



**Preston
Rowe
Paterson**

International
Property Consultants
and Valuers



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Retail 2020



ABOUT THIS REPORT

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

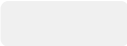
This report summarises major reported transactions within these markets whilst adding transactional analysis to provide greater market insight.

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

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

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

 Sales Transaction

 Rental Transaction



Brisbane Retail

YFG Shopping Centre's has acquired a **75% stake** in the Mount Ommaney Shopping Centre for **\$285 million**,

Sydney Retail

The Auburn Central Shopping Centre in Sydney's west has sold for **\$129.5 million** in an off market deal.

HIGHLIGHTS




Melbourne Retail

Credit Suisse Asset Management and Vantage Property as joint venture partners have acquired the 9,000 sqm property in a deal understood to be worth **about \$125 million**.






January

13-19 Boronia Rd, Greenacre NSW 2190

-  \$26.5 million
-  5.8% Yield
-  \$5,599 per sqm lettable area



The Coles Greenacre shopping centre in Sydney's west has been offloaded by ISPT's underperforming retail property fund *IRAPT* to Sydney based fund manager *Harrington Property Group*. The neighbourhood shopping centre counts **Coles, Liquorland**, a chemist, a café and two other specialties as tenants in the 4,733 sqm property, which sold with a fully leased net income of \$1,539,030 p.a. and a WALE of 9 years. The sale is in line with ISPT's divestment of non-core assets in its \$1.7 billion portfolio. Greenacre is located approximately 17 km west of the Sydney CBD.
(AFR 28.01.20)

384 Bourke Street, Melbourne VIC 3000

-  \$22.5 million
-  2.6% Yield
-  \$21,490 per sqm lettable area




A two-level retail and hospitality building on Melbourne's Bourke Street has been sold by private vendors *M & M Assets* on a low **2.6% yield**. The property, leased to **Lola Restaurant & Bar** on a brand new 10 year lease has a 10 metre frontage to Bourke Street and comprises a building area of 1,047 sqm. The sale price represents an approximate 50% increase from the previous 2015 purchase price. The property is located around the corner from popular dining laneway Hardware Lane in the Melbourne CBD.
(AFR 20.01.20)

Cnr of Hamilton and Brantome Street, Gisborne VIC 3437

-  \$6.15 million
-  5.3% Yield
-  \$3,055 per sqm site area




Carlton Football Club president and investment firm *Crawfords Group* managing director *Mark LoGiudice* has sold a row of 10 shops in one line on a combined **5.3% yield**. Mr LoGiudice acquired the properties, which stand on a 2,013 sqm site in 2015 for \$3.725 million. The fully leased property with a 53 metre frontage, 69 on site car space sold at auction with a net passing income of \$329,000 per annum. Gisborne is located approximately 54 km North West of the Melbourne CBD.
(AFR 02.01.20)

409 Victoria Avenue, Chatswood NSW 2067

-  \$1,850 gross psm lettable area
-  7 Years
-  \$279,350 p.a.




Guzman y Gomez, which now operates more than 125 restaurants in Australia, Singapore and Japan, has leased a strata retail shop in Chatswood's 'The Concourse' on a seven year term. The Mexican fast food change agreed to a seven year lease over the 151 sqm Willoughby Council owned property. The shop comprises an outdoor seating area and basement storage space. Chatswood is located approximately 10 km north of the Sydney CBD.
(AFR 28.01.20)

228-242 Hawken Drive, St Lucia QLD 4067

-  \$15 million
-  5.5% Yield
-  \$7,653 per sqm lettable area

MRL Investments has bought the St Lucia Marketplace from *Marquette Properties* for **\$15 million** representing a **5.5% yield**. The double storey property, leased to IGA operator Hopper Group and 11 speciality tenancies spans a gross lettable area of 1,960 sqm. The property sold with a combined weighted average lease expiry of 6.17 years, with Hopper Group anchoring the retail space via a 15 year lease over approximately 56% of the lettable area. St Lucia is located approximately 4 km south of the Brisbane CBD.
(AFR 30.01.20)

21 Peachy Road, Ormeau QLD 4208

-  \$29 million
-  5.91% Yield
-  \$3,369 per sqm lettable area

Westlawn Property Trust has purchased the Woolworths anchored Ormeau Shopping Centre in a deal worth **\$29 million**. The acquisition of the property brings the value of the Westlawn portfolio close to \$400 million. The 8,607 sqm property is anchored by **Woolworths** and complimented by a diverse mix of six other tenancies including **BWS**, a Pharmacy and a medical practitioner. The centre situated off the M1 Pacific Motorway provides income security through a 12.72 year WALE. Ormeau is located approximately 49 km south of the Brisbane CBD.
(AFR 20.01.20)



84-86 Redland Bay Road, Capalaba QLD 4157

- \$8.85 million
- 6.38% Yield
- \$3,790 per sqm lettable area

Centurion Investment Management Pty Ltd has purchased two freestanding showroom premises fronting Redland Bay Road on a 6.38% yield from Isthmus Properties. The two properties are leased to **Repca** and **Rebel** on 10 year leases, which commenced in 2016. The strata titled properties traded off market and comprise a combined 2,335 sqm of net lettable area on a 4,858 sqm site. Capalaba is located 19 km south-east of the Brisbane CBD. (AFR 30.01.20)

