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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.

NOVEMBER 2016

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SALES

Commercial

91 King William Street, Adelaide, SA 5000

Inheritance Capital Asset Management has paid **\$88.5 million** for a half-stake in **Westpac House** on an **initial yield of 7%**. The 31-level, 29,600 m² of net lettable area office tower includes a basement car park, ground-level retail and two historic buildings known as **Perpetual House** and **Delmont House**. These two buildings combine for a total area of around 2,000 m². The sale reflects a **rate of \$2,801 psm**.
[AFR 01/11/2016]

582 Swan Street, Richmond, VIC 3121

An offshore family investor has acquired a 1,615 m² 3-level office building with basement parking for **under \$10 million**. There are six tenancies, a ground-floor café and 28 basement car spaces on the 971 m² site. The sale reflects a **net yield of 6%** and a **rate of \$10,905 psm**. Richmond is located about 60 km north-west of the Melbourne CBD.
[AFR 10/11/2016]

39 Martin Place, Sydney, NSW 2000

Transport for NSW has paid **\$332 million** to the *DEXUS Property Group* and *DEXUS Wholesale Property Fund* for a B-Grade office tower. The 20-storey building was acquired by the NSW government for the Sydney Metro rail system. The property has six retail outlets, end-of-trip amenities and basement parking for 68 cars.
[AFR 15/11/2016]

282 & 284 Victoria Avenue, Chatswood, NSW 2067

A development company associated with the Teoh family has purchased two commercial buildings for **around \$40 million**. The property at 282 Victoria Avenue is a 7-storey office and retail building with above-ground parking over 3-levels. It is 95% occupied. The other property is a 3-storey building with office and retail space and ground-floor parking for 29 vehicles. It is 95% occupied. Both buildings sit on a 2,175 m² site and bring in a gross annual income of \$2.3 million. The sale reflects a **gross yield of 5.75%** and a **rate of about \$18,391 psm**. Chatswood is located about 12.2 km north of Sydney's CBD.
[AFR 15/11/2016]



41 O'Connell Terrace, Bowen Hills, QLD 4006

VennCap has bought a 7-level commercial complex for a private investor for **\$52 million**. *City of Brisbane Investment Corporation* sold the 2013-built property which has a 5-Star Green Star building rating and is anchored by government tenants. *Health Services Queensland* occupies 60% of the net leasable area, while *Brisbane City Council* occupies 30%. The sale of the 7,643 m² property reflects a **rate of \$6,804 psm**. Bowen Hills is located around 3.5 km north-east of Brisbane's CBD.
[AFR 22/11/2016]



55 Clarence Street, Sydney, NSW 2000

An Asian Investment House has acquired a 14,888.1 m², 96% occupied office tower for **close to \$170 million**. The sale reflects an **initial yield of approximately 5.4%**. The B-grade property has a WALE of 2.2 years and 88 car bays over 3 levels. The building was completed in 1973 but has undergone extensive refurbishment between 1996 and 1998, with the foyer and lobby undergoing further refurbishment in 2005. The sale reflects a **rate of \$11,419 psm**.
[AU 23/11/2016]

55 Whitehorse Road, Balwyn, VIC 3104

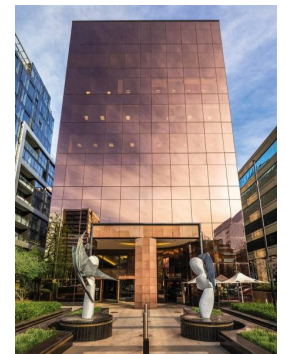
PMCC Investments has sold a 1,368, two-level office building to a Melbourne investor for **\$8.03 million**. The property is fully-leased to financial service firms and medical practices and has a WALE of 3.66-years. The sale reflects a **net yield of 5.7%** and a **rate of \$5,870 psm**. Balwyn is located about 12.7 km north-east of Melbourne's CBD.
[AFR 24/11/2016]

485-489 Elizabeth Street, Surry Hills, NSW 2010

A private trust has paid **\$10 million** for a mixed-use property. The property comprises a recently refitted 5-storey office building and a renovated 2-level Georgian terrace on the one title. The 910 m² office building has end-of-trip facilities, a kitchenette and amenities, as well as a secure car park. The 140 m² terrace is heritage listed and can be used for residential or commercial purposes. The sale of the 404 m² site reflects a **rate of \$24,752 psm**. Surry Hills is located around 3 km south-east of Sydney's CBD.
[AFR 24/11/2016]

553 St Kilda Road, Melbourne, VIC 3000

Nick Andrianakos has purchased a 7-storey, 10,316 m² office building from *International Healthway Corporation* for **\$70 million**. The property sold on a **net yield of 7.3%**. *Monash University* agreed to a brand-new 10-year lease in August for 8,000 m² in the building. There are 183 car bays. The sale reflects a **rate of \$6,786 psm**.
[AFR 24/11/2016]





