



Preston
Rowe
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International Property Consultants

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.

JANUARY 2016

Inside this Issue

Sales

- Commercial Page 2
- Industrial Page 3
- Retail Page 3
- Residential Page 4
- Residential Development Page 4
- Rural Page 5
- Hotel and Leisure Page 6

Leasing

- Commercial Page 6
- Industrial Page 6

Property Funds & Capital Raisings

Page 7

About Preston Rowe Paterson

Page 8

Contact Us

Page 10



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SALES

Commercial

25 Cowlshaw Street, Greenway, ACT 2900

Amalgamated Property Group sold the 26,000 m2 **Louisa Lawson** office building to FG Asset Management for **\$225 million**. The building was custom-built in 2013 for the Department of Human Services, who are on a 15-year lease. The property has more than 500 parking spaces, meeting & broadcast facilities and café spaces. The sale reflects a **rate of \$8,653.85 psm**. Greenway is located around 18.8 km south-west of the Sydney CBD.
[AFR 02/01/2016]

179 Elizabeth Street, Sydney, NSW 2000

Markham has paid **\$148.8 million** to LaSalle Investment Management for an office building. The A-grade office building has significant development potential and was sold on a **yield of around 7%**. The 15,001 m2 of net lettable property has a WALE of more than four years and parking for 107 vehicles. The sale reflects a **rate of \$9,919.34 psm**.
[AFR 04/01/2016]

77 King Street, Sydney, NSW 2000

Invesco has acquired an 18-floor office tower from Keppel REIT for **\$160 million**. The 12,659 m2 property underwent a full refurbishment in 2008 and now has a 4.5-star NABERS Energy rating. The sale did not include the two-level retail strata section of the building that comprises the Apple store. The sale reflects a **rate of \$12,639.23 psm**.
[AFR 19/01/2016]

100 Arthur Street, North Sydney, NSW 2060

Ascendas has purchased a 20-storey office tower from the Salteri family for **over \$315 million**. The 27,196 m2 of net lettable area building was constructed in 2007 and was sold on a **yield of around 6.2%**. The sale reflects a **rate of over \$11,582.59 psm**. North Sydney is located about 3.8 km north of the Sydney CBD.
[AFR 21/01/2016]



28 Macgregor Street, Upper Mount Gravatt, QLD 4122

Private investors have sold an office building to LaSalle's Asia Opportunity Fund IV for **\$57 million** on an **initial yield of over 8%**. The property is an A-grade, six-floor building with a net lettable area of 14,286 m2 and 401 car parking spots. The building is fully-occupied by the Australian Tax Office and it was purpose built for them in 1992. The ATO's lease began in July 2012 and is for 8.5-years with a 5-year option. A recent major refurbishment brought the NABERS Energy rating to 4.5 stars. The sale reflects a rate of \$3,989.92 psm. Upper Mount Gravatt is located around 70.3 km north-west of the Gold Coast CBD.
[AFR 21/01/2016]

30 Flinders Street, Adelaide, SA 5000

A local private investor has bought a 12-storey A-Grade office building from Prime Value for **just under \$65 million**. The 13,835 m2 of net lettable area office tower was full refurbished and repositioned in 2013 with a façade painting, a new entry and ground floor lobby, lift upgrades and new chillers and boilers. More than 30% of the freehold, fully-occupied building is leased the state government on a 13-year deal. Other tenants include NEC, Santos and Jacobs. The net income is over \$5 million per year and the tower has a weighted average lease expiry of 6-years. The sale reflects a **yield of 7.75%** and a **rate of below \$4,698.23 psm**.
[AFR 25/01/2016]



7 City View Road, Pennant Hills, NSW 2120

Pitt Street Real Estate Partners has acquired an office building from an overseas investment group for **\$25 million**. The 7,124 m2 office has floor areas of around 2,200 m2 and 189 car bays. The sale reflected a **yield of around 8%** and a **rate of about \$3,509.26 psm**. Pennant Hills is located around 23.1 km north-west of the Sydney CBD.
[AFR 28/01/2016]