540 Yaamba Road, Norman Gardens, QLD 4701




- \$43.5 million
- 5.9% Yield
- \$2,375 per sqm lettable area

Active real estate manager MPG has lifted the value of its regionally focused portfolio to more than \$700 million through the acquisition of the Bunnings Centre in Rockhampton. The 18,319 sqm large format retail complex includes a 13,242 sqm **Bunnings** warehouse and four additional tenancies. Previously a Masters home improvement store, the centre was converted by Bunnings in 2017 and sold to *Charter Hall*. MPG is expecting to return a distribution yield of 6.5% in the 2020 financial year to its single asset wholesale investor fund. At the time of sale the property is 94% leased with a WALE of 8.5 years. Norman Gardens is located 5 km north of the Rockhampton CBD. (AFR 14.01.20)






February

15B Chatham Road, West Ryde, NSW 2114

-  \$23.85 million
-  5.85% Yield
-  \$5,985 per sqm lettable area

Coles has offloaded a stratum titled full line supermarket and liquor store to a private Melbourne based investor. The 3,985 sqm property traded with a new 12 year net lease to **Coles** and **Liquourland** with options to 2072 and a lease structure featuring online sale included in turnover rent calculations. The property is situated on the ground floor of a mixed use retail and residential development. West Ryde is located approximately 16 km north west of the Sydney CBD.
(AFR 11.02.20)




1000 Nepean Highway, Moorabin VIC 3189

-  \$21.8 million
-  5.29% Yield
-  \$4,982 per sqm lettable area

A large format retail property in Melbourne's south-east, home to the **Freedom** and **Barbeque Galore** brands has sold to a Macau investor on a 5.29% yield. The 4,376 sqm property situated next door to the Moorabbin Homemaker Centre stands on a 3,485 sqm corner site with an approximate 96 metre street frontage to the Nepean Highway. The two storey building with 65 basement car spaces recently underwent refurbishment by previous owners *Greenlit Brands*. Moorabbin is located approximately 15 km south-east of the Melbourne CBD.
(AFR 05.02.20)

