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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.

JULY 2015

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Sales

Commercial

215 Adelaide Street, Brisbane QLD 4000

US-based funds group *Primerica* has sold the office tower on the edge of **Post Office Square** to *Challenger Life* for **\$224 million**. The sale reflected a **yield of about 6.9%**. The office tower comprises of 29,110 m2 of net lettable area, including prime retail, and generates a fully leased income of about \$16.9 million. [AU 02/07/2015]

42 - 46, 48 - 50 La Trobe Street & Bell Place, Melbourne, VIC 3000

Blue Sky has bought three properties that have prime development opportunity for **\$22 million**. The properties include a two-storey office building, a six-level office building and a vacant site, which are bringing in about \$700,000 annually from the short-term tenants. The sites combined equal over 1,100 m2 of space, reflecting a **rate of around \$20,000 psm**. [AFR 08/07/2015]

1 & 2 Murray Rose Avenue, Sydney Olympic Park, NSW 2127

GPT Group has sold two commercial offices to *Haisheng* for **\$30.5 million**. The sites comprise 6,453 m2 in total and will likely be redeveloped into residential purposes. The sale reflects a **rate of \$4,726.48 psm**. Sydney Olympic Park is located around 15.9 km west of Sydney's CBD. [AFR 08/07/2015]

407 Pacific Highway, Artarmon, NSW 2064

Justin White of *Jadan Property Group* has purchased a twin-tower office for **\$16.1 million**. The sale of the 5,591 m2 office tower, which also includes 131 car spaces, reflects a **yield of 8.5%** and a **rate of \$2,879.63 psm**. The building fully leased to five office tenants and features a café. The income is approximately \$1.57 million per annum and a WALE of five years. Artarmon is located around 9.2 km north-west of the Sydney CBD. [AFR 09/07/2015]



8 Central Avenue, Eveleigh, NSW 2015

Centuria Property Funds has acquired a 50% sub-leasehold interest in an office building for **\$109 million**. *Centuria* now owns 100% of the 12-storey building that features 40,000 m2 of net lettable area and 750 car spaces. Major tenants include *Pacific Magazines*, *Seven Network* and the *NSW state government*. Everleigh is located about 3.8 km south of Sydney's CBD. [AFR 09/07/2015]

575 Bourke Street, Melbourne, VIC 3000

CIMB Trust Capital Advisors has acquired an A-grade 16-level office building from *Deutsche Asset and Wealth Management* for **\$90 million**. The sale of the 16,201 m2 office reflects a **yield of around 7%** and a **rate of \$5,555.21 psm**. The property comprises of ground-level retail, 15 levels of office floors and a two levels of basement car parking. [AFR 09/07/2015]

172 Moreland Road, Brunswick, VIC 3056

A private investor is understood to have bought an office building from Paul Marks for **\$20.95 million**. The sale of the 3,291 m2 site, which is purpose-built for *Centrelink*, reflects a **rate of \$6,365.85 psm** and a **yield of 6.45%**. Brunswick is located about 5.3 km north of Melbourne's CBD. [AFR 09/07/2015]

1 King Street, Fortitude Valley, QLD 4006

Impact Investment has purchased *Lend Lease's K1* office tower for **\$130 million**. The 16,600 m2 building has a 15-year head lease to *Lend Lease* over the entire ground floor retail and a 12-year lease for their Queensland headquarters. The forecast average lease expiry is 8.8 years. The sale reflects a **rate of \$7,831.33 psm**. Fortitude Valley is located about 1 km north of Brisbane's CBD. [AFR 13/07/2015]

19 Harris Street, Pyrmont, NSW 2009

UBS Global Asset Management and *Grocon* investment platform has acquired the *Nokia* building from *LaSalle Investment Management* for **\$91.9 million**. The building is currently 90% occupied and has a WALE of 6 years. The sale reflects a **yield of around 7%**. Pyrmont is located around 2 km west of the Sydney CBD. [AFR 15/07/2015]



383 La Trobe Street, Melbourne, VIC 3000

A buyer from Asia has paid **\$70.7 million** for the *Australian Federal Police* headquarters from *Investa Office Fund*. The four-storey, 9,679 m2 building is leased to *the Australian Federal Police* for two years with no option to extend. The sale of the 2,845 m2 site reflects a **rate of \$24,850.62 psm**. The site has a number of land uses giving it considerable development potential. [AFR 21/07/2015]

64 Allara Street, Canberra, ACT 2600

A *Cromwell Property Group* trust has purchased an A-grade office building from *Australian Ethical Property Trust* for **\$16.8 million**. The building has a net lettable area of 3,155 m2 and is fully leased to quality tenants such as *CIC Australia*, *AG Coombs Group* and *Jacobs Australia*. The sale reflected an **initial passing yield of 8.03%** and a **rate of \$5,324.88 psm**. [AFR 21/07/2015]



420 George Street, Brisbane, VIC 4000

Nielsen Properties has sold an office building to *Forza Capital* for **\$20 million**. The 13-storey, B-grade building is nearly 90% empty after it was vacated by the *Department of Transport* in response to staff cuts by the state government. The purchase price equates to **\$3,182 psm**. [AFR 23/07/2015]



41 St Kilda Road, Melbourne, VIC 3000

An offshore investor has acquired the *Victoria Police* complex from *IGR Property Group* for **\$58 million**. The building is 21-storeys high with 14 levels of office space above a multi-storey car park. Victoria Police will vacate the building after mid-2016, leaving the building with over 16,000 m2 of net lettable area vacant. The sale reflects a **rate of \$3,625 psm**.