30 Convention Centre Place, South Wharf, VIC 3000

Universal-Investment has paid **around \$150 million** for the 21,000 m2 **South Wharf Tower** from Deka-ImmobilienGlobal. The 12-level building is fully-occupied and houses ANL shipping on the top three floors. The purchase was made on behalf of Bayerische Versorgungskammer. The sale reflects a **rate of \$7,142.86 psm**.
[AFR 29/01/2016]

1 Woolworths Way, Bella Vista, NSW 2153

Mirvac Group has sold the 44,800 m2 Woolworths headquarter to Inmark Asset Management for **\$336 million**. The property is on a new 15-year lease to Woolworths, which was signed in August last year. The sale reflects a **yield of 6.07%** and a **rate of \$7,500 psm**. Bella Vista is located around 33.3 km north-west of the Sydney CBD.
[AFR 19/01/2016]



193 Mary Street, Brisbane, QLD 4000

DEXUS Property Group has bought the heritage-listed **Naldham House** for **\$14 million**. The three-level building was home to the Brisbane Polo Club and has 1,425 m2 of space. The property will be the base of the buyer's \$635 million **Waterfront Place** complex. The sale reflects a **rate of \$9,824.56 psm**.
[AFR 28/01/2016]





Industrial

127 Riawena Road, Salisbury, QLD 4107

Motorama has acquired a major logistics facility from TNT Australia for **around \$15 million**. The 22,000 m2 facility occupies a 61,000 m2 site. The sale reflects a **rate of about \$245.90 psm**. Salisbury is located about 11.2 km south-east of Brisbane's CBD.
[AFR 12/01/2016]

1333 The Horsley Drive, Wetherill Park, NSW 2164

A private investor has purchased a 9,036 m2 industrial facility, which sits on a 2.4-hectare site, for **\$12.4 million**. Anglo Irish Investments sold the property that features a 10.5-metre internal clearance warehouse and full drive-around B-Double access, on a **passing yield of 7.75%**. Roral Comfort Holding leases the site at a net annual rent of \$852,000. The property also has multiple on-site recessed dock & roller doors and a 550-amp power supply. The sale reflects a **rate of \$516.67 psm**. Wetherill Park is located around 31.9 km west of Sydney's CBD.
[AFR 28/01/2016]

32 Pine Road, Yennora, NSW 2161

A private investor has bought an industrial property from joint investors Logos and Partners Group for **\$9.33 million**. The sale of the 12,890 m2 high-clearance property reflects a **rate of \$723.82 psm**. Yennora is located about 25.2 km west of the Sydney CBD.
[AFR 28/01/2016]



19 Valente Close, Chermside, QLD 4032

A private investor has paid **\$6.5 million** for a freehold property comprising two buildings of 5,533 m2. The property is leased to Vinidex on a 5-year deal for a net annual rent of \$610,628. The buildings sit on a 15,600 m2 site and there are 43 car spaces, a yard and truck access areas. The sale reflects a **yield of 9.4%** and a **rate of \$416.67 psm**. Chermside is located about 10.3 km south-west of the Brisbane CBD.
[AFR 28/01/2016]

Retail

64-68 Castlereagh Street, Sydney, NSW 2000

Allegra European Holdings has bought a 974 m2 mixed-use building from JP Morgan Asset Management for **\$28.7 million**. Bvlgari Australia occupies the entire building, which features a basement showroom, ground floor retail and first floor office space. The property brings in a net annual rental of around \$1.6 million a year. The sale reflects a **passing yield of about 5.6%** and a **rate of \$29,774.13 psm**.
[AFR 04/01/2016]



18-34 Alison Road, Wyong, NSW 2259

Mintus Properties has paid **just below \$18 million** to MAB Funds Management for the **Village Central Wyong**. The property is a two-level neighbourhood shopping centre that is anchored by a Coles supermarket and has 25 specialty stores, five ATMs and four kiosks. The 6,205 m2 centre also has 339 parking spots. The sale reflects a **rate of around \$2,900.89 psm**. Wyong is located around 84 km north-east of Sydney's CBD.
[AFR 06/01/2016]

