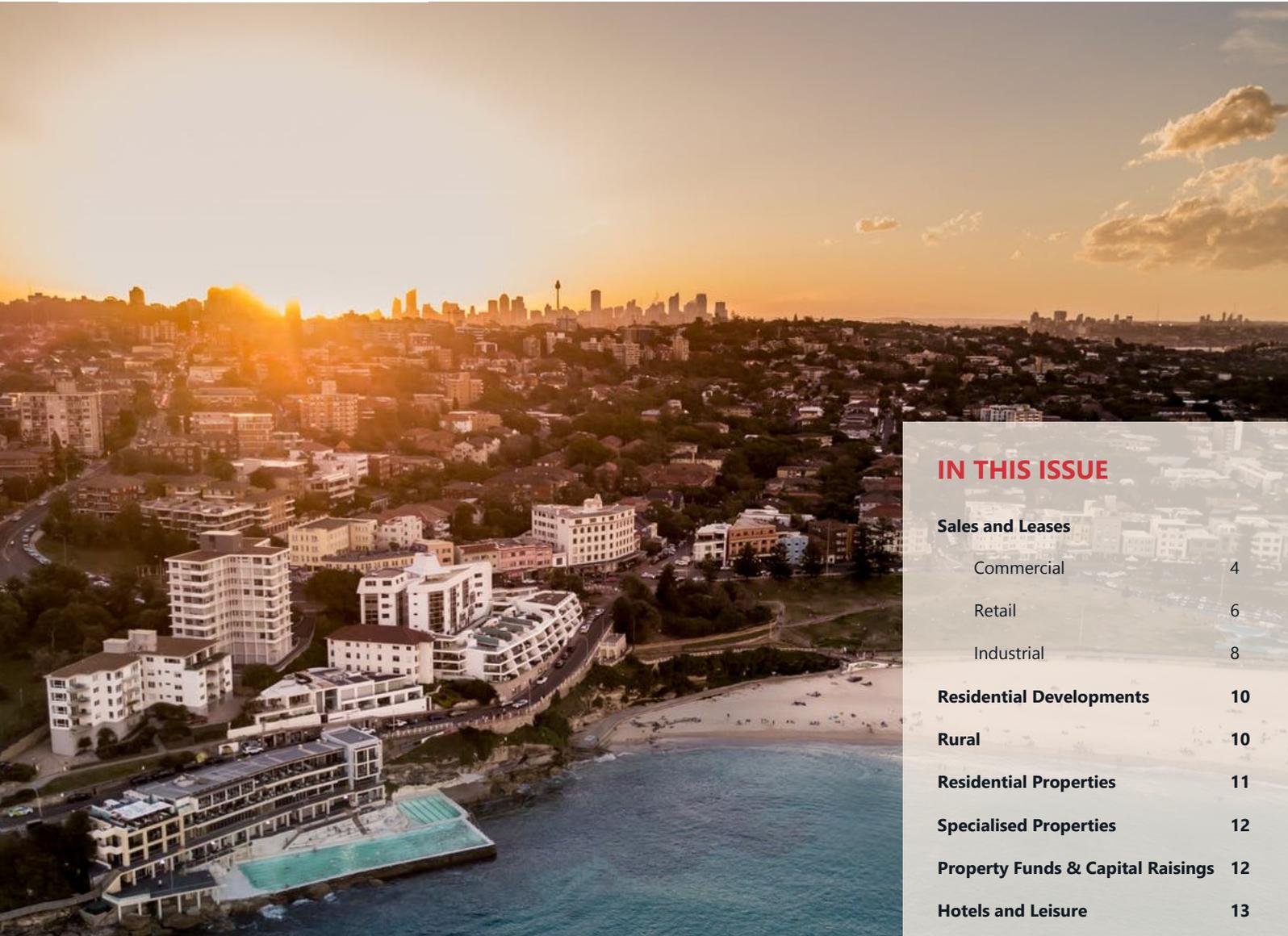




**Preston
Rowe
Paterson**

International
Property Consultants
and Valuers



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Transactions in Review

September 2019



ABOUT THIS REPORT

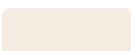
Preston Rowe Paterson prepare research reports covering the main markets within which we operate in each of our capital cities and major regional locations.

