



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

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International Property Consultants

# TRANSACTIONS IN REVIEW

## 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, 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.

## MARCH 2016

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## SALES

### Commercial

#### Cnr Flinders Street & Gawler Place, Adelaide, SA 5000

Shakespeare Property Group has paid **\$63.5 million** to a local private investor for a 12-storey commercial tower. The A-grade office building has a net lettable area of 13,835 m<sup>2</sup> and is fully leased. The major tenant in the property is the South Australian Government who has 13-years left on their lease. It was fully refurbished and repositioned in 2013 with a new ground floor lobby and entrance, as well as lift upgrade and new chillers and boilers. The sale reflects a **rate of \$4,589.81 psm**.

[AU 03/03/2016]

#### 2 Luton Lane, Hawthorn, VIC 3123

A Cyprus-based syndicate of Russian investors have sold a 5,600 m<sup>2</sup> suburban office building for **over \$35 million**. The sale reflects a **rate of over \$6,250 psm**. Hawthorn is located about 7.8 km east of the Melbourne CBD.

[AFR 04/03/2016]

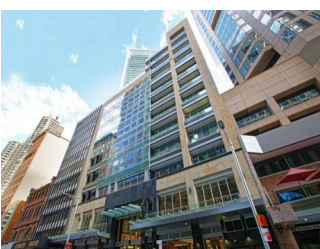


#### 2 Clarkshill Road, Secret Harbour, WA 6173

Heathley Ltd has acquired a new commercial building from Raine Square Child Care Pty Ltd for **\$7.6 million**. The property has a medical centre on the ground-floor and a pharmacy, physiotherapist and gym on the first floor. The sale reflected a **yield of 7.15%**. Secret Harbour is located about 59.1 km south-west of the Perth CBD.

[AFR 09/03/2016]

#### 151 Castlereagh Street, Sydney, NSW 2000



Deutsche Asset Management purchased a 13-level, A-grade building from 151 Property for **\$125 million**. The property has 10,380 m<sup>2</sup> of office space and retail areas of 2,467 m<sup>2</sup>. Tenants include Leitch Hasson Dent, Jurlique International and RO Bird & Associates. The sale of the 1,325 m<sup>2</sup> site

reflects a **rate of \$94,339.62 psm** and a **yield of 5.5%**.

[AU 22/03/2016]

#### 533 Little Lonsdale Street, Melbourne, VIC 3000

Fidnam purchased a small office tower from Vantage Property Investments for **\$35.25 million** on an **initial yield of 6%**. The 13-storey building was recently refurbished and leased up and has 6,600 m<sup>2</sup> of office space. The \$2.4 million refurbishment focused on the 15% vacancy and now the building is fully-leased with income rising from \$1.49 million to \$2.13 million. The sale reflects a **rate of \$5,340.91 psm**.

[AFR 31/03/2016]

#### 454-458 Gympie Road, Strathpine, QLD 4500

Altor Capital has paid **\$8.25 million** to a syndicate of private investors for a fully-leased retail and commercial centre. **The Crossroads Complex** has a total floor area of 1,856 m<sup>2</sup> on a 4,187 m<sup>2</sup> site and houses federal and state government tenants as well as food retailers. The property was



built in 2003 and government tenants make up 70% of the property's income. There is also ground level car parking for 60 vehicles. The sale reflected a **yield of 8%** and a **rate of \$1,970.38 psm**. Strathpine is located about 22.1 km north-west of Brisbane's CBD.

[AFR 31/03/2016]

### Industrial

#### 40 Archbold Road, Minchinbury, NSW 2770

Gazal Investments Pty Ltd has sold a 7,435 m<sup>2</sup> high-clearance distribution centre to a US-based private investor for **\$12 million**. The site is leased to Hot Springs Pty Ltd for **7-years**. The sale reflects a **yield of 6.8%** and a **rate of \$1,614 psm**. Minchinbury is located about 39.4 km north-west of Sydney's CBD.

[AFR 03/03/2016]

#### Geelong, VIC 3220

A private Geelong transport and logistics company have purchased a fully leased warehouse for **\$6 million**. Vitera Ltd is leasing the site for **5-years with options** on a net annual rent of \$513,876. The 2.6-hectare property has new offices and 40 car spaces. The buyer plans to occupy the site in the future. The sale reflects a **rate of \$230.77 psm**. Geelong is located around 78.3 km south-west of the Melbourne CBD.

[AFR 03/03/2016]

#### 163-173 McEvoy Street, Alexandria, NSW 2015

A private investor and developer have acquired eight office warehouses in one 5,590 m<sup>2</sup> amalgamated site for **\$30 million**.

The seven owners sold the properties which all have high clearances and access for container-height roller doors. The site has a total of 35 car spaces and truck-turning space. The strata units measure between 313 m<sup>2</sup> and 588 m<sup>2</sup>. The sale reflects a **rate of \$5,366.73 psm**.



Alexandria is located around 3.9 km south of Sydney's CBD.

