



**Preston**  
*Rowe*  
**Paterson**

®  
International Property Consultants

# TRANSACTIONS IN REVIEW

## 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.

**JUNE 2018**

## Inside this Issue

### Sales and Leases

- Commercial Page 2
- Industrial Page 3
- Retail Page 4
- Residential Development Page 6
- Residential Page 6
- Rural Page 7
- Specialised Properties Page 7
- Hotel and Leisure Page 7

**Property Funds & Capital Raisings** Page 7

**About Preston Rowe Paterson** Page 8

**Contact Us** Page 9



Phone: +61 2 9292 7400

Fax: +61 2 9292 7404

Address: Level 14, 347 Kent Street Sydney NSW 2000

Email: [research@prpsydnev.com.au](mailto:research@prpsydnev.com.au)

Follow us: Visit [www.prp.com.au](http://www.prp.com.au)

© Copyright Preston Rowe Paterson Australasia Pty Limited



## Commercial

### 195 Lambton Quay, Wellington, NZ 6011

*Credit Suisse* has invested **\$AU94.5 million** into the **HSBC Tower**, a rare A-Grade building in a prime shopping district of Wellington. *Mark Dunajtschik*, a well-known local philanthropist, sold the 15,332 sqm, 26-level property on a **rate of \$6,163 psm lettable area**. *Credit Suisse* acquired the c.2002 property on behalf of its investors, citing their clients' growing appetite for NZ commercial property. The building features office and retail space as well as a penthouse apartment.  
(AFR 04.06.18)

### 7 City View Road, Pennant Hills, NSW 2120

A vacant office block in Sydney's north west has sold for **\$32 million** to fund manager *EG*. The building has huge value-add potential considering the vacant leasing profile, refurbishment opportunity and nearby NorthConnex, project which is nearing completion. The property features 7,124 sqm floor area, views over the Sydney basin and is located 400m from Pennant Hills station. The sale shows a **rate of \$4,492 psm**. Pennant Hills is positioned 23.1 km north west of Sydney's CBD.  
(AFR 07.06.18)

### 202 Pier Street, Perth, WA 6000

*Elanor Investors Group* has given **\$125.25 million** to *Charter Hall* for a 2013-built, A-grade office building in the north-eastern corner of the CBD. The 15,602 sqm building is leased entirely to **CBP Contractors**, a subsidiary of listed group *CIMIC*, on a WALE of 7.4 years. It features large, modern floor plates, ground floor retail and new end-of-trip facilities. Recent purchases in the Western Australian capital, such as the Holiday Inn City Centre Hotel, purchased by Singaporean group *Legend Land Perth* at \$346,000 per room, are a sign that a growing number of institutional investors are seeing sustainable, organic price growth in the recovering economy. This sale generates a **rate of \$8,028 psm lettable area**.  
(AU 14.06.18)

### 130 Hay Street, Subiaco, WA 6008

A B-grade office building in the western fringe of Perth's CBD has sold for **\$5.375 million**. Melbourne based *Hay Street Subiaco Pty Ltd* secured the asset on a **yield quoted at 7.13%**, despite selling with 47% vacancy and a WALE of one year. The building measures 1,458 sqm of floor area and contains 72 secure car spaces. The sale gives a **rate of \$3,687 psm lettable area**. Subiaco lies 4 km west of Perth's CBD.  
(AFR 21.06.18)

### 73 York Street, Sydney, NSW 2000

In an off-market deal, a Hong Kong investor has picked up 73 York Street for **\$22.5 million**. The property, situated on a 341 sqm site, offers "creative heritage accommodation" that is travelling particularly well in Sydney CBD's western corridor due to high volumes of Asian tourism and growing investment into the sector. The building with 1,553 sqm of lettable area sold for **\$14,488 psm**.  
(AFR 07.06.18)

### 21 Harris Street, Pyrmont, NSW 2009

French multinational communications and advertisement firm, *Publicis Group*, has locked down 10,100 sqm of office space in the western fringe of the CBD for the next **10 years**. Upon completion of the 19,500 sqm property in late 2019, *Publicis* will pay a **net annual rent of \$770 psm lettable area**. The development will feature expansive,



efficient floor plates over eight stories, a childcare centre, bars, restaurants, a gym and end of trip facilities. The move will allow the French company to consolidate multiple spread out tenancies into one modernised, creative work hub. Developers *Milligan Group* will receive a total **net annual income of \$7,777,000**. Pyrmont is located 2 km west of Sydney's CBD.  
(AFR 21.06.18)

