



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

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International Property Consultants

# TRANSACTIONS IN REVIEW

## ABOUT THIS REPORT

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

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

The markets covered in this research report include the commercial office market, industrial market, retail market, specialized property market, hotel and leisure market, residential market and significant property fund activities.

We regularly undertake valuations of commercial, retail, industrial, hotel and leisure, residential and special purpose properties for many varied reasons, as set out later herein.

We also provide property management services, asset and facilities management services for commercial, retail, industrial property as well as plant and machinery valuation.

**NOVEMBER 2018**

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Phone: +61 2 9292 7400

Fax: +61 2 9292 7404

Address: Level 14, 347 Kent Street Sydney NSW 2000

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

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## Commercial

### 119 Redfern Street, Redfern NSW 2016

The City of Sydney has bought a circa 1882 state heritage listed building for **\$5.3 million**. The former Redfern Postal Office will be used as an Aboriginal and Torres Strait Islander cultural hub, after it was refurbished with A-grade fitouts with the intent of a mixed office-retail space by the vendors, *DKO*. The corner lot sits on a 313 sqm site and comprises 330 sqm of commercial space across two levels. The property which sold with vacant possession was bought at a rate of **\$16,061 psm lettable area**. Redfern is located 2.9 south-west of the Sydney CBD.

(AFR 01.11.2018)

### 67 Albert Avenue, Chatswood, NSW 2067

*RF CorVal* has sold its Chatswood property to Singaporean group *Mapletree Investments* for **\$158 million**, as the suburban office market continues to attract investment. The suburban office tower comprises 14,800 sqm of space, parking for 193 cars and a WALE of three-years. The A-Grade property, which sits on leasehold land, sold at a **5.7% initial yield** and also has approval for a second 7,100 sqm office tower on the site. The deal equates to a rate of **\$10,676 psm of lettable area**. Chatswood is located 12.2km north of Sydney's CBD.

(The Australian 08.11.18)

### 183-185 Clarence Street, Sydney, NSW 2000

A heritage property under redevelopment in Sydney's CBD has been purchased by *TH Real Estate* (property arm of US fund TIAA) for **\$180 million**. The development will include the restoration and refurbishment of seven floors on the site of heritage listed Shelley Warehouse and adjoining former electrical substation along with a seven-level sculptural glass extension above the original improvements on site. The development which is currently under construction is scheduled to be completed in 2020 and will offer 7,867 sqm of A-Grade office space. *Built* sold the property on a **5.15% capitalisation rate** and will occupy four levels upon the developments completion. The deal was struck at a **rate of \$22,880 psm of lettable area**.

(AFR 08.11.18)



### 19 Harris Street, Pyrmont, NSW 2009

The Sydney fringe office market continues to see large sums of investment by both foreign and domestic investors. An overseas investor sold the circa 2001 A-Grade



office building in Pyrmont, which was managed by *UBS Asset Management* for **\$143 million**. Asian powerhouse *AEW Capital Management* snapped up the 12,568 sqm property on a **rate of \$11,378 psm net lettable area**. The property sold on a tight **4.87% yield** as investors were drawn to high calibre tenants (**Thompson Reuters and Jo Malone**) along with the quality of the asset in a fringe location. Pyrmont is located 2km west of the Sydney CBD.

(AFR 28.11.18)

### 33 Erskine Street, Sydney NSW 2000

Fintech start-up Athena Home Loans has leased 779sqm of office space at the Chartered Accountants Australia and New Zealand headquarters. The company has agreed to lease the entire third level for **three years** at a **gross annual rent of \$642,675**. This equates to a rate of **\$825psm per annum**. The space also includes a rooftop training and function room with a wraparound balcony.

(AFR 20.11.18)

### 1&2/ 3-5 Young Street, Neutral Bay, NSW 2089

A local syndicate of investors has purchased an office investment comprising of two strata units in Sydney's lower north shore for **\$3.85 million**. A private investor sold the property on a **5.8% yield** in an off market transaction. The 360 sqm property was sold on a **rate of \$10,695 psm lettable area**. Neutral Bay is located 4.8km north of the Sydney CBD.

