



Preston
Rowe
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National 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, 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.

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Inside this Issue

Sales

- Commercial Page 2
- Industrial Page 2
- Retail Page 3
- Residential Page 3
- Rural Page 4
- Hotel & Leisure Page 4
- Specialized Property Page 4

Leasing

- Commercial Page 4
- Industrial Page 5
- Retail Page 5

Capital Raisings Page 6

Property Funds Page 6

About Preston Rowe Paterson Page 7

Contact Us Page 9



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Sales

Commercial

Melbourne Commercial Sales Wrap

Private fund manager Bennelong property Group has sold a portfolio of three office buildings in suburban Melbourne to three individual private investors for a combined total of about **\$95 million**. The prices of the properties ranged from \$24 million to \$40 million with **yields around 7.5%**. The portfolio is one of the largest offerings outside the CBD to go to market this year with properties including 2 Luton Lane, Hawthorn, 290 Burwood Road, Hawthorn and 293 Camberwell Road, Camberwell. More than 20 offers were received for the portfolio with the properties with the winning offers coming from two local buyers and one European investor.

[AFR 06/11/2014]

50 Pitt Street, Sydney, NSW 2000

Malaysia's CIMB Trust Capital has paid about **\$94 million** for a prime Pitt Street office tower in Sydney's CBD. The property was offloaded by Hawaiian, and the strong price reflects the current market competition for quality and centrally located office buildings. The 9,897 m2 building has been upgraded and has a 4.5 star NABERS rating; it is located in the Alfred Dalley, Pitt and George Streets Block (ADPG Block) which is set to undergo huge renewal and redevelopment in the coming years. The sale reflects a **yield of 7%** and a **rate per m2 of \$9,498**.

[AFR 12/11/2014]



123 Arthur Street, North Sydney, NSW 2060

Fund manager Centennial Property Group has purchased a North Sydney office building for a price of around **\$37 million** from the Blackstone controlled Valad Property Group. The property is located in North Sydney's central business district which is 5.4 km north of Sydney's CBD. The quality B-Grade building recently underwent a big refurbishment with the Arthur Street and Little Walker Street lobbies being revamped as well as the façade and lifts of the property. No further details were released.

[AFR 12/11/2014]

175 Liverpool Street, Sydney, NSW 2000

Shimao Property, controlled by billionaire Hui Wing Mau has paid just over **\$390 million** for 175 Liverpool Street in Sydney's CBD. The office building, offloaded by GIC Real Estate is currently leased to a series of tenants with various expiry dates; however it does have long term underlying value as an apartment project. No further details were released.

[AFR 13/11/2014]

486 Albert Street, East Melbourne, VIC 3002

The Catholic Church has bought an office building a stone throw away from the cathedral in Melbourne. The Catholic Church paid **\$36 million** for the 11 storey building situated on Albert Street. The building's historic façade includes a dramatic Corinthian portico. Dating back to the 1860's, the front section was one of colonial Victoria's earliest Baptist chapels. The archdiocese plan to bring its central administration along with different departments and agencies that currently operate across multiple offices in Melbourne into the Albert Street office. East Melbourne is located 2.9 km east of the CBD.

[AFR 18/11/2014]

2 Wentworth Street, Parramatta, NSW 2150

Centuria Capital has bought an A-Grade office asset in Sydney's west from Charter Hall Group's unlisted office property fund, Direct Office Fund (DOF). Centuria Capital paid **\$45 million** for the 10,943 m2, nine level asset. The sale price reflected a **yield of about 8%** and a **rate per m2 of approximately \$4,112**. The property is located on the corner of Wentworth and Parkes streets in the south eastern commercial precinct of Parramatta. Parramatta is located 32 km north-west of the Sydney CBD.