[AFR 24/07/2015]

4 – 6 Bligh Street, Sydney, NSW 2000

Real Estate Capital Asia Partners has bought an office tower from the *Cromwell Property Group* for **\$68 million on an initial yield of about 7.5%**. The property features 20 office floors, 2 retail stores and 21 car spots. The *NSW government* are currently leasing all of the 9964 m2 of net lettable area until June 2018. The sale reflects a **rate of \$6,824.57 psm**.

[AFR 24/07/2015]

20 Berry Street, North Sydney, NSW 2060

Yuhu has acquired a 21-storey office building from Robert Magid for around **\$60 million**, on a **yield of 7%**. The fully-leased property has 9,723 m2 of floor area and a WALE of 5.42 years. The purchased has lodged plants to convert the building into 173 units and 5,200 m2 of office space. The sale reflects a **rate of \$6,170.93 psm**. North Sydney is located around 3.8 km north of Sydney's CBD.

[AU 24/07/2015]



685 La Trobe Street, Docklands, VIC 3008

Charter Hall has sold its half share in a development site to *AZX Group* for **\$31.5 million**. The site has recently been approved for a 12-level, 35,000 m2 commercial development. Docklands is 2 km west of the Melbourne CBD.

[AFR 29/07/2015]

2A Rowntree Street, Balmain, NSW 2041

Made Property Group has paid **\$17.5 million** for the *Bijou* office building from a consortium of local investors. The 2,000 m2 property's major tenant is the *NSW Guardianship* but they will move out before their lease expires. The property has development approval for 27 luxury units and an additional floor. The sale reflects a **rate of \$8,750 psm**. Balmain is located about 4 km north-west of Sydney's CBD.

[AFR 30/07/2015]



Industrial

Wembley Road, Berrinba, QLD 4117

GPT Group has acquired a 21 ha industrial site from *Logan Council* for **\$23.2 million**. The site, which is zoned for industrial and commercial development, is a two-parcel package that has the opportunity to be developed into an 85,000 m2 industrial facility. The sale reflects a **rate of \$110.48 psm**. Berrinba is located 24 km south-east of Brisbane's CBD.

[AU 02/07/2015]

M7 Business Hub, Eastern Creek, NSW 2766

Mapletree Investments have acquired a large refrigerated distribution centre from *Goodman Group* and *Brickworks* for **\$253 million**. The 55,394 m2 facility sold on a **yield of 5.78%** and reflects a **rate of \$4,567.28 psm**. *Coles* is leasing the property for \$14.65 million a year with fixed annual rent increases at 2.75%, until 2034. Eastern Creek is located about 36.3 km north-west of Sydney's CBD.

[AFR 02/07/2015]

14 Ashover Road, Rocklea, QLD 4106

Tutt Bryant Group has sold an industrial centre to a Melbourne investor group for **\$6.25 million**, on a **yield of 8.4%**. The property will be leased-back to *Tutt Bryant* and the company will keep the office, warehouse, distribution centre and a sales and display yard on the property. The sale of the 19,490 m2 block reflects a **rate of \$320.68 psm**. The office and industrial centre takes up 3203 m2 of space on the site. Rocklea is located around 9 km south-west of Brisbane's CBD.

[AFR 02/07/2015]



85 Prosperity Place, Geebung, QLD 4304

A local owner-occupier has bought a vacant industrial property from *Centuria Property Funds* for **\$6.6 million**. The 11,810 m2 property was recently refurbished and contains a modern warehouse and office. The sale reflects a **rate of \$558.85 psm**. Geebung is located around 12.5 km north-east of the Brisbane CBD.

[AFR 02/07/2015]

Australian Industrial Sales Wrap

Charter Hall Group is in due diligence to buy two *Fairfax* printing plants in Sydney and Melbourne for a **total of between \$55 million and \$60 million**. The Melbourne printing plant includes a building of more than 24,000 m2 and has car parking for 125 cars. The site has been vacant for some time. The facility in Chullora in Sydney has an industrial building of 37,600 m2 and sits on a 10 hectare site.

[AFR 09/07/2015]

5 Brear Street, Springvale, VIC 3171

Primewest has purchased an 11,974 m2 manufacturing and warehousing facility for **\$10.2 million**. The 25,690 m2 site is currently leased to CSR and the sale reflects a **rate of \$397.04 psm**. Springvale is located about 23 km south-east of Melbourne's CBD. [AFR 09/07/2015]

1-3 Pope Court, Beverley, SA 5009

Growpoint has purchased a brand-new industrial facility from Australand Property Group for **\$20.8 million**, on a **passing yield of 7.75%**. The 14,459 m2 warehouse currently has three leases from Aluminium Specialties Group, ProPac Packaging and KW Doggett & Co. The property has a WALE of 5.3 years and the sale of the property reflects a **rate of \$1,438.55**. Beverley is located 7 km north-west of Adelaide's CBD. [AFR 14/07/2015]

Bassendean, WA 6054

Charter Hall Group has paid **\$32.78 million** for a 31,700 m2 industrial property from Bradken. The 75,500 m2 land parcel has a WALE of 13.2 years. The sale was on a **passing yield of 8.5%** and reflects a **rate of \$423.84 psm**. Bradken will lease the property for another 13 years. Bassendean is located around 12 km north-west of the Perth CBD. [AFR 16/07/2015]