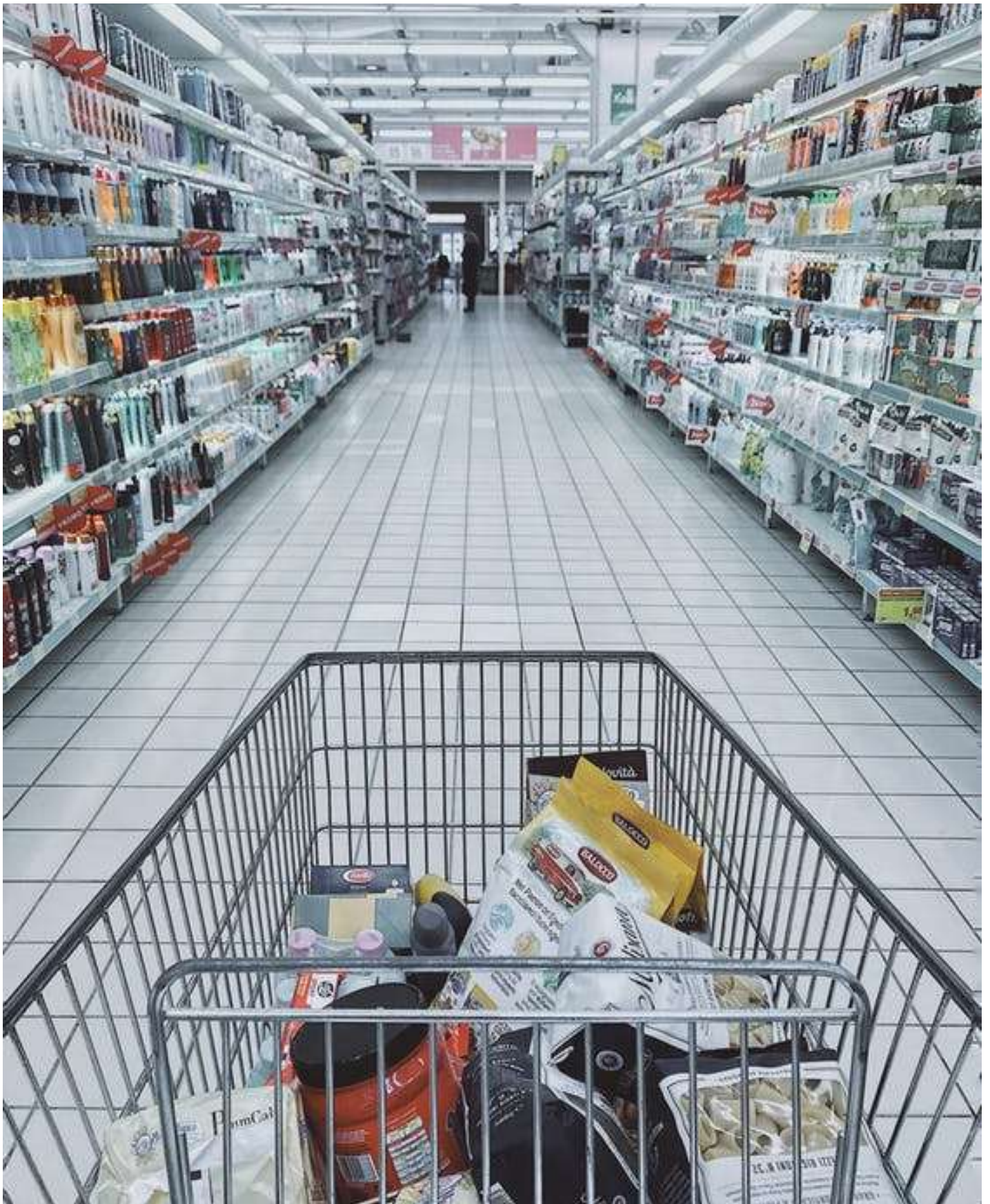
520 Victoria Street, Richmond VIC 3121



-  \$462 gross psm lettable area
-  3 Years
-  \$40,000 p.a.




An 86.5 sqm retail space with an existing café fitout has been leased to a café operator on a three year lease term. The property is situated on the ground floor of a mixed residential and retail strata development and benefits from an outdoor seating license. Richmond is located approximately 3 km east of the Melbourne CBD.
(AFR 11.02.20)








March

49-65 Macquarie Street, Dubbo NSW 2830

-  \$20.17 million
-  7.26% Yield
-  \$3,726 per sqm lettable area




The Riverdale Shopping Centre in central-west New South Wales has changed hands, selling to a local syndicate from South Australia in an off market deal for \$20.17 million. The centre, which is anchored by Woolworths and Reading Cinemas comprises a total lettable area of 6,256 sqm, 17 specialty outlet stores and 300 car spaces. Dubbo is located approximately 400 km west of the Sydney CBD.
(AFR 18.03.20)

186 The Boulevard, Fairfield Heights NSW 2165

-  \$23.8 million
-  5.5% Yield
-  \$6,427 per sqm lettable area




Sydney wealth manager Tamim Asset Management has acquired the Fairfield Heights Woolworths on an initial yield of 5.5% from SCA Property Groups unlisted retail property fund SURF 1. The neighbourhood shopping centre is 91% leased to Woolworths on a 13 year lease, with two smaller tenancies leased to a pharmacy and a kebab shop on seven and five year terms respectively. Tamim expects the fund to deliver an average distribution yield of 5.9% over the next seven years. Fairfield Heights is located approximately 31 km west of the Sydney CBD.
(AFR 10.03.20)

Shop 5, 244 Church Street, Parramatta NSW 2150

-  \$922 gross psm lettable area
-  5 Years
-  \$225,000 p.a.



ANZ has agreed to lease a 244 sqm ground floor retail space fronting Parramatta's main retail strip from *Dehsabzi Enterprises Pty Ltd*. The **five-year** deal was struck at an initial **gross rent of \$225,000** per annum with annual reviews of 3.5%. ANZ will pay the increases in outgoings over the base year and will benefit from a five-month rent free incentive. The deal was completed at a **rate of \$922 psm of lettable area**.
(AFR 24.03.20)

300 Parramatta Road, Auburn NSW 2144

-  \$46 million
-  5.46% Yield
-  \$4,768 per sqm lettable area




A large format retail centre fronting Parramatta Road has been acquired by an offshore investor on an initial yield of 5.46% yield. The fully leased property is anchored by Officeworks, BCF and Decathlon with a weighted average lease expiry of eight years. Vendors, Atlas Property Partners sold the property after six years of ownership and oversaw the \$11 million redevelopment in 2018. The 9,647 sqm centre stands on a 1.78 hectare landholding. Auburn is located approximately 18 km west of the Sydney CBD.
(AFR 11.03.20)

1 Chatham Road, West Ryde NSW 2114

-  \$5.2 million
-  \$10,612 per sqm of lettable area




The former home of Taffa's Mitre 10 Hardware store, which has been in the hands of the same family since 1955 has sold at a public auction for \$5.2 million. The shop, which sold on a vacant possession basis had ceased trading at the end of last year. The selling campaign attracted more than 140 inquiries for the 490 sqm corner property. West Ryde is located approximately 16 km north-west of the Sydney CBD.
(AFR 19.03.20)

498 New Canterbury Road, Dulwich Hill NSW 2203

-  \$4.26 million
-  3.2% Yield
-  \$4,424 per sqm site area

A retail property leased by KFC has sold at auction for \$4.26 million, equating to a tight 3.2% yield. KFC recently signed a new ground lease over the 963 sqm site for a period of 10 years with a 10-year option. The property sold through an online auction due to the current restrictions around the COVID-19 pandemic. The deal was struck at a rate of \$4,424 psm of site area.
(AFR 24.03.20)




Shop 10/7 Rider Boulevard, Rhodes NSW 2138

-  \$2.99 million
-  6% Yield
-  \$24,508 per sqm lettable area

A strata retail shop leased to Chambers Coffee on a renewed 10-year lease has sold at auction for \$2.99 million, equating to a yield of 6%. The 122 sqm shop included one car space on title and exclusive storage area. Chambers Coffee pay a net annual income of \$180,000 per annum with fixed 3% increases over the term. The deal was struck at a rate of \$24,508 psm of lettable area.