[AFR 19/11/2014]

2 Elizabeth Plaza, North Sydney, NSW 2060

Sydney based real estate firm Marprop has purchased one of the final assets left in the Altis Property Partners portfolio, a North Sydney office tower. The property firm paid **\$45 million** for the 12 level, 8,000 m2 building. The property is located near Greenwood Plaza and the North Sydney train station and is 80% leased with a mixture of national and international tenants. The transaction reflects a **passing yield of about 8%** and a **rate per m2 of \$5,625**. North Sydney is located 5.4 km north of the Sydney CBD.

[AFR26/11/2014]

50-52 Pirrama Road, Pyrmont, NSW 2009

Melbourne based property investment group Marks Henderson has purchased a waterfront office asset in Pyrmont, Sydney. Paying a price north of **\$40 million** for the asset, this is the group's second Sydney investment to date. Wharf 10, which sits close to The Star Casino, has Barangaroo views and is one of the only non-strata title waterfront buildings on the city's fringe. The sale of this property which is 100% leased to international tenants reflects a **yield in the mid 7% range**. The sale price is unknown, Pyrmont is located 1.9 km north-west of Sydney's CBD. No further details were released.

[AFR 27/11/2014]

Industrial

137 Gilba Road, Girraween, NSW 2145

A private construction business has paid **\$7.95 million** for an 8,215 m2 industrial property in Girraween, NSW. The company will use the property as its new NSW headquarters. The site comprises two buildings, one with high clearance facilities and the other, a warehouse building with a lower clearance. The sale reflects a **rate per m2 of \$978.46**. Girraween is located around 40.5 km north-west of the Sydney CBD.

[AFR 06/11/2014]

107 Farrellys Road / 12 Gateway Drive, Paget, QLD 4740

Sentinel Property Group has bought a 23,890 m2 industrial facility in Mackay through its Sentinel Paget Industrial Trust. The company paid **\$9.8 million** for the property, reflecting a **rate per m2 of \$410.21**. The property consists of 12,000 m2 of hardstand and buildings covering 2,880 m2. Mackay is located approximately 40.7 km north-west of the Brisbane CBD.

[AFR 06/11/2014]

492-494 Victoria Street, Wetherill Park, NSW 2164

Machinery business, Simpson Properties has sold its Wetherill Park industrial property for **\$10.25 million** to Victoria Street Syndicate. The 6,770 m2 warehouse and office facility sits on an 18,080 m2 site, the warehouse is accessible via nine oversized roller doors and the factory component includes two cranes. The two level office is fully air-conditioned with amenities. The property is fully leased on a 9.96% yield to a global company. The sale price reflects a **rate per m2 of \$1,514**. Wetherill Park is situated around 33 km north-west of Sydney's CBD.

[AFR 13/11/2014]



69 Rivergate Place, Murarrie, QLD 4172

Real estate investment trust 360 Capital has paid **\$27 million** for an office and warehouse facility in Brisbane. The property is leased to Yamaha Motor with 8.5 years remaining on the lease. The sale of the \$501.6 m2 property reflected a **yield of 8.0%**. Murarrie is located around 11 km north-east of Brisbane's CBD. No further details were released.

[The AU 27/11/2014]

Retail

200 Union Street, The Junction, NSW 2291

A syndicate arranged by Sydney funds manager Fortius has purchased the Junction Fair Shopping Centre in Newcastle. The Syndicate paid a price just under **\$32 million** for the neighbourhood shopping centre. The property has an area of 7,244 m2 and is anchored by a recently refurbished full-line Coles Supermarket as well as 25 speciality stores and parking for 200 cars. Several of the shops within the centre are vacant – it has been calculated by income that 24% of the centre is vacant. The sale reflects a **rate per m2 of \$4,417.15** and a **passing yield of 6.7%**. Fortius plan to actively manage the centre and remix the tenancy profile with a focus on fresh food and non-discretionary spending, they estimate the centre could generate a yield that is close to 10% when new leases are confirmed, the centre is reconfigured and a new tenancy profile is established. Junction Fair Shopping Centre is located approximately 2.6 km south-west of the Newcastle CBD and 167 km north of Sydney's CBD.