[AFR 09/03/2016]



**28 Salta Drive, Altona North, VIC 3018**



Lendlease has agreed to a sale and leaseback deal with *F Mayer Imports* for a **\$40.1 million** warehouse. The 23,854 m2 building occupies a 50,088 m2 site. *F Mayer Imports* has a lease for the next 12-years. The sale reflects a **rate of \$800.60**

**psm**. Altona North is located around 16.8 km south-west of the Melbourne CBD.

[AFR 10/03/2016]

**209 Barry Road, Campbellfield, VIC 3061**

*Attila's Natural Stones* have bought a 1.4-hectare industrial property for **\$5.5 million**. The sale reflects a **rate of \$392.86 psm**. Campbellfield is located about 15.3 km north of the Melbourne CBD.

[SMH 16/03/2016]

**Schumacher Road, Wingfield, SA 5013**

A vacant industrial block was sold by the South Australian government to *Collins Transport* for **\$3.64 million**. The sale of the 2.16-hectare site reflects a **rate of \$168.52 psm**. Wingfield is located about 10.5 km north-west of Adelaide's CBD.

[AU 17/03/2016]

**1-5 Bishop Drive, Lytton, QLD 4178**

*Partners Group and Logos Property Group* have purchased a warehouse and logistics complex from *IPS Logistics* for **around \$60 million**. The property features five buildings with a gross lettable area of 90,000 m2 and 30,000 m2 of land for new accommodation. Lytton is located about 18 km north-east of Brisbane's CBD.

[AFR 24/03/2016]

**6 Inglis Road, Ingleburn, NSW 2565**

*Fife Capital* have paid **\$8.55 million** for a 35,600 m2 warehouse and factory property on a **yield of 7.4%**. The property returns a net annual rent of \$635,020. The sale reflects a **rate of \$240.17 psm**. Ingleburn is located about 50.3 km south-west of the Sydney CBD.

[AFR 24/03/2016]

**Retail**

**80-98 Ocean Beach Road, Mornington, VIC 3931**

A local developer have acquired a shopping strip from *Benetook Nominees* for **\$11.465 million** on a **passing yield of 0.39%**. The property is currently leased to *Mitre 10* and *O'Brien's Removal and Storage* until 2020 with no further options. Mornington is located around 53.6 km south-east of the Melbourne CBD.

[AFR 08/03/2016]

**Cnr Rosenthal Street & Bungarribee Road, Doonside, NSW 2767**

A syndicate of investors have paid **\$14.75 million** for a *SUPA IGA* from two families who co-owned the supermarket. The centre is leased to *IGA* until 2024 and sits on a 15,300 m2 site. The sale reflects an **initial yield of 6.1%** and a **rate of \$964.05 psm**. Doonside is located around 38.5 km north-west of Sydney's CBD.

[AFR 09/03/2016]

**5 Wilmot Street, Burnie, TAS 7320**

A Melbourne investor has purchased a *Woolworths* supermarket from three Tasmanian investors for **\$18.1 million** on a **yield of 6.8%**. The 4,000 m2 supermarket was recently refurbished and sits on an 11,000 m2 site. The lease to *Woolworths* ends in 2031. The sale reflects a **rate of \$1,645.45 psm**. Burnie is located about 157 km north-west of the Launceston CBD.

[AFR 16/03/2016]

**Joondalup Drive, Joondalup, WA 6027**

*Bunnings* have sold a brand new **Bunnings Warehouse** store to a private Victorian investor for **\$43.5 million** on a **yield of 5.5%**. The sale of the 17,000 m2 outlet reflects a **rate of \$2,558.82 psm**. Joondalup is located about 27.1 km north of Perth's CBD.

[AFR 24/03/2016]



**2211 & 2215 Mermaid Beach, Gold Coast, QLD 4217**

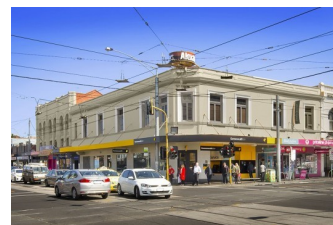
A local investor has acquired two retail buildings from Michael Kennedy for **\$9 million** on a **yield of 4.9%**. The buildings are leased to 14 tenants and generate a net annual rent of \$447,000. The sale of the 1,555 m2 retail properties reflects a **rate of \$5,787.78 psm**.

[AFR 24/03/2016]

**Richardson Grove, Berwick South, VIC 3806**

A private investor has bought a new *Coles* supermarket from *Frasers Property Australia* for **\$23.4 million**. The full-line, 3,200 m2 supermarket opened this month with *Coles* committing to a 20-year lease. The freestanding property has an upgraded and expanded car park. The sale reflects a **yield of 5.8%** and a **rate of \$7,312.50 psm**. Berwick South is located about 44.6 km south-east of Melbourne's CBD.