92 Pitt Street, Sydney, NSW 2000

A private domestic investor has bought a 4,342 m2 office tower from *EG Funds Management* for **\$52.17 million**. The B-grade, 14-level building has office space, ground floor retail and a basement restaurant. The property has 94% occupancy. The sale reflects a **rate of \$12,015 psm**.
[AFR 24/11/2016]

8 Atlantic Street, Phillip, ACT 2606



Centuria has acquired the **Scarborough House** from *Indigenous Real Estate Investment Trust* for **\$72.33 million**. The property is fully occupied with the federal health department taking up 16,499 m2 of space in the 16,782 m2 building. The health department's lease will expire

in July 2025. The sale reflects a **passing yield of 7.24%** and a **rate of \$4,310 psm**. Phillip is located about 10.5 km south-west of Canberra's CBD.
[AFR 29/11/2016]

50 Franklin Street, Melbourne, VIC 3000

Lian Beng has purchased an 18-level office tower from a group of strata owners for **\$51.5 million**. The 11,447 m2 building sits on a 2,213 m2 site and had 11 owners with 18 separate ownerships. The entire building is leased to *Salmat* who will be moving when their lease expires in February. The sale reflects a **rate of \$23,272 psm**.
[AFR 30/11/2016]

Industrial

295-321 Perry Road, Keysborough, VIC 3173

A 6-hectare industrial property has been acquired by a private buyer for **\$5.8 million**. The site has development upside. The sale reflects a **rate of \$97 psm**. Keysborough is located about 26.2 km south-east of the Melbourne CBD.
[AFR 03/11/2016]

670 MacArthur Avenue Central, Eagle Farm, QLD 4009

A two-building industrial facility has been sold by *Growthpoint Properties* for **over \$10 million**. **Building One** is 3,328 m2 and is leased to *Reliance Worldwide* and **Building Two** is 2249 m2 and is leased to *Coventry-Konnect*. The sale of the 10,000 m2 site reflects a **net**



yield of 7.7% and a **rate of over \$1,000 psm**. The site was purchased by a boutique Sydney-based fund manager. Eagle Farm is located around 11.6 km south-west of the Brisbane CBD.
[AFR 03/11/2016]

Australian Industrial Sales Wrap

Altis Property Partners has bought 14 B-grade industrial assets in Sydney, Melbourne and south-east Queensland for **around \$90 million**. The total building area is 82,000 m2 and the total site area is 18-hectares. 10 properties were acquired along Brixton Road, Wangara Road and Bay Road in Cheltenham, Melbourne. The New South Wales assets feature two of the properties in Smithfield and one in Rutherford. The one Queensland asset is in Crestmead. All the properties sold fully-leased and the portfolio represented an **initial yield of 8.2%**.
[AFR 10/11/2016]

10-12 Fairford Road, Padstow, NSW 2211

GNS Wholesale Stations has sold a 14,609 m2 industrial warehouse on a sale and leaseback agreement for **\$16 million**. The two-storey administrative building and warehouse has drive-around truck access and a covered dock area. The sale reflects a **net yield of 8.125%** and a **rate of \$1,095 psm**. Padstow is located around 21.3 km south-west of Sydney's CBD.
[AFR 10/11/2016]

123-129 McDowell Street, Welshpool, WA 6106

A private investor has acquired a 5,283 psm industrial property from John and Helen Henderson for **\$9.75 million**. The property is leased to *GPR Trucks*. The sale reflects a **rate of \$1,846 psm**. Welshpool is located about 11.6 km south-east of the Perth CBD.
[AFR 10/11/2016]



36-38 Boorea Street, Lidcombe, NSW 2141

Trilwin has sold a vacant 2,879 m2 office and warehouse to *KSH Investments* for **\$6.35 million**. The property has basement parking. The sale of the 4,219 m2 site reflects a **rate of \$1,505 psm**. Lidcombe is located about 17.4 km west of Sydney's CBD.
[AFR 10/11/2016]

572 & 588 Kessels Road, Macgregor, QLD 4109

Harvey Norman has paid **\$16 million** for a 2.4-hectare industrial landholding that will be used to build a large-format retail centre. *Harvey Norman* will open a new store at the centre and lease space to other tenants with complementary businesses. The existing tenant, *Asahi Beverages*, will be moving to another facility. The sale reflects a **rate of \$667 psm**. Macgregor is located about 13.5 km south-east of the Brisbane CBD.
[AFR 14/11/2016]



1651-1657 Centre Road, Springvale, VIC 3171

Australian Unity has acquired a 10,987 m2 office and warehouse property for **\$12.98 million** on a **7.3% yield**. The property sits on a 29,640 m2 site and is leased to *Mainfreight Ltd* for 5-years. The sale reflects a **rate of \$438 psm**. Springvale is located about 25.4 km south-east of the Melbourne's CBD. [AFR 23/11/2016]

62-64 O'Riordan Street, Alexandria, NSW 2015

PropertyCorp Holdings has sold a 3,938 m2 retail, office and warehouse property for **\$14.5 million**. The property has dual access and is leased to *Pure Performance Golf Labs*, *MNR Constructions* and *Host Catering Supplies*. The 6,209 m2 site has 45 car spaces. The sale reflects a **rate of \$2,335 psm**. Alexandria is located about 3.9 km south of Sydney's CBD. [AFR 24/11/2016]