[AFR 11/11/2014]

27-33 Oaks Ave, Dee Why, NSW 2099

A Chinese-backed investor has paid close to a 40% premium to book value for the Dee Why Market place on Sydney's Northern Beaches. The buyer will pay Sydney investment house Ashe Morgan **\$34 million** for the centre representing a significant premium to the \$24.4 million book value recorded in June this year. The sale not only reflects the high demand from China but also the high demand for development opportunities in the Northern Beaches. The property is anchored by Woolworths and includes 8 speciality stores. It covers just under 5,000 m2 and reflects a **rate per m2 of around \$6,800**. The sale did not include any redevelopment approval; however, the new Chinese backed owner purchased the property with the intention to develop it into an apartment block. Dee Why is located 19.2 km north-east of Sydney's CBD.

[AFR 12/11/2014]

Hornsby, NSW 2077

A two level multi-tenanted retail, office and warehouse property in Sydney has been purchased for **\$10.7 million** by a private investor. The 4,053 m2 high clearance building is leased to Barbeques Galore and The Sleeping Giant on a **7.5% yield**. The sale reflects a **rate per m2 of \$2,640**. Hornsby is located 32 km north-west of the Sydney CBD. No further details were released.

[AFR 13/11/2014]

Corner Gibson & Mary Street, Noosaville, QLD, NSW 4566



Legendary Australian winemaker Wolf Bass has sold his Noosa Village Shopping Centre to the Australian Property Opportunities Fund No. 1. Australian Property Opportunities Fund No. 1 paid **\$25.1 million** for the Woolworths anchored neighbourhood shopping centre. The

centre sits in one of Australia's exclusive holiday destinations and was

purchased by the fund on a **yield of 8%**. The sale of the 4,400 m2 centre reflects a **rate per m2 of \$5,705**. The closest CBD to Noosa is Noosa Heads. The Shopping Centre is located approximately 4.6 km south-west of the CBD.

[AFR 18/11/2014]

Dandenong South, VIC 3175

Super fund developer Cubs Property has sold a **\$54.3 million** retail complex from its Estate One project in suburban Melbourne. A private investor, understood to be Sydney based Rifici Group purchased Harvest Retail. The sale was struck at an overall investment **yield of 7.2%**, showing yield compression compared to other retail sales in the area. The Harvest Retail development is part of the 46 ha. Estate One Business Park in Dandenong South. Cbus Property is developing the estate out of a former General Motors Holden site; it comprises a retail component including a 13,000 m2 Masters store that is on a 15 year lease, a 3,800 m2 Woolworths supermarket, 15 speciality shops and some developable land. Dandenong South is located around 40 km south-east of the Melbourne CBD.



[AFR 26/11/2014]

Canning Vale, Perth, WA 6155

A private investor has purchased a retail property in the outer Perth suburb of Canning Vale, Western Australia. The investor paid **\$17.75 million** for the property which is anchored by Dan Murphy and includes stores such as Kambos, as well as Repco, Pet City and Vet West. The sale represented an **8.13% yield**. No further details were released.

[AFR 27/11/2014]

153-157 Elizabeth Street, Coburg North, VIC 3058

Listed APN Property group has paid **\$18.9 million** for the new 4,426 m2 Coburg Hill Shopping Centre. The centre is located in north Melbourne and is anchored by Woolworths supermarket on a new 20 year lease. The centre comprises another seven speciality stores, a gym, 179 car parks and has a weighted average lease expiry of 13.9 years. The sale reflects a **yield of 7.25%** and a **rate per m2 of \$4,270.22**. The property has 10 apartments above the supermarket; these were not included in the sale. Coburg North is located 15 km north of the Melbourne CBD.

[The AU 27/11/2014]

Residential

Corner Bourke & Elizabeth Street, Waterloo, NSW 2017

A Shanghai developer has purchased an investment property for **\$46.6 million** in the Sydney suburb of Waterloo. The site which is located several hundred metres away from the \$8 billion Green Square development is zoned residential and has an income for the next 5 years. A small proportion of the site, (around 1,300 m2) has the opportunity for immediate residential development. The property sold on an **aggressive initial yield of 6.36%**. Waterloo is located 2.9 km south-west of Sydney's CBD. No further details were released.