98 Wetherill Street, Silverwater, NSW 2128

Bovara Electrical has acquired a vacant industrial property from a private investor for **\$5.5 million**. The 2,515 m2 warehouse and office has a large power supply and will be used as the company's new headquarters. The sale of the 5,021 m2 site reflects a **rate of \$1,095.40 psm**. Silverwater is located around 18.6 km north-west of the Sydney CBD. [AFR 16/07/2015]



965 Gympie Road, Petrie QLD 4502

Building materials company Orora has sold its former carton box mill site to the Moreton Bay Regional Council for **\$50.5 million**. The plant is being decommissioned and the 200 ha site will be developed into a new university and community precinct. The sale reflects a rate of \$252,500 per hectare. Petrie is located 24 km north of Brisbane's CBD. [AU 20/07/2015]

107 Carnavon Street, Silverwater, NSW 2128

Freedman Electronics has paid **\$6.95 million** for an industrial facility. The 3,500 m2 office and warehouse space is split into two units with one currently being leased. Freedman will likely move its manufacturing business into the vacant unit and hold the leased unit for future expansion. Silverwater is located around 18.6 km north-west of Sydney's CBD. [AFR 21/07/2015]

215 Cooper Street, Epping, NSW 2121

Riverlee Group has bought the former Epping Quarry site from Michael King and his business partners for **close to \$14 million**. The 46-hectare site was sold without permit after obtaining the necessary environment assurances for mixed-use development. The sale reflects a **rate of \$30.43 psm**. Epping is located around 19 km north-west of Sydney's CBD. [AFR 22/07/2015]

112 Wharf Road, Melrose Park, NSW 2114

Pharmaceutical group Eli Lilly has sold an industrial site to Holdmark Property Group for **around \$40 million**. The unzoned site has residential potential and could yield more than 300 units. The sale of the 21,000 m2 site reflects a **rate of \$1,904.76 psm**. Melrose Park is located around 16.5 km north-west of the Sydney CBD. [AFR 23/07/2015]

626 – 628 High Street, Thornbury, VIC 3071

A private investor has acquired a historic brick warehouse from Marlock for **\$5.4 million** on a **yield of 5.18%**. The 2,411 m2 site is leased to Browns Motors on a **5-year deal**. The sale reflects a **rate of \$2,239.73 psm**. Thornbury is located 8.4 km north-east of Melbourne's CBD. [AFR 23/07/2015]

64 Axis Place, Larapinta, QLD 4110
Harmony Property Syndication has purchased an industrial facility for **\$6.87 million** on a **yield of 7.7%**.



The property was purpose-built in 2009 for the lessee, Linde Material Handling, with the lease expiring in 2019. Larapinta is located 22 km south-west of the Brisbane CBD. [AFR 24/07/2015]

South Pine Road, Brendale, QLD 4500

Altis Property Partners has acquired a 50,000 m2, which includes a 13,000 m2 warehouse, for **\$16.2 million**. The company is planning to build a \$50 million home and trade retail precinct on the site. The warehouse is currently leased to The Crest Company for 10 years at a rental of \$850,000 a year. The sale reflects a **rate of \$324 psm**. Brendale is located about 19.4 km north-west of the Brisbane CBD. [AFR 28/07/2015]

54 Jose Street, Melrose Park, SA 5039

Jose Street Nominees has bought an industrial property from a private investor for **\$7.2 million**, on a **yield of 8.4%**. The 27,440 m2 site will most likely become a development site when current tenant, Workspace Commercial Furniture, vacates next year. The sale reflects a **rate of \$262.39 psm**. Melrose Park is located around 7.6 km south-west of Adelaide's CBD. [AU 30/07/2015]

12 Birmingham Avenue, Villawood, NSW 2163

A 5900 m2 warehouse and 450 m2 office has been sold by Ken and Julie Gray for **\$7.5 million**. The sale of the 15,690 m2 site reflects a **yield of 6.56%** and a **rate of \$478.01 psm**. Villawood is located about 25.4 km south-west of the Sydney CBD.
[AFR 31/07/2015]

31 – 69 Western Avenue, Tullamarine, VIC 3043

Bobby Zagame has purchased the former *Age* printing plant for **around \$20 million**. The 6 hectare site will be used as a pre-delivery process centre and distribution facility for Mr Zagame's automotive group. The property features a 24,091 m2 modern office with a multi-level basement and a 125-bay open-air car park. The property can also be subdivided and has future development opportunities. The sale reflects a **rate of \$333.33 psm**. Tullamarine is located around 16.4 km north-west of the Melbourne CBD.
[SMH 31/07/2015]

1000 Abernethy Road, High Wycombe WA 6057

A local private investor has purchased a relatively new 7,500 m2 industrial facility for **\$25 million**. The property is leased to *CEVA Logistics* on a 10 year term. The property is located in a growing industrial precinct, adjacent to the *Forrestfield Rail Staging* and opposite the *Perth's International Airport*. High Wycombe is located about 18 km east of Perth's CBD.
[AU 31/07/2015]