89 Lewis Road, Wantirna South, VIC 3152

A Hong Kong-based investment group has purchased an industrial facility for **\$6.45 million** on a **net yield of 6.82%**. The 7,912 m2 building occupies a 1.8-hectare site and is leased to *Australia Post* and *Silvan Australia*. The sale 1.8-hectare site reflects a **rate of \$358 psm**. Wantirna South is located around 26.4 km east of Melbourne's CBD, [AFR 24/11/2016]

55 Kent Road, Mascot, NSW 2020

Bayswater Car Rental has bought a Qantas-tenanted 7,321 m2 warehouse for **\$30 million** on a **net yield of 5.06%**. The buyer will likely open a new car hire branch at the location and keep the rest of the lease intact as an investment. The sale of the 11,900 m2 site reflects a **rate of \$2,521 psm**. Mascot is located around 7 km south of Sydney's CBD. [AFR 24/11/2016]

13-19 Baker Street, Banksmeadow, NSW 2019

A 9,385 m2 industrial site has been acquired by *Leda Holdings* for **\$16 million** on a **yield of 3.5%**. The buyer has plans for an industrial strata development. The sale reflects a **rate of \$1,705 psm**. Banksmeadow is located around 11.3 km south of the Sydney CBD. [AFR 28/11/2016]



Retail

239-249 High Street, Bendigo, VIC 3550

Phileo has sold the **Rocklea Homemaker Centre** to a large format retail investor for **\$35 million** on a **yield of about 7.7%**. The centre is leased to tenants including *Fantastic Furniture*, *Baby Bunting*, *Lincraft*, *Focus on Furniture*, *BCF*, *Adairs*, *Early Settler*, *Howard Storage World*, *Pillow Talk*, *Pets Domain* and *Anytime Fitness*. There are also 530 on grade car parks and modern amenities such as baby changing facilities and a café. Bendigo is located about 156 km north-west of Melbourne's CBD. [AFR 01/11/2016]

Cnr Brickworks & Old Gympie Road, Kallangur, QLD 4503

Alceon and *Taylor Bridge Capital* have sold the **Lilybrook Shopping Centre** to *Shopping Centres Australia Property Group* for **\$25.5 million**. The centre has recently undergone a refurbishment and reletting program. This included extending the lease to *Coles* to 14-years, refurbishing the *Coles* store, upgrading the centre landscaping, extending and reconfiguring the mall to create two new mini majors and refurbishing signage and introducing shade sails to the car park. The sale of the 6,700 m2 neighbourhood shopping centre reflects a **rate of \$3,806 psm**. Kallangur is located around 28.1 km north of Brisbane's CBD. [AFR 03/11/2016]

60-78 King Street, Caboolture, QLD 4510

Charter Hall Retail REIT has sold the **Caboolture Square** shopping centre for **\$27.5 million**. The 16,172 m2 centre is anchored by a *Coles* and *Kmart* and has one mini-major and 35 retail specialties. The WALE is 6.2-years. The sale reflects a **rate of \$1,700 psm**. Caboolture is located around 38.8 km north of Brisbane's CBD. [AFR 03/11/2016]

150 Anderson Street, Port Hedland, WA 6721



The **Port Hedland Boulevard Shopping Centre** has been purchased by *Sentinel Property Group* for **\$17.6 million**. The neighbourhood shopping centre is anchored by a *Woolworths* on a long-term lease. The sale of the 6,259 m2 centre reflects a **rate of \$2,812 psm**. [AFR 03/11/2016]

5-11 Patricks Road, Arana Hills, QLD 4054

Charter Hall Retail REIT is in exclusive due diligence to purchase the **Arana Hills Plaza** for **\$67 million** from *ISPT*. The sub-regional, 14,000 m2 mall is anchored by *Coles*, *Kmart* and *Aldi*, as well as 23 specialty tenants, four kiosks, two ATMs and a freestanding *Shell* petrol station. The sale reflects an **initial yield of 5.85%** and a **rate of \$4,786 psm**. Arana Hills is located around 11.9 km north-west of Brisbane's CBD. [AFR 08/11/2016]

Cnr Bourke Road and Huntley Street, Alexandria, NSW 2015

Goldman Sachs has sold **The Mill** to *Dexus Property Group* for **\$110.2 million**. The deal features a 1.9-hectare mixed-use, multi-tenanted property which was developed in 2008. The sale reflects a **rate of \$5,800 psm**. Alexandria is located around 3.9 km south of Sydney's CBD. [AFR 10/11/2016]





221 Tufnell Road, Banyo, QLD 4014

A private investor has paid **\$34 million** to ADCO for the **Banyo Retail Centre**. The 5,136 m2 centre is anchored by a **Woolworths** on a 20-year lease, as well as 13 specialty stores. The WALE is 15.1 years. The sale of the 1.7-hectare site reflects a **rate of \$2,000 psm**. Banyo is located around 13.4 km north-east of Brisbane's CBD. [AFR 10/11/2016]



