



**Preston
Rowe
Paterson**

International
Property Consultants
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Transactions in Review

Feb 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.

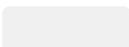
This report summarises major transactions within these markets whilst adding transactional analysis to provide greater market insight.

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

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

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

 Sales Transaction

 Rental Transaction



Sydney Residential Development

Receivers and managers appointed to Jin Lian Group have sold the 7,843 sqm residential development site for \$21.5 million after the group struggled to finance the project.

Melbourne Commercial

GPT Group through its unlisted \$7.8 billion GPT Wholesale Office Fund has acquired the remaining 50% stake for the Southbank Tower for \$342 million.

Queensland Retail

The Raptis Group has sold the Inala Plaza Shopping Centre, for \$56 million on a yield between 6.5-7%

HIGHLIGHTS

Commercial

118-120 Pacific Highway, St Leonards NSW 2065

- \$314,220 net p.a
- 3 Years
- \$640 per sqm lettable area p.a

New Hope Group has agreed to lease 491 sqm of office space from landlord *W & W Property* at the B Grade Clemenger Building. The office suite, situated in the seven story office building is only a five minute walk from St Leonards Station. The property is located 5 km north of the Sydney CBD. (AFR 05.02.19)

110 Pacific Highway, North Sydney NSW 2060



- \$167,620 net p.a
- 5 Years
- \$580 per sqm lettable area p.a

Medical association *MS Australia* has committed to a five year lease over 289 sqm of office space in North Sydney. Landlord, *Axicom* leased the property, which is located on level three of the building. North Sydney is located 3 km north of the Sydney CBD. (AFR 19.02.19)

60 Carrington Street, Sydney NSW 2000

- \$276,500 gross p.a
- 3 Years
- \$700 per sqm lettable area p.a

Property fund manager *Folkestone*, which is now part of Charter Hall, has sub-leased 395 sqm of its office space on level 10 of the office tower. The new tenant, IT group *Know;* will take up the fully fitted office space for a term of three years. The property is located within 200m of Wynyard train station. (AFR 26.02.19)

400 Luxford Road, Lethbridge Park NSW 2770



- \$3.61 million
- 6.1% Yield
- \$3,078 per sqm site area

United Petroleum has auctioned off its petrol station in Sydney's West to a local-based investor in a sale and leaseback transaction. **United** will continue to operate on the 1,173 sqm site for 15 years with four, five year options. The property benefits from three street frontages and will produce a **net income of \$220,000 per annum** plus GST. Lethbridge Park is located 47km west of the Sydney CBD. (AFR 21.02.19)

2 Southbank Boulevard, Southbank VIC 3006



- \$342 million (50% stake)
- 5% Yield
- \$12,436 per sqm lettable

GPT Group through its unlisted \$7.8 billion GPT Wholesale Office Fund has acquired the remaining 50% stake for the Southbank Tower. The group, which is the largest listed office landlord in Melbourne, exercised the option to buy the remaining stake from *Frasers Property Australia* to take whole ownership of the property. The deal for the 38 storey office building set a clear benchmark for the sector due to the tight 5% yield the property was sold on. The fund originally bought into the property in 2014 and has had to fill a large amount of vacancies due to PWC's exit from the building in 2017. Since PWC's exit both GPT and Frasers had signed 34,000 sqm metres of new leases and renewals in the 55,000 sqm building, of which **CUB, AusNet Services, Space & Co, Built** are now major tenants. Southbank is located 1km south of Melbourne. (AFR 25.02.19)

**520 Collins Street,
Melbourne VIC 3000**



\$78 million



4.5% Yield



\$9,119 per sqm lettable area

An Indonesian born investor based in Western Australia has acquired an 18 storey office tower from *Peter Arvanitis*, the founder of listed aged care provider *Estia Heath*. Mr Arvanitis originally bought the 8,554sqm building in 2015 from Jason Yeap for around \$50 million and re-leased and refurbished the building, improving the air-conditioning and lifts. The property is located in the heart of the Melbourne CBD.

