



**Preston
Rowe
Paterson**

International
Property Consultants
and Valuers



IN THIS ISSUE

Sales and Leases

Commercial	4
Retail	6
Industrial	8

Residential Developments	10
---------------------------------	-----------

Residential Properties	10
-------------------------------	-----------

Rural	11
--------------	-----------

Specialised Properties	12
-------------------------------	-----------

Hotels and Leisure	13
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Transactions in Review

August 2019



ABOUT THIS REPORT

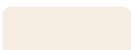
Preston Rowe Paterson prepare research reports covering the main markets within which we operate in each of our capital cities and major regional locations.

This report summarises major transactions within these markets whilst adding transactional analysis to provide greater market insight.

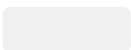
The markets covered in this research report include the commercial office market, industrial market, retail market, specialised property market, hotel and leisure market, residential market and significant property fund activities.

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.



Sales Transaction



Rental Transaction



Sydney Commercial

Charter Hall and Abacus have teamed up to acquire an A-Grade office building overlooking Hyde Park for \$630 million. The deal will be completed in two tranches.

Melbourne Retail

WA based fund manager Primewest has purchased the Geelong Gate Lifestyle Centre on the Princes Highway for \$44.25 million.

Perth Residential Development

Cedar Woods has acquired a 14,421 sqm residential development site in the Subiaco Centro Redevelopment area for \$15.05 million .

HIGHLIGHTS

Commercial

1-9 Buckingham Street, Surry Hills NSW 2010

- \$33.53 million
- 4.24% Yield
- \$19,770 per sqm lettable area

A four level fully tenanted building comprising approximately 1,696sqm of NLA together with secure basement parking for 12 cars and a rooftop terrace has sold to *Centennial Property Group*. The property occupies a corner site of approximately 630 sqm and has three street frontages being within close proximity to Central rail and bus terminals. The land is zoned B4 Mixed Use and has a maximum FSR of 2.0:1. The property is fully leased with a passing income of approximately \$1,420,294 net per annum with **RT Health and Aeona Pty Ltd** signing brand new heads of agreements on 4% fixed annual increases with a reported WALE of 4.53 years. Surry Hills is located 1 km south of the Sydney CBD.
(AFR 19.08.19)

Level 7, 11-17 York Street, Sydney NSW 2000

- \$895 gross psm
- 3 Years
- \$916,480 p.a.

Co-working hub provider *Tank Stream Labs* has expanded its business with a 1,024sqm office sub-lease in the Wynyard Green building adjoining Wynyard Station. The 12-storey building also houses the NSW Governments 17,00sqm start up hub. The co-working provider struck the three year lease with head tenant Bridge Business College. The property is located in Sydney's CBD.
(AFR 13.08.19)

135 King Street Sydney NSW 2000



- \$340 million (50%)
- \$20,899 per sqm lettable area

Investa has acquired a 50% stake from Stockland in an integrated retail and commercial development comprising the three level GlassHouse shopping centre and 23 levels of office space. The A-Grade building's retail component comprises approximately 5,335 sqm of gross lettable area and is tenanted by **H&M and Zara Home** with the 27,203 sqm office component counting **Brookfields, Regus and Garden Lawyers** as their major tenants. The building has recently undergone an upgrade of the services and installed a new lobby cafe. Investa has now taken full ownership of the property in the deal with Stockland. At the same time Stockland has acquired the remaining 50% share in the Piccadilly Centre from Oxford Properties for \$347 million noting that Investa Office Fund owned the asset before Oxford Properties acquired the group in December 2018.
(AFR 22.08.19)

