



**Preston
Rowe
Paterson**

International
Property Consultants
and Valuers



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Transactions in Review

May 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.

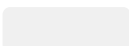
This report summarises major transactions within these markets whilst adding transactional analysis to provide greater market insight.

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



HIGHLIGHTS

Sydney Retail

The Perron Group has acquired a 50% stake in Westfield Burwood for \$575 million at a yield just below 5%.

Brisbane Hotel

The Next Hotel has been snapped up by hotel tycoons Paul and Robert Salter from investment manager company Challenger for \$150 million.

Melbourne Commercial

Dexus has completed the largest capital raising in the property sector since the GFC to purchase a mixed use development located in the eastern core of the Melbourne for \$CBD for \$1.476 billion,



Commercial

2-4 Clarke Street, Crows Nest NSW 2065

- \$11 million
- 1.96% Initial Yield
- \$10,700 per sqm lettable area

Private firm, *Seatech Industrial* has acquired a two storey warehouse conversion in the CBD fringe suburb of Chippendale. At the time of sale the mixed use property was being operated as a commercial space on the ground floor and a New York Style Penthouse on the first floor of the building. The mixed use zoning gives Seatech a wide range of options for the properties future use, whether that be through development, student accommodation or commercial uses. The 259 sqm site is located opposite The University of Sydney, walking distance from Broadway Shopping Centre and in close proximity to trendy bars and restaurants. Chippendale is located 1.5km south of the Sydney CBD.
(AFR 09.05.19)

351 Burwood Highway, Burwood East VIC 2151



- \$45.85 million
- Around 4% Yield
- \$4,288 per sqm lettable area

Melbourne based developer *Xin Gai City* has snapped up a 2.62 hectare commercial site comprising two office buildings totalling 10,692 sqm of net lettable area. The sale comes 16 months after the company acquired the 5.68 hectare adjoining property, for \$91.5 million, which is home to Hewlett-Packard's Melbourne campus. The transaction marks the largest metropolitan office deal of the year in Melbourne. Zoning on the land allows for mixed use development. Burwood East is located 20km east of the CBD.
(AFR 01.05.19)

80 Collins Street, Melbourne VIC 3000



- \$1.476 billion
- 14,057 psm net lettable area

Dexus has completed the largest capital raising in the property sector since the GFC to purchase the 80 Collins Street mixed-use precinct in Melbourne's CBD from Queensland funds giant *QIC*. *Dexus* will acquire 75% interest in the precinct and its *Dexus Wholesale Property Fund* will acquire the remaining 25% interest. In total the precinct will comprise 105,000 sqm of net lettable area spread out over three buildings, including the North Tower, which is an 47 storey A Grade office tower that's currently 95% occupied; South Tower, which is currently under construction and will comprise of a 35 storey premium office building that has 63% in pre-committed leases; and a new 255 room boutique hotel and retail complex. The precinct will become Dexus' flagship site in Melbourne's CBD to rival 1 Farrer Place (Sydney's flagship). The acquisition boosts Dexus's office portfolio weighting to the Melbourne CBD office market from 9% to 17%.
(AFR 03.02.19)

737 Bourke Street, Docklands VIC 3008



- \$192 million
- Circa 5% Yield
- \$10,329 psm lettable area

Charter Hall through the *Charter Hall Direct PFA Fund* has expanded its holdings in the Melbourne CBD with the acquisition of a 10 storey A-Grade office building. The property, which is located opposite Marvel Stadium and neighbours Southern Cross Train Station, sold on a yield just over 5%. The property comprises 18,589 sqm of net lettable area, including ground floor retail plus 226 basement car spaces. At the time of sale the property had 98% occupancy and a WALE of 5.5 years. Docklands is located 2km south of the Melbourne CBD.

201 Charlotte Street, Brisbane QLD 4000

- \$126.7 million
- 5.94% Yield
- \$4,205 per sqm lettable area

Fortius Funds Management and two private funds managed by Blackrock have sold the A-Grade Charlotte's street office tower to Sydney based property development and investment group *Kyko Group*. The property transacted on an initial yield of 5.94%, 87% occupancy and a WALE of five years. Major tenants in the 13,291 sqm office tower include **Anglo American Metallurgical Coal**. The recently refurbished property comprises an F45 gym, childcare facilities, café and a valet car service. The property's proximity to new infrastructure including Cross River Rail, the Waterfront Precinct and Queen's Wharf Integrated Resort and Casino attracted the interest of prospective buyers. The property is located in the 'Golden Triangle' of Brisbane's CBD. (AFR 02.05.19)