(AFR 22.11.18)

### 2 Chifley Square, Sydney NSW 2000

Property investment management company *Centuria* has made the move from Northpoint Tower in North Sydney to **Chifley Tower** in the CBD. The company will lease 1,400 sqm of space on level 41 at a rate of **\$1,775 psm net**, which is just short of the buildings record held by China Mobile on the floor above at \$1,795 psm. The deal equates a **net annual rent of \$2,485,000** and comes as vacancy in the CBD continues to depreciate.

(AFR 20.11.18)



#### 509 St Kilda Road, Melbourne, VIC 3004

Property tycoon *John Beville* has sold a nine-level office building for **\$163 million**. Private Chinese investor *Micheal Xie* bought the property on a fully leased **4.96% yield**. The building, which comprises of 19,645 sqm net lettable area, sits on 6,070 sqm of double fronted landholding and has 325 car bays. The property sold 100% leased to tenants such as **AIA Australia, Fuji Xerox and Webjet**, providing a WALE of 4.5 years at the time of sale. The transaction represents a rate of **\$8,297 psm lettable area**. The property is located on the southern side of the CBD.



(AFR 05.11.18)

#### 1 Chapel Street, Blackburn, VIC 3130

Lawrence and Hanson have moved into the second floor of a three-level office building. The electrical wholesalers will occupy 2,000 sqm of office space on a **10-year lease**. They will pay a **net annual rent of \$700,000** equating to **net \$350 per sqm**. The property is within walking distance from Blackburn Train Station and has basement and on grade car parking available. Blackburn is located 17km east of Melbourne's CBD.

(AFR 06.11.18)

#### 11-15 Albert Street, Richmond, VIC 3121

*Ross Savas* has bought a two storey solid brick office building on a tight **1.7% yield**, reflecting the underlying commercial development potential on the site. The property which stands on a 750 sqm corner site and offers 1,132 sqm of lettable area, is currently returning **\$146,676 net income per annum** from three tenancies on short term leases. The local owners were able to fetch **\$8.66 million** for the property, which was \$700,000 above the reserve price. The sale reflects a **rate of \$7,650 psm lettable area** and a **rate of \$11,547 psm site area**. Richmond is located 3.8km east of Melbourne's CBD.

(AFR 13.11.18)

#### 270 Rosslyn Street, West Melbourne, VIC 3003

**AWH** has committed to a five-year lease with options for a three-level office building. The wool and cotton producers agreed to a **gross annual rent of \$126,000**, equating to **\$306 per square metre** for the office space. The 412 sqm property has five secure parking spaces, end of trip facilities and completely fitted out office facilities. West Melbourne is located adjacent to the Melbourne CBD.

(AFR 27.11.18)

#### 155 Newlands Rd, Coburg North, VIC 3058

The landmark *Village Roadshow* drive-in theatre in Melbourne's inner north has been bought by fund manager *Charter Hall* through a sale and 10-year leaseback acquisition. The 8.2Ha site which sold for **\$12.5 million** on a **4.8% yield** provided an attractive investment for Charter Hall as they believe that the property provides a resilient cash flow with 3% fixed reviews throughout the lease and potential down the track to unlock higher and better use options over the site. This is Village Roadshow's second sale in the past year, with the other being the \$100 million acquisition of its Gold Coast theme park hub by LGIAsuper. The deal was struck at a rate of **\$147 psm site area**. Coburg North is located 11km north of Melbourne's CBD.

(AFR 26.11.18)



#### 104 Exhibition Street, Melbourne, VIC 3000

The *Victorian Liberal Party* have traded in their mixed office and retail asset for **\$37.1 million**. The sale campaign garnered interest from local, international and institutional investors. A luxury retail brand snapped up the property with plans to become owner-occupiers. The six level art-deco building comprises ground floor retail, six levels of office and a rooftop terrace totalling 2,550 sqm of lettable area. The Liberal Party who are occupants in the building are due to vacate at the end of the year. The deal was struck at a **rate of \$14,549 psm lettable area**. The property is located in the east end of Melbourne's CBD.