(AFR 08.02.19)

**112 Trenerry Crescent,
Abbotsford VIC 3067**



\$21 million



\$4,939 per sqm lettable area

Tumbling vacancy rates and rising rents has seen the booming Melbourne fringe office market attract a wave of new domestic and international investors. Melbourne's *Zagame family* has acquired the former premises of the Victorian branch of the *Australian Education Union*. The 4,252 sqm four-level brick building sits on a 4,735 sqm site and was put up for sale by the AEU following the properties rezoning for mixed use. The property, which was bought with vacant possession, fronts the Yarra River and has views of the CBD skyline. The Zagames plan to refurbish the property and lease it out as high quality office space on the cities fringe. Abbotsford is located 2km east of Melbourne's CBD.

(AFR 12.02.19)

**501 Church Street,
Richmond VIC 3121**



\$7 million



2.99% yield



\$10,853 per sqm lettable area

Private investors have traded a two level 645 sqm commercial property in Melbourne's east. The property features 12 car spaces and a showroom on the ground floor and office on the first floor. The building sits on a 502 sqm site and is leased to two tenants at a **net annual rent of \$210,186**. Richmond is located 3 km east of the Melbourne CBD.

(AFR 07.02.19)

**163 Eastern Road,
South Melbourne VIC 3205**



\$248,000 net p.a



5 Years



\$528 per sqm lettable area p.a

Choice Capital has signed a new lease over the full 470 sqm office space in South Melbourne. Landlord and Melbourne based investor *Brendan Sullivan* leased the space after the building underwent an industrial style refurbishment, which included the renovation of bathrooms, kitchen and shower facilities. The property is located 2 km from the Melbourne CBD.

(AFR 05.02.19)

**379 Collins Street,
Melbourne VIC 3000**



\$105,040 net p.a



5 Years



\$520 per sqm lettable area p.a

Private landlord *Riverlee* has secured the lease of international fashion brand *Furla Australia* for a period of five years. The company will occupy 202sqm of office space on level 10 of the building. The property, which is located on the corner of Collins and Queen Street in Melbourne's CBD, has undergone refurbishment of the lobby and lift services.

(AFR 12.02.19)



Commercial

9-11 Martin Street, Heidelberg VIC 3084



\$3 million

\$2,893 per sqm lettable area

Developer *Blue Earth Group* has sold an off the plan 425 sqm medical centre on the ground floor of the Martin & Plowett residential tower. The tower, which is currently under construction, will offer 121 one and two bedroom apartments. The medical centre is in close proximity to Warringal Private Hospital, Austin Hospital and Heidelberg Repatriation Hospital. Heidelberg is located 12 km north-east of Melbourne's CBD. (AFR 21.02.19)

55 Russell Street, South Brisbane QLD 4101

\$23.65 million

6.8% fully leased yield

\$5,795 per sqm lettable area

Melbourne based property fund manager *Forza Capital* has bought a three-level 4,081 sqm office building on the cities fringe. The property was acquired through the company's Forza Russell Street Fund after \$14.86 million of capital was raised for the purchase. The corner site sold with a **weighted average lease expiry of five years** and two floors leased to the **Queensland Government**, with the third floor vacant at the time of sale. This is the funds second acquisition in the Brisbane fringe office market after the acquisition of 10 Browning Street in 2016 for \$65.5 million. South Brisbane is located 1km south of Brisbane's CBD. (AFR 19.02.19)

226 Adelaide Terrace, Perth WA 6000

\$86 million

11.5% yield

\$5,976 per sqm lettable area

American private equity giant, *Blackstone* has continued their sell down of investments in Perth with the sale of a seven-level A-grade office building to John Bond's *Primewest*. The fully leased property brings in an **annual net income of \$9.93 million**, reflecting a yield of 11.5%, which is much higher than that of A-Grade buildings in Sydney and Melbourne that are selling on yields of 5% and lower. The property is leased to government and high profile corporations with a **weighted average lease expiry of 2.3 years** as of November 2018. The property was built in 2010 and comprises of 14,391 sqm of net lettable area and 94 car bays. The corner positioned building is located in Perth's eastern CBD precinct. (AFR 27.02.19)

3 Karana Street, Tugun QLD 4224

\$3 million

9.4% net yield

\$4,587 per sqm lettable area

A Gold Coast investor has snapped up an office property that is leased to two national tenants **oOh! Media** and **East Coast Rentals** with a **weighted average lease expiry of two years**. The 654 sqm property, on a 1,812 sqm site, is currently producing a **net income of \$282,135 per annum** and is located 3km for the Gold Coast airport and walking distance to Tugun and Currumbin Beaches. Tugun is located 7km north-west of Coolangatta. (AFR 07.02.19)