260 Collins Street, Melbourne, VIC 3000

JPMorgan Asset Management has bought the **Collins Lane** mall from *LaSalle Investment Management* for **\$247 million** on a **yield of around 5%**. The centre features many luxury international and local brands including *Coach, Cue, Tag Heuer* and *Rodd & Gunn*. [AFR 15/11/2016]

Casuarina, WA 6167

Aigle Royal Properties has bought a 65-hectare greenfield land parcel for **\$26 million**. The buyer has plans for a large format retail development over 15-hectares and the rest of the space will be residential development. The sale reflects a **rate of \$40 psm**. Casuarina is located about 41.4 km south of the Perth CBD. [AFR 16/11/2016]

791 Stafford Road, Everton Park, QLD 4053

Reds Group has paid **\$27.7 million** on a **net yield of 7.1%** for the **Everton Plaza**. The new owners will renovate the 1969-built centre into a popular retailing destination. The 7,198 m2 property is anchored by a **Coles** supermarket, as well as two mini-majors and 30 specialty retailers. Other tenants include *Everton Park Medical Centre, Fernwood Fitness, Australia Post, BWS, ANZ* and *Chemmart Everton Park*. There are also 230 car spaces. The sale reflects a **rate of \$3,848 psm**. Everton Park is located about 10 km north of Brisbane's CBD. [AFR 21/11/2016]

Residential

65 Hopetoun Road, Toorak, VIC 3142



A 6-bedroom 1930s family home has been sold by the CEO of *Metricon Homes*, **Mario Biasin**, for **\$10.5 million**. The property has a formal hall, formal lounge, separate dining, 3 ensuite bathrooms, a main bathroom, a cellar, storage room and a double lock up garage. The sale of the

1,872 m2 site reflects a **rate of \$5,609 psm**. Toorak is located about 6.3 km south-east of Melbourne's CBD. [AFR 01/11/2016]

67 Hopetoun Road, Toorak, VIC 3142

A private buyer has paid **\$5 million** at auction to purchase a 4-bedroom 1930s house on an 820 m2 site. The property has 3-bathrooms and a double lock-up garage. The sale reflects a **rate of \$6,098 psm**. Toorak is located about 6.3 km south-east of Melbourne's CBD. [AFR 01/11/2016]

30 Bradleys Head Road, Mosman, NSW 2088

Peter Hofbauer has sold a 6-bedroom mansion to a local Mosman buyer for **around \$16 million**. The 2,244 m2 home with gun-barrel views of the Sydney Harbour Bridge and the Opera House also has a pool, a tennis court, a wine cellar and separate self-contained accommodation for guests. There is also a 3-car garage. The sale reflects a **rate of \$7,130 psm**. Mosman is located about 6.5 km north-east of the Sydney CBD. [AFR 08/11/2016]

32 Albany Road, Toorak, VIC 3142

A local Chinese family has purchased an art deco mansion for **over \$14 million**. The 6-bedroom residence has 5-bathrooms, a floodlit tennis court, a swimming pool, a triple remote garage and a gymnasium with sauna and shower. The sale of the 1,800 m2 site reflects a **rate of more than \$7,778 psm**. Toorak is located about 6.3 km south-east of the Melbourne CBD. [AFR 16/11/2016]



15 Dora Street, Hurstville, NSW 2220

A 794 m2 site has been acquired by a private investor at auction for **\$10.75 million**. The site is zoned B4 Mixed Use with an existing FSR of 6:1 and a 45m height limit. The sale reflects a **rate of \$13,539 psm**. Hurstville is located around 16.4 km south-west of Sydney's CBD. [AFR 22/11/2016]

Residential Development

96-98 Morang Road, Hawthorn, VIC 3123

A local developer has purchased a townhouse development site at auction for **\$5.85 million**. The two-level commercial building with four tenancies sits on an 870 m2 site. The sale reflects a **rate of \$6,724 psm**. Hawthorn is located around 7.8 km east of the Melbourne CBD. [AFR 03/11/2016]

52 Bernera Road, Prestons, NSW 2170

Mileto has sold a 2-hectare vacant development site to *Stevens Group* for **\$5 million**. The property is in close proximity to the future **Badgerys Creek Airport**. The sale reflects a **rate of \$250 psm**. Prestons is located about 34.6 km south-west of Sydney's CBD. [AFR 03/11/2016]



888 Pacific Highway, Gordon, NSW 2072

Alto Group has sold its car dealership site to Aoyuan Property Group Australia for **\$34 million**. The site has approval for 144 apartments across six levels with 730 m2 of retail space. The sale reflects a **rate of \$236,111 per approved apartment**. The property will be marketed in 2017. Gordon is located about 15.3 km north-west of the Sydney CBD.
[AFR 10/11/2016]