### 600 Church Street, Cremorne, VIC 3121

An eight level office tower due for completion in 2019 has sold off-the-plan for **\$50 million**, without having a single pre-commitment in place. The sale is an indication of resounding investor confidence currently inhabiting Melbourne's inner south-east office market. Vacancy rates have plummeted to record lows on the back of surging rental demand from creative industries, tech start-ups and co-working providers. Investment firm *Bayley Stuart* were the buyers of the 5,800 sqm building, which was advertised to have an estimated fully-leased annual income capability of \$3.47 million, which generates a **fully let yield of 6.94%**. The price shows a **rate of \$8,621 psm lettable area**. Cremorne is positioned 3.4 km south east of Melbourne's CBD.  
(AFR 19.06.18)



#### 147 Pirie Street, Adelaide, SA 5000

*Woomera Mining* will take up occupancy in the **Aurora Building** for the next **15 months**, in a deal agreed at a **gross annual rent of \$336 psm lettable area**. The A-grade building is centrally located in Adelaide's CBD, where the commercial market is enjoying a period of sustained growth in both mining and non-mining employment as well as increased offshore investment. The 1,078 sqm premises will generate **\$362,208 gross per annum** for the landlord.  
(AFR 26.06.18)

#### 160 Harbour Esplanade, Docklands, VIC 3008

The headquarters of **Seven Network**, on the waterfront of the bustling Docklands precinct, has been purchased by *Development Victoria* for about **\$100 million**. The government body recently announced a \$225 million funding agreement with the AFL to redevelop Docklands Stadium and this purchase plays a strategic role in that financing that deal. The property offers 8,237 sqm of floor area fully leased to **Seven Network** on a WALE of approximately seven years. This generates almost \$5.3 million per year in income, giving this sale a **yield of around 5.3%**. The Docklands office market boasts a vacancy rate of 1.2%, representing the lowest of any precinct in Melbourne's CBD. The sale gives a **rate of \$12,140 psm lettable area**. Docklands lies 2 km west of Melbourne's CBD.  
(AFR 26.06.18)

#### 117 Clarence Street, Sydney, NSW 2000

The joint-venture of *Roxy Pacific* and Singaporean investors *Tongeng* have penned a deal with *Investa Commercial Property Fund (ICPF)* to offload their B-grade CBD building for a sum of **\$153 million**. The JV paid a mere \$81 million for the property in 2015, giving them an annualised return of nearly 30% in capital growth alone. The fully leased property has a strong line-up of tenants including **Government Property NSW, The Board of Studies and The Smith Family**. The deal was struck on a **yield of 5.4%** and brings the value of ICPFs portfolio to \$5.3 billion. The sale was concluded at a **rate of \$12,240 per metre of lettable area**.  
(AFR 28.06.18)

#### 154 Pacific Highway, St Leonards, NSW 2065

*Security Capital Australia*, a West Australian based group, has sold out of its Lower North Shore office building for **\$60 million**. The property contains 6,427 sqm of fully leased NLA, however it was the underlying 3,080 sqm land parcel on a prominent corner block within a "high-density mixed-use corridor" that pushed the sale price even further north. The building sold on a **passing yield of 5.86%**, however it is understood that the asset is significantly under-rented, meaning the new private owner can expect a significant uplift in yield upon lease reversions. The building sold at a rate of **\$9,336 psm lettable area**. St Leonards is located 6.6 km north of Sydney's CBD.  
(AFR 29.06.18)

## Industrial

#### 356 Chisholm Road, Auburn, NSW 2144

A 2,744 sqm office/warehouse building, resting on a 3,763 sqm lot, has sold off-market for **\$7.5 million**. A private investor picked up the building which is leased for the next five years to **Emerson Climate Technologies** on a **5% yield**, a historically sharp figure that highlights the demand for industrial land with quality leasing profiles in Sydney's metropolitan areas. The sale shows a **rate of \$2,733 psm lettable area**. Auburn is located 18.8 km west of Sydney's CBD.  
(AFR 21.06.18)

