

Property Market Report South Australia

ABOUT THIS REPORT

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

The markets covered in this research report include the commercial office market, industrial market, retail market, hotel and leisure market and residential market as well as economic factors impacting on the real estate markets within we operate.

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.

To compile the research report we have considered the most recently available statistics from known sources. Given the manner in which statistics are compiled and published they are usually 3-6 months out of date at the time we analyse them. Where possible we consider short term movement in the statistics by looking at daily published data in the financial press. Where this shows notable fluctuation, when compared to the formal published numbers we have commented accordingly.

June quarter 2016

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COMMERCIAL OFFICE MARKET

Adelaide CBD



Investment Activity

Preston Rowe Paterson Research revealed that there were no sales transactions in the commercial office market for the June quarter of 2016.

Leasing Activity

Preston Rowe Paterson Research recorded the following leasing transactions that occurred in the Adelaide Retail market during the second quarter of 2016:

27 Currie Street, Adelaide SA 5000

More than 5500 sqm of space has been leased out by Challenger Life to the Australian Institute of Business. The building has one of the largest floorplates of the Adelaide office market, at 2000m2. The lease is signed on a 5 year term with options, and annual rent is reported at \$370 per m2.





1 King William Street, Adelaide SA 5000

1,165 sqm of space has been leased out to Indian energy firm, Enzen. Its rent is reported to be \$495 per m2. Furthermore, 440 m2 of office space and 220 m2 of retail space has been leased to the Bank of China. It is reported that rent for the office space is at \$535 per m2, and retail space at \$1,340 per m2.

Development Sites

According to the July 2016 edition of Property Council of Australia (PCA)'s Office Market Report, the following new developments are expected for completion in the Adelaide CBD:

113-115 King William Street, Adelaide SA 5000

This much anticipated development is due to be completed in the third quarter of 2016, and will contain 24 floors of office space over an area of approximately 6,900 sqm. The building, partly owned by PMF Development Pty Ltd and Brinz Holdings Pty Ltd, will have an average floorplate size of 340 sqm and will contain no car park spaces. 200 sqm will be allocated as retail space.

170 Frome Street, Adelaide SA 5000

This new development of an office building with 3800 sqm net lettable area is due to be completed by the fourth quarter of 2016. Owned by Emmett Properties, this building will contain 2 office levels and a total of 46 car spaces.



Supply by Grade (Stock)

The July's Office Market Report also revealed that Adelaide's total office space increased by 1.38% to 1,405,665 sqm from the beginning of the year.

Adelaide CBD's office market is predominantly filled with A, B and C Grade office stocks. A Grade offices take up 39.1% of total stocks, whilst B and C Grades take up 26.9% and 20.9% respectively. D Grade offices take up 10.2%. Furthermore, there is no dominant presence of Premium office in the area, with only 3% of total office stock being of Premium status.

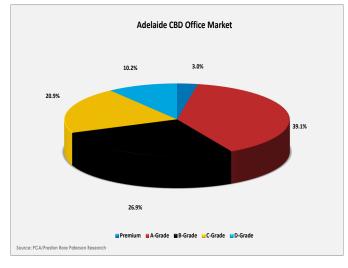


Chart 1 - Adelaide CBD Total Stock by Grade - Source PCA

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Net Absorption

The twelve months to July 2016 has brought on a negative office stock absorption of –9,399 sqm. Notably, the six months to July sees the net absorption at –7,822 sqm.

A, B and D Grade all experienced negative net absorptions over the year of -3,334 sqm, -4,723 sqm and -4,042 sqm respectively. However, Premium and D Grade stocks experienced positive net absorption over the same period, of 484 sqm and 2,216 sqm respectively.

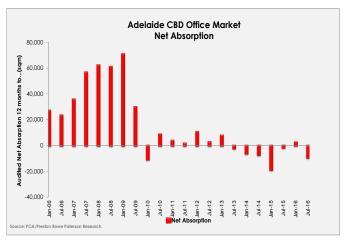


Chart 2 - Adelaide CBD Office Net Absorption - Source PCA

Total Vacancy

The Adelaide CBD office market vacancy rate increased by 1.7% over the half year to 15.8%. This is attributed to an increase of 2.7% in direct vacancy rates to 14.7% and a decline in sub-lease vacancy of 1.0% down to 1.1%.