80 Grenfell Street, Adelaide, SA 5000



Blackstone has acquired the **Rundle Place** precinct for **\$400 million** on a **yield of about 6.5%**. The property was sold by epc.Pacific and is the largest direct property transaction ever in the city. The precinct features more than 85 shops over 22,000 m2 of retail space and an 11-storey office tower. The 30,000 m2 office building is leased to Bendigo Bank and Adelaide Bank. The sale reflects a **rate of \$7,692.31 psm**.
[AFR 12/01/2016]

255-278 Gregory Street, South West Rocks, NSW 2431

A Victorian-based syndicator has purchased the **Rocks Shopping Fair** centre from Westlawn Property Trust for **\$9 million**. The 4,547 m2 centre is tenanted by Coles, Liquorland, The Reject Shop and Blooms the Chemist. The property also features 308 car spaces. The sale reflects a **6.4% passing yield** and a **rate of \$1,979.33 psm**. South West Rocks is located about 473 km north-east of Sydney's CBD.
[AFR 13/01/2016]



59-63 Bourke Street, Melbourne, VIC 3000

A local investor has bought a four-level hospitality building from Richard Gu for **\$9.8 million** on a **passing yield of 3.3%**. The 500 m2 site contains the popular Italian restaurant **Spaghetti Tree** and the **Madame Brussels** rooftop bar. The sale reflects a **rate of \$19,600 psm**.
[AFR 14/01/2016]

Cowper Wharf Roadway, Woolloomooloo, NSW 2011

A private buyer has paid **more than \$20 million** for the **Cowper Wharf** precinct and **Otto Ristorante** from JP Morgan Asset Management. The luxury precinct features a hotel, a marina, apartments and other restaurants. **Otto Ristorante** has 16-years left on the lease and the lessee Kingseys will likely extend the lease and invest in a fitout. The sale of the investment reflects a **yield of around 7%**. Woolloomooloo is located about 1.7 km north-east of Sydney's CBD.
[AFR 14/01/2016]



638 Pittwater Road, Brookvale, NSW 2100

A local private investor has acquired a 2,290 m2 freestanding building from *St. Vincent de Paul Society* for **over \$11 million**. The purchaser will leaseback the property on a short-term deal to the vendor and will likely redevelop the building in the future. The site has a flexible B5 Business Development zoning for large format retail repositioning or mixed-use redevelopment. The sale reflects a **rate of above \$4,803.49 psm**. Brookvale is located about 16.2 km north-east of the Sydney CBD.
[AFR 19/01/2016]

52 Hervey Range Road, Thuringowa Central, QLD 4817

DEXUS Wholesale Property Fund has sold the **Cannon Park City Shopping Centre** and **Cannon Park Discount Centre** to *Reading International* for **\$31.5 million**. The two centres have more than 12,300 m2 of retail tenancy and 600 car spaces. The sale reflects an **initial yield of 8.61%** and a **rate of about \$2,560.98 psm**. Thuringowa Central is located about 13 km south-west of the Townsville CBD.
[AFR 20/01/2016]



Teviot Road & Pub Lane, Greenbank, QLD 4124
Shopping Centres Australasia has bought the **Greenbank Shopping Centre** and an adjoining 9.96-hectare development site for **\$33 million**. The 5,690 m2 of net lettable area centre was sold by Noel Greenhalgh on a tight **fully-leased yield of 6.62%**. The centre comprises of a 3,970 m2 *Woolworths Supermarket* and *Woolworths Plus Petrol*, as well as 17 specialty stores. There are 346 car bays on the 12.9-hectare total site. The sale reflects a **rate of \$255.81 psm**. Greenbank is located around 34.8 km south of the Brisbane CBD.
[AFR 27/01/2016]

25-31 Plenty Road, Bundoora, VIC 3083

Five Squared has purchased the **Bundoora Square** shopping centre for **around \$26 million** from *CoINVEST*. The *Coles* supermarket-anchored neighbourhood shopping centre has a gross lettable area of 5,000 m2. There is close to 100 shops in the centre. The sale reflects a **tight yield of 6.2%** and a **rate of circa \$5,200 psm**. Bundoora is located about 17 km north-east of the Melbourne CBD.
[AFR 28/01/2016]