[AFR 24/03/2016]



**246 Bridge Street & 254-256 Church Street, Richmond, VIC 3121**

The **Alexanders Corner** was purchased by a local investor for **\$11 million** on a **4.3% yield**. The 1,560 m2 property sits on an 892 m2 site and is fully leased to nine tenants

including *Commonwealth Bank* and *Priceline*. The building has four ground level shops, four first-floor office suites and an upper level dance studio. The property delivers an annual net income of \$381,300. The sale reflects a **rate of \$12,331.84 psm**. Richmond is located 3.8 km east of the Melbourne CBD.

[AFR 29/03/2016]



### 11/36 Main Street, Narangba, QLD 4504

A private Chinese group has paid **just under \$10 million** for the 1,819 m2 **Narangba Village**. The property is leased to retailers including, *IGA, Subway, Liquorland* and *Australia Post*. The sale reflects a **rate of \$5,497.53 psm**. Narangba is located about 34.6 km north-west of Brisbane's CBD.  
[AFR 31/03/2016]

## Residential



### 9 Little Street, Mosman, NSW 2088

Ryan O'Hare has sold a 746 m2 four-bedroom Tuscan-style contemporary home for **\$9 million**. The property has a 180-degree view of Balmoral Beach, landscaped gardens, a heated

pool, a separate home office or media room with ensuite and a 1,200-bottle wine cellar. The three lower-level bedrooms open onto the poolside terrace and the garage holds two vehicles. The sale reflects a **rate of \$12,064.34 psm**. Mosman is located around 7.8 km north-east of Sydney's CBD.  
[AFR 03/03/2016]

### 3513 Main Beach Parade, Main Beach, QLD 4217

A four unit apartment block has been acquired by a local investor for **\$6.5 million**. The properties include 2 x 3-bedroom apartments and 2 x 2-bedroom apartments. The sale of the 617 m2 block reflects a **rate of \$1,625,000 per apartment**. Main Beach is located about 6.4 km north of the Gold Coast CBD.  
[AFR 03/03/2016]

### 30 Clio & 50-52 Glencoe Street, Sutherland, NSW 2232

*Rockwell Property Group* have purchased a residential unit block for **\$8.85 million** on a **gross yield of 3.95%**. The property has 18 units and occupies a 2,023 m2 site. It has strata plan approval. The sale reflects a **rate of \$491,666.67 per unit**. Sutherland is located around 25.6 km south-west of Sydney's CBD.  
[AFR 10/03/2016]



### 117-119 O'Sullivan Road, Bellevue Hill, NSW 2023

A five-bedroom mansion was sold to a Chinese buyer with Australian residency for **over \$8 million**. The 1,900 m2 property has a grass tennis court, a swimming pool and a four-car garage. The sale reflects a **rate of \$4,210.53 psm**. Bellevue Hill is located about 5.8 km south-east of Sydney's CBD.  
[AFR 15/03/2016]

### 2 Wunulla Road, Point Piper, NSW 2027

A private buyer has acquired a three-level, five-bedroom home for **around \$8 million**. The mansion features spacious external terraces, a heated swimming pool, an alfresco pergola and an outdoor kitchen. Each bedroom features its own private and personal balconies. The master bedroom includes an ensuite and a court garden, while one bedroom includes a built-in study. Point Piper is located about 6 km east of Sydney's CBD.  
[AFR 21/03/2016]

### 30 Anderson Street, 25-29 Kurneh Place & 216-218 Domain Road, South Yarra, VIC 3141

Fadil Sadikay has purchased a three-property residential portfolio for **\$33 million**. The sites total 2,655 m2 of land and shares a boundary with the **Royal Botanic Gardens**. The sale reflects a **rate of \$12,429.38 psm**. South Yarra is located around 4.7 km south-east of the Melbourne CBD.  
[AFR 21/03/2016]

### 25 Burran Avenue, Mosman, NSW 2088

Doug and Debra Dovey have sold their mansion for **around \$13 million**. The home has panoramic middle-harbour views, a lap pool, a wine cellar, a sauna, a billiard room and a home theatre. The property also has a triple lock-up garage. Mosman is located about 7.8 km north-east of the Sydney CBD.  
[AFR 29/03/2016]

### 1 Bronte Marine Drive, Bronte, NSW 2024

A five-bedroom, beach residence has sold for **just over \$8 million**. The 493 m2, 3-level property has ocean views on every floor and the owner plans to renovate and live in the home. The sale reflects a **rate of over \$16,227.18 psm**.



Bronte is located about 7.7 km south-east of the Sydney CBD.  
[AFR 30/03/2016]

## Residential Development

### 1-5 Olive York Way, Brunswick West, VIC 3056

A vacant site has been acquired by *Blue Earth Group* for **\$15.4 million**. The buyer has applied to develop the 7,620 m2 site into two 9-level towers and one 8-level tower. The sale reflects a **rate of \$2,021 psm**. Brunswick West is located about 5.3 km north of the Melbourne CBD.  
[SMH 01/03/2016]

### Berry Road & Park Road, St Leonards, NSW 2065

*China Poly Group Corporation* has purchased a 7,414 m2 development site for **\$80 million**. The site has the potential for 26,542 m2 of gross floor area. The sale reflects a **rate of \$10,790.40 psm**. St Leonards is located about 6.6 km north of Sydney's CBD.  
[AFR 01/03/2016]