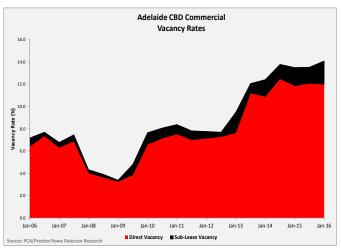


Chart 3 – Adelaide CBD Commercial Vacancy Rates – Source PCA



RETAIL MARKET

Retail Statistics

According to the Australian Bureau of Statistics category 8501.0 Retail Trade (June 2016), the retail turnover figures recorded in South Australia produced mediocre results. The South Australia total industry retail turnover increased by 0.05% over the month of June resulting in total turnover for the month of \$1,635.2 million. Year on year analysis sees a 3.18% increase when compared to figures from June of 2015.

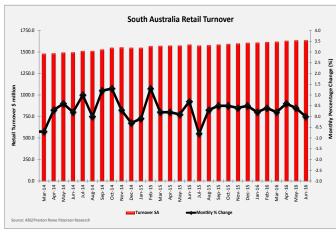


Chart 4 – South Australia Retail Turnover – Source ABS



Adelaide's retail turnover results for June 2016 revealed mainly negative results in the growth status of specific subgroups. Food retailing, household goods, clothing & footwear and department stores all suffered a decline in growth over the month to June.

Clothing and footwear had the largest decline of 1.74% over the month to their monthly turnover of \$113 million. department stores, household goods and food retailing declined by 1.20%, 0.41% and 0.12% respectively. Their turnovers for the month of June are \$115 million, \$242.2 million and \$730.7 million respectively.

In contrast, other retailing and café & restaurants experienced growths of 2.32% and 0.27% respectively. Their respectively monthly turnover are \$246.4 million and \$186.9 million.

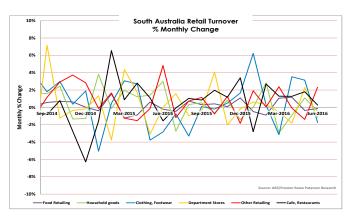


Chart 5 – South Australia Turnover % Monthly Change – Source PCA

Year on year analysis revealed a more positive results for South Australia's retail turnover. Café & restaurants experience the largest yearly growth of 13.55%. This is followed by yearly growths stemming from clothing & footwear, other retailing, food retailing and department stores, which recorded growths of 6.00%, 4.52%, 2.54% and 1.59% respectively.

Household goods was the only group to experience a decline over the year to June, of 3.58%.

INDUSTRIAL MARKET

Investment Activity

Preston Rowe Paterson Research recorded the following notable sales transactions that occurred in the Adelaide industrial market during the three months to June 2016:

Industrial Portfolio Sales Wrap

Propertylink has purchased a portfolio of eight industrial assets in Victoria, NSW, Queensland and South Australia from Charter Hall for \$135.3 million. Four of the properties, which are located on crown land around Melbourne and Brisbane Airport, were sold on leasehold. Toll, the Victorian government, MTU Detroit Diesel/Penske Group, Schenker Australia and Fastline International are all tenants of the properties. The sale reflected a combined yield of 8.7%.

491-499 South Road, Regency Park, SA 5010

Wild Day Investment has bought a fully leased industrial estate located at Regents Park for \$14.9 million. The property has a gross lettable area of 12,389 sqm and a yield of 8.52%. The property itself has a 15 m frontage and is located on the prime north-south connector of Adelaide's industrial road network.

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RESIDENTIAL MARKET

Economic Statistics

According to the Australian Bureau of Statistics category 8731.0 Building Approvals June 2016, the total number of house dwelling approvals in the Adelaide Statistical Division for the month of June was 537 dwellings, a 16.87% decline from May's figure of 646 approved. However, when compared to June 2015, house approval results recorded an annual growth of 2.09%.

The total number of non-house dwelling approvals in March recorded a 65.40% growth from the previous month with 435 approvals. Year on year analysis revealed an annual decline of 0.56% in approvals of dwelling units.

The Adelaide total dwellings market to date contains a total of 5688 dwellings.

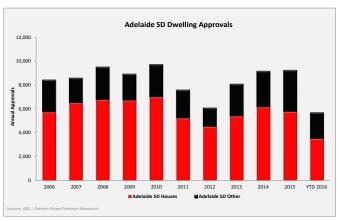


Chart 6 – Adelaide SD Dwelling Approvals – Source ABS

<u>ADELAIDE</u>

Market Affordability

Market affordability figures for the June quarter are not currently available from the Real Estate Institute of Australia (REIA), however, we have used figures from the March quarter of 2016 for our analysis below.