(AFR 24.03.20)



24-28 Griffith Street, Coolangatta QLD 4225

-  \$3.85 million
-  6.5% Yield
-  \$10,694 per sqm lettable area

A Sydney-based investor has acquired a retail investment property situated along the Coolangatta's main retail strip for \$3.85 million. The 360 sqm property was taken to market via an expression of interest and traded on a 6.5% yield and a rate of \$10,694 psm lettable area. The property is leased to ANZ on a five-year lease expiring in 2024 and the Bank of Queensland on a seven-year lease expiring in 2023. The 473 sqm site comprises dual street access and approximately 20 metres of retail frontage.

(AFR 26.03.20)

1028 Samford Road, Keperra QLD 4054




-  \$84.5 million
-  \$5,487 per sqm of lettable area

The Great Western Super Centre in Brisbane's north-west has sold to Consolidated Property Group and CVS Lane Capital Partners. Charter Hall Group sold the 15,400 sqm centre after seven years of ownership. The centre is anchored by Woolworths and Aldi, alongside six mini majors and 44 speciality stores. Surrounding the property are more than 1,500 new homes planned. Keperra is located approximately 12 km north west of the Brisbane CBD.

(AFR 03.03.20)

462-464 Sydney Road, Brunswick VIC 3056






-  \$5.02 million
-  2.6% Yield
-  \$7,002 per sqm lettable area

A 717 sqm retail property situated on a 757 sqm corner landholding has sold at auction. The auction attracted eight bidders and amassed over 100 bids. The property traded on a tight 2.6% yield with a new five-year lease in place with a two-dollar shop. Brunswick is located approximately 6 km north of the Melbourne CBD.

(AFR 19.03.20)




493 Ispwich Road, Annerley QLD 4103

-  \$5.16 million
-  8.87% Yield
-  \$6,590 per sqm lettable area

A combination of six retail shops situated on the ground floor of a mixed use residential and retail development has sold to a private investor. The 763 sqm property is leased to Chemist Warehouse, Auspost, Subway and Sankalp at a current net passing rent of \$457,955 per annum net. Additionally, the property has 48 car spaces on title. Annerley is located approximately 4 km south of the Brisbane CBD.

(AFR 05.03.20)

312 Roghan Road, Taigum QLD 4018

-  \$26.35 million
-  5.44% Yield
-  \$6,081 per sqm lettable area

A Taiwanese investor has snapped up the Taigum Village Shopping Centre in Brisbane's north on a 5.44% yield. The mall is anchored by a 3,584 sqm Coles on a 20-lease and consists 10 speciality tenancies and on-site car-parking for 235 vehicles. The Coles store represents 82.7% of the overall lettable area, which totals 4,333 sqm. The property sold before the formal marketing for the property began. Taigum is located approximately 16 km north of the Brisbane CBD.

(AFR 09.03.20)



April

1 Figtree Boulevard, Wadalba NSW 2259

- \$26.15 million
- 5.69% Yield
- \$6,697 per sqm lettable area

A *local investor* has acquired a *Woolworths* anchored shopping centre on NSW's Central Coast in a sale and leaseback deal with the grocery giant. The **\$26.15 million deal** for the property was completed on a **5.69% yield** and on a **rate of \$6,697 psm of lettable area**. The 3,905 sqm property stand on a 1.55-hectare site with 203 on-site car spaces. Woolworths recently signed a new 10-year lease and secure 96% of the property's income.

(Commercial Real Estate 14.04.20)

211 Chapel Road, Keysborough VIC 3173

- \$33.13 million
- 5.4% Yield
- \$6,093 per sqm lettable area

A private investor has acquired the Keysborough Shopping Centre for **\$33.13 million** in a sale and leaseback deal with *Woolworths*. The 5,437 sqm centre with 227 at grade car spaces stands on a 1.94-hectare site. The neighbourhood shopping centre is 77% leased to Woolworths on a new 10-year lease and a medical centre. The deal was struck on a **5.4% yield** and a **rate of \$6,093 psm lettable area**.

(Commercial Real Estate 14.04.20)

2/302-304 Whitehorse Road, Nunawading VIC 3131



- \$264 net psm lettable area
- 10 Years
- \$265,000 p.a.

A showroom in Melbourne's east has been leased by gym and health club *Viva Leisure* on a **10-year term**. The property is situated on the corner of Whitehorse Road and Varman Court and comprises 1,002 sqm of space. The deal was struck on a commencing **net annual rental of \$265,000 p.a.**, equating to a **rate of \$264 psm of lettable area**.