Retail

1 Tindall Street, Campbelltown, NSW 2560

A private Sydney investor has purchased the **Cambelltown SupaCenta** from a *Fortius Funds Management Trust* for **\$15.1 million**. The sale of the 10,290 m2 site reflects a **yield of 9.25%** and a **rate of \$1,467.44 psm**. The 6,618 m2 centre contains national tenants including, *Hogs Breath Café*, *Autobarn*, *The Discount Party Warehouse* and a large 4,363 m2 *Fit HQ Gym*. Campbelltown is located about 50 km south-west of the Sydney CBD.
[AFR 01/07/2015]



12 - 20 Ocean Street, Maroochydore, QLD 4558

LaSalle Investment Management has bought the **Big Top Mark Fresh** shopping centre from *Reed Property Group* for **around \$85 million**. The property comprises five adjoining properties on a 33,277 m2 site. The centre is anchored by a *Woolworths* and 43 specialty shops. The sale reflects a **rate of \$2,554.32 psm**. Maroochydore is located around 111 km north of Brisbane's CBD.
[AFR 01/07/2015]

123 Swanston Street, Melbourne, VIC 3000

An 8-level building has been sold to a Chinese investor for **\$15.8 million** on a **yield of 2.77%**. The 1,500 m2, privately-owned property is leased to *Downtown Revolution* and the *Hare Krishna organisation*, which are both on five-year leases. The sale reflects a **rate of \$10,533.33 psm**.
[AFR 08/07/2015]

Mandurah Road, Lakelands WA 6180

Peet Group has sold a vacant retail site to *ISPT Retail Australia Property Trust* for about **\$70 million**. ISPT will fund and develop the **Lakelands Shopping Centre**. The shopping centre will be developed into a sub-regional centre with an area of about 21,170 m2 and 1,161 car spaces. It's to include anchor tenants *Coles*, *Coles Express*, *Aldi* and *Kmart*, in addition to 38 specialty stores, childcare centre and a tavern. The centre is expected to be completed by 2017. Lakelands is located about 65 km south of the Perth CBD.
[AU 10/07/2015]

82 Champion Drive, Seville Grove, WA 6112

A syndicate managed by *Australasian Property Investments Limited* has acquired the **Champion Drive Shopping Centre** for **\$13.5 million**. The 4,850 m2 centre features a *Coles*, *Liqourland* and 11 other specialty shops. The sale reflects a **rate of \$2,783.51 psm** and a **yield of around 7.5%**. The Seville Grove is located 28 km south-east of Perth's CBD.
[AU 16/07/2015]

Cnr Old Northern Road & Albany Forest Road, Albany Creek, QLD 4035

A private investor has paid **\$26.1 million** for the **Woolworths Marketplace Albany Creek** from Paul Darrouzet, a Queensland coal entrepreneur. The 6,190 m2 centre, which is anchored by a *Woolworths Supermarket* and 20 specialty stores, sold on a **passing yield of 6.25%**. The sale reflects a **rate of \$4,216.49 psm**. Albany Creek is located around 16.4 km north-west of the Brisbane CBD.
[AFR 15/07/2015]

425 Victoria Avenue, Chatswood, NSW 2067

A local investor has acquired a *Westpac Banking Corporation* building for **\$25 million** on a **yield of 3.9%**. The 550 m2 property is fully leased to Westpac until 2021. The sale reflects a **rate of \$45,454.55 psm**. Chatswood is located 12.2 km north of Sydney's CBD.
[AFR 17/07/2015]



319 – 325 Swanston Street, Melbourne, VIC 3000

A foreign investor has bought a three-level retail building for **\$26 million** on a **yield of 3.9%**. The building includes 800 m2 of floor area and is currently fully-leased. The sale of the 316 m2 property reflects a **rate of \$82,278.48 psm**.
[SMH 29/07/2015]

Residential

9 Kareelah Road, Hunters Hill NSW 2110

The waterfront home with Sydney city skyline views was sold for approximately **\$7 million**. The luxury home features 5 bedrooms, 3 bathrooms, entry level double garage, alfresco area, sunroom, ground floor studio with kitchenette, in-ground pool and deck, private pontoon capable to accommodate a 35 foot boat, tiered garden, security gate and ducted air-conditioning. Hunters Hill is located 9 km north-west of the Sydney CBD.
[RE.com 01/07/2015]

14, 16A & 16B Spring Street, Abbotsford NSW 2046

A set of three houses has been sold for **\$6.267 million**. 14 and 16A are built as a duplex and 16B is a separate dwelling. Each house features 4 bedrooms, 2 bathrooms and double garage. Abbotsford is about 10 km west of the Sydney CBD.
[Domain.com 11/07/2015]

16 Robertson Street, Greenwich NSW 2065

The waterfront home on 1,365 m2 of land has been sold for around **\$6 million**. The luxury home has views of Woodford Bay, Woolwich and Lane Cove River, and a private beach with direct path access. It features 5 bedrooms, 5 bathrooms, three separate living areas, covered entertaining balcony, double garage, heated in-ground pool and spa, ducted air-conditioning, and heated flooring on the ground and first floor and security gate. Greenwich is located 7 km north of the Sydney CBD.
[RE.com 15/07/2015]

1 Fern Road, Hunters Hill NSW 2110

The contemporary estate was sold for **\$6 million**. The cul-de-sac residence has an internal area of 560 m2, including the triple garage. The double brick home features 5 bedrooms and bathrooms, 4 living and entertaining areas across the three floors, terraces with views of the Parramatta River and the Gladesville Bridge, ducted air-conditioning, security gate, in-ground pool and spa, and sauna facilities.
[RE.com 22/07/2015]