[AFR 05/11/2014]

21 Loxwood Avenue, Keysborough, VIC 3173

An offshore investor has bought a 2.2 ha. development site in Keysborough, Melbourne. The investor paid **\$7.7 million** for the site which is zoned with a nine-metre height limit, giving it potential for a medium density or townhouse development project. The sale reflects a **rate per m2 of \$350**. The nearest CBD to Keysborough is the Melbourne CBD, it located around 39.9 km north-west of Keysborough.

[AFR 06/11/2014]



Central Coast Aged Care Portfolio

A two-facility Central Coast portfolio has been sold to start-up aged care operator Aurrum for **\$53 million**. The portfolio included two aged care facilities, the transaction bringing another 284 beds into the Aurrum portfolio. The sale reflects a **rate per bed of \$186,620**. No further details were released.

[AFR 12/11/2014]

365-391 Plummer Street, South Melbourne, VIC 3205

A local developer has outbid offshore competitors paying **\$30 million** for a 1.94 ha. site in South Melbourne. The property is located within the Fishermans Bend Strategic Framework Plan and is suitable for a mix of apartment and commercial development. The sale reflects a **rate per m2 of \$1,546.39**. South Melbourne is located 2.4 km south-west of the CBD.

[AFR 12/11/2014]

344, 346, 348 & 350 Canterbury Road, Canterbury, NSW 2193

A private Chinese developer has paid **\$8 million** for four houses in one line in Sydney. The offshore developer outbid local developers for the properties along Canterbury Road. The total combined area of the four properties is 1,850 m2, this displays a **rate per m2 of \$4,324.32**. The zoning of the properties allows for the development of a mixed use project. Canterbury is located around 11.4 km south-west of the Sydney CBD.

[AFR 13/11/2014]

Rural

O'Connell Street, Penrith, NSW 2750

The NSW Government has sold 13.5 ha. of vacant land in the Caddens Release Area. The property was bought by developers for **\$17 million** reflecting a **rate per m2 of \$126**. The land, located in Western Sydney has potential to accommodate hundreds of new homes. The site has access to services and multiple transport options including direct access to the Great Western Highway, the M4 and train stations. The Caddens Release Area is located around 50 km North West of the CBD.

[AFR 06/11/2014]

Queensland Rural Sales Wrap

US hedge fund Black River Asset Management has spent around **\$30 million** acquiring 7,000 ha. of Queensland grain property in an off market deal. Black River Asset Management, a subsidiary of Cargill, one of the world's biggest food producers, has purchased four grain producing farms in the Darling Downs farming region between Dalby and Chinchilla. The four farms are in an area bordered by Warra, Jandowae and Jimbour – about 230 km west of Brisbane. No further details were released.

[AFR 17/11/2014]

Hotel & Leisure

285A Crown Street, Surry Hills, NSW 1500

Clipper Property Group has paid **\$50.25 million** for Room 4 in Sydney's Surry Hills, which includes iconic bar and restaurant The Winery. The complex which was redeveloped in 2008 by Mirvac was offloaded by EG Funds Management. The sale reflects a **fully let yield of 6.9%** and a **land rate per m2 of \$16,432**. The retail lot comprises eight shops fronting Crown Street, all leased to well established tenants. The commercial building provides a highly sought after city fringe creative office suites. The site has potential for future development opportunities, subject to council approval. Surry Hills is located 2.4 km south-east of the Sydney CBD.

[AFR 06/11/2014]



1 Sir Norman Brearley Drive, Marrara, NT 0812

Denwol Group has sold the Rydges Darwin Hotel and Resort for a price in the mid **\$80 million range**. A fund controlled by Singapore's SC Capital purchased the 317 room property. The acquisition of this property has given the offshore group a strong foothold in the Australian Hotel Market. The sale reflected a **yield in the 9% range**, and a **rate per room of approximately \$252,366**. The property was sold with approval to boost the size of the hotel to 328 rooms. The property is located 12.3 km north-east of Darwin's CBD.