### 120 Mason Street, Newport, VIC 3015

A private vendor has sold a 5,429 m2 residential-zoned site to *Japara Healthcare* for **\$8.3 million**. The sale reflects a **rate of \$1,528.83 psm**. Newport is located around 9.6 km south-west of Melbourne's CBD.  
[AFR 02/03/2016]

### 32 Page Street, Pagewood, NSW 2035

*Visionary Investment Group* has bought a 1.9-hectare development site from Bob Magid for **\$41 million**. The site has 15,842 m2 of residential area for 209 apartments and 35 townhouses. There is also 3,066 m2 of space for business park usage. The sale reflects a **rate of \$21,578.95 psm**. Pagewood is located around 9.2 km south of Sydney's CBD.  
[AFR 03/03/2016]



**102 Bower Street, Manly, NSW 2095**

Two joint private developers have acquired a 1,189 m2 beachfront development site for **\$13.1 million** at auction. The site is an amalgamation of two blocks of older style apartments. The site has approval for six luxury apartments with uninterrupted ocean and beach views, as well as 12 car spaces. The sale reflects a **rate of \$11,017.66 psm**. Manly is located about 12.4 km north-east of Sydney's CBD. [AFR 03/03/2016]

**205-223 Pelham Street, Carlton, VIC 3053**

GSA Group has acquired a 1,024 m2 development site for **\$21 million**. The site has permit approval for 244 dwellings and a DA has been lodged to comprise a 350-bed student accommodation. The sale reflects a **rate of \$420,000 per bed**. Carlton is located about 1.9 km north-west of the Melbourne CBD. [AFR 03/03/2016]



**11 Rachow Street, Thornland, QLD 4264**

A private developer has paid **\$5.2 million** for a 6.03-hectare residential development site. The sale reflects a **rate of \$86.24 psm**. Thornland is located about 30.6 km south-east of Brisbane's CBD. [AFR 10/03/2016]

**Willoughby Road, Willoughby, NSW 2068**

AUX Real Estate Development has bought a 1,682 m2 block of land for **\$6.2 million**. The site has the potential for 20 apartments to be built. The sale reflects a **rate of \$310,000 per potential apartment**. Willoughby is located around 7.7 km north of the Sydney CBD. [AFR 17/03/2016]

**31-39 Norcal Road, Nunawading, VIC 3131**

A local private developer has paid **\$7.4 million** for an office-warehouse project on a 2.1-hectare industrial-zoned site. The site is leased by *Telstra* and *Transfield* for an annual income of \$268,000. The sale reflects a **rate of \$352.38 psm**. Nunawading is located around 19.9 km east of the Melbourne CBD. [AFR 17/03/2016]

**400-426 Victoria Road, Gladesville, NSW 2111**

A commercial site that does not yet have approval for a residential conversion has been sold to a local private developer for **\$20 million**. The 3,262 m2, B6-zoned site has a potential gross floor area of 7,503 m2 and there is currently a multi-unit industrial estate that is partially leased. The sale reflects a **rate of \$6,131.21 psm**. Gladesville is located around 10.4 km north-west of the Sydney CBD. [AFR 17/03/2016]



**890-898 Bourke Street, Zetland, NSW 2017**

A Shanghai-based private developer has acquired a 5,194 m2 residential development site for **\$41.5 million**. The site, which was recently rezoned for mixed-use development, has stage 1 approval for 155 apartments and 11,427 m2 in approved gross floor area. The sale reflects a **rate of \$267,741.94 per approved apartment**. Zetland is located around 4.5 km south of Sydney's CBD. [AFR 17/03/2016]

**15-85 Gladstone Street, South Melbourne, VIC 3205**

Chip Eng Seng has bought a 5,984 m2 residential development site for **\$52 million**. The site is currently leased as a commercial car park and has a planning permit for 742 apartments over three 30-level towers, as well as retail space and car parking spaces. The sale of the 5,984 m2 site reflects a **rate of \$70,080.86 per proposed apartment**. South Melbourne is located around 2.4 km south of the Melbourne CBD. [AU 22/03/2016]

**3 Cypress Avenue, Surfers Paradise, QLD 4217**

A private consortium has paid **\$40 million** for an 11,800 m2 development site. The sale reflects a **rate of \$3,389.83 psm**. [AU 22/03/2016]

**427-455 Hampton Street, Hampton, VIC 3188**

Stellar has acquired a group of six properties from four owners for **\$16.5 million**. The 3,200 m2 site will likely be developed into ground-floor specialty shops and a big box retailer. Above the shops will be around 60 two and three-bedroom apartments. The sale reflects a **rate of \$5,156.25 psm**. Hampton is located about 14.8 km south-east of the Melbourne CBD. [AFR 23/03/2016]



**118-120 Buckley Street, Essendon, VIC 3040**

A private owner has sold a 1,430 m2 development site to a private developer for **\$5 million**. The four-storey development will feature 44 apartments, three townhouses and 51 car spaces. The sale reflects a **rate of \$3,496.50 psm**. Essendon is located about 7.9 km north-west of the Melbourne CBD. [AFR 24/03/2016]