Median house prices in Adelaide increased by 0.2% over the March quarter to \$445,000. This figure signifies an annual growth of 3.9% from March 2015.

Inner and Middle Adelaide both experienced quarterly declines of 3.5% and 1.0% respectively. Their respective median prices as of March 2016 stand at \$670,500 and \$495,000. On the other hand, Outer Adelaide was the only zone to experience growth in the March quarter, with median price increasing by 2.1% to \$345,000.

Year on year analysis revealed positive growth in median sales price in Middle and Outer Adelaide, of 5.3% and 4.5% respectively. Inner Adelaide, however, experienced an annual decrease of 5.2% in its median house price.

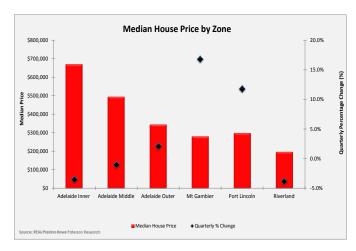


Chart 7 - Median House Price by Zone - Source REIA

The overall median price for other dwellings in Adelaide city decreased by 3.0% in the March quarter, bringing the price to \$325,000. This figure signifies a 0.2% increase from the previous year.

Median sales prices for Inner and Middle Adelaide both declined over the quarter, falling 1.5% and 2.7% respectively. Their respective prices as of March 2016 are \$369,500 and \$330,000. On the other hand, Outer Adelaide experienced an increase of 1.2% over the same period and as of March has a median sales price of \$260,000.

The year on year analysis on the Adelaide zones revealed that Inner and Middle Adelaide experienced annual growths of 3.5% and 3.1% respectively. Over the same period, Outer Adelaide experienced a decline in median price of 4.0%.

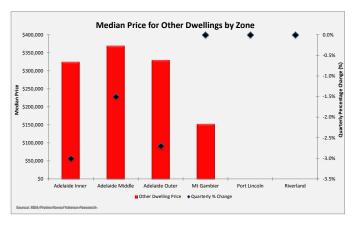


Chart 8 – Median Price for Other Dwellings by Zone – Source REIA

Rental Market

The December quarter revealed overall positive results in Adelaide's house rental market. Increases were abundant across various rental properties, with the highest increase stemming from Middle Adelaide's 2 bedroom houses at 5.1% over the quarter, and the lowest increase stemming from Inner Adelaide's 2 bedroom houses at 1.3%.

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Quarterly growth was stagnant in the weekly rental prices of Inner and Outer Adelaide's 3 bedroom houses. In saying this, decreases were recorded in the quarterly change in Middle Adelaide's 2 bedroom houses and Outer Adelaide's 4 bedroom houses, with declines of 2.4% and 1.3% respectively.

A year on year analysis revealed relatively more modest results in Adelaide's house rental market. The highest yearly growth came from Middle Adelaide's 4 bedroom houses at 2.2%. In contrast to this, Middle Adelaide's 2 bedroom houses experienced the largest decline over the year, with a decrease of 5.5% in their weekly rental prices. No annual change was present in Inner Adelaide's 4 bedroom, Middle Adelaide's 3 bedroom and Outer Adelaide's 3 bedroom houses.

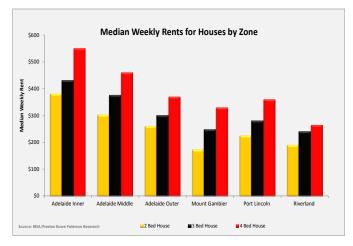


Chart 9 – Median Weekly Rents for Houses by Zone – Source REIA

Adelaide other dwellings rentals revealed predominantly stagnant growth in the March quarter. Over the period, no growth in weekly rental prices were recorded in Inner Adelaide's 1 bedroom units, Middle Adelaide's 2 and 3 bedroom units and Outer Adelaide's 1 bedroom units. Their respective median weekly rents remain at \$270, \$280, \$360 and \$175.

Outer Adelaide's 2 bedroom other dwelling weekly rents had the largest quarterly increase of 6.0%, with rent moving up to \$265 per week. In contrast to this, Middle Adelaide's 1 bedroom units experienced the only quarterly decline of 1.1% to a weekly rental price of \$220.