(AFR 30.11.18)

#### 61 Mary Street, Brisbane City, QLD 4000

*Charter Hall*, through its *Direct Office Fund*, has emerged as the successful bidder for a 29,041sqm *QIC* owned office tower. The 17-level Mary Street property sold for **\$275 million** at a rate of **\$9,469psm net lettable area**. The property is fully leased to **Queensland's Department of Transport and Main Roads** with a WALE of 10.4 years and 4% annual rental reviews. The unlisted Charter Hall fund, which currently has \$1.7 billion assets under management for high net worth and SMSF investors, acquired the property to re-position capital into the core of Brisbane's CBD. The tower has recently undergone a \$38 million refurbishment and boasts one of the largest floor plates in Brisbane's CBD.

(AFR 16.11.18)



#### 100 Skyring Terrace, Newstead, QLD, 4006

*Growthpoint Properties Australia* has made one of its largest singular transactions through the **\$250 million** acquisition of an inner city A-Grade office tower. Goldman Sachs, as the book runner will be underwriting the \$135 million in equity that is going to be raised to fund the purchase. *Charter Hall* sold the 24,665 sqm property on a **6.1% passing initial yield**. The property is fully leased to multiple tenants including the **Bank of Queensland**. The acquisition is a continuation of Growthpoint's strategy to acquire high quality, modern assets located in prime markets with long WALE and fixed rental increases. The property which doesn't have a significant lease expiry until May 2026 sold at a **rate of \$10,140 psm lettable area**. Newstead is located 3km north of Brisbane's CBD.  
(AFR 20.11.18)

#### 46 Prospect Road, Prospect, SA 5082

A commercial asset in Adelaide's north has been bought by a local developer at auction for **\$1.4 million** on a **rate of \$3,333 psm lettable area**. The 420sqm mixed office and showroom benefits from 18 car bays on the 1,050sqm site. The property is producing a short-term holding income with **Matthew Mitchell Solicitors** before the proposed development of the site. Prospect is located 5km north of Adelaide's CBD.  
(AFR 08.11.18)

#### 660 Beeliar Drive, Success, WA 6164

The *Western Australian Department of Transport* has agreed to a **12 year lease** for a retail/commercial shop. The reason for the move was detailed as an opportunity to accommodate expansion. The 800 sqm shop benefits from a yard area on site along with parking within the outlet. The government run business will pay a **net annual rent of \$272,000**, equating to a rate of **\$340 psm**. Success is located 22.5km south of the Perth CBD.  
(AFR 20.11.18)

#### 20 Bradley Street, Phillip, ACT 2606

The *Uniting Church of Australia* has acquired a four-level, 1,947 sqm commercial asset for **\$8.16million**. The 732 sqm site known as **The Woden Centre** adjoins the Westfield Shopping Centre and is fully leased to a number of strong tenants such as **Aussie Home Loans, Red Cross, IMB and Workways**. The recently refurbished property was bought at an **initial yield of 7.62%** and a 3.11 year WALE. *Woden Square* sold the property at a **rate of \$4,191 psm lettable area**. Phillip is located 8.1km south of Canberra's CBD.  
(AFR 22.11.18)



## Retail

#### 445 Victoria Avenue, Chatswood, NSW 2067

A Hong Kong buyer has purchased a property used for dental surgery on a **tight 3.2% yield**. The 74 sqm space was sold with three car spaces at a price of **\$1.51million**. After 20 years at the dental surgery vendor and owner of the dental practice *Dr Tim Hart*, completed the transaction as a sale and lease back deal. The deal was stuck at a rate of **\$20,405 psm lettable area**. Chatswood is located 10km north of the Sydney CBD.  
(AFR 15.11.18)