201 Elizabeth Street, Sydney NSW 2000

- \$630 million
- \$17,035 per sqm lettable area

Charter Hall and Abacus have teamed up to acquire an A-grade commercial building from *Dexus and Perron Group*. The property comprises 36,983 sqm of net lettable area (NLA) spread out over 34 levels of office accommodation, above a lower ground food court (12 retail tenancy areas totalling 1,428 sqm of NLA) and two levels of basement parking for 169 cars. The property is set on a 3,901 sqm site with three street frontages to Elizabeth, Park and Castlereagh Streets. The new Pitt Street metro station, anticipated to open in 2024, will be located diagonally opposite the property further improving public transport access. Approval to develop a 50-storey mixed-use hotel and residential apartment's tower was granted in 2018. The property is reported to be 99.9% occupied and benefits from average rent reviews of 3.99% per annum. Quadreal and Charter Hall's Deep Value Property Fund (DVP) partnership will acquire 68% (\$428.4 million) of the freehold, tenants in common interest and Abacus will buy the remaining 32% (\$201.6 million) as tenants in common. The transaction will occur in two tranches - the first tranche includes 75 per cent of the total price to be paid by mid-November 2019 with the remaining 25 per cent subject to a put and call option expiring at the end of October 2020.
(AFR 12.08.19)

**60 Union Street,
Pyrmont NSW 2009**

- \$790 net psm
- 10 Years
- \$1,636,880 p.a.

Zurich based retail investor *AFIAA* has signed up the *Australian Council for the Arts* on a 10-year lease with options in their seven storey A-Grade building in Pyrmont. The council of the arts will occupy 2,072 sqm of space on level four in the recently upgraded building. Situated on the ground floor of the building is a 2,800 sqm retail mall, a Coles supermarket and 175 basement car spaces. Pyrmont is located 2 km west of the Sydney CBD, (AFR 06.08.19)

**400 George Street,
Brisbane QLD 4000**

- \$524.75 million
- 6.14% Yield
- \$11,932 per sqm lettable area

Cromwell Property Group has acquired an A Grade office tower in Brisbane's North Quarter precinct from *Blackstone and HSBC Trinkaus*. The 34-level property comprises 43,978sqm of office, childcare and retail space, which are leased to blue chip tenants including **Commonwealth of Australia, Cooper Grace Ward and Microsoft**. As at 1 October 2019 the property has a WALE of 4.9 years, 99.8% occupancy and produces a net passing income of \$32,235,962 per annum. The precinct will benefit from the various infrastructure projects being undertaken by the state and federal governments such as the Cross River Rail and Brisbane Metro both will be approximately 300 metres away from the property upon the project's completion. (AFR 22.08.19)

**17 Moore Street,
City ACT 2601**

- \$429 gross psm
- 5 Years
- \$420,000 p.a.

ASX listed accounting software company *Xero* has leased 979sqm of office space over a whole floor plate at *Marprop's* office tower. The tower was acquired by Marprop for \$20.65 million from CorVal last year after undergoing major refurbishment in 2017. The refurbishment involved the upgrade of bathrooms, end of trip facilities and a new foyer and upper level lobbies. The deal included signage rights to the building and fixed 3.75% annual increases. The property is located within Canberra's CBD. (AFR 20.08.19)

**100 Park Street,
South Melbourne VIC 3205**



- \$8 million
- \$5,834 per sqm lettable area

A three level commercial building in South Melbourne has sold at auction to *Rescom Mortgages*. The 1,369sqm property on a 595sqm corner site sold after 20 years of ownership. The corner allotted property comprises both office and retail space and benefits from its mixed use zoning and a height allowance up to 60 metres subject to council approval. South Melbourne is located 2 km south of the Melbourne CBD. (AFR 22.08.19)

**180 Alfred Street,
Fortitude Valley QLD 4006**

- \$565 gross psm
- 10 Years
- \$1,130,000 p.a.

The *Australian Federal Police* has secured a lease over 2,000 sqm of office space for a period of 10 years from a Melbourne based private landlord. The deal was struck with an incentive in place in the form of a fitout contribution and rental abatement and comes with 35 car spaces. Fortitude Valley is located 1 km north of the Brisbane CBD. (AFR 06.01.19)

**25 Grenfell Street,
Adelaide SA 5000**

- \$134 million
- 7.7% Yield
- \$5,332 per sqm lettable area

Credit Suisse's asset management arm has sold an A-Grade office tower in Adelaide's CBD to Singaporean REIT *Soilbuild* on a 7.7% yield. Situated in Adelaide's core office precinct the 22 level office building is home to blue-chip tenants **Government of South Australia, Minter Ellison, Lipman Karas and JLL**. The 25,131 sqm property sold with an 88% occupancy rate and a weighted average lease expiry of five years. Credit Suisse originally bought the tower in 2016 for \$125 million and has undertaken works to improve the building in the lead up to the properties sale. (AFR 23.08.19)