Year on year analysis of Adelaide's other dwellings rentals has also revealed mixed results. The highest annual growth was noted in the Inner Adelaide's 3 bedroom median weekly rent, at 7.7% for the year to March 2016. The largest decrease in annual rent was recorded in Outer Adelaide's 1 bedroom units, with a decline of 12.5% over the same period.

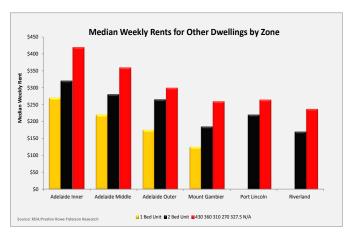


Chart 10 - Median Weekly Rents for Other Dwellings by Zone - Source REIA

MOUNT GAMBIER

Market Affordability

Over the December quarter, the median house price in Mount Gambier increased by 16.8% to \$281,000. This figure reflects an annual growth of 10.7%.

The median price for other dwellings in Mount Gambier stands at \$153,300 as at March, reflecting a decline of 8.7% over the year.

Rental Market

The median house rents have increased in the quarter. 2, 3 and 4 bedroom houses in Mount Gambier experienced an increase of 2.1%, 3.1% and 3.1% to their new median weekly rental price of \$173.50, \$247.50 and \$330 respectively.

Mixed results were recorded in the rental market for other dwellings. Unfortunately, no information on changes over the quarter was available for 1 bedroom units, however it is reported that its weekly rental price in March 2016 is \$125. A decline of 1.3% in rental price was recorded in 2 bedroom units, which declined to \$185 per week. 3 bedroom other dwellings experienced a growth of 3.8%, to a new weekly rental price of \$270.

PORT LINCOLN

Market Affordability

The median house sales price in Port Lincoln increased by 11.8% over the March quarter to \$299,000. This figure translates to a 3.1% increase over the year to March 2016.

There was no other dwelling median sales price data recorded by the REIA for Port Lincoln in the quarter.

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Rental Market

Mixed results were recorded for changes in rental market for houses in Port Lincoln. No information was available for changes in 2 bedroom houses, though the rental price was recorded to be \$225 per week. An increase of 7.7% was recorded for 3 bedroom houses, with its new weekly rental price at \$280. 4 bedroom houses in Port Lincoln experienced a decline of 2.7% to \$360 per week.

Port Lincoln other dwelling median weekly rents recorded modest results in the March quarter. There was no growth in 2 bedroom units' weekly rental price, remaining at \$220. No information on changes in growth was recorded for 3 bedroom units, with weekly rental price at \$327.5. There was no other dwelling median weekly rents recorded for 1 bedroom.

RIVERLAND

Market Affordability

Median price for houses in Riverland for the March quarter decreased by 3.8% to \$197,500. However, this figure reflects a year on year increase of 9.7%.

There was no other dwelling median sales price data recorded by the REIA for Riverland in the quarter.

Rental Market

Riverland's median house weekly rent increased over the March quarter for all 2, 3 and 4 bedroom houses. The quarter brought through increases of 5.6%, 4.3% and 1.9% for 2, 3 and 4 bedroom houses respectively. Their new weekly rental prices as reported for March 2016 are at \$190, \$240 and \$265 respectively.

The median house rents showed growth in the December quarter. Median house rents in Riverland's 2 bedroom house rent increased by 9.1% to \$180 and the 3 bedroom house rent grew by 4.5% to \$230. The 3 bedroom house rent decreased by -7.1% to \$260.

The median weekly rents for Riverland's 2 bedroom units bedroom recorded no growth over the quarter, remaining at \$170. There were no other dwelling median weekly rents recorded for 1 & 3 bedroom.

Investment Activity

Preston Rowe Paterson Research recorded the following sales transactions that occurred in the South Australia Residential Market, during the three months to June 2016:

33-37 Main Street, Mawson Lakes, SA 5095

A Singapore investor has purchased the **Quest Apartments** for **\$18** million on an initial yield of **8%**. The property features a 4-level complex with 66 apartments and retail and commercial tenancies. Quest has extended its lease until 2024 on an agreement with the buyer. The sale reflects a **rate of \$272,727.27** per apartment. Mawson Lakes is located around 14.8 km north-east of Adelaide's CBD.

20 Nancy Road, Coffin Bay, SA 5607

A circa 2007 home with 4-bedrooms and 2-bathrooms has been bought for **\$4.9 million**. The property also has a double lock-up garage and space for 4 additional cars. The sale of the 801 m2 site reflects a **rate of \$6,117.35 psm**. Coffin Bay is located about 44.3 km north-west of the Port Lincoln CBD.