(AFR 14.04.20)





3184 Surfers Paradise Boulevard, Surfers Paradise QLD

-  \$61.8 million
-  \$4,998 per sqm of lettable area

The **\$61.8 million** sale of the Circle on Cavill shopping centre has settled after an off-market deal was struck between Macau businessman *Loi Keong Kuong* and fund manager *EG* late last year. The property comprises a 12,364 sqm of gross lettable area which includes entertainment, dining, health and convenience-based retail. The deal equated to a **rate of \$4,998 psm of lettable area** on the transaction.

(AFR 02.04.20)




299 Montacute Road, Newton SA 5074

-  \$35 million
-  \$3,513 per sqm of lettable area

Con Makris has sold the Newton Village Shopping Centre in an off-market deal worth **\$35 million**. The neighbourhood shopping centre comprises a net lettable area of 9,964 sqm and is anchored by Woolworths and Coles along with 25 speciality stores. The property stands on a 20,200 sqm site and includes 500 car spaces. The deal was struck on a **rate of \$3,513 psm of lettable area**.

(AFR 02.04.20)

7 Clayton Street, Bellevue WA 6056

-  \$58 million
-  6.5% Yield
-  \$2,773 per sqm lettable area




West Australian investor and developer *Lester Group* has acquired a large format retail centre on the outskirts of Perth in a **\$58 million** off-market transaction. The 20,913sqm centre stands on a five Hecate site with parking for 836 cars. The property was sold by high net worth investors the *Humich family* on a **yield of 6.5%** and **rate of \$2,773 psm of lettable area**. The centre is leased to 13 tenants and comprises a WALE of 8 years.

(AFR 29.04.20)



May




484 Ballarat Road, Sunshine North VIC 3020

-  \$39 million
-  5.84% Yield
-  \$1,1773 per sqm lettable area

A fund backed by the Lowy family has paid **\$39 million** for a Harvey Norman-anchored homemaker centre on a **passing yield of 5.84%**. The homemaker centre sits on a 6-hectare site and is spread across four buildings with 812 on site car spaces. The centre is leased to 13 tenants over 22,000 sqm of space. The sale was completed on a **rate of \$1,773 psm lettable area** and a fully let yield of 6.95%.

(AFR 28.05.20)

171 Dandenong Road, Mount Ommaney QLD 4074

-  \$285 million (75% stake)
-  6% Yield
-  \$6,952 per sqm lettable area

YFG Shopping Centre's has acquired a **75% stake** in the Mount Ommaney Shopping Centre for **\$285 million**, giving the retail landlords full ownership of the property. The 54,469 sqm shopping mall sold with an approved development application for an 11,481 sqm expansion. Global fund manager *Nuveen* sold the centre on a **low 6% yield** and on a **rate of \$6,952 psm of lettable area**. Nuveen's exit was struck at a premium to the assets book value.

(AFR 13.05.20)

215 Canterbury Road, Canterbury VIC 3126

-  \$4 million
-  3% Yield

A medical centre investment on Canterbury Road in Melbourne's east has sold in **\$4 million** off market deal. The sale price reflected a passing **yield of about 3%**. A private investor acquired the Canterbury medical Clinic from private healthcare professionals.




(AFR 21.05.20)





June




53 Walker Street, North Sydney NSW 2060

-  \$400 gross psm lettable area
-  5 Years
-  \$226,800 p.a.

Integrated healthcare provider *Healthfix* has leased 567 sqm of ground floor office from Mirvac in North Sydney. The space, which was previously occupied by ANZ Bank was leased on a **gross rate of \$400 psm of lettable area**, equating to **\$226,800 per annum**. Healthfix will lease the space on a **five-year** lease term.

(AFR 16.06.20)




286-294 Campbell Parade, North Bondi NSW 2014

-  \$25.4 million
-  2.71% Yield
-  \$25,299 per sqm lettable area

A mixed-use North Bondi block has sold at auction for **\$25.4 million** after two brothers, who are part of the family that had previously owned the block for few decades, battled it out for the mixed-use asset. The block comprises four ground floor retail outlets, leased to The Depot, Doughboy Pizza, Sage Beauty and grocery store Nio and Tony's. On the upper level there are six apartments, four two bedders and two one bedders. The 1,004 sqm property, standing on a 689 sqm site sold on a **passing yield of 2.71%** and a **rate of \$25,299 per sqm lettable area**.

(REA 11.06.20)



254 Springs Road, Spring Farm NSW 2570

-  \$34.75 million
-  5.77% Yield
-  \$7,220 per sqm lettable area

ASX-listed property fund manager *Primewest* has acquired a Woolworths anchored shopping centre in Sydney's south-west for **\$34.75 million** from Woolworths. The 4,813 sqm centre sold with a weighted average lease expiry of 7.3 years to Woolworths, BWS, a medical centre, a pharmacy and nine specialities. The property was purchased for a fund targeting neighbourhood shopping centres across Australia. The deal was struck on a **yield of 5.77%** and a **rate of \$7,220 per square metre of lettable area**.