Retail

472-478 Pacific Highway, St Leonards NSW 2065



\$11.405 million

\$9,917 per sqm lettable area

Mirvac has sold 1,150 sqm of strata retail space within its new St Leonards square project in Sydney's lower north shore. A wealthy lower north shore investor snapped up the space, which is leased to **Virgin Active** for a period of 10 years. The property sold through expressions of interest campaign and benefits from its proximity to the future Crows Nest metro station. St Leonards is located 5 km north-west of the Sydney CBD.
(AFR 01.09.19)

55 Norton Street, Leichhardt NSW 2040

\$153.2 million

5.5% Yield

\$12,983 per sqm lettable area

GPT Group has sold the Norton Plaza in Sydney's inner west to a domestic private investor. The neighbourhood shopping centre comprises 11,800 sqm of lettable area and is anchored by **Coles, Harris Farm** and 50 other retailers. The property sold on a capitalisation rate of 5.5%, which was above the assets book value. The move to divest the mall is part of the group's broader strategy to refocus its portfolio on super regional malls as well as boost its investment in the logistics sector. This sale represents the market sentiment amongst many other shopping centre landlords who are looking to offload chunks of their portfolios to further diversify in to other sectors of the property market. Leichhardt is located approximately 5 km west of the Sydney CBD.
(AFR 07.08.19)

330 Urana Road, Lavington NSW 2641

\$16.5 million

6.2% Yield

\$4,178 per sqm lettable area

A Coles anchored neighbourhood shopping centre in North Albury has changed hands on a 6.2% yield. The 3,949 sqm property stands on a 1.24 hectare corner site with frontage to Urana Road and Sanders Road. The property developed in 1982 by vendors and Albury locals *John and Paul Colquhoun* changed hands to a NSW investor following a refurbishment of the property. **Coles and Liquorland** occupy 84% of gross lettable area and account for more than three quarters of the mall's \$1.09 million total net rental income per annum. The weighted average lease expiry for the property is a period of four years with the Coles lease expiring in 2024. The partially vacant property is estimated to return a yield of 6.45% if fully leased. Lavington is located approximately 4 km north of the Albury CBD.
(AFR 21.08.19)

Shop 7, 111 Pacific Highway, North Sydney NSW 2060

\$1,250 gross psqm lettable area

5 Years

\$236,250 p.a

Clear Skincare Clinics has committed to a five year lease over 189 sqm of strata retail space in North Sydney's CBD. The corner shop is situated on the ground floor of a commercial office tower. North Sydney is located 2 km north of the Sydney CBD.
(AFR 27.09.19)



**470-510 Princes Highway,
Corio VIC 3214**



\$44.25 million

\$2,265 per sqm lettable area

WA-based fund manager *Primewest* has purchased the Geelong Gate Lifestyle Centre on the Princes Highway. The 19,534sqm large format retail centre sits on roughly four hectares of land and is anchored by **Freedom Furniture, Chemist Warehouse, BCF and Fantastic Furniture**. Primewest raised \$25 million in capital to acquire the property through its third Diversified Income Trust. The property benefits from a large 500 metre frontage to the Princes Highway and over 400 on grade car parks. Corio is located 9 km north of the Geelong CBD.
(AFR 08.08.19)

**82-98 Anzac Avenue,
Redcliffe QLD 4020**



\$7.96 million

6% Yield

\$5,463 per sqm lettable area

A local private investor has snapped up a shopping centre anchored by IGA in the coastal suburb of Redcliffe. The property transacted off market and sold on a passing yield reflecting 6%. The single level 1,457sqm convenience centre comprises nine speciality shops, IGA supermarket and 82 on-grade car spaces. Redcliffe is located approximately 28 km north north-east of the Brisbane CBD.
(AFR 22.08.19)