1 Womerah Street, Turrumurra, NSW 2074

Aoyuan Property Group Australia has paid **\$21.5 million** to Broadstate Group for a development site with approval for 79 apartments. The sale reflects a **rate of \$272,152 per approved apartment**. Turrumurra is located about 18.9 km north-west of Sydney's CBD.
[AFR 10/11/2016]

136-140 Anderson Creek Road, Doncaster East, VIC 3108

An Indian-backed developer has acquired a 2,966 m2 site for **\$5.35 million**. The site has a development scheme for 21 townhouses. The sale reflects a **rate of \$254,762 per townhouse**. Doncaster East is located about 15.5 km north-east of the Melbourne CBD.
[AFR 10/11/2016]

150-152 Bridge Road & 1-3 Allowah Terrace, Richmond, VIC 3121

Poly has purchased a residential development site for **\$16 million**. The property has two development options: a podium of townhouses with a 10-storey apartment tower above or pure townhouse scheme of 41-dwellings. The 2,047 m2 site currently has housing shops, a commercial building and a car park. The sale reflects a **rate of \$390,244 per potential townhouse**. Richmond is located about 4 km south-east of Melbourne's CBD.
[AFR 22/11/2016]

615 Warrigal Road, Ashwood, VIC 3147

Hong Se Australia Corporation has bought a prime development site for **\$35.7 million** on a **passing yield of 2.38%**. The 1.4-hectare site was the headquarters of Oceanic Australia and other retailers. The sale reflects a **rate of \$2,571 psm**. Ashwood is located about 15.2 km south-east of Melbourne's CBD.
[AFR 24/11/2016]

1-3 University Road, Miranda, NSW 2228

BRDB has purchased a development-approved site from a private family for **\$12.8 million**. The development could have a total gross floor area of 5,744 m2 and can yield 66 apartments. The sale reflects a **rate of \$193,939 per approved apartment**. Miranda is located around 22.3 km south-west of the Sydney CBD.
[AFR 24/11/2016]

92 King Street, Newcastle, NSW 2300

Iris Group has paid **\$39 million** for a 5.54-hectare residential development site. The sale reflects a **rate of \$704 psm**.
[AFR 25/11/2016]

154-158 Castle Hill Road, Cherrybrook, NSW 2126

Zone Q Investments has acquired a 7,153 m2 amalgamation of 12 older units and 3 houses for **\$30.98 million**. The buyer plans to construct 172 apartments, subject to approval. The sale reflects a **rate of \$180,116 per potential apartment**. Cherrybrook is located about 26.5 km north-west of Sydney's CBD.
[AFR 30/11/2016]

Rural

Rolleston, QLD 4702

Rural Funds Group has purchased the **Lynora Downs** for **\$26.5 million**. The property has 780-hectares of cotton and cropping land on a 4,876-hectare site. The buyer will spend a further \$5.7 million over the next year building additional water storage and developing irrigation area. The sale reflects a **rate of \$5,435 per hectare**. Rolleston is located around 292 km south-west of Sydney's CBD.
[AFR 03/11/2016]

Bungendore, NSW 2621

An undisclosed buyer has bought **Woodlands**, a 1,158-hectare grazing property, from the Hyles family for **\$3.53 million**. The property includes a 1870s, 4-bedroom homestead. The sale reflects a **rate of \$3,048 per hectare**. Bungendore is located about 269 km south-west of Sydney's CBD.
[AFR 21/11/2016]

196 Newman Road, Charleston, SA 5244



Blackford Stables has been acquired by an unnamed local industrial participant with an export business targeting the Chinese market for **\$1.5 million**. The property features a residence, heritage-listed stables and 14-hectares of vineyards. The vineyards planted include sauvignon blanc, chardonnay, pinot gris,

sangiovese and pinot noir. There is also associated shedding, large water storage and formed internal roadways and fencing. The sale of the 46.12-hectare property reflects a **rate of \$32,524 per hectare**. Charleston is located around 36.5 km east of Adelaide's CBD.
[AFR 28/11/2016]

Specialised Properties

662 Windsor Road, Kellyville, NSW 2155

A private family has paid **\$9.4 million** to Pioneer House for a **Caltex** service station. The 2,634 m2 property is leased to Woolworths on a new **12-year lease with options**. The sale reflects a **net yield of 5%** and a **rate of \$3,569 psm**. Kellyville is located about 34.4 km north-west of the Sydney CBD.
[AFR 03/11/2016]



248-258 Beenleigh-Redland Bay Road, Brisbane, QLD 4000

A Woolworths-leased petrol station has sold at auction to a local family for **\$5.1 million**. A small Brisbane syndicate sold the **Caltex Cornubia** with a convenience store on a **yield of 5.41%**. The total site is 6,031 m2 with 2,921 m2 of development land. The sale reflects a **rate of \$846 psm**.
[AFR 03/11/2016]