30 Makerston Street, Brisbane QLD 4000

- \$103 million
- 7.85% Net Yield
- \$6,726 per sqm lettable area

Sentinel Property Group has bought the Makerston House office tower in the Brisbane CBD's 'north quarter' from ASX listed *Challenger*. The property, which will be held within Sentinels Regional Office Trust comprises of almost 15,000 sqm of lettable area spread over 13 levels of office space. At the time of sale the property was fully leased to tenants including the **Queensland Government** and **Queensland Rail** with a weighted average lease expiry of 4.63 years. The deal follows Brisbane recording the largest drop in office vacancy compared to any other state capital in the six months to February. The property is located in close proximity Cross River Rail Network, which is currently under construction and the Roma Street Train Station. (AFR 31.05.19)

15 Leila Street, Cannington WA 6107

- \$8.31 million
- 6.3% Yield
- \$4,306 per sqm lettable area

An international investor has snapped up a commercial building in Perth's south. The property, leased to medical and educational business produces a net annual income of \$523,270 per annum. The one level freestanding property sits on a 5,000 sqm site and comprises 1,930 sqm of net lettable area. With a new density plan proposed under the Canning City Centre Structure Plan, the site could yield a four to six storey building and a minimum of 50 dwellings. Cannington is located 12 km south of Perth's CBD. (AFR 16.05.19)

10 Moore Street, Civic ACT 2601

- \$35 million
- 6.65% Yield
- \$5,224 psm lettable area

Centuria through its unlisted diversified property fund has acquired a recently refurbished office building in Canberra's city centre. The building known as the 'Optus Centre' comprises 6,700 sqm of net lettable area across six levels. The fund manager beat out several under bidders to acquire the property for \$35 million. Tenants in the building include **ANZ Bank, Salvation Army and Optus** with a weighted average lease expiry of 4.52 years. Vendor, *Quintessential* sold the property on a 6.65% passing yield. Civic is located in what is commonly known as Canberra's central business district. (AFR 29.05.19)

381 Macarthur Avenue, Hamilton QLD 4007



- \$126.7 million
- 5.94% Yield
- \$4,205 per sqm lettable area

Centuria's unlisted *Diversified Property Fund* has acquired a new office building in Brisbane's Northshore Hamilton, making it the funds first direct property acquisition. Alceon and co-developer Graystone sold the A-Grade property on an initial yield of 7%. The property, which is located in the BTS Business Park was constructed in April of last year and comprises 2,847 of office space. Hamilton is located 6km north of Brisbane's CBD. (AFR 02.05.19)

Retail

100 Burwood Road, Burwood NSW 2134

\$575 million (50% Stake)

Below 5% Yield

The *Perron Group*, founded by late Perth billionaire Stan Perron has acquired a 50% stake in **Westfield Burwood** on a yield below 5%. The deal struck with *Scentre Group*, represents a long standing joint venture relationship between the two firms, which extends to joint half stakes in Westfield Woden in Canberra, Westfield West in Melbourne and Westfield Geelong in Victoria. Westfield Burwood is regarded as one of the top performing retail assets in Australia with customer visitation of more than 14 million per annum and total retail sales close to \$500 million. Scentre will initially use the proceeds of the deal to pay off debt and pursue further strategic objectives. Burwood is located 10km west of Sydney's CBD. (AFR 21.05.19)

509-513 Riversdale Road, Camberwell VIC 3124

\$4.65 million

3.7% Yield

\$ 9,064 per sqm lettable area

Three freehold strip retail shops have been acquired by a local investor. The shops are leased to a newsagent, curry house and a retailer producing a net annual income of \$172,913 per annum. The 513 sqm building is situated on a 537 sqm site. Camberwell is located 10 km east of Melbourne's CBD. (AFR 16.05.19)

346 Gympie Road, Kedron QLD 4031



\$34.24 million

Low 5% yield

\$8,368 per sqm lettable area

The *Coles Group* has continued their sell down of retail assets to redirect capital in to further investment into its operating business. The supermarket retailer believes that there is a strong appetite by investors for non-discretionary retail properties. This has led to the sale and leaseback of a 4,092 sqm property comprising a **Coles Supermarket, Liquorland and a Coles Express service station**. Combined, the fully leased centre sold on a yield in the low 5% range and with a weighted average lease expiry of 14.7 years. Coles developed the freestanding supermarket in late 2017. Kedron is located 7km north of the Brisbane CBD. (AFR 23.05.19)