#### 93-103 Pacific Drive, Keysborough, VIC 3173

*HIS Global Alliance* have found a prime grade warehouse and office facility in an industrial estate, securing the property for **five years** on a **net annual rental of \$90 psm lettable area**. The property has 500 sqm of office space and 8,245 sqm of high clearance warehouse space serviced by wrap-around driveways, rear hardstand, recessed loading docks and multiple on-grade roller shutters. The facility was developed by *Fraser's Property* as part of 'The Key' estate. Total **annual net rent equates to \$787,050 per annum**. Keysborough lies 26.2 km south-east of Melbourne's CBD.  
(AFR 05.06.18)

#### 1-5 Nelcebee Street, Osborne, SA 5024

One of the last remaining vacant land parcels in the **Techport Australia** maritime production facility has been sold for **\$1.2 million**. The property is in a port-side industrial precinct, which is home to the country's expanding maritime industry and the production line of Australia's new submarine fleet. The 1.67 hectare lot sold with a **rate of \$72 psm site area**. Osborne lies 23 km north of Adelaide's CBD.  
(AFR 07.06.18)

#### 7-9 Yato Road, Prestons, NSW 2170

A brand new warehouse and office facility has been secured by *Hume Plasterboard* for the next **five years** at a **net rate of \$129 psm lettable area per annum**. The concrete tilt-up building,



measuring 2,965 sqm of lettable area, has three container height roller doors, concrete hardstand at the front, and modern office space. It is well positioned to the M7 and M5 Motorways. Total rental payments to landlords *C&A Taccone* are **\$382,485 per annum net**. Prestons is located 34.6 km south west of Sydney's CBD.  
(AFR 12.06.18)



### 3B/6 Boundary Road, Northmead, NSW 2152

An industrial unit in the north west with high internal clearance, a container height roller shutter door, parking and an elevated office has been let for **\$138,500 net per annum**. The deal was secured by auto parts provider *Tyrant 4x4* in a **five year** deal plus options for renewal. The price paid for the 1,048 sqm property reflects a **rate of \$132 psm lettable area per annum**. Northmead is located 26.3 km north west of Sydney's CBD.  
(AFR 19.06.18)

### Unit 4, 28 Barcoo Street, Chatswood 2067

*Studioworks Australia* has agreed to lease a 277 sqm strata warehouse. The lighting company signed a "long term" lease on a **net annual rent of \$263 per metre**, equating to **\$72,851 per annum net**. The premises includes a roller shutter door. Chatswood is located 12.2 km north of Sydney CBD.  
(AFR 19.06.18)

### 24 Stanley Drive, Somerton, VIC 3062

*Centuria Industrial REIT* has struck a deal with caravan manufacturer *Regent RV* for the latter to occupy 14,251 sqm of warehouse and office space in Melbourne's northern suburbs. The **five year** deal was concluded at a **net amount of \$1.14 million per annum**. It will see *Regent RV* occupy 60% of the building's total area. Comments from the leasing agent at CBRE revealed the landlord experienced no down-time in bringing in a new tenant, a sign of the strength in North Melbourne's industrial marketplace, where vacancies are down to 1%. The lease generates a **net rate of \$80 psm lettable area per annum**.  
(AFR 19.06.18)

### 286 Horsley Road, Milperra, NSW 2214



*Lennox Industrial* has traded in a large industrial site near the M5 motorway for **\$52 million**, to *Leda Group*, an investment group led by billionaire *Bob Ell*. The 7.71 hectare site comprises three large

warehouses of a combined 38,613 sqm. Growth in e-commerce is pushing vacancies to new lows in areas such as South Sydney and this demand has pushed through to the M5 corridor. *Leda* intends to develop an industrial strata unit complex to maximise on this trend. The two year lease remaining to long-term tenants *Heatcraft* gives this property a **4.04% yield**; however this is more reflective of the property's development potential. The sale generates a **rate of \$1,347 psm lettable area**. Milperra is located 23.9 km south-west of Sydney's CBD.  
(AFR 26.06.18)

## Retail

### 600 Main Street, Mordialloc, VIC 3195

*Woolworths* has made a surprise move to acquire **Mordialloc Plaza**, a shopping centre anchored by one of its own supermarkets, in addition to 11 specialty tenancies. Singaporean investors, *the Chen Family*, agreed on a price of **\$41 million** with the grocery company, at a **yield of just 4.4%**. The move goes against the grain of *Woolworths'* typical strategy of selling tenanted assets to feed money into its core business. The centre rests on a 6,874 sqm site with 4,526 sqm of floor area and 120 on-grade parking spaces, whilst there is potential for a future development. The sale gives a **rate of \$9,058 psm lettable area**. Mordialloc lies 24 km south east of Melbourne's CBD.  
(AFR 01.06.18)