[AFR 13/11/2014]

31 Howard Road, Padstow, NSW 2211

The Padstow Park Hotel, one of the last Coles Pubs in NSW to change hands, from Coles Liquor Group has sold for about **\$14 million**. Located in Sydney's south-west the property is situated on a 2,723 m2 block of land. Coles Liquor Group (a subsidiary of the Westfarmers stable) created a 45 year lease back on the Liquorland bottle shop built on the site. The sale reflects a **land rate per m2 of approximately \$5,141**. Padstow is located around 27 km south-west of Sydney's CBD.

[AFR 13/11/2014]

Corner Abbott & Florence Streets, Cairns, QLD 4870

A Chinese family has purchased the four star Hotel Cairns. The 92 room hotel sold for around **\$10 million** reflecting a **rate per room of \$108,696**. The property is close to the Cairns Esplanade and is built in the Queenslander heritage style. No further details were released.

[AFR 19/11/2014]

14-16 Hastings Street, Noosa Heads, QLD 4567

Valad Property Group's Sheraton Noosa Resort has sold for **\$110 million** – which is the highest price per room rates achieved in Australia. The Karedis family, including entrepreneur Greg Karedis purchased the 176 suite resort reflecting a **rate per suite of \$625,000**. The properties passing income was about \$6.6 million putting the **yield at about 6%**. Noosa is located around 141 km north of the Brisbane CBD and 11 km south-west of the Noosa Heads CBD.

[AFR 27/11/2014]

Specialised Properties

141 Cooroy-Noosa Road, Tewantin, QLD 4565

The BIG4 Bougainvillea Holiday Park in Noosa, Sunshine Coast has been sold to retirement living operator Ingenia Communities for **\$12.5 million**. The park comprises 43 permanent homes and 135 short-term sites. The purchase of the Holiday Park will be funded from Ingenia's September capital raising. The sale reflects a **yield of 10%**. Noosa is located 141 km north of the Brisbane CBD and around 11 km south-west of the Noosa Heads CBD.

[AFR 11/11/2014]

Leasing

Commercial

233 Castlereagh Street, Sydney, NSW 2000

A short term lease for two floors totalling to 1,800 m2 has been agreed to by GDI Property Group for its 233 Castlereagh Street building in Sydney's CBD. The lease is for an **8 week term**, for the purpose of filming political drama film, *Truth and Duty*. Robert Redford and Cate Blanchette are the stars of the film which is based on 60 Minutes producer Mary Mape's 2005 memoir. The filming company will pay approximately \$100,000 gross rent for the two floors for the 8 week period. This reflects a **rate per m2 of \$56**. No further details were released.

[AFR 04/11/2014]

46-50 Hibberson Street, Gungahlin, ACT 2912

LJ Hooker has leased a mixed-use property in the Gungahlin Village in Canberra. The 504m² space was leased from supermarket giant, Coles, on a **10 year term** paying an **annual gross rent per m² of \$265**. The Gungahlin Village is home to Canberra's largest Coles supermarket taking up a massive 2,500 m² of the shopping village. Gungahlin is located around 13.2 km north-west of the CBD.
[AFR 11/11/2014]

595 Collins Street, Melbourne, VIC 3000

Software provider, Nintex, will set up its Australian headquarters in a 1,894 m² office space in the heart of the Melbourne CBD. Nintex will pay an **annual net rent per m² of \$400** over a **5 year term** for the whole office floor. The property, which is owned by Investa Property Group and an offshore fund is situated in a prime location and has bay views.
[AFR 11/11/2014]

111 Eagle Street, Brisbane, QLD 4000

Commercial real estate firm Colliers International will move its Brisbane office to a 1,100 m² office facility in the CBD. The company have signed a **10 year lease** for the property owned by GPT Group and the GPR Wholesale Office Fund. 96% of the building is leased to tenants including ANZ Bank, Gadens Lawyers, EY and Norton Rose Fullbright. No further details were released.
[The AU 18/11/2014]