REGIONAL MARKET

Investment Activity

Preston Rowe Paterson Research recorded the following sales transactions that occurred in the South Australia Regional Market, during the three months to June 2016:

McLaren Vale, SA 5171

Ministry of Brands has acquired the **Duck Chase East Vineyard** for **over \$1 million**. The 9.1-hectare property has ocean views and produces Shiraz wines. The sale reflects a **rate of \$109,890.11 per hectare**. McLaren Vale is located about 40 km south of the Adelaide CBD.

804 Harriet Road, Vivonne Bay, SA 5223

Shandong Geo-mineral has paid **over \$1.6 million** for the 289-hectare **Andermel Marron Farm**. The property features many ponds for breeding and growing marron, as well as an 8-hectare boutique vineyard and cell door. The sale reflects a **rate of \$5,536.33 psm**. Vivonne Bay is located on the south coast of Kangaroo Island.

147 Maylands Road, Parawa, SA 5203

Brian Croser has sold the Maylands Farm for **\$6.9 million**. The 735-hectare grazing property is suitable for sheep cattle and sits on six freehold titles. The Farm also has two homes, two shearing sheds, three cattle yards, other sheds and workshops and water infrastructure from dams and stock water. The sale reflects a **rate of \$9,387.76 per hectare**. Parawa is located approximately 85 km south-west of the Adelaide CBD.

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ECONOMIC FUNDAMENTALS

GDP

GDP figures for the June quarter 2016 are not available until the 7 September, however, over the March 2016 quarter revealed that the Australian economy recorded a seasonally adjusted quarterly growth of 1.1%, contributing to an annual seasonally adjusted growth of 3.1%.

In seasonally adjusted terms, year-on-year analysis to March quarter 2016 sees the main industry gross value added contributors to GDP being Mining (0.9%), Finance and insurance services (0.4%), Public administration and safety (0.3%), Construction (0.2%) and Retail trade (0.2%). On the other hand, manufacturing was the main contributor to a decline in growth, with a yearly decrease of 0.2%.

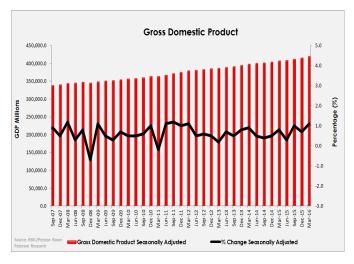


Chart 11 - Gross Domestic Product (GDP) - Source ABS

Interest Rate Movements

As at the date of publishing, the official Cash Rate over the June guarter 2016 has decreased by 25 basis points to 1.75%. The Reserve Bank of Australia's Media Release for June 2016, released on 7th June explained that:

"The global economy is continuing to grow, at a lower than average pace. Several advanced economies have recorded improved conditions over the past year, but conditions have become more difficult for a number of emerging market economies. China's growth rate moderated further in the first part of the year, though recent actions by Chinese policymakers are supporting the near-term outlook. Commodity prices are above recent lows, but this follow very substantial declines over the past couple of years. Australia's terms of trade remain much lower than they had been in recent years... In Australia, recent data suggests overall growth is continuing, despite a very large decline in business investment.

Other areas of domestic demand, as well as exports, have been expanding at a pace or above trend. Labour market indicators have been more mixed of late, but are consistent with continued expansion of employment in the near term."

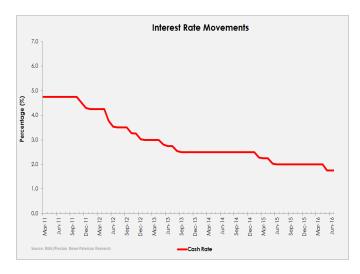


Chart 12 - Cash Rate—Source RBA

CPI

According to the Australian Bureau of Statistics (June 2016), Australia's All Groups CPI increased by 0.4% over the June quarter from 108.2 to 108.6. The annual CPI change to June 2016 recorded a growth of 1.0%, the weakest annual rise in CPI in seventeen years (since June quarter 1999).

The most significant price rises over the June quarter were Automotive fuel (+5.9%), Hospital services (+4.2%), Tobacco (+2.1%) and New dwelling purchases by owner-occupiers (+0.9%). The greatest price fall over the quarter stemmed from lower spending on Domestic holiday travels accommodation (-3.7%), Motor vehicles (-1.3%), Telecommunication equipment and services (-1.5%).