28 Livingstone Street, Burwood NSW 2134

The Naqueta, built circa 1916, was sold for **\$4.005 million**. The federation home features 3 bedrooms, 2 bathrooms, formal interconnecting lounge and dining rooms, 2 fire places, large enclosed verandah sunroom and a side driveway to a triple garage. The house sits on a 1,031 m2 land. Burwood is located about 12 km west of the Sydney CBD.
[RE.com 25/07/2015]

Residential Development

125 - 127 Alexandra Avenue, South Yarra, VIC 3141

An Asian investor has purchased a luxury residential development site for **\$4.8 million**. The sale of the 596 m2 site reflects a **rate of \$8,053.69 psm**. South Yarra is located 4.7 km south-east of Melbourne's CBD.
[AU 02/07/2015]

1-2 Murray Rose Avenue, Sydney Olympic Park NSW 2127

GPT Group has sold off two residential development sites to Chinese developer Haisheng for **\$30.5 million**. Haisheng has paid a 69% premium to GPT's December 2014 book value. The Sydney Olympic Park is located about 16 km west of Sydney's CBD.
[SMH 08/07/2015]

2 & 4 Littlewood Street, Hampton, VIC 3188

A local developer has acquired a 1,393 m2 development site for **\$5.4 million**. The site features two homes that will be demolished to build multi-level apartments, if the developer can get approval. The sale reflects a **rate of \$3,876.53 psm**. Hampton is located 14 km south-east of Melbourne's CBD.
[AU 14/07/2015]

104 Mount Street, Heidelberg, VIC 3084

An Indonesian developer has sold a residential development site for **\$10 million**. The 2,376 m2 site has approval for 1,250 m2 of ground floor retail and commercial space and 120 apartments. The sale reflects a **rate of \$4,208.75 psm**. Heidelberg is located around 12.7 km north-west of Melbourne's CBD.
[AFR 16/07/2015]

568 Neerim Road, Hughesdale, VIC 3166

Joint venture partners, Bayport Group and Elite Property Group, have acquired a residential development site with vacant possession from MonashLink for **\$7.225 million**. The 3,456 m2 site will be developed into townhouses. The sale reflects a **rate of \$2,090.57 psm**. Hughesdale is located around 15.3 km south-east of the Melbourne CBD.
[AFR 22/07/2015]

Thomas & Keira Street, Wollongong, NSW 2500

A private developer has bought a residential development site from Parsons Holdings for **\$5.5 million**. The site is zoned mixed use and can yield around 100 apartments and retail space. The sale of the 4,221 m2 block reflects a **rate of \$1,303.01 psm**. Wollongong is located around 81 km south of the Sydney CBD.
[AFR 23/07/2015]

54 Hudson Road, Albion, QLD 4010

Fridcorp has acquired a residential development site **Albion Mill** from Aveo Group for **around \$25 million**. The site will yield a \$400 million apartment project with a development application being submitted to construct two residential towers with 650 apartments and a retail component. The sale reflects a **rate of about \$38,461.54 per proposed apartment**. Albion is located about 5.4 km north-east of Brisbane's CBD.
[AFR 23/07/2015]

21 - 218 Moray Street, New Farm, QLD 4005

A private syndicate has sold a 2,226 m2 residential development site to Pointcorp for **\$6 million**. The site has development approval for 12 boutique townhouses each with three bedrooms. The sale reflects a **rate of \$2,695.42 psm**. New Farm is located around 2.6 km north-east of Brisbane's CBD.
[AU 23/07/2015]

4 - 6 Mathoura Road, Toorak, VIC 3142

Orchard Piper has purchased a 1,500 m2 development site for **\$9 million**. The company plans to build a \$40 million residential project comprising 12 ultra-premium apartments on the site. The sale reflects a **rate of \$6,000 psm**. Toorak is located around 6.3 km south-east of Melbourne's CBD.
[AFR 29/07/2015]

Victoria Residential Sales Wrap

Property developer ID-Land has acquired two sites for **more than \$20 million**. The properties include a 48 hectare site in Wollert and a 65 hectare site in Pumpton. The purchaser plans to develop 770 homes on the sites that will yield a combined end value of \$170 million.
[AU 30/07/2015]

76 - 78 Doncaster Road, Balwyn North, VIC 3104

An offshore investor has bought a residential development site in a deal **close to \$10 million**. The 1,570 m2 site has development approval for a four-storey building. The sale reflects a **rate of about \$6,369.43 psm**. Balwyn North is located around 12.7 km north-east of Melbourne's CBD.
[AU 30/07/2015]



8 - 10 Well Street, Brighton, VIC 3186

A developer has paid **more than \$5 million** for a 1,256 m2 residential development site. The two existing houses will most likely be demolished to make way for an apartment complex. The sale reflects a **rate of \$3,980.90 psm**. Brighton is located around 11.4 km south-east of Melbourne's CBD.
[SMH 31/07/2015]



Rural

Northern Territory & Queensland Rural Sales Wrap

Xingfa Ma has purchased over 705,700 hectares of land known as the **Wollogorang Station** for **\$47 million**. The land, sold by Mr Zlotkowskis, is a major operation with around 40,000 cattle. The sale reflects a **rate of \$66.60 per hectare**. The property takes up about 80 km of the Gulf of Carpentaria coastline.
[AU 16/07/2015]