Level 3, 112-118 Rundle Mall, Adelaide, SA 5000

Infotech Professionals has signed another **3 year lease** on its training room and education facility in Rundle Mall, Adelaide. The company will pay an annual net rent of \$159,000 for the 8,777 m² property to the lessor, Nimbin. This reflects a **rate per m² of \$18.12**. Infotech was eager to secure a renewal before their current lease on the property expired in December.
[AFR 25/11/2014]



Tower 3, Darling Park, Sydney, NSW 2000

Rabobank has signed a **10 year lease** in Tower 3 of Darling Park, Sydney, extending its commitment to the building to 2026. The lease is for more than 9,000 m² and spans six floors across the building. No further details were released.
[AFR 27/11/2014]

Industrial

Port of Brisbane, Port Gate Estate, QLD 4718

Logistics company Mainfreight's container logistics division, Owens Transport has leased a 1.7 ha. site at the Port Gate Estate in Brisbane. The purpose built design and construct facility in the Port of Brisbane's Port Gate Estate will comprise a 10,000 m² storage and distribution yard, designed for container storage and handling areas with 100 tonne container load capacities, as well as a 450 m² office and a 1,500 m² warehouse facility. Owens Transport has agreed to a **10 year lease** paying an annual rent of approximately \$850,000 to \$950,000, reflecting a **rate per m² of around \$50-\$56**. Port of Brisbane is located around 27.5 km north-east of the Brisbane CBD.
[AFR 04/11/2014]

1/20 Wright Road, Harrisdale, WA 6112

Pet, garden and pool supplier City Farmers Retail Group has leased a 1,221 m² warehouse and showroom facility in Harrisdale, Perth. City Farmers will pay a net annual rent of \$270,000 on a **10 year term**, reflecting a **rate per m² of \$221**. Harrisdale is located around 24.7 km south-east of the CBD.
[AFR 04/11/2014]

31 Activity Crescent, Molendinar, QLD 4214

Gold Coast Transport has leased a 2,200 m² space on the Gold Coast to combine its three operational locations in Burleigh Heads into one transport depot. Gold Coast Transport will pay a gross annual rent of \$284,000 on a **3 year lease**, reflecting a **rate per m² of \$129.09**. Molendinar is located around 71 km south-east of Brisbane's CBD and 10.3 km north-west of the Gold Coast.
[AFR 11/11/2014]

1/11 Shaw Road, Ingleburn, NSW 2565

Furniture designer DDK Commercial Interiors has signed a **3 year lease** on a 1,060 m² industrial property in Sydney's south-west. The company will pay a gross annual rental of \$108,000, reflecting a **rate per m² of \$101.89**. The property includes an office and parking component. Ingleburn is located 50 km south-west of Sydney's CBD.
[The AU 13/11/2014]

10 Metrolink Circuit, Campbellfield, VIC 3061

Office supplies distributor Lyreco snapped up a new industrial facility consisting of a clear span warehouse and a two level office space in Campbellfield. The 3,742 m² property has been leased on a **2-3 year term** at an annual rent of **\$70 per m²**. Campbellfield is 24.4 km north-east of Melbourne's CBD.
[AFR 18/11/2014]

Hathor Way, Bibra Lake, WA 6163

Monza imports have leased a brand new industrial building in Perth on a **5 year term**. The company will pay an annual rent of \$190,000 for the 1,806 m² corporate office and warehouse facility, reflecting a **rate per m² of \$105.20**. The property has an upgraded power supply and 22 car bays. Bibra Lake is situated 18.2 km south-west of the Perth CBD. No further details were released.
[AFR 25/11/2014]

Roscoe Street, Henderson, WA 6166

Wearplate manufacturer, EnduraClad has relocated from Rockhampton to a more traditional 1,900 m² office and workshop facility in Henderson, Perth. The company have taken out a **5 year lease** on the on the property paying an annual rental of \$210,000, reflecting a **rate per m² of \$110.53**. Henderson is located around 32.1 km south-west of Perth's CBD.
[AFR 25/11/2014]