389 Bourke Street, Melbourne VIC 3000

\$243,000 net p.a

5 Years

\$1,429 per sqm lettable area p.a

Taiwanese milk tea retailers *Jenjudan* have opened their flagship store in the Melbourne CBD. The 170 sqm retail property was leased from a private landlord for a period of five years with options. (AFR 21.05.19)

509-513 Riversdale Road, Camberwell VIC 3124

\$4.65 million

3.7% Yield

\$ 9,064 per sqm lettable area

An investor has snapped up a retail property on a 3.14% yield. The heritage building comprises 541 sqm of lettable area and sits on a 790 sqm site. The property is leased to a formal suit hire and tailoring business for a five year term as of 1 May 2019. The property, situated on a corner site, benefits from two street frontages and 10 onsite car spaces. Fitzroy is located 3km north-east of the Melbourne CBD. (AFR 23.05.19)

387 Macquarie Street, Liverpool NSW 2170

\$95,680 gross p.a

7 Years

\$435 per sqm lettable area p.a

A private landlord has secured the tenancy of *Foodworks Supermarket* on the ground floor of a new mixed use development. The retail property, comprising 220 sqm of space located on the ground floor of new a 161 apartment residential tower. Liverpool is located 27km south west of the Sydney CBD. (AFR 28.05.19)

1370 Capstone Boulevard Mango Hill QLD 4509

\$3.92 million

\$327 per sqm site area

A private developer has purchased a 1.2 hectare vacant retail site in Brisbane's north. The site has a permit for a 4,646 sqm shopping centre, although the developer also has plans to build a medical, food and beverage precinct near the supermarket. Mango Hill is located 24 km north of Brisbane's CBD. (AFR 16.05.19)

Industrial

13-21 Mandible Street, Alexandria NSW 2015



- \$1,668,000 p.a
- 5 Years
- \$150 per sqm lettable area p.a

Bader Investments has signed a lease for a 1,112 sqm warehouse in Sydney's inner south. The property is located in close proximity to the Green Square town centre and situated within an industrial estate. Alexandria is located 4km south of Sydney's CBD. (AFR 07.05.19)

271 Edgar Street, Condell Park NSW 2200



- \$600,909 gross p.a
- 10 Years
- \$87 per sqm lettable area p.a

Fine Steel has agreed to lease a 6,907 sqm warehouse/office from a private landlord in Sydney's west. The property, which sits on a 1.1 hectare site, comprises multiple gantry cranes and a large surplus yard area. The site benefits from multiple street access points via Edgar Street and Wilfox Street. Condell Park is located 22km south-west of Sydney's CBD. (AFR 15.05.19)

1 Eucalyptus Place, Eastern Creek NSW 2766

- \$99.6 million
- \$2,846 per sqm lettable area

Swiss Pillar Investments, a subsidiary of *Swiss Re* has acquired a 35,000 sqm distribution facility from embattled furniture retailer *Steinhoff*. The global reinsurance giant bought the property after *Steinhoff* had been engulfed in a massive accounting fraud and was seeking to shore up its balance sheet. At just under \$100 million the deal represents one of the largest individual warehouse sales of the year in New South Wales. Eastern Creek is located 35km west of the Sydney CBD. (AFR 23.05.19)

511 Victoria Street, Wetherill Park, NSW 2164

- \$363,000 p.a
- 5 Years
- \$110 per sqm lettable area p.a

Earthmoving industries supplier *SMP Group* has agreed to lease 3,300 sqm of industrial space in Sydney's west for a term of five years plus options. The warehouse comprises concrete panel walls and metal deck roofing. Wetherill Park is located 34km west of the Sydney CBD. (AFR 07.05.19)

6b/11 Distribution Drive, Erskine Park NSW 2759

- \$643,140 p.a
- \$135 per sqm lettable area p.a

German building materials company *Knauf* has signed on as a tenant in an A-grade warehouse in western Sydney. The 4,764 sqm industrial facility is situated within an industrial park known as 'First Estate'. Erskine Park is located 42km west of the Sydney CBD. (AFR 22.05.19)

244-264 Greens Road, Dandenong South VIC 3175

- \$968,620 net p.a
- 3 Years
- \$95 per sqm lettable area p.a

Jaybro has leased a 3,000 sqm warehouse comprising a large yard, partitioned office space, reception area and three roller doors leading to a 6.5 metre internal clearance. The construction equipment supplier agreed to lease the property for a three year term. Maidstone is located 8km north-west of Melbourne. (AFR 28.05.19)