### 75-89 King Street, Warrawong, NSW 2502

Multi-millionaire *Andrew Muir* and his family have sold a **Good Guys** shop for **\$7.15 million** as part of a wider portfolio sell off. The family sold the Good Guys business to JB Hi-Fi in 2016 and are now selling the freehold real estate behind 15 stores to maximise on favourable retail property conditions. The property sold on a **7.5% yield** to a private Sydney Investor. It has a sizeable land holding of 5,284 sqm, accommodating 2,640 sqm of bulky goods retailing. The price generates a **rate of \$2,708 psm lettable area**. Warrawong is 10km south of Wollongong and 91 km south of Sydney's CBD.  
(AFR 05.06.18)

### 10 Howey Place, Melbourne, VIC 3000

A 22 sqm retail unit has been secured for **five years** with options for **\$2,300 psm per annum**. The unit is located in an enviable position, set in an arcade walkway between the popular Collins and Little Collins Streets. *Princes Pies*, an ethical food retailer, secured the miniature shop and plan to rotate a number of locally renowned chefs through monthly. The total annual rent equates to **\$50,600 per annum**.  
(AFR 05.06.18)



### 43 Goulburn Street, Haymarket, NSW 2000

*Song Tea* has beaten a rush of suiters to a rare 10 sqm 'hole-in-the-wall' shop front. The retailer will pay **\$90,000 gross per annum**, equating to **\$9,000 psm lettable area**, for the next **five years**. The shop is superbly positioned, opposite World Square, near the corner of Goulburn and George Streets, in the mid-town precinct of Sydney CBD.  
(AFR 26.05.18)



#### 671-677 Point Nepean Road, McCrae, VIC 3938

A group of three popular café/restaurants have been sold as a tenanted investment to a local investor. The properties fetched **\$6.02 million** for vendors the *Alesci Family*. Each tenant signed a new five year lease prior to the sale, returning an **initial 3.6% annual yield**. The property sits in an iconic position on the Mornington Peninsula, directly opposite McCrae Beach, whilst there are 28 car spaces on title; a major boost to the property considering the popularity of the area. The price equates to a **rate of \$6,508 psm** for the 925 sqm of floor area across the shops. McCrae is located 73 km south-east of Melbourne's CBD.  
(AFR 05.06.18)

#### 241 Main Street, Mornington, VIC 3931

Sales activity on Victoria's Mornington Peninsula is showing definite signs of a market upturn, following the sale of the **Mornington Village Shopping Centre** to a syndicate of Chinese investors for **nearly \$40 million**, reflecting a sharp **5.26% net yield**. Underwriting the value of this asset are leases to **Woolworths, Aldi, The Reject Shop, Telstra** and **BWS** plus 12 further specialty tenants as well as future expansion prospects driven by population/catchment growth. The sale shows a **rate of \$5,023 psm lettable area**. Mornington is positioned 53.6 km south east of Melbourne's CBD.  
(AFR 07.06.18)

#### 621-659 Bellarine Highway, Leopold, VIC 3224



*Vicinity Enhanced Retail Fund* has made way with their **Gateway Plaza shopping centre**, selling the asset to *Charter Hall Retail REIT* for **\$117 million**. The sub-regional centre occupies an 8.59 hectare site in a semi-rural area of the Bellarine Peninsula and features a handful of prime anchor tenants such as a full-line **Bunnings, Coles, Aldi** and **Kmart**. Fully leased, the asset will generate approximately \$7.65 million net per annum, giving this sale a **fully let yield of 6.5%**. The population of the catchment area is expected to more than double to reach 165,000 people by 2026. The centre sold on a **rate of \$3,491 psm lettable area**. Leopold is located 7 km east of Geelong, and 86 km south west of Melbourne's CBD.  
(AFR 06.06.18)