**11 Injune Way,
Joondalup WA 6027**



\$205 gross psm lettable area

20 Years

\$820,000 p.a

Large format retail landlord *HomeCo* has leased a 4,000sqm retail store in Perth's northern suburbs to independent supermarket chain *Spudshed*. Spudshed has taken out a 20-year lease on the property. The property benefits from exposure to Joondalup Drive and access to Mitchell Freeway. Joondalup is located approximately 26 km north of Perth's CBD.
(AFR 27.09.19)

**41-63 Doncaster Road,
Doncaster VIC 3109**

\$1,156 gross psm lettable area

5 Years

\$215,000 p.a

Ramsay Pharmacy has expanded their operations within Melbourne's Tunstall Square neighbourhood shopping centre with a new five year lease to with options on a 186 sqm corner retail shop. The shopping centre, anchored by Coles and Chemist Warehouse comprises approximately 20 strata retail tenancies and a large open car park. Doncaster is located approximately 14 km north east of the Melbourne CBD.
(AFR 13.08.19)

Santorini Promenade & Marmion Avenue, Alkimos WA 6038



\$34.05 million

5.84% Yield

\$5,599 psm lettable area

The Trinity Village Shopping Centre in Perth's north-west has been acquired by a private local investor. The neighbourhood shopping centre, anchored by Coles sold on a tight 5.84% yield, becomes the sixth neighbourhood shopping centre sale in Western Australia this year that has transacted on a sale price greater than \$100 million. There are 16 other tenants including a Shell service station, medical centre and a childcare centre. The selling agents involved in the deal cited high demand in the marketplace for neighbourhood shopping centres with a high percentage of income that is derived from ASX listed tenants, such as Coles and Woolworths. Alkimos is located 42 km north west of Perth's CBD.
(AFR 01.08.19)

Industrial

230 Captain Cook Drive, Kurnell NSW 2231

- \$36 million
- 5.83% yield
- \$2,256 per sqm lettable area

Fund manager *EG* has snapped up a two level commercial building and industrial warehouse in an off-market sale and leaseback deal with *Dicker Data*. The 15,955 sqm facility has been acquired on a two year leaseback generating \$2.1 million in net passing income. Kurnell is located 21.4 km south of the Sydney CBD.
(AFR 06.08.19)

5 Stanton Road, Seven Hills NSW 2147

- \$135 gross per sqm lettable area
- 5 Years
- \$196,425 p.a.

Clothing manufacturer *Samsousan Design* has secured the lease of a 1,455 sqm office/warehouse unit on a five year lease. The unit features clear span warehouse, office accommodation, roller shutter door access, 3 phase power and ample parking and manoeuvrability for trucks. Seven Hills is located 27 km west of the Sydney CBD.
(AFR 06.08.19)

29C Davis Road, Wetherill Park NSW 2164

- \$115 net per sqm lettable area
- 10 Years
- \$488,635 p.a.

Australian Prime Property Fund Industrial, a property trust managed by Lendlease has signed up document destruction company *Shred-X* as a tenant at its office/warehouse facility. The two parties agreed to a 10 year lease deal with options over the 4,249 sqm property. Wetherill Park is located 34 km west of the Sydney CBD.
(AFR 13.08.19)

61-63 & 65-67 Mandarin Street, Fairfield NSW 2165

- \$8 million
- 5.63% yield
- \$748 per sqm site area

Merhi Investments, the private company of Sydney's Merhi Family has sold two adjoining industrial sites totalling 10,694 sqm in area. The property benefits from three street frontages comprising two high quality office and warehouse buildings. *Nimco Foods*, a wholesaler specialising in ethnic foods bought the property on an initial 5.63% yield with plans to move in to the property after the current 1 + 1 year lease expires. It is also noted that at the time of sale a DA had been lodged with council for the construction of 49 industrial units. Fairfield is located approximately 23 km west of the Sydney CBD.
(AFR 15.08.19)