**120 Ingleburn Road, Leppington, NSW 2179**

A private Chinese developer has bought a 5,359 m2 mixed-use site from George Tsotsos' estate for **\$10.5 million**. The sale reflects a **rate of \$1,959.32 psm**. Leppington is located about 42.2 km south-west of Sydney's CBD. [AFR 24/03/2016]

**511-513 Pittwater Road, Brookvale, NSW 2100**

DevelopmentLink has purchased the car park of the **Brookvale Hotel** from the Kelly family for **around \$15 million**. The 3,456 m2 site has DA approval for a five-storey, 73-apartment, mixed-use project. The development will also include 664 m2 of retail and commercial space, six live-work suites and basement parking. Brookvale is located about 16.2 km north-east of the Sydney CBD. [AFR 29/03/2016]



**15 Archer Street & 628**

**Coronation Drive, Toowong,  
QLD 4066**

BPM has paid **\$8.2 million** for a residential development site. The purchaser hopes to get approval within the next six months for a 115-apartment development scheme on the 1,500 m2 site. The sale reflects a

**rate of \$71,304.35 per potential apartment.** Toowong is located 4 km south-west of the Brisbane CBD. [AFR 29/03/2016]

**311 Fifty Road, North Baldivis, WA 6171**

Aigle Royal Developments has acquired a 15.1-hectare residential development site for **\$10.3 million**. The sale reflects a **rate of \$68.21 psm**. North Baldivis is located about 46.8 km south of the Perth CBD. [AFR 29/03/2016]

**407 King Street, West Melbourne, VIC 3003**

An Asian development has bought a 168 m2 development site for **\$14.6 million**. The site has a permit for a 33-level, 58-apartment residential tower. The sale reflects a **rate of \$251,724.14 per permitted apartment**. West Melbourne is located about 1.8 km north-west of Melbourne's CBD. [AFR 31/03/2016]

**47-49 Norman Street, Ivanhoe, VIC 3079**

A Malaysian developer has purchased a 1,653 m2 site for **\$5.7 million**. The site has approval for 43 apartments. The sale reflects a **rate of \$132,558.14 per apartment**. Ivanhoe is located around 9.8 km north-east of the Melbourne CBD. [AFR 31/03/2016]

**Rural**

**Northern River Region, Dunoon, NSW 2480**

Discovery Macademia has paid **between \$18 million and \$20 million** for the **Dunoon Macademia Plantations**. The plantations take up 545-hectares of space across four adjoining farms with 109,000 mature trees. The sale reflects a **rate of between \$33,027.52 per hectare and \$36,697.25 per hectare**. Dunoon is located around 770 km north-east of Sydney's CBD. [AFR 14/03/2016]

**Golden Highway, Cassilis, NSW 2329**

A local farmer has paid **around \$5 million** for the 1,432-hectare **Runnymede**. The sale reflects a **rate of around \$3,491.62 per hectare**. Cassilis is located about 321 km north-west of Sydney's CBD. [AFR 21/03/2016]

**Berry Jerry Lane, Wagga Wagga, NSW 2650**

Meares & Associates have sold the **Berryjerry Station** to **Gnadbrow Pastoral Company** for **between \$9 million and \$10 million**. The sale of the 2,170-hectare rural property reflects a **rate of between \$4,147.47 per hectare and \$4,608.29 per hectare**. [AFR 21/03/2016]

**182 Goodar Road, Goondiwindi, QLD 4390**

The **Cunningham Cattle Company** has purchased the **Goodar Station** for **around \$20 million** to add to its **Gunn Agri Cattle Fund**. The property consists of 18,338-hectares of freehold and leasehold land. There is about 2,500-hectares of cultivation and a carrying capacity for about 6,000 adult head of cattle. The sale reflects a **rate of \$1,090.63 per hectare**. Goondiwindi is located around 344 km south-west of the Brisbane CBD. [AFR 21/03/2016]

**Holbrook, NSW 2644**

Meares & Associates have sold the 2,598-hectare **Stonehaven** property for **over \$10 million**. The sale reflects a **rate of \$3,849.11 per hectare**. Holbrook is located around 580 km south-west of the Sydney CBD. [AFR 21/03/2016]



**Specialised Properties**

**Queensland Retirement Village Sales Wrap**

**Masonic Care Queensland** have sold a 711-bed retirement home portfolio to **Regis Healthcare** for **\$163 million**. The deal includes facilities at four locations with the largest at **Sandgate** in Brisbane. **Sandgate** comprises three separate aged care facilities with 441 places. The transaction also includes 26,000 m2 of surplus land and 244 retirement units. [AFR 08/03/2016]

**63 Lynwood Avenue, Dee Why, NSW 2099**

A two-storey purpose-built childcare centre, 82 places, was sold for **\$6 million** on a **5.97% yield**. The property brings in an annual rent income of \$358,537 on a 10-year lease with two further 10-year options. The sale reflects a **rate of \$73,170.73 per place**. Dee Why is located about 17.4 km north-east of Sydney's CBD. [AFR 17/03/2016]