675 Murray Street, West Perth WA 6000

\$2.36million

9.2% yield if fully leased

\$236,000 per townhouse

Warrington Property has acquired a three storey office building in West Perth. The corner site which sits on a 1,095 sqm landholding comprises of 1,234 sqm of net lettable area. Private owner *Raffles Investments* sold the property with 65% occupancy, whose occupants includes **Northern Minerals and Lithium Australia**. West Perth is located 1km west of Perth's CBD. (AFR 28.02.19)

4/3 Craig Street, Burswood WA 6100

\$147,500 net p.a

5 Years

\$595 per sqm lettable area p.a

Sage Automation has secured the lease for a 500 sqm fully fitted and renovated office space. Landlord, *Watersun Property* negotiated with the digital solution company for a 50% rent reduction incentive over the five year term. Burswood is located 3 km south of the Perth CBD. (AFR 05.02.19)

Retail

140 Rowe Street, Eastwood NSW 2122

\$8.75 million

\$11,319 per sqm lettable

Private investors have acquired a vacant two storey retail property that comprises of 772 sqm of lettable area. The property, which is located in walking distance from the train station, has existing fitouts for a restaurant of approximately 300 seating capacity. The site also has redevelopment potential for a small mixed use development or a boarding house. Eastwood is located 17km north-west of the Sydney CBD.
(AFR 28.02.19)

156 Inala Avenue, Inala QLD 4077



\$56 million

\$933 psm of site area

The *Raptis Group*, founded by seafood king George Raptis has sold the Inala Plaza Shopping Centre, which they originally bought for \$32 million in 2013, to Taiwanese investors *Chin Hong Investment Corporation*. The **Aldi and Woolworth's** anchored neighbourhood centre houses a speciality grocer and 60 speciality shops including BWS, The Reject Shop and Lowes on the six hectare site. The property stands on a major intersection that connects the Centenary Motorway and Beaudesert Road. The off-market deal was struck at a **yield between 6.5% and 7%**. Inala is located 18km south of Brisbane.
(AFR 07.02.19)

187 Settlement Road, Thomastown VIC 3074



\$7.8 million

6.7% net yield

\$1,110 psm lettable area

A Hong Kong investor has acquired a 7,026 sqm showroom on a 1.2 hectare site. The property is currently leased to furniture retailer **Gainville** for 10 years at a **net annual rent of \$524,233**. The lease includes five plus five year options along with 3.5% annual rental increases. Thomastown is located 17km north of Melbourne's CBD.
(AFR 25.02.19)

465 Albany Highway, Orana WA 6330



\$22.8 million

5.66% yield

\$5,628 per sqm lettable area

The divestment of property by supermarket heavyweight **Coles** has continued with the sale and leaseback of Coles Orana. The recently built 4,051 sqm retail facility has a **Coles and Liquorland** on site, plus speciality retail. Queensland based *Lotana Property* purchased the 2.9 hectare site with a brand new 15 year lease to Coles. Orana is located 3.1 km north west of Albany's CBD.
(AFR 05.02.19)

18 Napoleon Promenade, Vasse WA 6280



\$19.6 million

5.7% yield

\$5,221 psm of lettable area

The 3,754 sqm Coles anchored supermarket has sold to a Chinese family on a yield of 5.7%. The property features a 200 sqm Liquorland and parking for 185 vehicles. The deal was completed with a 15 year leaseback to the supermarket giants and comes after the sale of a new petrol station Coles Express Vasse, just down the road from the supermarket for \$2.72 million on a 6.2% yield. Vasse is located 10km from Busselton and 230 km south of the Perth CBD.
(AFR 05.02.19)



Industrial

25 & 26 / 19 McCauley Street, Matraville NSW 2036

- \$116,756 gross p.a
- 3 Years
- \$289 per sqm lettable area p.a

Events group *Bling Events* has leased 404 sqm of mixed industrial and office space from *Orchard Grove Superannuation Fund*. The high clearance warehouse comprises dual roller door access, four onsite car spaces and 78 sqm of office space. The industrial strata unit is located in close proximity to Port Botany Container Terminal, Sydney Airport and multiple major road links. Matraville is located 9 km south east of Sydney's CBD.
(AFR 05.02.19)