Retail

343 New England Highway, Rutherford, NSW 2320

Nick Scali has leased a new 1,400 m² showroom in Sentinel Property Group's Hunter Supa Centre in Rutherford, NSW. Nick Scali has agreed to pay an annual gross rent of \$300,000 on a **7 year term**. The furniture retailer will move into the property on completion. Other retailers in the centre include Fantastic Furniture and Betta Electrical. The lease reflects a **rate per m² of approximately \$214.29**. Rutherford is located 168 km north-east of the Sydney CBD and 38.4 km north-west of the Newcastle CBD.
[AFR 04/11/2014]

34 Parke Street, Katoomba, NSW 2780

ASX-listed national vet Greencross's subsidiary, Petbarn, has secured an **8 year lease** for a new store in Katoomba, in Sydney's Blue Mountains. The retail space is 1,000 m² and is owned by Coles Supermarket. The rental is unknown. Katoomba is located 102 km north-west of Sydney's CBD. No further details were released.
[AFR 04/11/2014]





25 Helles Avenue, Moorebank, NSW 2170

Thinking Works by Thinking Ergonomix has signed a **4 year lease** for a 3,368 m2 industrial facility in Moorebank, Sydney. The property comprises a 2,793 m2 warehouse and a two level 575 m2 office space as well as three high container clearance roller shutters with one recessed dock. Moorebank is located around 31 km south-west of Sydney's CBD.

[AFR 18/11/2014]

87 Armadale Road, Jandakot, WA 6164

Sound Soul has leased a 1,269 m2 retail space in the southern Perth suburb of Jandakot where it will open a new Snooze store. The company will pay \$279,180 p.a. over a **5 year term** to the owner of the property, South Central. This reflects a **rate per m2 of \$220**. Jandakot is located around 20.3 south of the Perth CBD.

[AFR 11/11/2014]

Capital Raisings

\$40 million Capital Raising – Peet Developers

Developer Peet has raised **\$40 million** in a materially oversubscribed institutional placement at a price of \$1.11 a share. The equity will help the company fund the purchase of interests in six residential projects.

[AFR 11/11/2014]

Hotel Property Investments Raises \$5 million

ASX-listed pub and bottle shop owner Hotel Property Investments has raised **\$5 million** in new equity after the completion of its security purchase plan. A total of 222 million new securities are to be issued at \$2.25 per new security.

[AFR 11/11/2014]

Benlee Stronghold Property Trust No. 9 Raises Capital to buy \$36 million in Assets

Property syndicated Stronghold and Benlee Company have successfully completed a capital raising for the purchase of **\$36 million** worth of commercial assets in Sydney and Brisbane. The trust – known as the Benlee Stronghold Property Trust No. 9 is forecast to provide returns of 9.3% a year. Investors in this raising were attracted to the quality and diversity of the location, asset type and tenant mix. The two assets purchased by the trust include an office property for \$25.7 million in Sydney on a **passing yield of 8.6%** and an office property in Brisbane for \$10.25 million on a **passing yield of 8.9%**.

[AFR 13/11/2014]

Folkestone raises \$42 million equity

Folkestone Limited has announced a **\$42 million equity raising** for the Folkestone Education Trust. The fund manager will use \$14.5 million from the raising to secure a number of development opportunities. No further details were released.

[ASX 24/11/2014]

TPG raises more than \$550 million through the sale of Portfolio

Private investment group TPG has raised a record amount of more than **\$550 million** from the sale of Inghams Enterprises' extensive portfolio of chicken production facilities throughout Australia and New Zealand. The transaction represents a **yield of 7.82%**, with all properties been leased to Inghams on initial terms of 20 and 25 years. The portfolio consisted of processing plants, feed mills, breeder farms and hatcheries.