**164-168 Warrigal Road, Camberwell, VIC 3124**

A purpose-built childcare centre, 98 places, on a 2,065 m2 site has been purchased by a Chinese investor for **\$6.82 million**. The property was sold on a **yield of 5.05%**. **Affinity Educational Group** is on a 10-year lease with options and is paying a net annual rental of \$344,986. The sale reflects a **rate of \$69,591.84 per place**. Camberwell is located about 10.6 km south-east of the Sydney CBD. [AFR 17/03/2016]



**Lot4/Section 239, Kambah, ACT 2902**

The ACT government has selected *Hindmarsh* to develop 150 aged-care residences. *Hindmarsh* paid **\$6.05 million** for the 3.6-hectare site. The sale reflects a **rate of \$40,333.33 per residence**. Kambah is located around 16.1 km south-west of the Canberra CBD.

[AU 25/03/2016]

**233-243 Whitehorse Road, Blackburn, VIC 3130**

A private investor has paid **\$10.7 million** for a **BP service station** on a **3.6% yield**. The sale of the 4,200 m2 property reflects a **rate of \$2,547.62 psm**. Blackburn is located about 17.9 km east of the Melbourne CBD.

[AFR 29/03/2016]

**534-540 Doncaster Road, Doncaster, VIC 3108**

*Benetas* has acquired a 6,323 m2 site from local investors and the new owners plan to develop an aged-care and retirement facility on the site. The company paid **about \$18 million** on a **yield of around 1.5%**, based on a long-term lease to a *Papparich* restaurant. The lease allows for early termination for redevelopment from February 2021 onwards. The sale reflects a **rate of \$2,846.75 psm**. Doncaster is located about 15.5 km north-east of Melbourne's CBD.

[AFR 30/03/2016]

**Block 3/Section 11, Fullagar Crescent, Higgins, ACT 2615**

A Sydney buyer has purchased a 4,575 m2 childcare site from the ACT government for **\$2.6 million**. The facility has a potential capacity for over 100 places. The sale reflects a **rate of \$26,000 per potential place**. Higgins is located around 12.4 km north-west of the Canberra CBD.

[AFR 30/03/2016]

**45 Charlotte Street, Brisbane, QLD 4000**

The *Star Entertainment Group* consortium has bought the nine-storey **Festival Car Park** from *Seymour Property Group* for **\$45 million**. The 1,835 m2 site has 429 car spaces and will likely remain a car park for the time being. The car park is on a short-term lease to *Secure Parking Australia* and a tenancy is leased to *Hertz Car Rental*. The property was sold on a **yield of 5.6%** and a **rate of \$244.51 per car space**.

[AFR 31/03/2016]



**Hotel & Leisure**

**Australia Hotel Sales Wrap**

*Charter Hall* has paid **\$75 million** for a three-pub portfolio from *Bobby Zagame*. The hotels are **The Seaford Hotel** in Seaford, Victoria, the **Royal FTG Hotel** in Upper Ferntree Gully, Victoria and the **Kondari Hotel** in Hervey Bay, Queensland. The **Seaford Hotel** also features a *Dan Murphy's*, 13 motel style rooms and a kid's playground area. The **Royal FTG Hotel** has a bistro and sports bar. The **Kondari Hotel** sits on an 80,000 m2 site and comprises a 68-room motel, 35 gaming machines and a BWS liquor outlet. All three hotels are operated by *ALH Group*. The portfolio sale reflects an **initial yield of 6.28%** and the average lease expiry is 19-years.

[AFR 02/03/2016]

**1-5 Queen Street, Melbourne, VIC 3000**

Malaysian owners have sold the former **Fletcher Jones** showrooms to a local development syndicate for **\$18 million**. The 746 m2 site will likely be developed into a hotel after the buyer has the permit to allow for hotel development. The two-storey building was once called the **Cobden Buildings** and was developed in 1873. The sale reflects a **rate of \$24,128.69 psm**.

[AFR 02/03/2016]



**3 Hill Street, Coolangatta, QLD 4225**

*Sunland* has acquired the **Greenmount Resort** from the *Kwok* family for **\$26 million**. The 3-star resort has 151 rooms, a poolside bar and a restaurant. The sale reflects a **rate of \$172,185.43 per room**. Coolangatta is located around 22.3 km south-east of the Gold Coast CBD.

[AFR 08/03/2016]

**137 Esplanade, Cairns, QLD 4870**

*Abacus Funds Management* has sold **The Rydges Tradewinds Cairns** hotel to *GA Group Australia* for **\$34 million**. The property has 246 hotel rooms and is on an 8,138 m2 site. The hotel also features a gourmet restaurant, a bar and a lounge area. The sale reflects a **rate of \$138,211.38 per room**.