2/50 Owen Street, Glendenning NSW 2761

- \$120,000 net p.a
- 1 Years
- \$120 per sqm lettable area p.a

Landlord *Foodbank NSW & ACT Limited* has agreed to lease the industrial building to *ANE Furniture*. The timber furniture manufacturers will use the space to meet the overflow of demand and growing operations of the business. The property consists of 13.7m clearance, three roller shutter doors, one communal loading dock and parking available on site for 11 cars. Glendenning is located 45km west of the Sydney CBD.
(AFR 19.02.19)

269 Edgar Street, Corndell Park NSW 2200



- \$320,024 gross p.a
- 2 Years
- \$109 per sqm lettable area p.a

Pre Cast Solutions company *Ozcast* has agreed to a new two year lease over an 2,936 sqm industrial property in Sydney's west. The property comprises of a high clearance factory with four gantry cranes, a 3,850 sqm yard and 429 sqm of office space. The property, located in the Corndell Park industrial area, is within a kilometre of the M5 motorway, which is accessible via The River Road. Corndell Park is located 22km south-west of the Sydney CBD.
(AFR 26.02.19)

58 Huntingwood Drive, Huntingwood NSW 2148

- \$167,620 net p.a
- 5 Years
- \$580 per sqm lettable area p.a

Gift, décor and florist suppliers *Koch and Co* has struck a seven year lease with *Primewest Pty Ltd* for the mixed office and warehouse facility in Sydney's west. The property features 8,460 in gross lettable area, three loadings docks, one drive in roller shutter door, large awning covering the loading docks and a separate driveway entrance. The property includes two levels of refurbished office and high clearance warehouse accommodation which is split into two warehouse area. Huntingwood is located 35km west of the Sydney CBD.
(AFR 19.02.19)

45 Eastern Creek Drive, Eastern Creek NSW 2766



- \$745,000 net p.a
- 10 Years
- \$178 per sqm lettable area p.a

Vermeer has relocated its Sydney operations to a purpose built industrial facility in Sydney's west owned by *Fife Capital*. The equipment solutions company agreed to terms on a 4,175 sqm warehouse-showroom, which sits on a 1.1 hectare site. The building comprises of a 10-tonne gantry crane that spans the length of the warehouse. Eastern Creek is located 35km west of Sydney's CBD.
(AFR 26.02.019)

12 Antill Road, Yennora NSW 2161

- \$99,000 net p.a
- 3 Years
- \$120 per sqm lettable area p.a

Kitchen door manufacturer *Wonderful Doors* has upgraded to a larger premises after leasing an office/warehouse in Sydney's west. The company will lease the 825 sqm property for three years with options from landlord *Bronada*. The property has a large roller door and 200-amp power supply. Yennora is located 29km west of Sydney's CBD.
(AFR 12.02.19)

**30-36 Grosvenor Street,
Abbotsford VIC 3067**

- \$17.3 million
- 4.88% Yield
- \$4,806 per sqm lettable area

Through a new investment vehicle called *Southernlink Grosvenor*, former Poly Australia director Yuan Tao along with fellow Chinese investors has acquired a 3,600 sqm Abbotsford warehouse. The warehouse, which is leased to **IKEA** for **\$845,000 in annual net rent**, is the company's second acquisition in the area, after the purchase of the former Arnott's biscuit factory late last year. The purchase represents a longer term landbank play, given the long term lease to IKEA and the buildings proximity to the firm's retail stores at the Victoria Gardens Shopping Centre. Abbotsford is located 2km east of the Melbourne CBD.
(AFR 27.02.19)

**39-41 Winterton Road,
Clayton VIC 3168**

- \$141,000 net p.a
- 5 Years
- \$95 per sqm lettable area p.a

E-commerce business *Go-Mart* has agreed to lease an 1,484 sqm office/warehouse in Melbourne's south-east for a period of five years with options. The clear span warehouse comprises of offices and multiple container-height roller doors. Clayton is located 19km south-east of Melbourne's CBD.
(AFR 26.02.19)