72 Reserve Road, Upper Coomera, QLD 4209

A private Chinese investor has paid **\$12.5 million** for a *Coles*-anchored shopping centre from an Adelaide private consortium. The fully-leased property comprises a 2,500 m2 *Coles* supermarket and three specialty shops. The sale reflected a yield of 6.7%. Upper Coomera is located about 58.9 km south-east of Brisbane's CBD.
[AFR 31/01/2016]



Residential

31 Milson Road, Cremorne Point, NSW 2090

Jytte Logan has sold a four-bedroom home known as **Mia Mia** for **\$8.7 million**. The harbourside home has views of the **Sydney Opera House** and **Harbour Bridge**. It has a rooftop terrace, a four-car lock-up garage and plenty of storage space. Cremorne Point is located about 5.6 km north-east of the Sydney CBD.
[AFR 19/01/2016]



Residential Development

71 Macquarie Street, Sydney, NSW 2000

Landream and Macrolink Group have acquired an office building from *AMP* for **\$158.5 million**. The 1,207 m2 site is expected to be redeveloped into a 20-storey luxury apartment tower. The NSW government and the City of Sydney council have approved the plans for an apartment tower that will include residential units, serviced apartments and commercial suites on the ground floor. The sale reflects a **rate of \$131,317.32 psm**.
[AFR 05/01/2016]



807-811 Warrigal Road, Oakleigh, VIC 3166

Viapac Australia Pty Ltd has bought a 6,000 m2 block of land for **just over \$28 million**. The retail property has a development plan in place for 190 apartments. The sale reflects a **rate of over \$4,666.67 psm or \$147,368.42 per potential apartment**. Oakleigh is located about 16.5 km south-west of the Melbourne CBD.
[AFR 06/01/2016]

41-49 Bank Street, South Melbourne, VIC 3205

Guangdong Carrington Real Estate Group has purchased an office property from *Yong Hall Pty Ltd* for **over \$15 million**. The 1,441 m2 site has DA approval for a 16-level apartment tower with 180 apartments. The sale reflects a **rate of \$10,409.44 psm or \$83,333.33 per approved apartment**. South Melbourne is located about 2.4 km south of the Melbourne CBD.
[AFR 06/01/2016]

54-60 St Kilda Road, St Kilda, VIC 3182

A 2,110 m2 corner two-level building has sold to *Spacious Group* as a luxury apartment development opportunity for **\$13.7 million**. The sale reflects a **rate of \$6,492.89 psm**. St Kilda is located around 6.6 km south-east of the Melbourne CBD.
[AFR 06/01/2016]



137-143 Herring Road, Macquarie Park, NSW 2113

China Overseas Holdings Limited has purchased a 5,022 m² residential development site for **\$80 million**. The site currently comprises four older-styled strata apartment buildings and student accommodation. These buildings will be demolished for a 22,599 m² of gross floor space building with 280 new apartments. The mixed-use, high-density residential development zoned site will also accommodate ground floor retail and commercial suites. The sale reflects a **rate of \$15,929.91 psm or \$285,714.29 per proposed apartment**. Macquarie Park is located around 18.4 km north-west of Sydney's CBD.

[AFR 11/01/2016]



169 & 169a Mona Vale Road, Ingleside, NSW 2101

Sunland Group has paid **\$7.25 million** for a 60,000 m² residential development site. The site comprises two land parcels and is earmarked for a 70-unit project that will cost \$82 million. The sale reflects a **rate of \$120.83 psm or \$103,571.42 per earmarked unit**. Ingleside is located around 37 km north-east of Sydney's CBD.

[AFR 14/01/2016]

Brunswick Street, Fortitude Valley, QLD 4006

Accord Property Group has acquired an apartment development site for **around \$35 million**. The vendor was planning to build two mixed-use towers of around 600 units and 6,000 m² of retail space on the site. Fortitude Valley is located around 2.1 km south-west of the Brisbane CBD.

[AFR 15/01/2016]

17 Balmoral Road, Kellyville, NSW 2155

A Chinese mining company has bought an approved 2.2-hectare development site from Bathla Group for **\$43.7 million**. The site had approval for 290 apartments before the vendor decided to sell. The property was recently rezoned for high-density residential development. The sale reflects a **rate of \$1,986.36 psm**. Kellyville is located around 34.4 km north-west of the Sydney CBD.