#### 4 The Esplanade, Surfers Paradise, QLD 4217



Fresh from the purchase of an A-grade Sydney office tower for \$265 million, Macau casino figure *Loi Keong Kuong* has splashed **\$90 million** for the **Soul Boardwalk**, on the beachfront of Surfers Paradise. The shopping centre contains 7,012 of strata retail over three levels, returning a fully leased net income of \$7.1 million – giving this sale a **7.89% yield**. It contains national tenants such as **Roxy, Quicksilver, Hurricane's Grill** and **Ripley's Believe It or Not**. Macau-based investors are increasingly looking at Australian property to realise earnings growth. Gaming tourism to the 30.5 sq km country has taken a hit since the Chinese Government's crackdown on corruption and excessive gambling. Income producing development sites are the preferred targets for these investors. The sale returns a **rate of \$12,835 psm lettable area**.  
(AFR 21.06.18)

#### 207 Kent Street, Sydney, NSW 2000

A ground floor retail unit positioned just east of the Barangaroo precinct has been leased to café operator *Stazi Food Group* for the next **10 years**. The deal with *Cromwell Property Group* was done at a **gross rate of \$1,000 psm lettable area per annum**, equating to **\$200,000 a year** for the 200 sqm shop. It comes with an on-premises liquor licence and is positioned at the base of a 28-level office tower. The two parties agreed on a 10% incentive and fixed annual rental increases of 4%.  
(AFR 12.04.18)

#### 33 Allara Street, Canberra, ACT 2600

Forced into a move from City Walk due to redevelopment of the surrounding area, *Sam Catanzariti Menswear* has taken up a new residency in eastern side of the Canberra's CBD. The long-standing business will pay about **\$600 psm gross per annum** for the 162 sqm shop in a five-year deal with options, equating to an **income of \$97,200 gross per annum** for landlord *Molonglo Group*.  
(AFR 19.056.18)



## Residential Development

### 39 Willowbank Road, Gisborne, VIC 3437

Growing demand for housing in regional Victoria has spurred *ID Land* to pick up a 75.67 hectare site in the Macedon Ranges for **\$61.1 million**. The site is on the Calder Freeway, which links Bendigo to the Victorian Capital. It will accommodate 250 houses, a primary school and open space. The developer referenced a resilient Melbourne housing market and net immigration gains as positive indications that demand for housing in these regions will remain upbeat. The sale was done at a **rate of \$244,400 per home site**. Gisborne lies 59.1 km north west of Melbourne's CBD. (AFR 04.06.18)

### 55 Claremont Street, South Yarra, VIC 3141

Melbourne developer *Michael Yates* has sold his approved development site for **\$8.6 million** prior to a third scheduled auction of the site, having postponed two earlier attempts to sell. The sale reflects a high level of confidence in the Forrest Hill precinct when considering the prior sale attempts. The undisclosed buyer intends to develop the 431 sqm site as a boutique build-to-rent development, featuring 37 apartments over 15 stories. The purchase was done on a **land rate of \$19,954 psm**, and a **per apartment site rate of \$232,432**. South Yarra lies 4.7 km south east of Melbourne's CBD. (AFR 21.06.18)

### 2178-2190 Moggill Road, Kenmore, QLD 4069

Three rural sites on the suburban fringe of Brisbane have sold in one line to ASX-listed *Sunland Group* for **\$13.1 million**. The 3.26 hectare property sold with approval for 96 four bedroom townhouses, giving a **per townhouse site rate of \$136,458**. The sites sit amongst both low-density residential and rural uses in a key growth region for the Brisbane region. The sale generated a **land rate of \$402 psm site area**. Kenmore is located 10 km west of Brisbane's CBD. (AFR 02.07.18)

### 51 Terry Road, Rouse Hill, NSW 2155

Developer *Poly Australia* will forego an existing DA for apartments to instead build townhouses on a 3.68 hectare site recently purchased from *Ingenia Communities* for **\$22.9 million**. *Poly* takes the view that there is room in the market for a product in between apartments and the traditional family home in the booming north west region. They will offer 138 three to four bedroom townhouses and include community facilities such as a pool, gym, function centre and shared barbeque areas. The sale reveals a **per townhouse site rate of \$168,942** and a **land area rate of \$622 psm**. The site sits less than 1 km from the future Tallawong Metro station, whilst Rouse Hill is positioned 41.2 km north west of Sydney's CBD. (AFR 28.06.18)