Specialised Properties

Queensland Private Hospital Sales Wrap

Health Asset Management has bought two private hospitals in regional Queensland for a **total of \$16.9 million**. The **Gympie Private Hospital** was acquired on a sale-and-lease-back agreement from *Pulse Health* for **\$6.3 million**, on an **initial yield of 8.29%**. The property has a total of 40 beds and *Pulse Health* is leasing the property for 15 years on a triple net lease. They also acquired the **North Mackay Private Hospital** from private investors for **\$10.6 million**, on an **initial yield of 8.1%**. This specialist rehabilitation facility has 34 beds and is leased by *Pulse Health* on a triple net lease for 11.1 years.
[AFR 02/07/2015]

52 – 70 Frome Street, Adelaide, SA 5000

A private buyer has paid **\$27 million** for the **Union Street Car Park** that could attract office workers as well as weekend and night-time crowds. The 575 bay, 6-level car park reflects a **rate of \$47,000 per car space**.
[AFR 16/07/2015]



557 – 591 Swanston Street, Carlton, VIC 3053

Scape Student Living has acquired the *Grocon*-controlled **CUB** site for **over \$20 million**. The 1.6 hectare former brewery site will be combined with three other buildings that *Scape* has just purchased to deliver more than 2000 studio student apartments. The sale **reflects a rate of \$1,250 psm**. Carlton is located about 2 km north of Melbourne's CBD.
[AFR 30/07/2015]

Hotel & Leisure

6 Orchid Avenue, Surfers Paradise, QLD 4217

A private Chinese-Australian family has paid **more than \$50 million** for the **Hilton Surfers Paradise Hotel** from *Brookfield Multiplex*. The hotel features 169 rooms, pool, spa and sauna areas, restaurants and bars. The sale reflects a **rate of \$295,857.99 per room**. Surfers Paradise is located about 78 km south-east of Brisbane's CBD.
[AFR 01/07/2015]

St Johns Road, Glebe, NSW 2037

A private investor has acquired the **Nag's Head Hotel** for **\$6 million**. The hotel includes a pub and 17 gaming machines. Glebe is located 2.4 km south-west of the Sydney CBD.
[AFR 02/07/2015]

1 Cobb Highway, Moama NSW 2731

The **Moama Riverside Holiday and Tourist Park** has been acquired by *Gateway Lifestyle* for **\$12.3 million**. The tourist park has 198 sites and 2 ha of adjoining vacant land with potential for 45 modular homes. The deal reflects an **8.4% yield**. The sale reflects **\$62,121.20 per site**. Moama is located about 800 km south-west of Sydney or about 232 km north of Melbourne.
[AU 02/07/2015]

43 Esplanade, Cairns City, QLD 4870

Ascot Capital Group and *Facilimate* have purchased the **Pacific Hotel Cairns** from the Kamsler family for **around \$25 million**. The 4.5 star, 176-room hotel occupies a 3,570 m2 site, reflecting a **rate of \$142,045.45 per room**. The hotel also has a restaurant and bar, outdoor rooftop pool and 7 meeting rooms. Cairns is located about 1,388 km north-west of Brisbane.
[AU 16/07/2015]

237 Glenmore Road, Paddington, NSW 2021

Public House Group has bought the **Royal Hotel** from the Kelly family for **\$15 million**. The property was built in 1888 and has recently undergone a \$4 million renovation. It now includes a new rooftop bar with views of the city skyline. The pub features a restaurant, bottle-shop and two bars. Paddington is located about 3.5 km south-east of Sydney's CBD.
[AFR 16/07/2015]

Cnr Bourke and Spring Street, Melbourne, VIC 3000

The **Imperial Hotel** has been sold by the Johnston family to the *O'Brien Group* for **\$11.45 million**. The two-storey brick and bluestone building was built in 1858 and sits on a 450 m2 site. The hotel has a 24-hour licence and features many dining rooms and bar areas. The sale reflects a rate of \$25,444.44 psm.
[AU 23/07/2015]

31 Woods Street, Darwin, NT 0800

Minor International has paid **\$60 million** to *Gwelo Investments* for the **Elan SOHO Suites**. The 27-storey, 4 and a half star hotel has 301 rooms, with 133 being investor-owned apartments, and 259 car parks. The sale reflects a **rate of \$199,335.55 per room**.
[AU 30/07/2015]



Leasing

Commercial

152 - 158 St Georges Terrace, Perth, WA 6000

Rio Tinto is cutting the amount of space it will take up in the CBD after moving its staff to the **Central Park** office tower. The iron ore division of the company will lease 20,000 m2 of space for **10-years**.
[AU 02/07/2015]

80 George Street, Sydney, NSW 2000

Boston Consulting Group will lease over 1,040 m2 of space, over three floors, at the heritage-listed **Metcalfe Bond Stores** building. The company has secured a **10-year** deal for the ground floor, first floor and arcade area of the building.
[AU 02/07/2015]

11 Blaxland Place, Milperra, NSW 2214

Mulberry Co will pay **\$90 psm net per annum** for 1,220 m2 of office space on a **3-year deal**. Milperra is located 23.9 km south-west of the Sydney CBD.
[SMH 06/07/2015]

209 Great Eastern Highway, Midland, WA 6056

24/7 Power Fitness will pay a net annual rent of \$213,400 for 1,067 m2 of commercial space on a **15-year lease**. The lease reflects a **rate of \$200 psm**. Midland is located about 17 km south-west of Perth's CBD.
[AFR 07/07/2015]