#### 395 West Botany Street, Rockdale, NSW 2216

*Australian Unity* has sold the site where former bikie boss Mahmoud Hawi was shot and killed for **\$22 million**. The property is fully leased to **Fitness First** and **Repro** on a seven and five year lease, equating to a WALE of 6.46 years. The 3,816 sqm freestanding single level gym and bulk goods facility sits on a 7,206 sqm site and includes 123 car spaces. Although the gym has had history of bikie gang related fights and crime the property was sold to a private local family at a respectable **net annual passing yield of 6.6%** and a **rate of \$5,765 psm lettable area**. Rockdale is located 13km south of Sydney CBD.  
(AFR 21.11.18)



#### 869 George Street, Ultimo, NSW 2007

A prominent retail property leased to **7-Eleven** has sold to a Chinese foreign buyer prior to auction for **\$5.05 million**. The **237sqm building** benefits from rear lane access, George Street exposure and close proximity to a multitude of public transport options. The property, which hasn't been to market in 50 years sold at a **yield of 3.47%**, producing a **net annual income of \$175,881** with fixed 4% annual rental increases. 7-Eleven is currently under lease on the property for five years plus a five year option. A private seller sold the site at a **rate of \$21,308psm lettable area**. Ultimo is located on the southern side of the Sydney CBD.  
(AFR 23.11.18)



#### **87 Armadale Road, Jandakot, WA 6164**

*Primewest* has secured the lease of household goods and clothing manufacturer **Steinhoff Asia Pacific** on a **10-year deal**. Steinhoff will occupy 2,293 sqm of large format retail space in the **South Central** bulky goods centre. The group will pay **\$504,460 in net annual rent** equating to **\$220 per square metre** for the space. The site also benefits from access to parking and exposure to Armadale Road. Jandakot is located 21km south of Perth.  
(AFR 27.11.18)

#### **145 Russell Street, Melbourne VIC 3000**

*Two Birds* hair salon is relocating to a new shop in Melbourne's CBD. They have agreed to terms on a **five-year lease** at **\$145,000 in gross annual rent**. The deal equates to a **rate of \$1,239 psm**. The 117 sqm property is located on the ground floor of a mixed commercial/retail building.  
(AFR 06.11.18)

#### **227 Pakenham Street, Echuca, VIC 3564**

A Bendigo investor has bought a retail property for **\$1.25 million** on the Victorian and New South Wales border. The property which is currently leased to **Australia Post** sits on a land area of 440 sqm and lettable area of 294 sqm. The site also has onsite parking and sold on a **6.9% net yield**. The deal was struck at a **rate of \$4,252psm lettable area**. Echuca is located 214km north of Melbourne's CBD.  
(AFR 08.11.18)



#### **195 Exhibition Street, Melbourne VIC 3000**

Restaurant *GO Noodle House* has signed a **five-year lease** with options on a 110 sqm retail property. The restaurateurs will pay **gross annual rent of \$200,000**, with 4% annual increases. This will be the chains first opening in Australia along with almost 40 stores in south-east Asia. The property was leased at a **rate of \$1,818 psm** and is located in Melbourne's Chinatown.  
(AFR 06.11.18)

#### **330 Cooper Street, Epping, VIC 3076**

**McMullin Properties'** new large format retail development has secured the lease of outdoor specialists *Anaconda*. The deal was struck at a **gross annual rent of \$495,000** for **10 years**. The 2,250 sqm of space was one of three leases secured in the new development and has exposure to Cooper Street, which carries 50,000 vehicles per day. *Anaconda* will pay **\$220 psm** for the space. Epping is located 21.2km north of Melbourne's CBD.  
(AFR 13.11.18)

#### **313-315 Whitehorse Road, Balwyn, VIC 3103**

Investors have traded a two-level 701 sqm retail asset for **\$7.3 million**. The property is fully leased to **Back to Sleep** and **Websilk** and benefits from large street frontage and rear access. The asset sits on a landholding of 717 sqm and includes 12 on-site car spaces. The property sold with a **gross rental income of \$416,878 per annum** and a rate of **\$10,414 psm lettable area**. Balwyn is located 9km west of the Melbourne CBD.  
(AFR 15.11.18)