### 248-264 Woodville Road, Merrylands, NSW 2160

Demand for outer-western Sydney apartments will be put to the test in coming months as *Elanor Investors Group* sell off a development site, with approval for 540 apartments and retail and commercial



space, for a hefty sum of **\$36 million**, double the book value *Elanor* had assigned to the property. An unnamed purchaser acquired the 2.4 hectare site, south of Parramatta, and will be competing with *Dyldam's* newly announced 1,200 apartment development, located near Merrylands station. The purchase was done at a **rate of \$66,667 per apartment site** and on a **rate of \$1,385 psm land area**. Merrylands is positioned 23.2 km west of Sydney's CBD. (AFR 07.06.18)

## Residential

### 9-19 Austin Street, Adelaide, SA 5000

Adelaide has just had its record apartment price topped, with the sale of a five bedroom penthouse for **\$5.2 million**. Initially marketed last year at \$5.5 million, the developer *Eclipse Capital* accepted the deal from a local family in an off-the-plan deal. It has 455 sqm of internal and 150 sqm of external area and is Adelaide's highest elevated apartment. The Adelaide apartment market is performing well against slumping prices of apartments in the eastern states, whilst a number of commercial sales and approvals indicate a higher level of confidence about the city's genuine long-term economic prospects. The sale reflects a **rate of \$11,429 psm internal area**. (AFR 19.06.18)

### 6-8A High Street, Millers Point, NSW 2000

*Property NSW* has sold one of its last remaining apartment buildings opposite Barangaroo Reserve for **\$5.56 million**. The building contains four two-bedroom apartments that range from 102 to 109 sqm in area. The apartments require major restoration work, however all works conducted will have to be sympathetic to the building's current design due to heritage listing. The position offers views over the harbour towards Balmain and Pyrmont which are uninterrupted and unable to be built out. The block was sold to a private investor at a **rate of approximately \$13,175 psm lettable area**. (AFR 29.06.18)



## Rural

### 3872 Gatton Esk Road, Esk, QLD 4312

One of Brisbane Valley's largest cattle grazing properties has sold under the hammer for **\$10 million** to *The Richards*, the family behind major waste management business JJ Richards & Sons. The property contains 27 dams spread over the 2,340 hectares of land that is used primarily for cattle grazing, whilst there remains 800 hectares of cultivation land ideal for either fodder crops or expansion of grazing capabilities. The sale shows a **rate of \$4,274 per square hectare**. Esk is located approximately 60 km west of Brisbane's CBD.

(AFR 25.06.18)

## Specialised Properties

### 13-23 Gibbons Street, Redfern, NSW 2016



Singaporean developer, *Wee Hur*, has secured a site for its first Sydney-based student housing project in a **\$52 million** deal. The site currently contains a 32-apartment strata complex,

of which all owners agreed to sell. The 1,365 sqm corner site is well located to a number of educational facilities such as Sydney University, University of Technology and University of Notre Dame. It has an FSR of 7:1 and a maximum height restriction of 18-levels, allowing *Wee Hur* to press on with a 515-bed development. The sale reflects a **rate of \$100,971 per proposed unit**, or a **land rate of \$38,095 psm**. Redfern is located 2.9 km south west of Sydney's CBD.

(AFR 06.06.18)

### 359-351 Chesterville Road, Bentleigh East, VIC

A childcare centre in Melbourne's east has been picked up by an overseas investor for a total of **\$5.6 million**, reflecting a **5.85% yield**. The property is secured by a new **20-year** lease to major national operator **Think Child Care**, with two 10 year options. The centre currently holds 82 places with approval to expand to 110. It sits on a corner lot of 1,184 sqm, located next to a high school. The sale reflects a **rate of \$68,293 per child placement**. Bentleigh East is located 16 km south east of Melbourne's CBD.

### 1036 Glen Huntly Road, Caulfield South, VIC 3162

A site approved for a 128-placement childcare centre has sold for **\$4.275 million**. In an off-market deal, *Stellar Development Group* acquired the 1,329 sqm site on a **per placement site rate of \$33,398**, whilst the size of the land generates a **rate of \$3,217 psm site area**. Caulfield South is located approximately 13 km south of Melbourne's CBD.