(AFR 18.06.20)



202 Union Street, The Junction NSW 2291

-  \$47 million
-  \$6,083 per sqm of lettable area

Sydney based fund manager, *Fortius* has sold a neighbourhood shopping centre in Newcastle to *Stirling Property Funds* for **\$47 million**. The Junction Fair Shopping Centre is a non-discretionary focused neighbourhood shopping centre anchored by a Coles supermarket. The 11,250 sqm site benefits from four street frontages and is improved with a 7,726 sqm shopping centre and 231 car parking spaces. The deal was completed on a **rate of \$6,083 psm lettable area**.

(AFR 18.06.20)




119-125 Hume Highway, Chullora NSW 2190

-  \$4.208 million
-  \$1,986 per sqm of site area

A car dealership site in Sydney's west has sold for **\$4.208 million** via an expressions of interest campaign after two rounds of negotiation. The 2,119 sqm island site comprises three street frontages and is improved with a car dealership. *M8 Holding Australia* plans to initially occupy the site, after a delayed settlement, and take advantage of the future development potential. The deal was completed on a **rate of \$1,986 psm of site area**.

(AFR 04.06.20)

153-157 Elizabeth Street, Coburg Hill VIC 3058

-  \$18.9 million
-  6% Yield
-  \$4,227 per sqm lettable area

A *private Sydney based investor* has acquired a Woolworths anchored Coburg Hill shopping centre from *APN Property Group* for **\$18.9 million**. The 4,419 sqm mall had price expectations of circa \$25 million before the onset of the COVID-19 pandemic, whilst having a book value of \$20.5 million at December 2019. APN decided to sell the retail asset after receiving several unsolicited offers combined with the funds 2021 maturity date. The property traded on a **yield of 6%** and a **rate of \$4,277 psm lettable area**.

(AFR 10.06.20)



401 St Kilda Road, Melbourne VIC 3000

- \$444 net psm lettable area
- 5 Years
- \$140,000 p.a.

Melbourne restaurant *Giro D'Italia* has moved from Carlton to a new space on the other side of the Melbourne CBD. The restaurant will pay a **net annual rental of \$140,000** over 315 sqm of space, equating to a **rate of \$444 psm of lettable area**.

(AFR 23.06.20)

1-3 Gladstone Road, Dandenong VIC 3175

- \$18.2 million
- \$595 per sqm of site area




Woolworths has acquired a 30,607 sqm site from Kaufland as the German supermarket giant continues their exit from the Australian market. The Commercial 2 zoned site comprises frontages to the Princes Highway and Gladstone Road. Woolworths paid **\$18.2 million** for the property, equating to a **rate of \$595 psm of site area**.

(AFR 26.06.20)






July

250 Greystanes Road, Greystanes NSW 2145

-  \$35.2 million
-  5.5% Yield
-  \$6,750 per sqm lettable area



Charter Hall has offloaded the Pemulwuy Marketplace Shopping Centre to Perth-based fund manager Primewest in a **\$35.2 million deal**. The sale price represented a 1% discount to the December 2019 book value. The 5,215 sqm neighbourhood shopping centre traded on a **yield of 5.5%** and a **rate of \$6,750 per sqm of lettable area**. The property is anchored by Woolworths and supported by 15 speciality stores and two kiosks. At the date of sale the property comprised a WALE of 8.3 years. (AFR 06.07.20)

14 Anthony Road, West Ryde NSW 2114

-  \$56.4 million
-  5.25% Yield
-  \$8,828 per sqm lettable area




Charter Hall has sold the West Ryde Marketplace shopping centre to Perth-based fund manager to Primewest in a **\$56.4 million deal**. The sale price represented a 1% discount to the December 2019 book value. The 6,389 sqm convenience based shopping centre traded on a **yield of 5.25%** and a **rate of \$8,815 per sqm of lettable area**. The property is anchored by a Woolworths supermarket and supported by 22 speciality stores and two kiosks. At the date of sale the property comprised a WALE of 10.28 years. (AFR 06.07.20)

277 Barker Road, Subiaco, WA 6008

-  \$15.5 million
-  \$4,879 per sqm of site area




A neighbouring landlord who owns the adjacent Farmer Jack's supermarket has purchased a 3,177 sqm block of land in Perth's inner-west. The site is improved with a former Coles supermarket comprising 2,300 sqm of lettable area over two levels and 109 car spaces. The **\$15.5 million** sale price represented a **rate of \$4,879 psm of site area**. (AFR 09.07.20)

274 Mulgrave Road, Westcourt QLD 4870

-  \$5.21 million
-  4.77% Yield
-  \$15,646 per sqm lettable area

A private investor has beaten 18 other bidders at auction to acquire a Hungry Jack's investment in Cairns on a tight **4.77% yield**. The freestanding restaurant, which has a new dual lane drive through facility, adjoins the Coles anchored DFO Cairns shopping centre. Under the current lease agreement Hungry Jacks will occupy the property until March 2030 with options to 2040. The sale price of **\$5.21 million** represented a **rate of \$15,646 psm of lettable area**. (AFR 02.07.20)