[AFR 19/01/2016]

283-289 High Street, Melbourne, VIC 3000

A 537 m² residential development site has sold to a local developer for **\$5.25 million**. The site was sold with DA approval for 31 apartments. The sale reflects a **rate of \$9,776.54 psm or \$169,354.84 per apartment development**.

[AFR 20/01/2016]

12 Hassall Street, Parramatta, NSW 2150

Toplace has paid **\$33 million** for the rezoned Parramatta club from the Police Citizens Youth Club. Toplace will likely convert the site into a residential development, while the club will be moved to a new site. Parramatta is located around 23 km west of Sydney's CBD.

[AFR 28/01/2016]

Sutton Street, South Kingsville, VIC 3015

Metro Property Development has acquired a 2.2-hectare industrial site for **about \$20 million**. The purchaser will build 100 luxury townhouses on the site after it is rezoned for residential use. The sale reflects a rate of **around \$909.10 psm or about \$200,000 per potential townhouse**. South Kingsville is located about 10.1 km south-west of the Melbourne CBD.

[AFR 28/01/2016]

671-683 Gardeners Road, Mascot, NSW 2020

Meriton Group has paid **\$67 million** for a site that has development approval for 242 units and the potential to increase to 299. The property currently has a short-term leaseback to the vendor Jewel Fine Foods. The sale reflects a **rate of \$276,859.50 per approved unit or \$224,080.27 per potential unit**. Mascot is located around 7 km south of the Sydney CBD.

[AFR 30/01/2016]

2-52 Cowper Street, Footscray, VIC 3011

A Hong Kong investor has acquired a 9,000 m² development site from Places Victoria for **around \$21 million**. The purchaser will construct 500 apartments on the site over four buildings of between 8 and 14 levels. The development will also have 454 car spaces and ground floor retail. The sale reflects a **rate of about \$2,333.33 psm or \$42,000 per proposed apartment**. Footscray is located around 6.4 km north-west of the Melbourne CBD.

[AU 30/01/2016]



Rural

576 Rossetto Road, Bilbul, NSW 2680

The Rossetto Winery has been purchased by Dee Vine Estate from The Rossetto family for **just under \$5 million**. The 12.65-hectare property has a cellar door and a 5,000 m² winery with processing capacity of around 12,500 tonnes. The sale reflects a **rate of \$395,256.90 per hectare**. Griffith is located about 597 km west of the Sydney CBD.

[AFR 04/01/2016]

38 Glenhurst Street, Pinjarra Hills, QLD 4069

Kimberley Murphy has bought Merindah for **\$4.75 million** from Bruce Baker. The 16.6-hectare riverfront grazing property features a five-bedroom homestead, a one-hectare freshwater lake, town water, a refurbished self-contained cottage, a pool, a tennis court, multiple sheds, stables & cattle yards, and electric gates. The sale reflects a **rate of \$286,144.60 per hectare**. Pinjarra Hills is located 16.8 km south-west of the Brisbane CBD.

[AFR 04/01/2016]



New England Highway, Kentucky, NSW 2354

The Lytton-Hitchins family has sold a 5,259-hectare sheep and cattle breeding rural property to *Union Agriculture* for **\$11 million**. The property known as **Kyabra Station** has had more than 1,000 agisted cattle and 3,000 cross-bred ewes producing prime lambs. A five-bedroom homestead, a woolshed, cattle yards, an artificial insemination centre, stables, hay, machinery sheds, manager's residence, guest lodge and two contractor's cottages are located on the property. The sale reflects a **rate of \$2,091.65 per hectare**. Kentucky is located about 431 km north of Sydney's CBD.
[AFR 18/01/2016]



Vasse Highway, Pemberton, WA 6260

A local investor has acquired the 51-hectare winery known as **Salitage Estate** for **\$2.85 million**. The property comprises 23-hectares of vines, plus a winery, cellar door and luxury accommodation. The sale reflects a **rate of \$55,882.35 per hectare**. Pemberton is located about 322 km south of the Perth CBD.
[AFR 31/01/2016]

Low Darling Road & High Darling Road, Wentworth, NSW 2648



Duxton Vineyards, in partnership with Warren Randall, has purchased the **Littore Vineyards** from *Ferrier Hodgson* for **around \$20 million**. The 1,070-hectare vineyards sit on a 6,845-hectare site and produces around