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

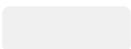
The markets covered in this research report include the commercial office market, industrial market, retail market, specialised property market, hotel and leisure market, residential market and significant property fund activities.

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

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



Sales Transaction



Rental Transaction



Sydney Commercial

Two campus style office buildings in Sydney's inner west have sold to Taiwanese backed *Shayher Group* for \$63.6 million.

Noosaville Retail

Stockwell has acquired the Noosa Civic Shopping Centre for \$250 million, equating to a 6% passing yield.

Melbourne Industrial Development

Frasers Property Australia has acquired a 42.62 hectare site in the city's outer west for \$27.5 million.

HIGHLIGHTS





Commercial

2-6 Cavill Avenue, Ashfield NSW 2131



- \$63.6 million
- 5.56% Yield
- \$5,989 per sqm lettable area

Two campus style office buildings in Sydney's inner west have sold to Taiwanese backed *Shayher Group*. The transaction for the two five-level buildings was completed on a record suburban office yield of 5.56%. The properties stand on an 8,424 sqm corner site and comprise 10,620 sqm of net lettable area and 275 car spaces. Both buildings are fully leased to the **NSW Department of Family and Community Services** at a passing net rental of \$3.54 million and a 2021 lease expiry. Ashfield is located approximately 8 km west of the Sydney CBD.

(AFR 16.09.19)

13 Sirius Road, Lane Cove West NSW 2066

- \$210 net psm lettable area
- 5 Years
- \$215,670 p.a.

Engineering products and solution company *Halley & Mellows* has struck a five year lease with landlord *Desane Group*. Halley & Mellows will occupy 1,072 sqm of office/warehouse space in the 5,000 sqm mixed use complex. The lease was struck at a rate 13% higher than the previous lease agreement. Lane Cove West is located approximately 9 km north west of the Sydney CBD.

(AFR 05.09.19)

49-51 Stead Street, South Melbourne VIC 3205

- \$10..2 million
- 5.45% Yield
- \$9,462 per sqm lettable area

Two architects and a developer have made a tidy profit on an office building in South Melbourne after acquiring the property a year earlier for \$6 million with the intention to refurbish and sell. The newly refurbished property sold to a local investor 20 days after the asset had been listed on the market. Law firm, **Ewert Leaf** will continue to lease the four level building for a period of seven years at a net annual rent of \$556,348 with 3.75% fixed annual rent increases. The 406 sqm corner site is situated within close proximity St Kilda Road and the future Anzac Train Station. South Melbourne is located approximately 2 km south of Melbourne.

(AFR 19.09.19)

163 Eastern Road, South Melbourne VIC 3205

- \$594 net psm lettable area
- 7 Years
- \$190,000 p.a.

Finance broker *GMD Finance* has agreed to terms with private investor *Brendan Sullivan*, taking out a seven year lease across the seventh floor of a commercial office building in Melbourne's inner south. The broker will lease 320 sqm of floor space in a deal, which was completed with fixed 3% annual reviews and the inclusion of four car bays at \$270 per month each. South Melbourne is located 2 km south of the Melbourne CBD.

(AFR 03.09.19)

Lvl 4, 64 Northbourne Terrace, City ACT 2601

- \$430 gross psm lettable area
- 5 Years
- \$193,500 p.a.

Commercial real estate agency *Cushman & Wakefield* has negotiated an upgrade for its Canberra office with landlord *Australian Unity*. The upgrade involved the agency occupying a larger 450sqm space on the floor above its previous tenancy and receiving new fitouts as part of an incentive. It is understood the rate was competitive with other comparable rents within the building and surrounding areas. City is located within Canberra's CBD.