125 Princes Highway, Dandenong South VIC 3175




-  \$29.1 million
-  5.2% Yield
-  \$5,446 per sqm lettable area

After more than three years on the market, *RG Property* has sold its 'The Village Shopping Centre' for **\$29.1 million**. The neighbourhood shopping centre was developed by RG Property in 2015 and comprises a full line Woolworths supermarket, BWS and 15 specialities. The 5,343 sqm centre, which occupies a 1.9 hectare site sold on a **yield of 5.2%** and **rate of \$5,446 psm of lettable area**. (AFR 02.07.20)



August




375-383 Windsor Road, Baulkham Hills NSW 2153

-  \$140 million
-  7% Yield (Approx.)
-  \$7,776 per sqm lettable area

Stockland has sold their Baulkham Hills shopping centre in Sydney's north west to Sydney based property group *Mintus*. The circa **\$140 million** deal was completed on a **7% yield** and a **rate of \$7,776 psm lettable area**. Stockland has now offloaded \$418 million worth of Australian shopping centre assets in the past four months with plans of further divestment. The 18,003 sqm centre features Woolworths, Coles, ALDI, more than 75 specialties and 840 car parking spaces.

(APM.News 27.08.20)



7 Cheriton Drive, Carramar WA 6031

-  \$33.5 million
-  6.2% Yield
-  \$6,258 per sqm lettable area

The Carramar Village shopping centre has been acquired by Adelaide based fund manager *Red Wealth* for **\$33.5 million**. The 5,353 sqm shopping centre, situated on the north-western corner of Joondalup and Cheriton Drive is anchored by Woolworths and features 17 speciality stores. The deal was struck on a **yield of 6.2%** and a **rate of \$6,258 psm of lettable area**.

(AFR 07.08.20)

19 Anzac Highway, Keswick SA 5035

-  \$6.6 million
-  \$2,200 per sqm of lettable area




Nick Scali has sold a showroom in Adelaide's inner south after more than 25 years of ownership for **\$6.6 million**. The 3,000 sqm showroom stands on a 3,615 sqm site and was previously home to locally based businesses Australian Classic Furniture and Kimberley James Furniture. The off market deal was completed on a **rate psm of lettable area of \$2,200**.

(AFR 13.08.20)




September

2 Lexington Drive, Bella Vista NSW 2153

-  \$6.65 million
-  3.1% Yield
-  \$2,305 per sqm lettable area




A McDonald's investment property situated on the outskirts of the Bella Vista commercial precinct has sold for **\$6.65 million**. A Melbourne investor purchased the 2,885 sqm property on a **3.1% yield** and a **rate of \$2,305 psm site area**. McDonald's have a long term ground lease in place over the site. (AFR 17.09.20)

Glenmore Park Town Centre, Glenmore Park NSW

-  \$150 million (approx.)




Home Consortiums Daily Needs REIT has purchased the Glenmore Park Town Centre in Sydney's west from Village Fair Shopping Centres for approximately **\$150 million**. The property will become a seed asset in the new REIT which will comprise 16 properties at IPO worth approximately \$800 million, generating a 5% distribution yield. The transaction remains subject to final board approvals and third party consents. (AFR 25.09.20)

173- 183 Murray Street, Colac VIC 3250

-  \$3.72 million
-  7.4% Yield
-  \$1,991 per sqm lettable area

A *private investor* has acquired a leased retail investment property in rural Victoria for **\$3.72 million**. The 1,868 sqm shop, leased to variety store Cheap as Chips sold on an **initial yield of 7.4%** and a **rate of \$1,991 psm of lettable area**. (AFR 17.09.20)

139 Monaro Street, Queanbeyan NSW 2060




-  \$60 million
-  7.9% Yield
-  \$1,980 per sqm lettable area

Listed real estate fund manager *Elanor Investors Group* has joined the rush of institutional players buying supermarket-anchored malls, acquiring the Riverside Plaza in Queanbeyan for **\$60 million** from a wholesale fund run by Vicinity Centres. Elanor acquired the Coles-anchored mall for a new managed fund called the Riverside Plaza Syndicate on a passing **yield of 7.9 per cent**. The deal is in line with its strategy to reposition town centre retail real estate. In addition to the Coles anchor tenancy, the 21,533 sqm sub regional shopping centre comprises 47 specialty stores, including a Priceline pharmacy and Liquorland. (Urban Developer 29.09.20)



October




491 Peel Street, Tamworth NSW 2340

-  \$15.1 million
-  7.6% Yield
-  \$629 per sqm site area

Primewest has acquired the Tamworth Lifestyle Centre in a **\$15.1 million deal**. The bulky goods centre sits on a 2.4 hectare site and will become the fourth asset in Primewest's Diversified Income Trust 4. The property is fully leased to Harvey Norman, 1825 interiors, Australian Red Cross, Home Sweet Home, Horseland and Southern Cross 10, providing a 5.8 year WALE. The deal was struck on an **yield of 7.6%** and a **rate of \$629 psm of site area**.