(AFR 21.06.18)

## Hotels and Leisure

### 1 Notts Avenue, Bondi Beach, NSW 2026

Advertising magnate *John Singleton* has sold the leasehold behind the iconic **Icebergs Dining Room and Bar** for **\$15 million** to *O'Brien Group Australia*. The ground lease on the property runs until 2042, whilst restaurateur **Maurice Terzini** holds a sub-lease on the property

to operate the restaurant until 2036 with options. The 645 sqm property occupies a clifftop position at the southern end of Bondi Beach, offering unrivaled



beach and ocean views. *The O'Brien Group* is known for operating stadiums AAMI Park in Melbourne, the Gabba in Brisbane and Eden Park in Auckland. The leasehold sale reveals a **rate of \$23,255 psm lettable area**.

(AU 08.06.18)

### 19A Morehead Street, Lambton, NSW 2299

A suburban corner pub in Newcastle's western suburbs has been picked up by *Riversdale Group* for **\$5.9 million**. The **Lambton Park Hotel** comes with 15 EGMs, eight unused hotel rooms and outdoor dining for 36 patrons. *Riversdale Group* offer hospitality and music focussed venues in Sydney and Brisbane. A consortium of investors offloaded the 1,039 sqm site, fetching a price equivalent to **\$5,679 psm site area**. Lambton is located 8 km west of Newcastle's CBD.

(AFR 21.06.18)

## Property Funds and Capital Raisings

### QIC pays \$1bn for half-stakes in two Pacific malls

Global fund manager *QIC* has taken a near **\$1bn position** in prime retail assets by acquiring half stakes in two of *Pacific Corporation's* shopping centre assets in Melbourne's suburbs. Interests in **Pacific Werribee** and **Pacific Epping** were reported to have been dealt on a **yield below 4.5%**, reflecting investor confidence in prime retail shopping centres. The deal was done off-market and has been settled on title of the properties. Flagship shopping centres are being hotly contested amongst institutional investors looking to safeguard their retail returns through a wider, more dynamic leasing capability. Pacific Werribee and Pacific Epping are ranked 27<sup>th</sup> and 52<sup>nd</sup> respectively amongst the list of Australia's largest shopping centres.

(AU 07.06.18)



## Our Research

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

## We have property covered

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

## We have all real estate types covered

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

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

## We have all types of plant & machinery covered

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

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

## We have all client profiles covered

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

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

## We have all locations covered

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

## We have your needs covered

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

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



## Head Office (Sydney)

Level 14, 347 Kent Street  
Sydney NSW 2000  
PO BOX 4120, Sydney NSW 2001  
P: 02 9292 7400  
F: 02 9292 7404  
E: research@prpsydnev.com.au

## National Directors

**Gregory Preston**  
M: 0408 622 400  
E: greg.preston@prpsydnev.com.au

**Gregory Rowe**  
M: 0411 191 179  
E: greg.rowe@prpsydnev.com.au

**Neal Ellis**  
M: 0417 053 116  
E: neal.ellis@prp.com.au

**Damian Kininmonth**  
M: 0417 059 836  
E: damian.kininmonth@prp.com.au

**Greg Sugars**  
M: 0435 911 465  
E: greg.sugars@prp.com.au

[www.prp.com.au](http://www.prp.com.au)



## Capital City Offices

**Adelaide**  
**Rob Simmons**  
M: 0418 857 555  
E: adelaide@prp.com.au

**Brisbane**  
**Troy Chaplin**  
M: 0419 029 045  
E: troy.chaplin@prpqueensland.com.au

**Hobart**  
**Damien Taplin**  
M: 0418 513 003  
E: damien.taplin@prp.com.au  
**Shelley Taplin**  
M: 0413 309 895  
E: shelley.taplin@prp.com.au

**Melbourne**  
**Neal Ellis**  
M: 0417 053 116  
E: neal.ellis@prp.com.au  
**Damian Kininmonth**  
M: 0417 059 836  
E: damian.kininmonth@prp.com.au

**Perth**  
**Cameron Sharp**  
M: 0438 069 103  
E: cameron.sharp@prp.com.au

**Sydney**  
**Gregory Preston**  
M: 0408 622 400  
E: greg.preston@prpsydnev.com.au  
**Gregory Rowe**  
M: 0411 191 179  
E: greg.rowe@prpsydnev.com.au

Affiliate offices in Canberra, Darwin and other regional areas.