30,000 tonnes of fruit. The sale reflects a **rate of \$2,921.85 per hectare**. Wentworth is located around 27.9 km north-west of the Mildura CBD.
[AFR 31/01/2016]

Hotel & Leisure

20 Constance Street, Fortitude Valley, QLD 4006

Aligned Funds Management has acquired the '**TRYP by Wyndham**' art hotel for **over \$20 million**. The four-star, 65-room boutique hotel includes a library-themed meeting room, a rooftop bar, a *Chur Burger* restaurant and a three-storey portrait on its façade. The property is managed by *Wyndham Hotel Group* on a long-term agreement. The sale reflects a **yield of 7.8%** and a **rate of more than \$307,692.30 per room**. Fortitude Valley is located about 2.1 km south-west of Brisbane's CBD.
[AFR 12/01/2016]

Cnr Elizabeth & Goulburn Streets, Sydney, NSW 2000

Toya Far East Hotels has agreed to a long-term leaseback agreement after selling the **Vibe Hotel Sydney** to *Far East Organisation* for **\$90 million**. The 191-room hotel features a restaurant and bar, swimming pool, gymnasium and rooftop terrace. The sale reflects a **yield of around 5%** and a rate of **\$471,204.20 per room**.
[AFR 14/01/2016]

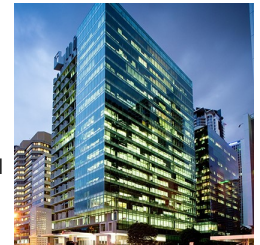


LEASING

Commercial

42-60 Albert Street, Brisbane, QLD 4000

DEXUS Property Group has leased office space to the Queensland government's department of education for a **face rent of around \$600 psm**. The government agency will lease 7,706 m² in the **AM60** building.
[AFR 14/01/2016]



180 Ann Street, Brisbane, QLD 4000

Tatts Group has rented 18,000 m² of space at Katsumi Tada's new \$500 million office tower. The deal is worth over \$190 million with a **face value rent of between \$700 and \$750 psm**. The lease includes an incentive of between 35 to 40% and is for **15-years**.
[AFR 21/01/2016]

Industrial

111 Brownlee Street, Pinkenba, QLD 4008

The *Meales Group* has agreed to lease a 1,985 m² industrial complex for **5-years**. The complex consists of a 1,700 m³ warehouse and a 285 m² office building over two levels. The tenant will pay a rent of \$400,000 per annum. The lease reflects a **rate of \$201.51 psm**. Pinkenba is located about 12.3 km north-east of Brisbane's CBD.
[AU 20/01/2016]

Evans Road, Salisbury, QLD 4107

CouriersPlease has leased a \$40 million distribution facility from private property owner Gus Lehrer for **10-years**. The 11,800 m² facility is being constructed by *Earthworks* and will likely be completed in September this year. The original facility will be demolished. Salisbury is located about 11.2 km south-east of the Brisbane CBD.
[AFR 22/01/2016]



PROPERTY FUNDS & CAPITAL RAISINGS

ACCC approves DEXUS, IOF merger

DEXUS Property Group now has approval from the consumer watchdog to takeover the **\$2.5 billion** *Investa Office Fund*. The deal would make *DEXUS* the leading Australian office trust with \$24.1 billion of assets under management of which \$17.5 billion will be office buildings. The merger could be completed by late April this year.
[AFR 20/01/2016]

John Holland raises \$1.1 billion

John Holland has funded **\$1.1 billion** from Chinese infrastructure and engineering company *CCCC International Holding*. *John Holland* will look to diversify into residential development and hotel investments. They will aim to acquire prime Sydney sites including the **Sydney Fish Markets** site and *Grocon's* **IMAX** development site.
[AFR 28/01/2016]

Vicinity boosts Portfolio

Vicinity Centres has increased the worth of its portfolio by **\$422 million** after revaluing 59 of its 85 directly owned properties. This reflects a net rise of 3%. The weighted average capitalisation rate of the revalued centres fell from 6.28 to 6.11%.
[28/01/2016]



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



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