1-5 Hall Street, Hawthorn East VIC 3123

- \$6.5 million
- 5% Yield
- \$4,000 per sqm lettable area

Cadence Property Group has acquired a 1,625 sqm office/warehouse property on the city fringe. The property, consisting of two adjoining facilities sits on a 1,650 sqm site benefitting from three street frontages. Both facilities are leased to timber exporter **Aushang International** and tech firm **SXiQ** on short term and flexible lease arrangements. This will allow *Cadence* to move in upon expiry to use as their new headquarters. Hawthorn East is located 7km east of Melbourne's CBD. (AFR 30.05.19)

**Lot 1-4/678 Boundary Street,
Truganina VIC 3029**



\$6.2 million

\$238 per sqm site area

Two parcels of industrial land zoned Industrial 1 (IN1Z) has been purchased by *CRC Group*. The two sites combine for a site area totalling 26,000 sqm. The sites will be developed into multiple office/warehouses as part of the Mode Business Park. The property will benefit from three street frontages. Truganina is located 22km west of Melbourne's CBD. (AFR 02.05.19)

**1608 Hume Highway,
Campbellfield VIC 3061**



\$6.5 million

6.3% Yield

\$1,313 per sqm lettable area

A local investor has acquired an industrial facility in outer Melbourne on a 6.3% yield. The 16,550 sqm site comprises an industrial facility totalling 4,949 sqm in total building area. The property transacted with a seven year lease in place with a multinational tenant. Campbellfield is located 16km north of Melbourne's CBD. (AFR 02.05.19)

**24 Logis Boulevard,
Dandenong South VIC 3175**

\$143,010 gross p.a

7 Years

\$90 per sqm lettable area p.a

A private third party logistics group has signed on as the lessee of a 15,889 sqm distribution centre situated within the Logis Estate. The property comprises high clearance warehousing, 688 sqm of office space, 11 on grade roller shutter doors and four recessed loading docks. Dandenong South is located 31km south-east of Melbourne's CBD. (AFR 14.05.19)

**28-30 Marshall Court,
Altona VIC 3018**



\$29.5 million

7.2% Yield

\$1,686 per sqm lettable area

Charter Hall through its *Charter Hall Direct Industrial Fund 4* has acquired a large industrial warehouse leased to retailer **Ray's Outdoors**. At the time of sale, the property had five years remaining in an initial 15 year term, expiring in October 2024, with a further five year option available. The 17,500 sqm logistics facility sits on a 4.18 hectare site and benefits from its exposure to the Princess Freeway. The high clearance warehouse became the eighth acquisition of the Charter Hall DIF4 fund now totalling \$387 million in value and delivering a distribution yield of 6%. Altona is located 13km south-west of the Melbourne CBD. (AFR 22.05.19)

**147-153 Canterbury Road,
Kilsyth VIC 3137**



\$9.5 million

\$800 per sqm lettable area

An 11,882 sqm warehouse and manufacturing facility has been acquired by *APN Industrial REIT*. The industrial property sits on a 2.3 hectare block and comprises 100 sqm of office space, 10,882 sqm of warehouse area and 1,971 sqm of canopy. Door manufacturer **B&D Australia** has leased the property for the past 45 years with the current lease expiring at the end of 2021. The factory warehouse component consists of four bays featuring at least two gantry cranes per bay, ranging in tonnage from 5-10 tonnes per crane. Kilsyth is located 36km east of Melbourne's CBD. (AFR 30.05.19)

**34-38 Bakehouse Road,
Kensington VIC 3031**

\$342,000 net p.a

5 Years

\$130 per sqm lettable area p.a

Logistics Freight Solutions has signed a lease for one of the largest cold storage facilities in inner Melbourne. The property comprises 2,633 sqm of office and warehouse space along with cool room and freezer storage. Kensington is located 4km east of the Melbourne CBD. (AFR 14.05.19)



425-479 Freeman Road, Richlands QLD 4077



\$26.5 million

\$1,313 per sqm lettable area

Dexus, through the *Dexus Australian Logistics Trust (DALT)*, has settled on a 9.5 hectare industrial infill development site in Richlands industrial precinct. The property comprises five adjoining, separately titled lots, with areas ranging from 8,800 sqm to 54,000 sqm. Situated on a corner allotment the property benefits from access to the Ipswich Motorway. The fund is planning to construct a 55,000 sqm industrial facility, with a flexible design to suit varying tenancy sizes. Richlands is located 16km south-west of the Brisbane CBD. (AFR 30.05.19)