**4 Saligna Drive,
Tullamarine VIC 3043**



- \$163,000 gross p.a
- 10 Years
- \$110 per sqm lettable area p.a

Advanced Heavy Vehicle Driver Training Centre has upsized after relocating to 1,484 sqm office/warehouse. The property comprises of 548 sqm of office space, 936 sqm of clear span warehouse, one container eight roller door, three phase power, onsite parking and multiple partitioned offices. The property which is located in close proximity of Airport Drive, which leads to Melbourne International Airport, presented as a well located property for the lessee. Tullamarine is located 17km north of Melbourne's CBD.
(AFR 26.02.19)

**1435 Boundary Road,
Wacol QLD 4076**



- \$303,600 net p.a
- 6 Years
- \$120 per sqm lettable area p.a

The Brisbane arm of *JOST*, an international parts provider for the transport industry, has leased 2,530 sqm of A Grade industrial space. The property consists of 2,190 sqm of warehouse space and 170 sqm of showroom and office space on the first floor. The property benefits from three container height roller doors, substantial hardstand area and internal clearance of 8.5m. Wacol is located 18 km south-west of Brisbane's CBD.
(AFR 19.02.19)

**11 Excellence Drive,
Wangara WA 6065**



- \$5.25 million
- \$1,574 per sqm lettable area

Medical Cannabis company *AusCann Group* has purchased a 3,324 sqm office and self-contained panel warehouse from *Mair Property Funds*. The property, located in the Wangara industrial precinct, is broken down into 506sqm of office space, 2,818 sqm of warehouse space and 750 sqm of canopies. The warehouse has a truss height of 7.5 m, full drive around access and fully partitioned and fitted offices. The company will spend \$6million customizing the site to meet the needs of their operation. Wangara is located 20km north of Perth's CBD.
(AFR 21.02.19)



Residential Development

Corner of Tanderra Avenue & Post Office Street, Carlingford NSW 2118

\$21.5 million

\$2,741 psm of site area

Receivers and managers appointed to Jin Lian Group have sold the 7,843 sqm residential development site after the group struggled to finance the project. The site known as Tanderra Residence is an amalgamation of 11 properties, with plans to develop 120 apartments. The developer struggled with weak pre sales of only 43 units, which were offered at a heavy upfront discount. The area of Carlingford and adjacent suburb Epping have been subject to a high number of residential developments through the boom period of 2012 to 2017, which has seen oversupply in the area. Carlingford is located 18 km north-west of the Sydney CBD. (AFR 21.02.19)

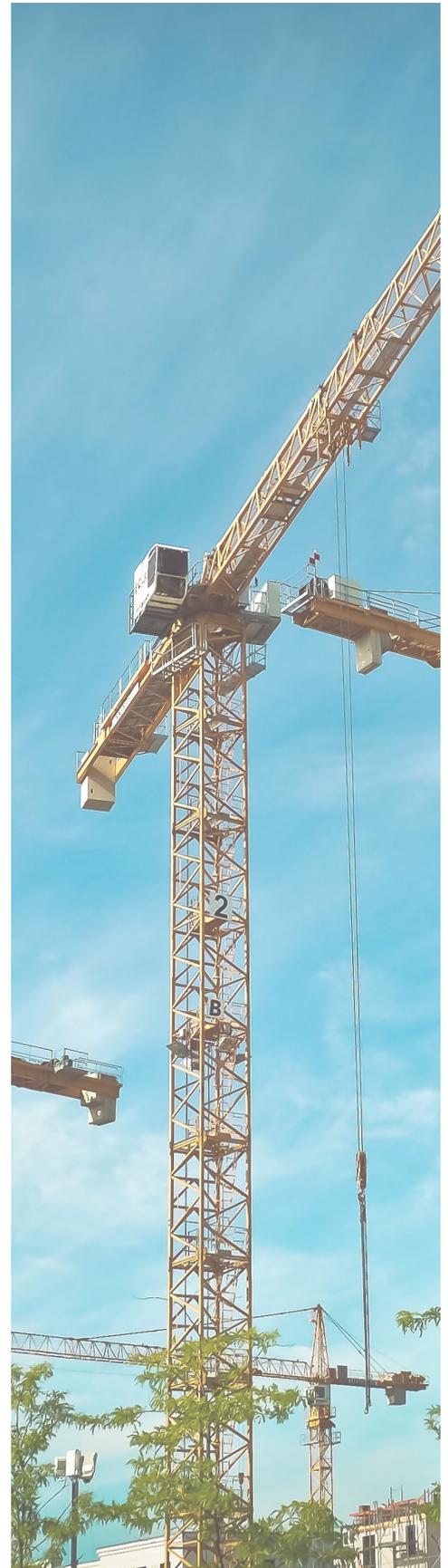
345 Miles Platting Road, Rochedale QLD 4123



