Southport QLD 4215**

Phillip Usher Constructions has leased the first floor of the **H20** complex in the Southport CBD to not-for-profit company *Lives Lived Well*. The deal will be for 1302 m2 of office space on a **3-year lease**. Industry sources say the gross rent could be about \$475,000 a year. The lease reflects a **rate of \$364.82 psm**.

[AFR 09/04/2015]

Level 14/338 Pitt Street, Sydney, NSW 2000

Activist group *GetUp!* has moved from its office in Surry Hills to the southern Sydney CBD to accommodate its growing membership. *GetUp!* will pay a gross annual rent of \$550,000 for 1000m2 office space on a **five year deal**. The lease reflects a **rate of \$550 psm**.

[AFR 14/04/2015]

1 Bligh Street, Sydney, NSW 2000

Law firm *Holman Fenwick William* will occupy 1150 m2 of premium-grade office space in central Sydney for the **next seven years**. The law firm will have **options to extend for a further three years** and are believed to be **paying \$950 to \$1000 psm**.

[AFR 21/04/2015]



Industrial

234-238 Boundary Road, Braeside, VIC 3195

Residential and commercial stonemason *Adriatic Stone* has leased an office and warehouse property from a private investor. The 2176 m2 site has been leased on an **8-year term** for about \$145,000 per year. The lease reflects a **rate of \$66.64 psm**. Braeside is located 26.6 km south-east of Melbourne's CBD.

[AU 1/4/2015]

Jandakot City, Jandakot, WA 6164

Oil and gas technology giant *Schlumberger* has leased an 11,000 m2 industrial facility in the **Jandakot City** business estate from Perth-based property group Ascot Capital. The deal is worth an annual rent of around \$1.3 million, reflecting a **rate of \$118.18 psm**. Jandakot is located 20.4 km south of the Perth CBD.

[AFR 15/04/2015]

28B Williamson Road, Ingleburn, NSW 2565

Contract packager *Multipack* will take its operations into a new 3015 m2 warehouse. The lease will last for **three years with a further three-year option**, at the net annual rent of \$260,000. The site also contains 80 m2 of ground-floor office reception and 195 m2 of mezzanine office. The lease reflects a **rate of \$86.24 psm**. Ingleburn is located 50.3 km north-east of the Sydney CBD.

[AFR 21/04/2015]

24 Coz Place, Glendenning, NSW 2761

Furniture retailer *By Deziign* has taken up 3500 m2 of warehouse space on a **five-year deal**. The industrial space, which was recently vacated by logistics company Visy, includes 11.3 metres of internal clearances, four raised docks and natural lighting. The initial gross rent is \$332,500, reflecting a **rate of \$95 psm**. Glendenning is located 41.4 km north-west of the Sydney CBD.

[AFR 28/04/2015]

Retail

**141-145 Lonsdale Street,
Dandenong, VIC 3175**

Marmara Halal Meats will move into an ex-IGA 2800 m2 site for a net annual rent of \$448,000. The deal is for **10 years with option to renew in another 10 years**. *Marmara* will also operate the adjoining *Bottle-O* shop covering 700 m2 and a *TattsLotto* kiosk located in the same building. The lease reflects a **rate of \$160 psm**. Dandenong is located 36 km south-east of the Melbourne CBD.

[AFR 14/04/2015]





Property Funds & Capital Raisings

Scentre raise £400 million

Scentre Group has raised around £400 million (\$776 million) in the UK under its medium term note programme. The issue is of a 7 year fixed-rate guarantee notes with a coupon rate of 2.375%.

[AU 01/04/2015]

Prime WA portfolio hit the market

The *Insurance Commission of Western Australia*, owned by the WA Government, is looking to sell a part of its property portfolio in a bid to change its investment portfolio asset allocation. The direct property assets are all located in Western Australia and are worth more than \$800 million. These assets include **Forrest Centre**, **Westralia Square** and **Westralia Plaza** commercial office properties, **The Shops** retail centre at Ellenbrook and the **Livingston Marketplace** Shopping Centre.

[AFR 08/04/2015]

UniSuper increase stake

UniSuper has increased its stake in *Westfield's* restructured group *Scentre Group*. Last June, UniSuper has an initial 5.53% stake in Scentre, now UniSuper has increased its stake to 6.57%, worth more than \$1.3 billion.

[AFR 09/04/2015]

DEXUS raises funds for purchase

DEXUS Property Group has announced a \$450 million equity raising to help facilitate the acquisition of a number of assets, including its purchase of the **Waterfront Place** in Brisbane. The raising is through *Deutsche Bank* and *Goldman Sachs*, fully underwritten, is split into \$400 million institutional placement and a \$50 million offer for existing shareholders.

[AFR 23/04/2015]

Scentre raise \$1.3 billion

Scentre Group has raised \$1.3 billion in two tranches through a \$US1 billion debt issue in the US. One tranche was \$500 million for 6 year fixed-rate guaranteed notes with a coupon rate of 2.375%. The other \$500 million tranche is for 10.5 years with a coupon rate of 3.25%.

[AFR 23/04/2015]

Charter Hall debt issue raises \$252 million

Shopping centre landlord *Charter Hall Retail REIT* has raised \$US200 million (\$252 million) in the US private placement market. Charter Hall made an issuance of 12 year debt with a fixed US dollar coupon rate of 3.55%, fully hedged in Australian dollars.

[AFR 30/04/2015]



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

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



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 for 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 & re-valuations
- 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
- Relocation advice, strategies and consultancy
- Rental assessments and determinations
- Sensitivity analysis
- Strategic property planning



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