[AFR 23/03/2016]





## LEASING

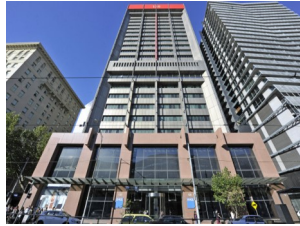
### Commercial

#### 85 Castlereagh Street, Sydney, NSW 2000

Watson Mangioni has agreed to terms to sublease office space from Allen & Overy. The lessee will occupy a total of 1,501 m<sup>2</sup> on level 23 of the building.  
[AFR 01/03/2016]

#### 120 Spencer Street, Melbourne, VIC 3000

Sage Institute of Education has leased an additional 6,100 m<sup>2</sup> of space on a **10-year deal**. The company will occupy the top four levels of the building at an **annual rent of \$450 psm**.  
[AFR 08/03/2016]



#### 277 William Street, Melbourne, VIC 3000

Danford College has signed an agreement to lease 960 m<sup>2</sup> of space at a **net annual rent of \$380 psm**. The lease is for **5-years**.  
[AFR 08/03/2016]

#### 197 Prospect Highway, Seven Hills, NSW 2147

Gaming Laboratories International has committed to paying a **net annual rent of \$265 psm** for a 1,007 m<sup>2</sup> office building. Ford Land Company is the landlord and the **lease is for 5-years**. Seven Hills is located about 32.2 km north-west of Sydney's CBD.  
[AFR 08/03/2016]

#### 198 Walters Road, Arndell Park, NSW 2148

ECL Group Australia has agreed to lease a 3,073 m<sup>2</sup> office property for **7-years**. The lessee will pay a **net annual rent of \$109 psm**. Arndell Park is located about 34.7 km north-west of Sydney's CBD.  
[SMH 11/03/2016]

#### Unit 2, 10-14 Kellogg Road, Glendenning, NSW 2761

Evolution Precast Systems Pty Ltd will pay a **net annual rent of \$105 psm** to Kellogg Road Superannuation Pty Ltd for a 5,610 m<sup>2</sup> office. The lease is for **5-years plus a 5-year option**. Glendenning is located around 41.1 km north-west of Sydney's CBD.  
[SMH 11/03/2016]

#### 40 Miller Street, North Sydney, NSW 2060

InvoCare leased a 1,650 m<sup>2</sup> office for **5-years with options**. The lease is for a net annual rent of just over \$1 million. The lease reflects a **rate of about \$606.06 psm**. North Sydney is located about 3.8 km north of the Sydney CBD.  
[AFR 22/03/2016]

#### 75 Dorcas Street, South Melbourne, VIC 3205

ADCO Constructions leased a 1,525 m<sup>2</sup> A-grade office for **7-years**. The refurbished building also has other tenants including Modelez and ANZ. The company will pay around \$600,000 of net annual rent. The lease reflects a **rate of \$393.44 psm**. South Melbourne is located about 2.4 km south of the Melbourne CBD.  
[AFR 29/03/2016]

#### 250 Ingles Street, Port Melbourne, VIC 3207

Wengfu Australia will occupy a 1,098 m<sup>2</sup> office property for **7-years**. The company will pay a **net annual rent of \$246 psm** for the property. Port Melbourne is located around 3.5 km south-west of Melbourne's CBD.  
[AFR 29/03/2016]

### Industrial

#### 19-21 Frank Street, Wetherill Park, NSW 2164

Viadux has signed for two warehouse and office facilities on a **5-year lease with options**. A private landlord leased the 3,573 m<sup>2</sup> buildings that occupy a 7,575 m<sup>2</sup> site for a net annual rent of \$340,000. The facilities feature nine shutter doors, internal clearances ranging from 5.3 metres to 7 metres and offers truck access. There are also 51 parking spots. The lease reflects a **rate of \$44.88 psm**. Wetherill Park is located about 31.9 km west of the Sydney CBD.  
[AFR 01/03/2016]

#### 199 Parramatta Road, Auburn, NSW 2144

VIMME will occupy a 1,379 m<sup>2</sup> office and warehouse property after agreeing to lease the property for **5-years**. The company will pay a **net annual rent of \$135 psm**. Auburn is located about 18.8 km north-west of the Sydney CBD.  
[SMH 01/03/2016]

#### 13-15 Smith Street, Chatswood, NSW 2067

Chatswood Fitness Institute has signed to occupy a 950 m<sup>2</sup> warehouse property for **5-years**. The lessee will pay a **gross annual rent of \$240 psm**. Chatswood is located about 12.2 km north of Sydney's CBD.  
[SMH 01/03/2016]



#### 1 Oriellton Road, Smeaton Grange, NSW 2567

Artisan Stone Pty Ltd has leased two modern warehouse units of 2,354.80 m<sup>2</sup>. The company will pay a net rent of **\$92.50 psm for 4-years**. Smeaton Grange is located about 52.8 km south-west of Sydney's CBD.  
[SMH 01/03/2016]