(AFR 03.09.19)

108 Margaret Street, Brisbane QLD 4000



- \$7.5 million
- \$3,937 per sqm lettable area

An interstate education operator has bought four office strata units in one line in Brisbane's CBD. The units are leased to **Colleges Australia International, RAM Optics and QIBA**. Low interest rates were cited as a driving force in the purchaser's decision to buy. The four units total 1,905sqm of net lettable area and comprise three basement car spaces.

(AFR 26.09.19)



**Level 2, 170 Leichhardt Street,
Spring Hill QLD 4000**



\$5 million

\$3,639 per sqm lettable area

A strata office space on the third storey of a mixed use residential and commercial building in the Brisbane CBD fringe has sold in one of the city's largest strata transactions of 2019. The office space, leased to **Imagine Education Australia** for a seven year term, includes a 22 sqm balcony and nine car spaces. A Sydney investor acquired the 1,374 sqm strata office space, which sold at an undisclosed yield through an expression of interest campaign. Spring Hill is located approximately 2 km north of the Brisbane CBD.

(AFR 05.09.19)

**26 Queen Street,
Perth WA 6000**



\$4.89 million

5.88% Yield

\$6,608 per sqm lettable area

A four level retail and office building in the Perth CBD has sold on a fully leased yield of 5.88%. The 740sqm property stands on a 372sqm site and comprises an older style of building with a high standard fitout. The central location, full occupancy and building character were the selling points for the private investor. (AFR 19.09.19)

**66-80 Collins Street,
Hobart TAS 6000**

\$35 million (Approx.)

7% Yield

\$3,487 per sqm lettable area

Super fund *TasPlan* has sold the Telstra Centre in Hobart's CBD to a Melbourne-based investor for around \$35 million. The deal registers as the city's second largest office sale to date. The property, 85% leased to **Telstra** and government tenants comprises 10,037 sqm of floor space and 55 on-site car spaces over eight levels. In total the property received 90 inquiries and nine offers throughout the campaign. The new owner is planning to significantly refurbish the building for repositioning purposes whilst taking advantage of low vacancy levels for A Grade commercial buildings in Hobart. (AFR 19.09.19)

**140 Hay Street,
Subiaco WA 6008**

\$295 net psm lettable area

5 Years

\$158,120 p.a.

Seismic exploration company *HiSeis* has moved closer to the CBD amid favourable conditions for tenants on the city fringe. Private landlord, *David MacDougall* struck a five year lease with the exploration company, which included an incentive in the form of a fitout. The 536sqm office space includes a board room, meeting rooms and an outdoor breakout area. Subiaco is located approximately 4 km west of the Perth CBD.

(AFR 10.09.19)





Retail

5 Willowdale Drive, Denham Court NSW 2565

- \$34.8 million
- 5.6% Yield
- \$6,390 per sqm lettable area

Coles has sold a new neighbourhood shopping centre in Sydney's south west to a syndicate of local buyers. The 2.26 hectare site, bought by Coles in 2015, comprises a 5,446 sqm shopping centre anchored by **Coles** and **Liquorland** and supported by 11 complimentary specialty tenants. The Willowdale Shopping Centre sold fully leased producing a net income of \$1,962,886 per annum. The property is serviced by a large open car park with the benefit of shade canopies above and has a 1,659 sqm pad site on title, which offers future development potential. Denham Court is located approximately 44 km south-west of the Sydney CBD. (AFR 25.09.19)

80-82 Queen Street, Woollahra NSW 2025

- \$15.1 million
- 3.2% Yield
- \$20,943 per sqm lettable area

Property developer Sam Ballas has sold a two storey retail and office building on Woollahra's Queen Street to the founders of property software group Rockend. The 721 sqm property stands on a 401sqm corner site and is leased luxury homewares retailer **The Bay Tree**, beautician **Jocelyn Petroni** and architecture firm **Roth Architects**. Agents received more than 100 inquiries on the property that culminated in to eight bidders at auction. The bidding started at \$12 million and finished at \$15.1 million with a total of 15 bids registered throughout the process. Woollahra is located approximately 5 km east of the Sydney CBD. (AFR 26.09.19)