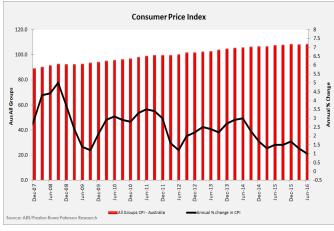


Chart 13 - Consumer Price Index - Source RBA

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10 Year Bond & 90 Day Bill Rate

Analysis of the daily 10 Year Government Bonds has revealed a 20 basis point decrease over the month of June to 2.12%. The 90 day bill rates had decreased by 2 basis points to the month end of 1.99%. The changes in both 10 year bonds and the 90 day bill rate reflect a yield spread of -11 basis points.

Over the June 2016 guarter, the 10 Year Government Bonds recorded a decrease of 45 basis points from 2.57%. The 90 Day Bill Rate recorded a decline of 32 basis points over the quarter from 2.31%.

In the twelve months to June 2016, the monthly 10 Year Bond Rate has increased by 86 basis points from 2.98%. Similarly, the monthly 90 Day Bill Rate rose by 16 basis points from 2.15%.

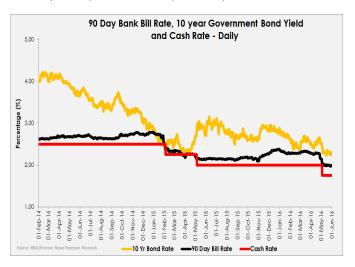


Chart 14 - 90 Day Bill, 10 year bond and cash rate - MONTHLY - Source RRA

Consumer Sentiment

The Westpac Melbourne Institute of Consumer Sentiment Index dropped by 1% from 103.2 index points in May to 102.2 index points in June. Over the March quarter the index has decreased by 1.7 points and recorded 0.4% annual decline.

Westpac Senior Economist, Matthew Hassan, commented:

"Coming after an 8.5% surge in May, the small decline in June most likely represents a consolidation at improved levels. Last month's surprise rate cut from the RBA was the main catalyst behind May's rally and although confidence has slipped back a touch in June this is a fairly common pattern following an interest rate driven bounce. At 102.2, the index is still in slightly 'positive' territory overall-recall that readings above 100 indicate optimists outnumber pessimists". (Westpac Melbourne Institute Survey, 15 June 2016).

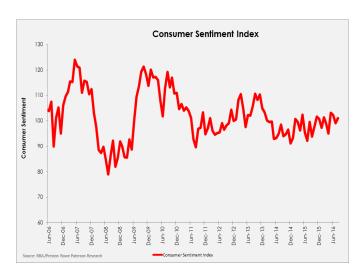


Chart 15 - Consumer Sentiment Index—Source Westpac Melbourne

Labour force

Over the month to June 2016, the number of unemployed people has declined by 199 from 726,135 in May to 725,935 in June, indicative of a decline of 0.03%. In comparison to June 2015, the number of unemployed people had decreased by 27,431 reflecting an annual decline of 3.64%. As of June 2016, the unemployment rate remains unchanged from the previous month at 5.7%.

The number of unemployed seeking full time employment recorded a decrease in June by 9,200 to 496,700 persons. However, the number of unemployed seeking part time employment increased over the month by 19,000 to 237,500 persons.

South Australia experienced a large absolute increase in seasonally adjusted employment by 4,891 persons to 811.9 thousand persons over the month of June. The unemployment status, in seasonally adjusted terms, in South Australia as at June 2016 is 7.0%.

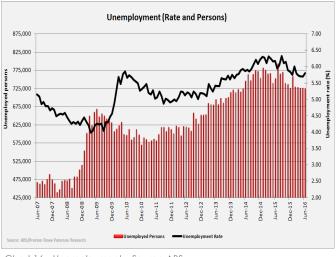


Chart 16-Unemployment - Source ABS

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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

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- . Insurance
- . Occupancy
- . Sustainability
- . Research
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- . Real Estate Development Valuation
- . Property Consultancy and Advisory
- . Transaction Advisory
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- . Plant & Machinery Valuation
- . General and Insurance Valuation
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We regularly provide valuation, property and asset management, consultancy and leasing services for all types of Real Estate including:

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- . 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

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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

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- . 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
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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:

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- . 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

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