## Regional Offices

**Albury Wodonga**  
**Michael Redfern**  
M: 0428 235 588  
E: michael.redfern@prp.com.au

**Ballarat**  
**Darren Evans**  
M: 0417 380 324  
E: darren.evans@prp.com.au  
**Peter Murphy**  
M: 0402 058 775  
E: peter.murphy@prp.com.au

**Bendigo**  
**Damien Jerinic**  
M: 0409 820 623  
E: damien.jerinic@prp.com.au

**Central Coast/Gosford**  
**Colin Pugsley**  
M: 0435 376 630  
E: colin.pugsley@prp.com.au

**Dubbo**  
**James Skuthorp**  
M: 0409 466 779  
E: james.skuthorp@prp.com.au  
**Tom Needham**  
M: 0412 740 093  
E: tom.needham@prpsydnev.com.au

**Geelong**  
**Gareth Kent**  
M: 0413 407 820  
E: gareth.kent@prp.com.au  
**Stuart McDonald**  
M: 0405 266 783  
E: stuart.mcdonald@prp.com.au

**Gippsland**  
**Tim Barlow**  
M: 0400 724 444  
E: tim.barlow@prp.com.au  
**Alexandra Ellis**  
M: 0407 724 444  
E: alex.ellis@prp.com.au

**Griffith**  
**Dan Hogg**  
M: 0408 585 119  
E: daniel.hogg@prp.com.au

**Horsham**  
**Ben Sawyer**  
M: 0429 826 541  
E: ben.sawyer@prp.com.au

**Launceston**  
**Damien Taplin**  
M: 0418 513 003  
E: damien.taplin@prp.com.au

**Mornington**  
**Neal Ellis**  
M: 0417 053 116  
E: neal.ellis@prp.com.au  
**Damian Kininmonth**  
M: 0417 059 836  
E: damian.kininmonth@prp.com.au

**Mount Gambier**  
**Stuart McDonald**  
M: 0405 2660783  
E: stuart.mcdonald@prp.com.au

**Newcastle**  
**Robert Dupont**  
M: 0418 681 874  
E: bob.dupont@prp.com.au  
**David Rich**  
M: 0413 052 166  
E: david.rich@prpncl.com.au

**Shepparton**  
**Wes Ridd**  
M: 0418 334 453  
E: wes.ridd@prp.com.au

**Southport**  
**Ian Hawley**  
M: 0458 700 272  
E: ian.hawley@prpqueensland.com.au  
**Troy Chaplin**  
M: 0419 029 045  
E: troy.chaplin@prpqueensland.com.au

**Swan Hill**  
**Ian Boyd-Law**  
M: 0418 5980232  
E: ian.boyd-law@prp.com.au

**Tamworth**  
**Bruce Sharrock**  
M: 0429 465 012  
E: bruce.sharrock@prp.com.au  
**Matt Spencer**  
M: 0447 227 002  
E: matt.spencer@prp.com.au

**Wagga Wagga**  
**Dan Hogg**  
M: 0408 585 119  
E: daniel.hogg@prp.com.au

**Warrnambool**  
**Stuart McDonald**  
M: 0405 266 783  
E: stuart.mcdonald@prp.com.au

## New Zealand Offices

**Head Office (Auckland)**  
**Greg Sugars**  
M: +64 (0)27 777 9010  
E: greg.sugars@prpnz.nz  
**Mitchell Stubbs**  
M: +64 (0)27 774 34100  
E: mitchell.stubbs@prpnz.nz

**Greymouth**  
**Mark Bollard**  
M: +64 (0)27 694 7041  
E: mark.bollard@prpnz.nz

**Tauranga**  
**Alex Haden**  
M: +64 (0)21 833 118  
E: alex.haden@prpnz.nz

[www.prpnz.nz](http://www.prpnz.nz)

## Asian Offices

### Associated office networks throughout:

- ◆ China
- ◆ Hong Kong
- ◆ Japan
- ◆ Philippines
- ◆ Thailand

**Preston Rowe Paterson Australasia Pty Ltd**  
**ACN: 060 005 807**

The information provided within this publication should be regarded solely as a general guide. We believe that the information herein is accurate however no warranty of accuracy or reliability is given in relation to any information contained in this publication. Nor is any responsibility for any loss or damage whatsoever arising in any way for any representation, act or omission, whether expressed or implied (including responsibility to any person or entity by reason of negligence) accepted by Preston Rowe Paterson Australasia Pty Ltd or any of its associated offices or any officer, agent or employee of Preston Rowe Paterson Australasia Pty Limited.