5/84 Campbell Parade, Bondi Beach NSW 2026

- \$3.11 million
- 3.5% Yield
- \$37,024 per sqm lettable area

A small retail shop situated on the ground floor of a mixed use residential and retail property has sold on a tight yield of 3.5%. The 84 sqm retail strata unit overlooking Bondi Beach is leased to an Italian restaurant on a five year lease term commencing December 2018 with fixed annual 3% rent reviews and a five year option. The auction elicited some 80 bids over eleven minutes highlighting the strong appetite in the market for premium retail properties. Bondi is located approximately 7 km east of the Sydney CBD. (AFR 18.09.19)

1-3 Moore Road, Freshwater NSW 2096

- \$450 gross psm lettable area
- 7 Years
- \$352,800 p.a

Sydney rock climbing business **Skywood Climbing** has secured a seven year lease over the former IGA supermarket space within the Freshwater Village plaza. The 784sqm space appealed to Skywood due to the properties' ceiling height. Freshwater is located approximately 17 km north east of the Sydney CBD. (AFR 24.09.19)

Shop 1, 37 York Street, Sydney NSW 2000

- \$1.57 million
- 5.86% Yield
- \$112,143 per sqm lettable area

A private investor has acquired a 14 sqm retail asset at a near record \$112,143 per square metre. The property is currently leased to **Normcore Coffee Café** for \$92,000 per annum on a new five plus five year lease with 4% fixed annual increases. The property is located opposite from Wynyard Station and is in a high foot traffic area. (AFR 12.09.19)

95-97 Smith Street, Fitzroy VIC 3065

- \$4.575 million
- 3.4% Yield
- \$6,564 per sqm lettable area

The Zewler family has sold a two storey retail property in Melbourne's inner north to a private investor. The 697sqm property is leased to video game themed night spot **Pixel Alley** and bar **Mr Wow's Emporium**. The combined net annual rental from the tenancies equates to \$184,000 with the leases expiring circa January 2023. Fitzroy is located approximately 1 km north of the Melbourne CBD. (AFR 12.09.19)



**35 Church Street,
Brighton VIC 3186**

💰 \$6.1 million

📈 3.5% Yield

🏠 \$21,181 per sqm lettable area

A Melbourne investor has snapped up a retail property leased to **National Bank of Australia** on Brighton's retail strip. The 288 sqm property sold at auction on a 3.5% yield and comprises a modern open plan fitout with an 8.5 metre frontage to Church Street. Brighton is located approximately 11 km south east of the Melbourne CBD. (AFR 05.09.19)

**28 Eenie Creek Road,
Noosaville QLD 4566**

💰 \$250 million

📈 6% Yield

🏠 \$8,333 per sqm lettable area

Property developer Mark Stockwell has bought back the Noosa Civic Shopping Centre for \$50 million more than he sold it for in 2012. *Stockwell*, the family property company, were the original developers of the shopping centre. The 30,000sqm shopping centre sits on a 31 hectare block of which approximately 20 hectares is undeveloped. Noosaville is located approximately 117 km north of the Brisbane CBD. (AFR 02.09.19)

**Tenancy 6C, 248 Leach Highway,,
Myaree WA 6154**

🏠 \$200 net psm lettable area

📅 3 Years

💰 \$110,200 p.a

Carpet Call has agreed to terms with a private landlord to a three year lease over a 551sqm large format retail store. The carpet business leased the space as part of their expansion in to Western Australia. Myaree is located approximately 11 km south of the Perth CBD. (AFR 10.09.19)



Industrial

81 Railway Road, Mulgrave NSW 2756



- \$9 million
- 8.07% yield
- \$1,865 per sqm lettable area

A private owner occupier with existing local investments has snapped up multi-tenanted industrial complex made up of eight factory units from *NJS Corporation Pty Ltd*. The 4,825 sqm property stands on a two hectare parcel of land. At the time of sale the fully leased property was producing an annual net income of \$726,447 plus GST. Mulgrave is located approximately 53 km north west of the Sydney CBD.
(AFR 05.09.19)

Building A, 31-39 Sturt Street, Smithfield NSW 2164



- \$105 gross per sqm lettable area
- 4 Years
- \$524,055 p.a.