40 Mount Street, North Sydney, NSW 2060

Gartner will move into *Investa Commercial Property Fund* and *Pramerica's* office tower in September of 2015. The company will occupy 2,259 m2 of space, taking the building to full occupancy.
[AFR 08/07/2015]

123 St Georges Terrace, Perth, WA 6000

Westfarmers has pre-committed to leasing 4,200 m2 of space at **Brookfield Place Tower 2** on a **10-year lease**. The company will take up levels 12 and 13 of Tower 2 from the first half of 2016 when construction of the building is complete. Other tenants that will lease space in the 16-storey tower include, *Ashurst*, *Deloitte*, *Corrs Chambers Westgarth* and *Brookfield Multiplex*.
[AFR 08/07/2015]

70 Kent Street, Deakin, ACT 2600

RSM Bird Cameron will move into 1,881 m2 of A-grade office space in the **Equinox Business Park** on a **10 + 5-year deal**. The company will pay a gross rent of around \$850,000 per annum to landlords *Evri Group* and *NDH*. The lease reflects a **rate of \$451.89 psm**.
[AFR 14/07/2015]

192 Ann Central, Brisbane, QLD 4000

Slater and Gordon has leased 3,300 m2 of office space for **more than \$580 psm per annum**. The deal is for **10-years** and the company will take signage rights and the mezzanine level of the office tower.
[AFR 14/07/2015]

1096 Toorak Road, Hartwell VIC 3124

The Australian Home Care Services has leased a 2,000 m2 ground floor lease on an **8 year term**. The asking rent is around **\$275 psm per year**. Hartwell is located about 10 km east of the Melbourne CBD.
[SMH 15/07/2015]

44 Musk Avenue, Kelvin Grove, QLD 4059

RSL Care has signed a deal to lease space with healthcare group *Generation Healthcare REIT* on a **5-year deal**. RSL will lease 3,358 m2 of space for close to \$8 million or around **\$470 psm per year**. Kelvin Grove is located around 2.8 km north-west of the Brisbane CBD.
[AFR 16/07/2015]



27 – 31 Munster Terrace, North Melbourne, VIC 3051

Autism Partnership Australia has agreed to lease 2,100 m2 of office space on a **10-year deal**. The company will pay **\$250 psm net per annum** for the property. North Melbourne is located around 2 km north-west of the Melbourne CBD.
[AFR 21/07/2015]

345 George Street, Sydney, NSW 2000

Landlord *ISPT* has re-signed *Employers Mutual* to a new **8-year lease**, commencing November 2016, for five floors in the building. *Employers Mutual* will lease 6,727 m2 at a **starting net rent of \$632 psm**, with a market incentive. The lease is worth over \$35 million.
[AFR 22/07/2015]

20 Martin Place, Sydney, NSW 2000

Apple will lease 6,200 m2 of office space in the \$250 million Martin Place development by *Pembroke*. *Pembroke* built the nearly 20,000 m2 project after buying the site in 2011.
[AU 23/07/2015]

100 Harris Street, Pyrmont, Sydney 2009

Domain Group will move into an office building, formally a wool store, when the refurbishment is complete in mid-2016. *Domain* will lease approximately 4,000 m2 and will pay a **gross rent of around \$685 psm**. The lease for the top floor of the building is for **7-years**.
[AFR 27/07/2015]

12/201 Kent Street, Sydney 3000

The *Aussie Commerce Group* is moving into 1,741 m2 of office space on a \$1.2 million annual leasing deal with *Investa Property*. The company will occupy level 12 of the building and will pay a **net rent of \$685 psm**. The deal is for **5-years with a further 5-year renewal option**.
[AFR 28/07/2015]



Tower 2, 727 Collins Street, Melbourne 3000

AECOM has agreed to a **10-year lease** for 5,500 m2 of space on levels 9, 10 and part of 11 at *Walker Corporation's Collins Square* development. The firm will likely pay \$490 psm before outgoings and incentives.
[AFR 29/07/2015]

Industrial

1A/42 Birnie Avenue, Lidcombe, NSW 2141

Meshcrete has taken up a leasing deal for a 2,060 m2 warehouse on a **3-year deal**. The company will pay a **gross annual rent of \$116 psm**. Lidcombe is located 17.4 km west of the Sydney CBD.
[SMH 06/07/2015]

1 Hale Street, Botany, NSW 2019

Property group *Goodman* has leased a 4,056 m2 high clearance warehouse to cargo logistics specialist *Paul's Customs & Forwarding Solutions* on a **7-year lease**. *Goodman* will pay a **net annual rent of \$150 psm** for the 4,154 m2 container-rated hardstand site. Botany is located about 9 km south of the Sydney CBD.
[AFR 07/07/2015]

83 - 87 Mark Street, North Melbourne, VIC

D.S Calvert Motors Pty Ltd has agreed to lease an office and warehouse from a private investor. The lessee will pay a net annual rent of \$185,000 plus outgoings for the 2,716 m2 property with offices, two container-height roller doors and a loading dock. The lease reflects a **rate of \$68.11 psm**. North Melbourne is located 2 km north-west of Melbourne's CBD.
[AFR 07/07/2015]