40 Aquarium Avenue, Hemmant QLD 4174

\$360,000 gross p.a

5 Years

\$163 per sqm lettable area p.a

TNS Logistics has leased a 2,207 sqm warehouse sitting on a 1 hectare site for a five year term. The property comprises an all-weather awning and a weighbridge. Hemmant is located approximately 11km east of the Brisbane CBD. (AFR 21.05.19)

1-15 Beal Street, Meadowbrook QLD 4131

\$5.42 million

\$1,413 per sqm lettable area

A 3,386 sqm tilt panel warehouse has been purchased by a Brisbane based engineering and manufacturing business. The purchaser intends to install a crane and retro fit the 6,743 sqm site to suit their expansion plans. Meadowbrook is located 27km south of Brisbane's CBD. (AFR 30.05.19)

17-21 Ashby Close, Forresterfield WA 6058

\$9 million

\$290 per sqm site area

Bruce Rock Engineering has bought a 3.1 hectare industrial site in one of Perth's major industrial areas. The firm will use the site to place its new workshop and transport yard on the property. The property benefits from its proximity to Roe Highway. Forresterfield is located 15 km south-east of Perth's CBD. (AFR 16.05.19)



Residential

42 Washington Street, Torak VIC 3142



\$7.2 million

\$22,500 per internal area

A penthouse in the prestigious suburb of Torak in Melbourne's inner east has sold off the plan for \$7.2 million. The penthouse lies within a five unit development and comprises three bedrooms plus study, a four car garage and a private lift. Torak is located 5km south east of Melbourne's south-east. (AFR 14.05.19)

Rural

Canowindra Aggregation, Cargo Road, Canowindra NSW 2804



Just over \$21 million

Approx. \$5,050 per hectare

Billionaire hedge fund manager Michael Hintze has bought The Canowindra aggregation in Central West New South Wales through his company *MH Premium Farms*. Vendor, Macquarie's *Vidris Ag* put the properties up for sale following a strategic review of its portfolio. The aggregation comprises the 3,651 hectare Canomodine on the Belubula River and 536 hectare Elenora. The deal included livestock and a 1,296 megalitre water entitlement from bores and rivers. MH Premium farms will now own and operate a total of 42 properties and 77,000 hectares of farming land across NSW, Victoria and Queensland. The Canowindra acquisitions will be specifically used for prime lamb breeding. Canowindra is located 59km south-west of Orange. (AFR 06.05.19)

Residential Development

242 Fern Street, Gerrigong NSW 2534



\$11.3 million

\$279,357 per hectare site area

A 40.45 hectare landholding looking over the Pacific Ocean on New South Wales south coast has sold to an eastern suburbs investor. Vendor and Ingham chicken heir *Robby Ingram*, sold the property after seven years of ownership. The property sold with development approval for a state of the art house. Gerrigong is located 130km south of the Sydney CBD. (AFR 30.05.19)

26-44 Good St & 59-61 Cowper St, Granville NS 2142

\$36 million

\$6,990 per sqm site area

Chinese backed Sydney developer *Starryland* has returned to the apartment market with the acquisition of a development site in Sydney's west. The company bought the 5,150 sqm site with a finished planning proposal for the project. The development will comprise 374 one, two and three bedroom units. The developer believes the Sydney residential market to be near the bottom and is planning to launch the project in late 2020. Private owners sold the property in an off market transition. Granville is located 22km west of Sydney's CBD. (AFR 13.05.19)

Lot 9 Bokarina Boulevard, Bokarina Beach QLD 4575

\$8.3 million

\$2,087 per sqm site area

Queensland builder and developer *RGD Group* has purchased a beachfront development site on the Sunshine Coast from *Stockland*. RGD bought the 3,977 sqm development site with council approval for 63 apartments and circa 500 sqm of retail space. The total building costs for the mixed use project are estimated to be around \$70 million range. The sale is part of *Stockland's* strategy to invite external investors into its 'Oceanside' master planned community. On completion the community will comprise a mixture of residential, retail and retirement developments. The property is located 92km north of the Brisbane CBD and 12km south of Maroochydhore. (AFR 09.05.19)