115-119 Salmon Street, Port Melbourne VIC 3207



- \$7.285 million
- 5.5% yield
- \$3,859 per sqm lettable area

An office/warehouse property leased to **Alliance Insurance Broking Service** has sold to a local investor. Alliance has a seven year lease with options over the 1,888 sqm building situated on a 2,043 sqm site. The building comprises a number of breakout spaces, gymnasium as well as 17 on-site car spaces. The property is located in the Fishermen's Bend Urban Renewal Precinct and sold at a net yield of about 5.5%. Port Melbourne is located approximately 5 km south-west of the Melbourne CBD.
(AFR 08.08.19)

157-159 Bunda Street, Parramatta Park QLD 4873



- \$14.7 million
- 6.5% yield
- \$6,125 per sqm lettable area

A purpose built, two-level 2,400 sqm office building has been acquired by *Collective Capital Investments*. The Melbourne based investment fund acquired the newly built A-grade **Energy Queensland** head office from local developer *Terry Plos*. The property sits on a 4,047 sqm site and is located within the Cairns central business district.
(AFR 08.08.19)



**35 Magnesium Drive,
Crestmead QLD 4132**

\$6.96 million

6.03% yield

\$316 per sqm site area

Queensland based investor Guardian Ait has purchased an industrial property in the Logan suburb of Crestmead. The investor acquired the property through an expression of interest campaign and on a 6.03% yield. The warehouse is situated on a 2.2 hectare site. Crestmead is located approximately 27 km south west of the Brisbane CBD.
(AFR 15.08.19)

**420-426 Mount Dandenong Road,
Kilsyth VIC 3137**

\$7.025 million

5.6% yield

\$1,163 per sqm lettable area

A high net worth investor has acquired 2.03 hectare industrial site improved with 6,042 sqm factory/warehouse property leased to long term tenants **Caprice Paper Products**. The property features offices, amenities, a factory and warehouse, canopy and a 9,000sqm hardstand area. The property has a significant 83 metre frontage to Mount Dandenong Road and exposure to 18,800 vehicles passing daily. Caprice Paper Product signed a new five plus five year lease incorporating a rental of \$454,200 per annum net plus GST with annual increases of 3%. Kilsyth is located approximately 36km east of the Melbourne CBD.

(AFR 01.08.19)





Residential Development

133 Salvado Road, Jolimont WA 6014



\$15.05 million

\$1,044 psm site area

Cedar Woods has acquired a 14,421 sqm residential development site with plan to build apartments and townhouses. The property is strategically located within walking distance to Subiaco and Wembley major shopping precincts, Daglish Train Station and connecting bus routes. The development site is one of the last remaining sites in the successful Subiaco Centro Redevelopment on the western fringe of Subiaco. Jolimont is located approximately 5 km west of the Perth CBD.

(AFR 23.08.19)

112-116 Anderson Road, Sunshine VIC 3020

\$33 million

\$1,500 psm site area

Melbourne developer Michael Biviano has sold a recently approved industrial site in Melbourne's west to a local developer with overseas interest. The 2.2 hectare site was previously zoned recreational and used as a sports ground before Biviano pushed to change the zoning to residential. Located adjacent to the property is the Sunshine Train Station, which is set to benefit from the stations inclusion in the Melbourne suburban rail loop. The property is situated within a Residential Growth Zone and has an approved Development Plan Overlay with a 30-metre height limit across approximately 60% of the site. The property has the capacity for more than 350 townhouses and apartments. Sunshine is located approximately 11 km west of the Melbourne CBD.

(AFR 22.08.19)



Residential

7 Cobar Street, Willoughby NSW 2068

\$4.01 million

\$5,761 psm site area

A local family has snapped up a five bedroom and four bathroom dwelling in Sydney's lower north shore as Sydney's clearance rates hit a two year high. The two level home stands on a 696 sqm site and comprises a double attached garage, caesarstone kitchen and ducted air conditioning throughout. Willoughby is located approximately 6 km north of the Sydney CBD.