(APM.News 16.10.20)

St Collins Lane Mall, Melbourne VIC 3000

-  \$125 million (Approx.)
-  Undisclosed Yield
-  \$13,889* per sqm lettable area

JPMorgan Asset Management has divested from the struggling St Collins Lane mall in the Melbourne CBD. Credit Suisse Asset Management and Vantage Property as joint venture partners acquired the 9,000 sqm property in a deal understood to be worth **about \$125 million**. Credit Suisse and Vantage will look to reposition the luxury mall with plans to relaunch the mall next year. The sale price represented almost a 50% discount to previous sale of the property in 2016. The deal was struck on an undisclosed yield and a **rate of \$13,889 psm of lettable area**.

27-29 Sundew Rise, Joondalup WA 6027

-  \$161 net psm lettable area
-  5 Years
-  \$128,000 p.a.

A 796 sqm showroom in Perth's north has been leased by reverse vending solution provider, Tomra. The property will become the fifth WA location for Tomra's modern recycling centres. The **five year** lease was struck on an initial **gross rate of \$161 psm of lettable area**, equating to **\$128,000 per annum**.




(AFR 13.10.20)

93A Heatherdale Road, Ringwood NSW 3134

-  \$9.3 million
-  5% Yield

A strata titled asset in Melbourne's east has been sold to a *Chinese based investor* for **\$9.3 million**. The under construction service centre is pre leased to VicRoads on an initial 12-year lease term and a commencing net annual rental of \$469,580. Local developer, Sector Property Group sold the property on a **yield of 5%**.

101-103 Palmer Street, Richmond VIC 3121

-  \$197 gross psm lettable area
-  10 Years
-  \$360,000 p.a.




Crunch Fitness has agreed to terms on a **10 year** lease of a new gym location in Melbourne's inner east. The modern, two level, 1,831 sqm building includes 860 sqm of showroom space and 971 sqm of warehouse space. The lease was struck on an initial **gross rate of \$197 psm of lettable area**, equating to **\$360,000 per annum**. A generous rental incentive was given to Crunch on upon signature of the lease.

(AFR 27.10.20)



November




2 Cowper Street, Warrawong NSW 2502

-  \$35 million
-  Undisclosed Yield
-  \$2,188 per sqm lettable area

US private equity giant *Blackstone* has offloaded one of its smaller shopping centres in its Australian retail portfolio to Queensland-based private developer *Griffith Capital* in a **\$35 million** deal. The Bayview Centre, which comprises a Liqourland, McDonalds and vacated Bunnings store sits on a 3.6 hectare site and comprises 16,000 sqm of building area, It is understood that Griffith Capital will look o re develop the Bunnings portion of the site into large format retail, fast food and fuel operators. The deal represents Blackstone broader strategy of divesting from shopping centre assets. The del was struck on an undisclosed yield and a **rate of \$2,188 psm of lettable area.**

(AFR 06.11.20)

Cnr Harrow Road and Queen Street, Auburn NSW 2144

-  \$129.5 million
-  Undisclosed Yield
-  \$8,395 per sqm lettable area

The Auburn Central Shopping Centre in Sydney's west has sold for **\$129.5 million**. The off market deal between ASX-listed fund manager *Elanor Investments Group* and *SCA Property Group* was struck at a 5% premium to its book value. Elanor acquired the shopping centre in 2015 for \$68 million before repositioning the property as a triple-supermarket neighbourhood shopping centre. These anchor tenants are complemented by 46 specialty stores with very low vacancy and strong representation by national chain and local retailers. Current annual foot traffic through the centre is estimated at 10.8 million. The 15,424 sqm centre sold on a **rate of \$8,395 psm of lettable area.**

(AFR 20.11.20)




Bunnings Portfolio

-  \$353 million
-  4.63% Yield

Charter Hall's Long WALE Hardware Partnership has acquired a **\$353 million** portfolio of six Bunning stores around Australia. The deal was struck off market on a **yield of 4.63%**. The portfolio comprised Bunning's properties in Bonnyrigg, Caringbah, Windsor Garden, West Footscray, Underwood and Virginia with a WALE of 10 years and 2.5% annual rent reviews. Charter Hall now have more than \$2.4 billion invested in 59 Bunnings store across the Charter Hall platform.

(AFR 18.11.20)

462 St Kilda Road, Melbourne VIC 3000

-  \$615 gross psm lettable area
-  5 Years
-  \$240,000 p.a.

A 390 sqm heritage mansion preciously operating as a wedding reception centre has been leased by Moyan Authentic Taste. The premises will operate as a afternoon tea restaurant. The **five year** lease was struck on an initial **gross rate of \$615 psm of lettable area**, equating to **\$240,000 per annum.**

(AFR 10.11.20)







**Preston
Rowe
Paterson**

Our Research

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

We have **property** covered.

We have **clients** covered

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

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

We have **real estate** covered

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

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

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

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

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

We have your **needs** covered

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

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

We have all **locations** covered

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

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Associated office networks throughout:

China via China Appraisal
<http://www.appraisalchina.com/>

Japan via Daiwa Realty Appraisal
<http://daiwakantei.co.jp/eng/about>

Thailand via Capital and Co.
<http://www.cpmcapital.co.th/>

Philippines via Cuervo Appraisal Incorporated
<http://cuervoappraisers.com.ph/>





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