An office and warehouse facility in Sydney's west has been leased out to vehicle battery provider *SuperCharge* after the previous tenant ended their lease 12 months prior to its completion. The 4,991sqm property provides access through six roller doors and two sliding doors leading into an internal clearance of up to 7.6 metres. Smithfield is located approximately 30 km west of the Sydney CBD.
(AFR 10.09.19)

865 Mountain Highway, Bayswater VIC 3153



- \$4.5 million
- 5.68% yield
- \$2,208 per sqm lettable area

A brand new office/showroom/warehouse has been snapped up by a private investor on a 5.68% yield. The 2,038 sqm property stands on a 3,203 sqm site with 30 on site car space. The property comprises a high clear span warehouse and exposure to a major arterial road. Bayswater is located 29 km east of Melbourne's CBD.
(AFR 05.09.19)

33-45 Buckley Road, Marrickville NSW 2204

- \$8 million
- \$5,000 per sqm lettable area

Food and services provider *Cyrpress Thomas Investments* has purchased a 1,600sqm warehouse in Sydney's inner west with plans to consolidate its business. The property, spread across seven titles has future redevelopment potential. The 1,600 sqm warehouse is leased to crating and packaging designers **Acme Case Co**. Marrickville is located approximately 7 km south west of the Sydney CBD.
(AFR 19.09.19)

61-65 Roberts Road, Greenacre NSW 2190

- \$135 net per sqm lettable area
- 3 Years
- \$169,020 p.a.

Sam Harb has secured solar power distributor *Powerark Solar* as a tenant in the 9,255 sqm Greenacre Industrial Park. Powerark will lease a 1,252 sqm industrial unit for a period of three years. The property comprises a stylish design featuring graffiti walls and feature windows. Greenacre is located approximately 17 km south west of the Sydney CBD.
(AFR 24.09.19)

917 Boundary Road, Tarneit VIC 3029

- \$27.5 million
- \$65 per sqm site area

Frasers Property Australia has acquired a 42.62 hectare site in the city's outer west. The property last exchanged hands in December 2008 for \$333,721 when it was bought by *Canemoon Investments*. The 8140% in capital gain for the vendors in less than 11 years reflected the rezoning of the land to industrial use. A DA has been lodged on the property for a multi lot industrial subdivision. Tarneit is located approximately 25 km west of the Melbourne CBD.
(AFR 04.09.19)



**15 Boterro Place,
Truganina VIC 3029**

\$18.4 million

\$1,219 per sqm lettable area

Mapletree Logistics Trust, which owns 137 properties including 10 in Australia, has agreed to terms with Wooreddy Investments over the purchase of a yet to be built, untenanted warehouse. The 2.56 hectare industrial site is currently being developed into a one storey logistics facility totalling a net lettable area of 15,100sqm, minimum height clearance of 10 metres and features that will cater to requirements of major logistic tenants. The deal for the warehouse, acquired with vacant possession is subject to conditions including Foreign Investment Review Board approval and practical completion of the warehouse. Settlement of the transaction will be finalised upon the project completion, which is due to be in the third quarter of 2020. Truganina is located approximately 22 km west of the Melbourne CBD.

(AFR 19.09.19)



**94 West Park Drive,
Derrimut VIC 3026**

\$7.8 million

\$1,150 per sqm lettable area

Furniture brand La-Z-Boy Australia has sold its 6,780sqm industrial facility to automotive spare parts distributor Sterling Parts for \$7.8 million. The property comprises drive through truck access, a high roof and recessed loading docks. Sterling Parts will use the property as a distribution centre along with its other warehouse in Dandenong. Derrimut is located approximately 17km west of the Melbourne CBD.