Hotels & Leisure

75 The Corso, Manly NSW 2095



\$65 million

\$32,500 per sqm site area

Pub industry veterans *John Singleton, Authur Laundry, Robert Whyte* and investment banker *Mark Carnegie* have sold the **Hotel Steyne** on Manly's beachfront to *Iris Capital*. Since the syndicate of investors took ownership in 2010 for \$27 million, millions of additional dollars have been poured into refurbishing the three level hotel, which sits on a 2,000 sqm site. The refurbishment included adding upmarket venues within the premises such as The Glasshouse with its Gin and Tonic bar. The acquisition for Iris Capital vaults them as a genuine hospitality leader in the market. Manly is located 17km north-east of Sydney's CBD. (AFR 07.05.19)

72 Queen Street, Brisbane QLD 4000

\$150 million

\$493,421 per room

The Next Hotel has been snapped up by hotel tycoons *Paul and Robert Salter* from investment manager company *Challenger*. The luxury hotel is managed by Singapore's Next Story Group. The hotel originally opened in 2014 following a \$50 million refurbishment of the former Chifley and Lennons Hotel. The hotel comprises 304 hotel rooms and two floors of retail along the Queen Street Mall precinct in Brisbane's CBD. (AFR 22.05.19)

71 Racecourse Road, Pakenham VIC 3810

\$16 million

7.5% Yield

\$152,380 per gaming machine

Brisbane based fund manager *Stronghold* has acquired the **Cardina Club** from the *Pakenham Racing Club*. The gaming and hospitality venue comprises 1055 gaming machines, a bistro, sports bar and multiple function rooms. The property sold with a 14 year lease in place. The property is located on the site of the former Pakenham Racing Club, which has subsequently moved location further east to Tynong. Pakenham is located 56km south-east of Melbourne's CBD. (AFR 22.05.19)

Specialised Properties

1 Alfred Road, Werribee VIC 3030

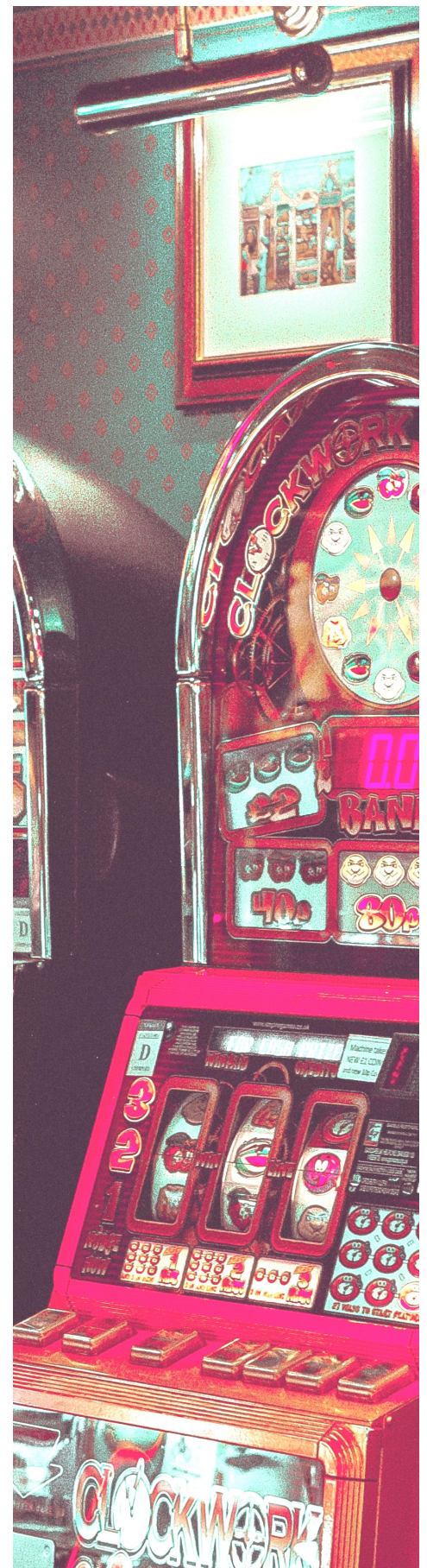
Childcare Centre

\$4.7 million

7.46% Yield

\$1,981 psm site area

A local investor has snapped up a 7-Eleven service station in Melbourne's south-west. The service station sits on a 2,978 sqm site and sold with a 15 year lease. Located within five major housing estates the service station will benefit from exposure to increasing local population. Werribee is located 32km south-west of Melbourne's CBD. (AFR 02.05.19)





**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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