#### 28 Tullamarine Park Road, Tullamarine, VIC 3043

A private landlord has leased a 5,429 m<sup>2</sup> warehouse to a local collision repair business for an **annual rent of \$80 psm**. The lease is for **6-years**. Tullamarine is located around 16.4 km north-west of the Melbourne CBD.  
[AFR 08/03/2016]





**Stevens Road, Banksmeadow, NSW 2019**

Kellogg Australia has committed to a 45,000 m2 logistics facility in Goodman Group's major industrial estate. The lessee will pay a total of \$9 million for the long-term lease. Banksmeadow is located around 11.3 km south of Sydney's CBD.  
[AFR 10/02/2016]

**Unit 13 Holker Street, Silverwater, NSW 2128**

HY Bond Warehouse will pay **\$125 psm** of net annual rent for a 1,032 m2 warehouse over the next **3-years**. Perpetual Nominees is the owner of the high-clearance warehouse with first floor office space and truck access via three entry points. Silverwater is located about 18.6 km south-west of Sydney CBD.  
[AFR 15/03/2016]

**56 Parkwest Drive, Derrimut, VIC 3030**

Andiamo House will occupy a 16,000 m2 warehouse for the next **5-years**. The deal is worth more than \$1 million in annual rent, which reflects a **rate of \$60 psm**. Derrimut is located 19.4 km west of the Melbourne CBD.  
[AFR 22/03/2016]

**7-15 Gundah Road, Mount Kuring-gai, NSW 2080**

Propertylink has leased a newly built industrial site to Australia Post for **5-years with options**. Australia Post will pay a net annual rent of \$180,000 for the 1,435 m2 office and warehouse. The lease reflects a **rate of \$125.44 psm**. Mount Kuring-gai is located about 29.5 km north-west of the Sydney CBD.  
[AFR 29/03/2016]

**Lomandra Drive, Brisbane Airport, QLD 4008**

HMG Hardchrome has pre-committed to a purpose-built 13,244 m2 office and warehouse facility for **15-years**. BNE Property will develop the facility that will feature about 11,000 m2 of warehouse space with office space and amenities. The initial annual rent is said to be around \$1.7 million or **\$125 to \$130 psm**. Brisbane Airport is located about 15.4 km north-east of the Sydney CBD.  
[AU 31/03/2016]

**Specialised Properties**



**Monash Freeway, Mulgrave, VIC 3170**

Platypus Junction will anchor a new \$12 million building at Salta Properties' **Nexus Corporate business park** after pre-committing to a **10-year lease**. The childcare centre will lease

1,400 m2 of space on the top two floors of the four-level building and will have 110 places. Mulgrave is located about 23 km south-east of the Melbourne CBD.  
[AFR 31/03/2016]

**10 Inglewood Place, Baulkham Hills, NSW 2153**

The Island OOSH has leased a warehouse and office building from Capital Corporation for **10-years**. The before and after school childcare centre will pay a net rent of \$546,280 for the 2,410 m2 building. The lease reflects a **rate of \$226.67 psm**. Baulkham Hills is located about 30.9 km north-west of Sydney's CBD.  
[AFR 31/03/2016]



**PROPERTY FUNDS & CAPITAL RAISINGS**

**Galileo Japan shares surge on sell-off plan**

Units in the Galileo Japan Trust surged by almost 16% after it unveiled plans to sell the portfolio to a real estate investment trust and pay out investors. Unit-holders will receive a special distribution of **\$2.65 per unit**, paid out of the net proceeds of the sale and float. Galileo Japan recorded a net profit in the 6 months to 2016 of **\$27.7 million**. Last half year's net profit was \$2.8 million.  
[AFR 10/03/2016]

**Gateway in \$120 million raising**

Gateway Lifestyle has launched a fully underwritten **\$120m equity raising**. The raising is made up of \$40.2m in institutional placement and \$79.8m two-for-15 entitlement offer. The company seeks to add another six modular home parks to its growing portfolio. The \$49.3 million deal for the estates includes four in New South Wales, one in Victoria and one in Queensland.  
[AU 10/03/2016]

**Profit up 21pc but Savills warns of 'political concerns'**

Savills has delivered a record 2015 profit and has had a good start to 2016. In the year to December, revenue rose 19% to **£1.2 billion** and the underlying profit rose 21% to **£121.4 million**.  
[AFR 14/03/2016]

**Stone Axe Pastoral raise \$20 million**

Stone Axe Pastoral Company is looking to raise between **\$15-\$20 million** for the expansion of its Wagyu business in Kojonup in Western Australia. The offer includes the expansion of its Wagyu cattle herd to 20,000.  
[AFR 21/03/2016]

**DEXUS extra \$43 million offer**

DEXUS Property Group's merger proposal for Investa Office Fund (IOF) has increased the \$10 billion offer by **\$43 million**. The move has seen DEXUS shares fall by 4c to \$7.86 while IOF shares increased by 5c to \$4.24. The \$43 million comes from DEXUS passing on \$19 million in debt costs savings and about \$24 million saved from not paying Morgan Stanley for IOF's management rights. The vote for the merger will be delayed by at least a week.  
[AFR 31/03/2016]



## **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



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