(Domain 25.08.19)

32 Marvell Street, Byron Bay NSW 2481



\$4.9 million

\$4,482 psm site area

The Block's Shelley Craft and real estate agent husband Christian Sergiacomi have flipped a house in Byron Bay for \$1.9 million more than the couple paid three years prior. The Paul Uhlmann designed Palm Springs style house was renovated by the couple who added a new pool, studio and landscaping. The five bedroom and four bathroom property sits on a 1,012 sqm block, which is situated approximately 550 metres from Wategos Beach. Byron Bay is located approximately 165 km south of the Brisbane CBD.

(Domain 24.08.19)



Rural

1242 Kwornicup Road, Mount Barker WA 6324

\$3.75 million

\$5,924.2 psm hectare

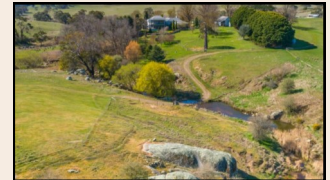
A mixed farming property known as 'Elgon Pastures' in Mount Barker has sold at auction to a neighbouring farming family. The auction drew around 35 people where two bidders went head to head in \$50,000 increments from a price that started at \$2.8 million. The 633 hectare property consists of 18 dams over a total of 14 paddocks currently grazing sheep, cattle and growing oats for grain/hay production. A central laneway runs across the property and leads to cattle yards, sheep yards and a four stand shearing shed. The property is improved with a four bedroom homestead, four large water tanks, two silos and three multi-purpose sheds. Mount Barker is located approximately 50 km north of the Albany CBD.

(Farm Weekly 18.08.19)

115 Sidonia Road, Pastoria VIC 3444

\$6.75 million

\$7,723 psm hectare



Veteran Macedon Ranges beef and lamb producers Gary and Vicki Hardwick have acquired the historic Woodlea Estate. The 875 hectare property features a historic six bedroom renovated homestead dating back to 1853. The rolling productive grazing slopes of land comprise 24 separate paddock, 15 dams, natural springs and double frontage to Pipers Creek. Improvements include a four stand shearing shed with good sheep handling facility, haysheds, workshop and silos. Pastoria is located approximately 80 km south east of the Melbourne CBD. (AFR 19.08.19)



Specialised Properties

87 Days Road, Upper Coomera QLD 4209

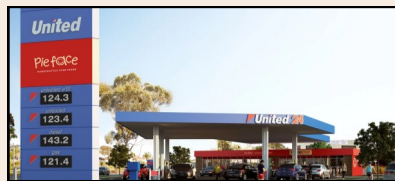
- \$8 million
- \$303 per sqm site area
- Mixed Use Development Site

United Petroleum boss Avi Silver has acquired one of the last mixed use development sites in Upper Coomera through private entity, *Topmore*. The development company plan to develop a portion of the 2.64 hectare site into a service station. The site has approval for a mixed use development, which can also include medical/healthcare services, a bulky goods showroom, self-storage facilities, or a fast food drive through. The site adjoins the Woolworth's anchored Coomera Square Shopping Centre and is in close proximity to the Pacific Motorway. Upper Coomera is located 25 km north-west of Surfers Paradise.

(AFR 01.08.19)

1-7 Port Road, Queenstown SA 5014

- \$5.25 million
- 6.34% Yield
- \$2,386 per sqm site area
- Service Station



Developer, *Nick Emmett* has sold a newly developed **United Petroleum** service station with a fresh 15 year net lease with options to a private local investor. The property is situated on a 2,200 sqm corner site with frontage to two major arterials, Port and Old Port Road. Queenstown is located approximately 11 km from the Adelaide CBD.

(AFR 08.08.19)

303 Corfield Street, Gosnells WA 6110

- \$5.1 million
- 6.3% Yield
- \$2,622 per sqm site area
- Service Station



A service station and convenience store leased to **7-Eleven** has sold for \$5.1 million at a net yield of 6.3%. The property which sits on a 1,945 sqm site is located opposite the IGA-anchored Corfield Shopping Centre and in an expanding residential area. 7-Eleven has recently struck a new 15-year lease with 3% fixed annual increases. Gosnells is located approximately 20 km south east of the Perth CBD.


(AFR 08.08.19)



Hotels & Leisure

156 Wharf Street, Tweed Heads NSW 2485


 \$10 million (Approx.)