139 Eumundi Road, Noosaville, QLD 4566

A private investor from Canberra has bought a petrol station under construction from *Empirica Developments* for **\$9.3 million**. The 2,517 m2 site is leased to *7-Eleven* and *KFC* on new **15-year leases**. The sale reflects a **rate of \$3,695 psm**. Noosaville is located about 34.2 km north of the Sunshine Coast CBD.
[AFR 10/11/2016]

Gold Coast Highway, Palm Beach, NSW 2108

A private buyer has purchased a 3,011 m2 corner site leased to a *7-Eleven* service station and *McDonald's* for **\$8.525 million**. The property was sold on a **gross yield of 5.46%**. The sale reflects a **rate of \$2,831 psm**. Palm Beach is located around 39.9 km north of Sydney's CBD.
[AFR 24/11/2016]

190 Russell Avenue, Dolls Point, NSW 2219

The Presbyterian Church Property Trust has acquired a 6,000 m2 beachfront heritage property for **\$15 million**. The property known as **Primrose House** will be converted into a private school including a kindergarten and a primary school up to year 6. The sale reflects a **rate of \$2,500 psm**. Dolls Point is located around 17.1 km south of Sydney's CBD.
[AFR 30/11/2016]

Hotel & Leisure

13 Mount Street, Mt Druitt, NSW 2770

Lantern Hotel Group has sold the **Uncle Buck's Hotel** and an adjacent 5,640 m2 commercial precinct to *Angelis Hotel Group* for **\$25.3 million**. The commercial precinct has 10 tenancies including a chicken take-away shop, a pawn shop and a *Pizza Hut*, returning a gross annual rent of \$611,472 per annum. The site has 90 car spaces and has a mixed-use zoning and a 32-metre height approval. The **Uncle Buck's Hotel** has a bistro, sports bar, open roof beer garden and outdoor dining. The sale reflects a **gross yield of 2.42%**. Mt Druitt is located about 41.9 km north-west of the Sydney CBD.
[AFR 07/11/2016]

63 Jephson Street, Toowong, QLD 4066

Locally based Asian investors have paid **\$15.8 million** for the **Jephson Hotel**. The property has 51-rooms including one and two-bedroom apartments and three-bedroom penthouses. It also features a ground floor restaurant, boardroom facilities, a café and a rooftop function space. The sale reflects a **rate of \$309,804 per room**. Toowong is located about 4 km south-west of Brisbane's CBD.
[AFR 08/11/2016]



57 Woodhouse Drive, Ambarvale, NSW 2560

The *Lantern Hotel Group* has sold the freehold and business of the **Ambarvale Hotel** for **\$21.2 million**. The hotel features a bistro, a terrace beer garden and a sports bar. Ambarvale is located about 52.7 km south-west of Sydney's CBD.
[AFR 14/11/2016]

39-45 Shoal Bay Road, Shoal Bay, NSW 2315

Andrew Lazarus has purchased the 158-apartment **Country Club Hotel** for **\$18 million**. The sale also included the adjoining commercial strata units and an operating café. The **Country Club Hotel** has a bar, bottleshop, two restaurants and 23 PME's. The property was developed by the Randal family in the 1950s. The sale reflects a **rate of \$113,924 per apartment**. Shoal Bay is located around 52.3 km north-east of the Newcastle CBD.
[AFR 17/11/2016]

108-110 Campbell Parade, Bondi Beach, NSW 2026

The *Millett Group* has bought **Bondi Backpackers** at auction for **around \$18 million** on a **net yield of 4.3%**. The property has 52-rooms accommodating 138 guests from single rooms to six-person dormitory rooms. The 448.9 m2 property is leased to two retail tenants, *Bavarian Bier Café* and *Backpacker World Travel*. The sale reflects a **rate of \$346,154 per room or \$130,435 per guest**. Bondi Beach is located about 7.5 km south-east of Sydney's CBD.
[AFR 21/11/2016]

Cnr Flinders Lane & Market Street, Melbourne, VIC 3000

MTAA Super has acquired the **Ship Inn** from Jim Allen for **\$7.9 million**. The 2-storey brick building comprises 900 m2 of space on a 442 m2 site. The 1850s hotel was extended in the 19th century and renovated again in 1906. The sale reflects a **rate of \$17,873 psm**.
[AFR 21/11/2016]





7-12 Horne Street, Elsternwick, VIC 3185

An unnamed developer with offshore ties has paid **\$8.85 million** for the **Daily Planet** brothel. The 18-room bordello will make way for a mixed-use apartment development. The buyer purchased three adjoining commercial buildings to create a 1,239 m2 development site. The sale reflects a **rate of \$491,667 per room**. Elsternwick is located around 9.3 km south-east of Melbourne's CBD.
[AFR 21/11/2016]

74 Great North Road, Five Dock, NSW 2046

A private investor has paid **\$28.8 million** for a hotel property on a 688 m2 site. The property has a gaming room with 30 EGMs, a sports bar and a TAB. The sale reflects a **rate of \$41,860 psm**. Five Dock is located around 9.2 km west of Sydney's CBD.
[AFR 23/11/2016]