885 Wellington Road, Rowville, VIC 3178

Licensing Essential will lease a 2,600 m2 office and warehouse facility from *Simcray Pty Ltd* for a gross annual rent of \$230,000. The deal is for **3-years** and the lease reflects a **rate of \$88.46 psm**. Rowville is located 30.4 km south-east of the Melbourne CBD. [AFR 07/07/2015]

19 – 21 Loyalty Road, North Rocks, NSW 2151

Imation ANZ has moved into a new facility on a **two-year term**. The rent for the 1,554 m2 warehouse and office facility is **\$110 psm net**. North Rocks is located about 24.6 km north-west of the Sydney CBD. [AFR 14/07/2015]

19 White Street, Maribyrnong, VIC 3032

Dogs First Care Centre will pay a **gross face rent of \$74 psm** for an industrial facility on a **5-year lease**. The company will lease 1,227 m2 of space. Maribyrnong is located around 9.8 km north-west of Melbourne's CBD. [AFR 14/07/2015]

29b Davis Road, Wetherill Park, NSW 2164

Lend Lease has rented out a 4,475 m2 office and warehouse to *King & Wilson* for \$602,966 gross per annum. The deal is for **7-years with a 5-year option** and the lease reflects a **rate of \$134.74 psm**. Wetherill Park is located about 32 km west of the Sydney CBD. [AU 16/07/2015]

1 – 3 Ricketty Street, Mascot, NSW 2020

Creative Pty Limited has taken out a lease for an industrial property on a **gross annual rent of \$224 psm**. The deal for the 1,022 m2 site is for **5-years**. Mascot is located about 7 km south of Sydney's CBD. [AFR 21/07/2015]

809 Botany Road, Rosebery, NSW 2018

The Print Centre has subleased 1,076 m2 of industrial space to *Amzen International* on a **5-year lease**. The company will pay a net **annual rent of \$160 psm** for a high clearance warehouse with truck access and modern office space. Rosebery is located around 11 km south of the Sydney CBD. [AFR 21/07/2015]

Lake Road, Hazelmere, WA 6055

An A-grade industrial facility owned by private investor Steve deMol has been leased to logistics business *K&S Freighters*. The gross annual rent for the 8,509 m2 office and warehouse, which sits on a 5.1 hectare site, is believed to be in excess of \$2 million. The lease reflects a **rate of around \$39.22 psm**. Hazelmere is located about 16.2 km north-east of the Perth CBD. [AFR 21/07/2015]

Cosgrove Road, South Strathfield, NSW 2136

Swift Transport has committed to leasing over 20,000 m2 of industrial space at the \$500 million **Enfield Intermodal Logistics Centre**. They will pay a **net rent of over \$120 psm** for a purpose-built office, warehouse and hard-stand space in the 60-hectare estate. South Strathfield is located about 14 km west of Sydney's CBD. [AFR 22/07/2015]

2 Cubitt Avenue, Dandenong South, VIC 3175

Hayward Pool Products will move into its new headquarters at **The Logis Estate**. The company will lease the 3,800 m2 warehouse on a **7-year deal** and will pay an **initial net rental of \$90-\$95 psm**. Dandenong South is located around 35 km south-east of the Melbourne CBD. [AFR 28/07/2015]

Retail

2 Stockdale Road, O'Connor, WA 6163

Furniture group *Nick Scali* has leased a 2,000 m2 retail outlet in order to open its first store in Western Australia. The company will pay a net annual rent of \$470,000 to a private landlord on a **10-year deal**. The lease reflects a **rate of \$235 psm**. O'Connor is located about 17 km south-west of the Perth CBD. [AFR 21/07/2015]

Property Funds & Capital Raisings

Race for GIC portfolio

Tensions are running high in the bid for the sale of the *GIC Real Estate* \$1 billion portfolio. The shortlisted companies include *LOGOS Property* with Canadian fund manager *Ivanhoe Cambridge*, global equity firm *Warburg Pincus* with Asia-focused logistics fund *The Redwood Group*, private equity giant *Blackstone*, Singapore's *Ascendas*, *ARA Asset Management* with *CWT Limited*, and local firm *Propertylink*. The final bid is due in August. [AFR 23/07/2015]

New fund for SCA

Shopping Centres Australasia Property Group has launched a funds management business with a new \$60.9 million retail fund. The new fund, *SCA Unlisted Retail Fund No. 1*, will comprise of five shopping centres in Sydney and regional NSW. They will also buy the **Woolworths Fairfield, Woolworths Griffith North, Dan Murphy's Burwood, Dan Murphy's Katoomba and Inverell Big W** from the SCA Property Group at a sale price of 12% premium to SCA's book value. The new fund will yield 8% a year and have a WALE of more than 13 years. [AFR 23/07/2015]

CIC takes the cake on Investa buy

China Investment Corporation has outbid all competition on the purchase of the **\$2.5 billion Investa Property Group** office tower portfolio. It is the biggest direct real estate transaction in Australia to date and reflects an extremely sharp **initial yield of 5%**. CIC has now become a major investor in the Australian office market, buying the stakes in 9 prime office buildings in Sydney, Melbourne and Brisbane. [AU 27/07/2015]

APN Property seek to raise \$20 million

Melbourne-based *APN Property Group* and private developer *Steller* have launched a new residential fund. The fund aims to raise \$20 million of equity with APN and its related parties investing about \$2 million. The new fund will focus on the residential developments in inner city Melbourne. [AFR 29/07/2015]



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
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- Plant & Machinery Valuation
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- 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:

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- 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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