 \$1,133 psm lettable area

Hotelier Brendan Lawless has sold the Ivory Tavern in the NSW-Queensland border town of Tweed Heads for around \$10 million. The waterside property comprises a single bar, bistro, function space, gaming room and a marina with 32 berths. The property raked in on average \$73,000 per week throughout 2018. Tweed Heads is located approximately 25 km south of Surfers Paradise.
(AFR 29.08.19)

75 Wentworth Avenue, Sydney NSW 2485

 \$55 million (Approx.)

 \$450,121 per room

The Veriu Central Hotel on the corner of Wentworth Avenue and Elizabeth Street in Chinatown has exchanged hands in a deal worth approximately \$55 million dollars. The property transacted through a sale and leaseback deal involving Tyche Capital and hotel operator Veriu. Veriu will funnel the proceeds of the sale in to development projects in Sydney and Melbourne. The Veriu Group operates 18 hotels across the eastern seaboard, with six new hotels due to open in the next two years. The hotel comprises 112 rooms, which have been refurbished in recent years. The 855sqm site also offer potential for additional floor space to the hotel as the existing footprint sits below the permissible planning guidelines in regards to the floor space ration and building height.
(AFR 26.08.19)





**Preston
Rowe
Paterson**

Our Research

At Preston Rowe Paterson we take pride in the extensive research we prepare for the market sectors within which we operate in. These include Commercial, Retail, Industrial, Hotel and Leisure and Residential property markets, as well as Infrastructure, Capital, Asset, Plant and Machinery markets.

We have **property** covered.

We have **clients** covered

Preston Rowe Paterson acts for a diverse range of clients with all types of property needs, covering real estate, infrastructure, asset, plant and machinery interests, these include:

- Accountants, auditors & insolvency practitioners
- Banks, finance companies & lending institutions
- Commercial & residential non-bank lenders
- Co-operatives
- Developers
- Family Offices
- Finance & mortgage brokers
- Hotel owners & operators
- Institutional investors
- Insurance brokers & companies
- Investment advisors
- Lessors & lessees
- Listed & private companies & corporations
- Listed & unlisted property trusts
- Local, state & federal government departments & agencies
- Mining companies
- Mortgage trusts
- Overseas clients
- Private investors
- Property syndication managers
- Real Estate Investment Trusts (REITS)
- Rural landholders
- Solicitors & barristers
- Sovereign wealth funds
- Stockbrokers
- Superannuation funds
- Trustee & custodial companies.

We have **real estate** covered

We regularly provide valuation, advisory, research, acquisition, due diligence management, asset and property management, consultancy and leasing services for all types of Real Estate, including:

- Metropolitan & CBD commercial office buildings
- Retail shopping centres & shops
- Industrial, office/warehouses & factories
- Business parks
- Hotels (accommodation) & resorts
- Hotels (pubs), motels & caravan parks
- Residential developments projects
- Residential dwellings (houses/apartments/units)
- Property Management
- Rural properties
- Hospitals & aged care
- Special purpose properties
- Extractive industries & resource based enterprises
- Infrastructure including airports & port facilities.

We have **asset, plant and machinery** covered

We regularly undertake valuations of all forms of asset, plant and machinery, including:

- Mining & earth moving equipment/road plant
- Resort & accommodation, hotel furniture, fittings & equipment
- Office fit outs & equipment
- Farming equipment
- Transport equipment
- Industrial/factory equipment
- Licensed club furniture, fittings & equipment
- Building services equipment (lifts, air conditioning, fire services & building maintenance equipment).

We have your **needs** covered

Our clients seek our property (real estate, infrastructure, asset, 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 & 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 & re-valuations
- Rating and taxing objections
- Receivership, Insolvency & liquidation valuations & support/advice
- Relocation advice, strategies and consultancy
- Rental assessments & determinations
- Sensitivity analysis
- Strategic property planning.

We have all **locations** covered

From our capital city and regional office locations we serve our client's needs throughout Australia. Globally, we have three offices located in New Zealand, as well as associated office networks located in the Asia-Pacific region.



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