1386 Beaudesert Road, Brisbane, QLD 4110



A Sydney-based fund has purchased the **Acacia Ridge Hotel** from Peter Calligeros and Steve Farley for **\$26 million**. The 34-room hotel features 45 gaming machines, a drive-through bottle shop, multiple bars and conference facilities and 230 car spaces. The

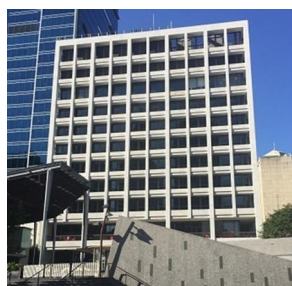
property sits on an 18,000 m2 block. The sale reflects a **rate of \$764,706 per room**.
[AFR 30/11/2016]

LEASING

Commercial

102 Adelaide Street, Adelaide, SA 5000

The *Browns English Language School* has signed a new lease for a 1,869 m2 office. The lease for space on levels one and four is for **5-years with options**. The **gross annual rent is around \$550 psm**.
[AFR 01/11/2016]



High Street Mall, Fremantle, WA 6160

WA's state housing, corrective services and transport departments will occupy over 17,200 m2 of space at a new building in Kings Square. *Sirona Capital* is developing the property that will house 1,500 public sector works in most of the 20,000 m2 building. The lease is for **15-years**. Fremantle is located around 19 km south-west of Perth's CBD.
[AFR 11/11/2016]

101 Miller Street, North Sydney, NSW 2060

White Clark will lease 1,420 m2 of space from joint owners *Mirvac* and *TH Real Estate* for **5-years**. The space is located on level 15 and the lessee will pay between **\$700 and \$765 psm in net annual rent**. North Sydney is located around 3.8 km north of Sydney's CBD.
[AFR 15/11/2016]

25 Montpelier Road, Bowen Hills, QLD 4006



St Vincent's Health Australia has agreed to occupy an A-grade office building on a **5-year lease**. The 920 m2 lease was brokered at a **gross annual rent of \$520 psm**. There are also 12 car spaces. The modern A-grade building has around 30% space available for lease. Bowen Hills is located 3.5 km north-east of the

Brisbane CBD.
[AFR 15/11/2016]

1341 Dandenong Road, Chadstone, VIC 3148

Vicinity Centres and *Gandel Group* have negotiated the **7-year lease** of the eight floor in **Chadstone Tower One** to *Victory Corporate Serviced Offices*. The **net annual rent is \$360 psm**. Chadstone is located around 16 km south-east of Melbourne's CBD.
[AFR 15/11/2016]

101 Miller Street, Sydney, NSW 2000

Mirvac and *TH Real Estate* have secured *Ace Insurance* as a new tenant on levels 19, 18 and part of level 17 for 10-years. The lease is for a **net annual rent of between \$700 and \$765 psm**. The total space is 3,500 m2.
[AFR 15/11/2016]

836 Wellington Street, Perth, WA 6000

The *Commonwealth of Australia* has agreed to a **10-year lease extension** for over 11,793 m2 of office space. The lease is for nearly the whole building.
[AFR 15/11/2016]

66 St Georges Terrace, Perth, WA 6000

Returned Services League of Australia will occupy 1,007 m2 of office space commencing November 2016 for **5-years**.
[AFR 15/11/2016]

60 Light Square, Adelaide, SA 5000

The National Centre for Vocational Education Research will pay a gross annual rent in the **mid-\$400 psm range** for a 1,800 m2 office lease. The newly refurbished 6,959 m2 A-grade building has an upgraded lobby and new end-of-trip facilities. The lessee will occupy two floors.
[AFR 24/11/2016]





Industrial

Winton Road, Joondalup, WA 6027

Total Tools has signed a deal to occupy a 1,300 m2 industrial property for **10-years**. The lessee will pay a net annual rent of \$240,500 to a private landlord. The lease reflects a **rate of \$185 psm**. Joondalup is located around 20.4 km south of Perth's CBD.
[AFR 01/11/2016]

141 Newton Road, Wetherill Park, NSW 2164

Landord *Timix* has secured a new tenant in its 11,817 m2 industrial property on a 2.3-hectare site. AUSREO will pay a net annual rent of \$1.3 million for the factory with three loading bays, overhead gantry cranes, internal clearances of 9.3 metres, and eight on-grade roller shutters. There is also office space. The lease is for **7-years** and reflects a **rate of \$57 psm**. Wetherill Park is located around 31.9 km west of Sydney's CBD.
[AFR 08/11/2016]

2 Bachell Avenue, Lidcombe, NSW 2141

Jac & Jul has agreed to lease a 2,174 m2 office and warehouse property for **10-years**. The older-style property has a 5.9-metre clearance, three roller shutters and a 500-amp power source. The lease reflects a **rate of \$90 psm**. Lidcombe is located around 17.4 km west of the Sydney CBD.
[AFR 08/11/2016]