\$5.2 million

\$343 per sqm of permitted GFA

A private investor has outgunned 10 other buyers to snap up a 10,117 sqm landholding located at the intersection of the M1 and Gateway Motorways. The site is positioned opposite to the Rochedale Town Centre, which is due to open in 2019. The cleared land is situated in a rezoned area with multiple new and proposed housing estates under construction. The site sold with 15,175 sqm of GFA permitted, along with a six storey height limit. Rochedale is located 17km south east of the Brisbane CBD. (AFR 28.02.19)



Specialised Properties

459 Brookfield Boulevard, Mickleham VIC 3064



\$6.35million

6.6% yield

\$45,357 per placement

Private investors have acquired a brand new purpose built child care centre in the growth area of Mickleham. The property was sold with a 20 year lease to **Nino Early Learning** at a **net annual rent of \$420,000**, which will include 3% annual increases. The 895 sqm building sits on a 2,933 sqm site with a permit for 140 placements. Mickleham is located 32 km north of the Melbourne CBD. (AFR 07.02.19)

Rural

295 Sugarloaf Road, Great Western VIC 3374



\$5.5 million

\$13,750 per hectare

One of Victoria's oldest winemakers, *Best Great Western*, has bought Mount Sugarloaf Vineyard in the Grampians, becoming the first significant vineyard sale of 2019. The 400 hectare property is one of the largest vineyards in the region and consists of 114 hectares of established red wine grape vines. The property sold with substantial plant and equipment and site office with staff amenities. Great Western is located 225 km west of the Melbourne CBD.

(AFR 19.02.19)

1929 Great Alpine Road, Omeo VIC 3898

\$35million

\$1,142 per hectare

Rural Funds Group has acquired one of Victoria's prestigious and largest cattle stations, Cobungra, beefing up its portfolio to well over \$800 million. The property encompasses 6,488 hectares of freehold area and 24,512 hectares of alpine leases. The vendor of the property was financier and Wagyu industry figure *Mark Suhr* who originally bought the property in 2001 as this transaction becomes the third time the station has been sold in the past 100 years. The cattle station which comprises of full blood wagyu and English breed herds will be leased to Wagyu producer **Stone Axe Pastoral** on a 10 year lease. The property sold with high quality farm infrastructure, which includes a 500 head cattle yard complex, eight-way draft, electronic recording system, extensive rural shedding, a full central laneway system and a five bedroom homestead. **Cobungra Station** is located adjacent to Mount Hotham Airport and 402km north east of Melbourne's CBD.

(AFR 11.02.19)

Netley Station, Broken Hill NSW 2880

\$35million

\$1,142 per hectare

The historic outback property **Netley Station** has sold to Swiss aviation executives Oskar J Schwenk's *Swiss Australia Farm Holding*. The 73,299 hectare property was sold by long-time owner Gary Radford (OAM). The property has undergone an intensive fencing campaign since Radford's purchase of the property in 1987. The property has five major dams and eight bores located throughout the 20 main larger paddocks and 11 smaller paddocks, which have reticulated water supply via pipelines and tanks to over 65 watering points. The property sold with the opportunity to access permanent water via the new Broken Hill pipeline. The improvements on the property include four bedroom homestead, managers cottage, eight stand shearing shed, cattle yards, sundry shedding, fuel supplies, a workshop and a wash-down bay. The station which is suited to cattle, merino and dorpers is located 70km south of Broken Hill.