(AFR 26.09.19)

**7-29 Gladstone Road,
Dandenong VIC 3175**

\$14.75 million

5.6% yield

\$1,283 per sqm lettable area

An offshore investor has snapped up the head office for Carpets Victoria in an off market transaction. It is reported that the sale was buoyed by the anticipated arrival of Kafuland, which is set to occupy the neighbouring site next year. Under the current terms Carpets Victoria have six and a half years remaining on their lease thus negating any potential redevelopment in the near future. The 11,500sqm office/industrial facility stands on a 20,500sqm site and is situated with close proximity of the Eastlink and Monash Freeways. Dandenong is located approximately 30km south east of the Melbourne CBD.

(AFR 12.09.19)

**42 McRoyle Street,
Wacol QLD 4076**

\$7.655 million

\$1,192 per sqm lettable area

Clarence Property has expanded its Westlawn Property Trust through the acquisition of a multi tenanted warehouse facility in the Wacol industrial precinct. The property consists of five buildings totalling 6,424sqm in lettable area which houses seven tenants. Buildings are of metal clad, clearspan construction containing appropriate office areas and their own amenities. Situated on a 15,300sqm site, the property benefits from a large concrete hardstand area and is located within close proximity to major arterial roads such as the M7, M5 and M2. Wacol is located approximately 18km south of the Brisbane CBD.

(AFR 12.09.19)

**12 Goodman Place,
Murarrie QLD 4172**

\$202 gross per sqm lettable area

5 Years

\$449,036 p.a.

Sam Harb has secured solar power distributor Powerark Solar as a tenant in the 9,255 sqm Greenacre Industrial Park. Powerark will lease a 1,252 sqm industrial unit for a period of three years. The property comprises a stylish design featuring graffiti walls and feature windows. Greenacre is located approximately 17 km south west of the Sydney CBD.

(AFR 24.09.19)



Residential Development

447 Bay Street, Brighton VIC 3186

\$6 million

\$5,769 psm site area

A private developer has acquired a 1,040sqm corner site with three street frontages for \$6 million. The property, currently operating as a swim school, has development approval for the construction of 17 luxury apartments and ground floor retail. The property is leased to the Brighton Swim School on a short term lease returning \$177,212 per annum. Brighton is located approximately 11 km south east of the CBD.
(AFR 26.09.19)

179 Erindale Road, Hammersley WA 6022

\$21.2 million

\$167 psm site area

ASX-listed *Cedar Woods Properties* has purchased a house and land development site conditional to the vendor (Broadcast Austali) obtaining town planning and environmental approvals. The 12.7 hectare infill site will accommodate a land subdivision which is in line with the Cedar Wood's diversification strategy. Hammersley is located approximately 13 km north of Perth's CBD.
(AFR 23.09.19)

Rural

404 Mount Salt Road, Mount Schank SA 5291

\$6.2 million

\$11,923 per hectare

The Kilsby Family has sold its Glendene Park stud after more than 60 years of ownership. The sheep and cattle breeding and fattening property covers 504 hectares of land. The purchaser was attracted to the properties reliability and diversification of the country along with the 405 mega litre underwater irrigation licence. Mount Schank is located approximately 14 km south of Mount Gambier.
(AFR 16.09.19)





Residential

**23 Huntingtower Road,
Armadale VIC 3143**



\$4.35 million

\$10,284 psm site area

A townhouse has sold \$1.45 million over reserve in an aggressive auction which featured four active bidders. The townhouse comprises three bedrooms, two bathrooms and an internally accessed double garage. Finishes include gas fireplace, Smeg appliances, alarm system, video intercom, marble en-suite to the main bedroom and stone benches throughout the kitchen. The property is situated on a 423 sqm site and is located within close proximity to High Street. Armadale is located approximately 7 km east of the Melbourne CBD.
(Domain 22.09.19)