9 Redland Drive, Mitcham, VIC 3132

Sensor Dynamics Australia will occupy a 1,442 m2 office and warehouse for **3-years with options**. The two-level property has a mezzanine workshop, storage, a clear span warehouse, container height roller door, 18 underground car spaces and 11 on-grade car spaces. The **gross annual rent is \$139 psm**. Mitcham is located about 21.6 km east of Melbourne's CBD.
[AFR 15/11/2016]

60-64 Vella Drive, Sunshine, VIC 3020

Cardno Construction Sciences has leased a 2,117 m2 office and warehouse for **3-years with options**. The property comprises a clear-span warehouse with three motorised roller shutter doors and a 250 m2 office with a reception and partitioned spaces. The **gross annual rent is \$73 psm**. Sunshine is located around 40.5 km north-west of Melbourne's CBD.
[AFR 15/11/2016]

14 Madrid Place, Maddington, WA 6109



Total Hoists and Cranes agreed to lease a 1,506 m2 warehouse/office with a 500 m2 hardstand. The landlord *Bolt Nominees Pty Ltd* leased the property for a **net annual rent of \$66 psm**. Maddington is located 17.9 km south-east of Perth's CBD.
[AFR 15/11/2016]

17 Stock Road, Cavan, SA 5094

Leartek has rented a 1,500 m2 office and warehouse on a 9,000 m2 site from local developer Anthony Catinari. The lease is for **5 -years** on a net annual rent of \$150,000. The property comprises a high-clearance warehouse with a hardstand and a wash bay. The lease reflects a **rate of \$17 psm**. Cavan is located 12.2 km north of Adelaide's CBD.
[AFR 15/11/2016]

25 Efficient Drive, Truganina, VIC 3029

Krehalon Australia has signed a deal to lease an office and warehouse for **3-years with options**. The lessee will pay a **net annual rent of \$75 psm** for the 2,250 m2 property. The secure site also has parking. Truganina is located about 23.5 km south-west of the Melbourne CBD.
[AFR 22/11/2016]

12 William Angliss Drive, Laverton North, VIC 3026

Business Warehouse has leased a 385 m2 office and 4,312 m2 warehouse for **3-years**. The property in the **William Angliss Industrial Estate** and comprises a 10-metre loading canopy, four-one grade doors, two recessed loading docks and an office. The **gross annual rent is around \$75 psm**. Laverton North is located about 14.6 km west of the Melbourne CBD.
[AFR 22/11/2016]



Dalmore Drive, Scoresby, VIC 3179

Health More Pty Ltd has agreed to sub-lease a 5,200 m2 industrial facility from previous tenant *MRC Global* for **3-years**. The net annual rent for the property in the **Caribbean Business Park** was **between \$75 and \$80 psm**. Scoresby is located around 28.5 km south-east of Melbourne's CBD.
[AFR 22/11/2016]



140-142 Parraweena Road, Miranda, NSW 2228

A 3,000 m2 warehouse and 400 m2 office has been leased by *Displaywise Design & Production* for **3-years**. The lessee will pay a gross annual rent of \$280,000. The corner property has 30 car spaces. The lease reflects a **rate of \$82 psm**. Miranda is located around 22.3 km south-west of Sydney's CBD.

[AFR 29/11/2016]

Retail

307 Stock Road, O'Connor, WA 6163

Total Tools will occupy a 1,277 m2 showroom after agreeing to a **10-year lease** with the landlord. The net annual rent is \$153,240. The lease reflects a **rate of \$120 psm**. O'Connor is located about 17 km south-west of Perth's CBD.

[AFR 22/11/2016]



PROPERTY FUNDS & CAPITAL RAISINGS

Think Tank Group completes capital raising

Specialist commercial property leader *Think Tank Group* has completed its first public commercial mortgage-backed securitisation. The **\$280 million raising** was struck at an average rate of 2.8% above the 30-day bank bill swap rate.

[AFR 08/11/2016]

Folkestone funding for new hotel

Sydney-based fund manager *Folkestone* will launch a new fund in 2017 with a **\$22.5 million raising** for a hotel. The 142-room hotel will be developed in an equal joint venture with *Furnished Property* in Sydney's **Green Square** urban regeneration zone. The raising will be completed in March and construction is due to begin. The hotel will open in late 2018.

[AFR 10/11/2016]

KPT completes capital raising for purchase

Kangaroo Island Plantation Timbers has closed the institutional component of its **\$12.8 million equity raising**. There will be one more raising to fund the purchase of a timber plantation from *New Forests* for \$55 million and the development of a Kangaroo Island estate and new export facility.

[AFR 14/11/2016]



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

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- . Agricultural machinery & equipment
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- . Co-operatives
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- . Hotel owners and operators
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- . Insurance brokers and companies
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- . Rural landholders
- . Self managed super funds
- . Solicitors and barristers
- . Sovereign wealth funds
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- . 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.

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- . Asset Valuations for financial reporting to meet ASIC, AASB, IFRS & IVSC guidelines
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- . 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
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- . Marketing & development strategies
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- . Relocation advice, strategies and consultancy
- . Rental assessments and determinations
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- . Strategic property planning



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