[AFR 25/11/2014]

AMP's \$1.5 billion Capital Raising

AMP Capital has raised nearly **\$1.5 billion** in the past year as investors, big and small continue to back AMP funds. The group has capitalised on the demand for high quality real estate from local investors, retail and institutional, and from offshore sovereign wealth funds. The raising will back a \$5 billion pipeline of retail, office and industrial projects.

[AFR 27/11/2014]

Property Funds

Scentre: speciality sales rise 4.2% in September quarter

Westfield's Australian and New Zealand business, **Scentre Group**, has enjoyed improving retail speciality sales in the September quarter, reporting a 4.2% rise and a 3.7% rise for year to date. This is the 15 consecutive month of positive speciality retail sales in Australia.

[AFR 6/11/2014]

ISPT join in on Mirvac project

Super fund giant **ISPT** is running for due diligence on a half-stake in the \$200 million plus office tower at 2 Riverside Quay that **Mirvac** is developing in Southbank, Melbourne. Once finalised, it is expected to have a sales yield of about 6%.

[AFR 13/11/2014]

Folkestone merger of its funds

Listed fund manager **Folkestone** has won the approval of its investors to merge two of its childcare property-based funds to create a portfolio worth \$545 million. The smaller **Folkestone Social Infrastructure Trust** with 47 childcare centres will merge into the **Folkestone Education Trust (FET)**. The FET will then have a portfolio of 401 childcare properties as well as a medical centre and a storage facility.

[AFR 17/11/2014]

Artesian-KPMG investment deal for start-ups

Venture capitalist firm **Artesian Venture Partners** had struck an exclusive 5 year deal with **KPMG** in a bid to re-route up to \$50 million worth of corporate investment in the start-up sector. The aim is to raise \$100 million by mid next year to invest in 500-1000 start-ups over the 5 year window.

[AFR 18/11/2014]

REST \$350 million joint venture with Greystar

The \$33 billion **REST Industry Super** fund will invest about \$350 million in a joint venture with a US developer **Greystar Real Estate Partners** on a 10 year deal. Greystar is the largest apartment manager in the US overseeing about 385,000 units. In this deal, REST will be the majority equity partner on about 8 new apartment buildings with a combined total of about 3,000 units that will be developed and managed by Greystar.

[AFR 20/11/2014]

TIAA flagged to launch fund locally

Global investor **TIAA Henderson Real Estate** has signalled that it could launch a wholesale property fund locally and introduce the corporation into the Australian market. Head of the group's Australian operations Nick Evans detailed that the group will be most active in the shopping centre sector over the next 12 months as well as premium office towers in Sydney and Melbourne.

[AFR 20/11/2014]

Goodman expands in China

The **Goodman Group** will invest a further \$US500 million to expand its portfolio of warehouses in China. This could potentially set Goodman as one of Australia's largest direct investors in China. Its joint venture partner **Canadian Pension Plan Investment Board** will increase its commitment and total the investment to \$US2 billion in China. Goodman expects to increase its assets in China by 50% to \$US3 billion over the next three years.

[AFR 20/11/2014]

Blackstone in modular home deal

Blackstone Group has entered into the Australian modular home market via a deal with **National Lifestyle Villages (NVL)**. Under the agreement, Blackstone has bought control of an annuity stream provided by the weekly rents of residents. NVL owns a portfolio of 11 villages across Western Australia and Victoria, which is worth approximately \$150 million net of debt.

[AFR 25/11/2014]

Our Research

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

We have *property* covered

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

We have all *real estate* types covered

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

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

We have all types of *plant & machinery* covered

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

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

We have all *client profiles* covered

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

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

We have all *locations* covered

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

We have your *needs* covered

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

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

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Adelaide

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Hobart

Melbourne

Sydney

Regional Offices

Albury Wodonga

Ballarat

Bendigo

Cairns

Central Coast/Gosford

Geelong

Gold Coast

Gippsland

Griffith

Horsham

Mornington

Newcastle

Wagga Wagga

Warrnambool

Relationship Offices

Canberra

Darwin

Perth

Other regional areas