**26 Balmoral Terrace,
East Brisbane QLD 4169**



\$4.8 million

\$3,250 psm site area

A five bedroom, four bathroom house with north facing views overlooking the Brisbane CBD skyline has sold at auction to a family with young children. More than 80 people attended the auction with four registered bidders bumping the price up to \$4.8 million after opening at \$3 million. The property, a circa 1920's renovated dwelling sits on an elevated 1,477 sqm site and features a swimming pool, spa, level lawn, drive through double garage and an underground water tank. East Brisbane is located approximately 2.5 km east of the Brisbane CBD.
(Domain 22.09.19)

**22 Fraser Road,
Applecross WA 6153**



\$4.86 million

\$4,767 psm site area

Minerology Pty Ltd, a company linked to Clive Palmer, has bought a 6-bedroom mansion overlooking the Swan River for \$4.6 million. The property had spent 500 days on the market before being snapped up at a \$3.35 million discount to its original asking price of \$7.95 million when the property first hit the market. The three level property includes high ceilings, six double-sized bedrooms, three bathrooms, a four-car lock garage and an outdoor area with a resort style spa and pool. The Swan River is accessible via a private pathway running from the residence to the riverside. Applecross is located approximately 7 km west of the Perth CBD.
(Domain 29.09.19)



Specialised Properties

80 Victoria Cross Parade, Wodonga VIC 3690



- \$4 million
- 4.98% Yield
- \$1,596 per sqm site area
- Fast Food

A Hungry Jacks fast food outlet in northern Victoria has sold on a 4.98% yield, showing a sale price well above the guide of \$3.65 million. The 2,507sqm corner site has approximately 109 metres of street frontage and comprises a 220 sqm fast food outlet, two entry/exit points, a drive thru facility and 29 on-site car spaces. **Hungry Jacks** recently signed a new 12 year lease with options to 2041. Wodonga is located approximately 250 km north east of the Melbourne CBD.
(AFR 19.09.19)

157-159 Nepean Highway, Mentone VIC 3194

- \$5.6 million
- 4.69% Yield
- \$2,371 per sqm lettable area
- Fast Food

A fast food outlet leased to **KFC** has sold to a local investor after a strong sales campaign that included 18 offers. The long 12 year lease term with options to 2043 currently returns \$262,836 per annum and equates to an initial yield of 4.69% on the sale. The 240sqm property stands on a 2,362sqm site and comprises a drive thru facility and 35 on site car parks. The site which benefits from frontage to the Nepean Highway and Lower Dandenong Road is also located adjacent to a Hungry Jacks, United service station and a future mixed use development comprising 241 apartments plus ground floor retail. Mentone is located approximately 21km south east of the Melbourne CBD.
(AFR 19.09.19)



Property Funds & Capital Raisings

AccorInvest Hotel Portfolio

- \$300 million

Funds and investment management group *iProsperity Group (iPG)* has acquired *AccorInvest's* 23-hotel portfolio for \$300 million. iPG beat out contenders Blackrock for the predominantly freehold portfolio of economy style hotels totalling over 3,000 rooms nationally. The hotels are spread across major capital cities and regional areas including the 412-room dual ibis Brisbane and Mecure Brisbane CBD Hotels, the 296-room Novotel Brisbane, the 250-room ibis Melbourne, the 200-room ibis Sydney Airport and the 239-room Mecure Perth.
(AFR 03.09.19)

Hotels & Leisure

**86-88 Walker Street,
North Sydney NSW 2060**



- \$202 million
- \$801,587 per room

Singapore based serviced apartment giant *The Ascott Limited* and Middle East sovereign wealth fund the *Qatar Investment Authority* have struck a deal to buy a 252 room hotel from developers *Billbergia* in what will become North Sydney's tallest tower. The rooms will be spread out across 16 levels and will occupy the lower part of the 48 storey mixed use tower. The new hotel is due to be completed in 2021. Once completed, the **Citadines Hotel** will offer 252 rooms, a restaurant, rooftop bar, meeting rooms, business centre, executive lounge, gymnasium and end of trip facilities. North Sydney is located approximately 3km north of the Sydney CBD.
(AFR 30.09.19)