(AFR 11.02.19)





Hotels and Leisure

1 Murray Road, Cable Beach WA 6726

\$7 million

\$37,838 per unit

The Royal Automobile Club of Western Australia has bought the Broome Palm Grove Resort on Western Australia's Cable Beach. The 4.18 hectare site will be renamed to RAC Cable Beach Holiday Park. The property, which is only a short distance from Cable Beach, has 25 park homes, four studio units and 156 caravan sites. The holiday park also has a reception area and managers area onsite. Users of the park will have access to a swimming pool and BBQ area. Cable Beach is located 4km west of Broome's CBD. (AFR 21.02.19)

199 Clarence Street, Sydney NSW 2000



\$40,000 gross p.a

5 Years

\$455 per sqm lettable area p.a

A top floor office and its adjoining rooftop outdoor space have been converted into a new bar. The 88 sqm space which was previously leased to an IT firm has been taken over by **Old Mates Place**. The fully renovated bar can be accessed through an internal staircase. The property is located within the Sydney CBD. (AFR 19.02.19)

Property Funds & Capital Raisings

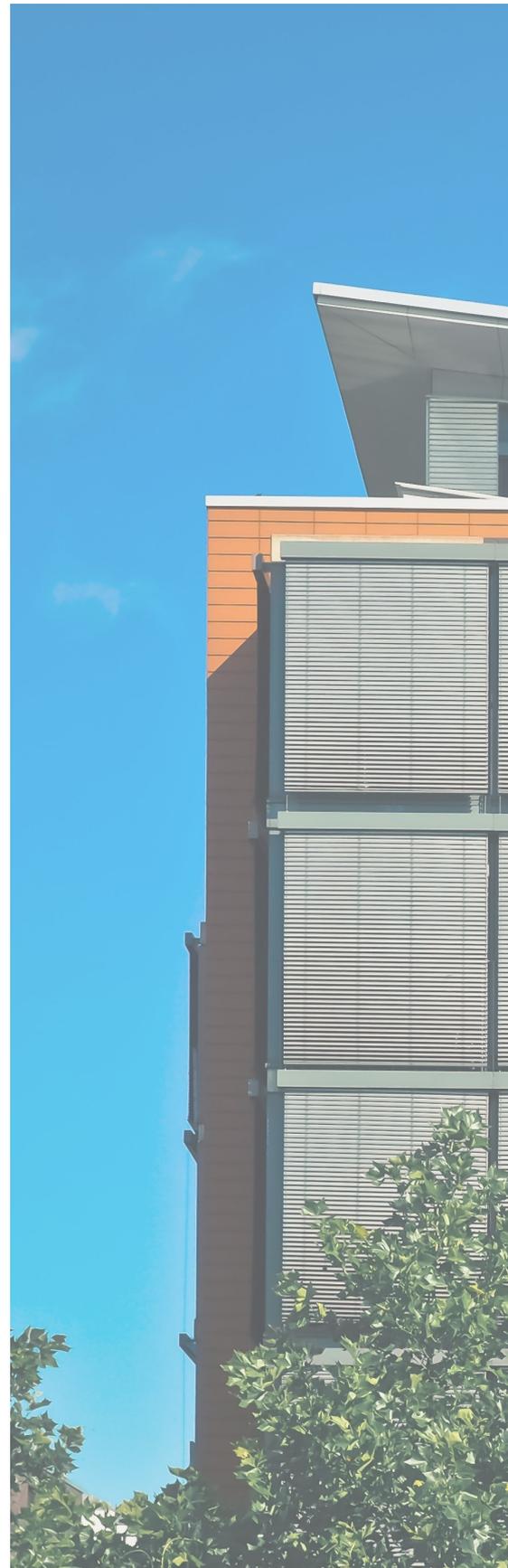
Accor Hotel Portfolio



\$5.2 million

\$343 per sqm of permitted GFA

Paris based AXA Investment Managers has acquired a portfolio of four Accor Hotels from the Abu Dhabi Investment Authority. The portfolio consists of the five-star, 218 room Pullman Sydney Olympic Park, the 177-room Novotel Sydney Olympic Park, the 150 room Ibis Novotel Sydney Olympic Park and the 286 room Novotel Canberra, which adds up to a combined 831 hotel rooms. The three Sydney Olympic Park hotels were developed for the 2000 Sydney Olympics and benefit from sport and concert events in the precinct along with the future public transport links running through the precinct. All four hotels are managed by Accor on long term agreements. (AFR 27.02.19)







**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
- 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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