**16 The Esplanade,
Airlie Beach QLD 4802**



- \$22 million
- \$275,000 per room

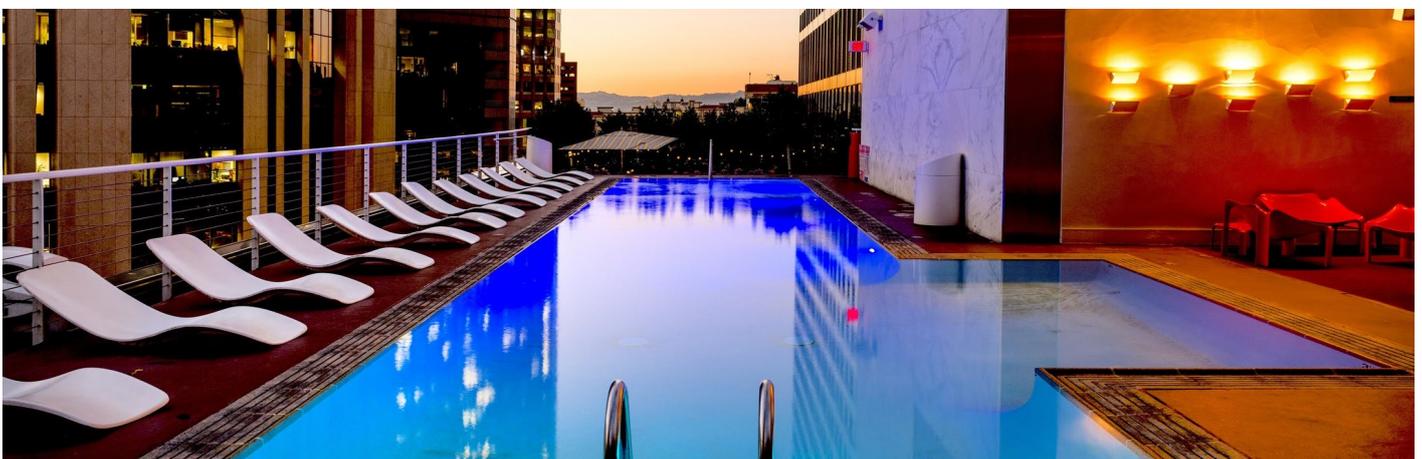
The O'Neill family has finally sold the Airlie Beach Hotel to *ABH Hotel Pty Ltd* after a two and a half year sales campaign caused by the destruction of Cyclone Debbie. The O'Neill family had to undertake approximately \$10 million worth of refurbishment to restore the property from the damage caused by the cyclone. The sale of the 80 room hotel was buoyed by the booming local tourism market and the opportunity to buy the leasehold and the freehold rights. Alongside the 80 guest rooms, the hotel offers conference facilities, a commercial car park, a restaurant, pub, bottle shop and 35 gaming machines. Airlie Beach is located approximately 275 km south of Townsville.
(AFR 26.09.19)

**9 Florey Boulevard,
Birtinya QLD 4575**



- \$15 million
- \$185,185 per room

Triple B Hotels has sold an 81 room hotel on the Sunshine Coast to *Centro Group* on an undisclosed yield. Operated by **Best Western Plus Lake Kawana Hotel** the hotel is situated opposite the Sunshine Coast University Hospital, which opened in 2015. The hotel will be added the Centro's portfolio which consists of three service stations, three Quest Apartment Hotels and a hotel on the Gold Coast. Birtinya is located approximately 12 km south east of Maroochydore.
(AFR 12.09.19)





**Preston
Rowe
Paterson**

Our Research

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

We have **property** covered.

We have **clients** covered

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

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

We have **real estate** covered

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

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

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

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

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

We have your **needs** covered

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

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

We have all **locations** covered

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

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Asia-Pacific Region

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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