#### **179 Rosamond Road, Maribyrnong VIC 3032**

A private investor has snapped up the **Highpoint Homemaker Centre** from listed fund manager *GPT* for **\$80.5 million**. The homemaker centre is located opposite the Highpoint shopping mall, which is also owned by GPT through its unlisted mall fund. Last year GPT increased ownership in the Highpoint centres by paying \$680 million for a 25% stake. The 21,272 sqm large format retail centre sold with an income of a little more than \$5 million and was struck at a **yield around 6.2%**. The deal equates to a rate of **\$3,784 psm lettable area**. Maribyrnong is located 8km north-west of the Melbourne CBD.  
(AFR 19.11.18)

#### **348-350 Clayton Road, Clayton, VIC, 3168**

A strip retail investment has been picked up by a private investor for **\$4.7 million**. The double storey building is located within the Clayton retail precinct and benefits from access to 150 council car parks at the rear of the building along with a 12m street frontage to Clayton Road. The property, which sits on a 506 sqm landholding, has a renewed lease with **NAB** and a five year lease with longstanding tenant '**United Schools of Martial Arts**'. The sale of the **502 sqm property** reflected a yield of **3.6%** and a **rate of \$9,363 psm lettable area**. Clayton is located 20.6km south-east of Melbourne's CBD.  
(AFR 22.11.18)

#### **Corner of Police and Jacksons Roads, Mulgrave, VIC 3170**

*Elanor Investors Group* have set up a new fund with real estate investment management firm *Heitman* to purchase the **Waverley Gardens Shopping Centre** from real estate giant *Blackstone*. The 39,554sqm regional shopping centre located at the intersection of the M1 and M3 motorways sold for **\$178 million** at a **rate of \$4,500 psm lettable area**. The centre is situated on a 106,000 sqm site including around 2000 car spaces and benefits from strong tenancies such as **Woolworths, Coles, Aldi** and other major stores. The acquisition of the shopping centre now takes Elanor's portfolio of owned and managed assets to over \$1.25 billion. Mulgrave is located 23km south-east of Melbourne's CBD.  
(AFR 27.11.18)



## Industrial

### 46 Carrington Road, Castle Hill, NSW 2154

*Lendlease and Bouygues* joint venture of the \$2.6 billion North Connex Project has seen them secure the lease to an **8,932 sqm** industrial facility. The deal was struck at a **gross annual rent of \$140 psm** on a short-term **12 month covenant** with a six-month option. The warehouse will be used as the project's headquarters, which is due to be complete in the second half of 2020. Castle Hill is located 29.3km north-west of the Sydney CBD.

(AFR 13.11.18)

### Unit 1, 171-173 Orchard Road, Chester Hill, NSW 2162

*Shop for Shops* has secured a lease at a 1,985 sqm warehouse in Sydney's west. The shelving and shop fitting retailer who have five outlets nationally will lease the property for **three years and nine months**. The deal was struck at a rate of **\$116 psm gross**, which equates to a **gross rent of \$230,260 per annum**. Chester Hill is located 23km west of the Sydney CBD.

(AFR 20.11.18)

### 8 Gerald Street, Marrickville, NSW 2204

*Marvel Health* has moved in to a 1,430 sqm warehouse in Sydney's inner west. The property benefits from high clearance, a secure yard, hardstand and clear span warehousing. The supplements retailer will pay **\$235,000 net per annum** over **three years**, equating to a **rate of \$164 psm per annum**. Marrickville is located 7km south west of Sydney CBD.

(AFR 20.11.18)

### 3 Marigold Place, Milperra, NSW 2214

*YT Aluminium* has agreed to a **five-year lease** for an office/warehouse which sits on a 2,546 sqm site. The two-level property has an internal warehouse clearance of 7.8 metres and comprises of 2,012 sqm of lettable area. The group will pay a **gross annual rent of \$211,260**, equating to **\$105 per square metre**. Milperra is located 24km west of the Sydney CBD.

(AFR 27.11.18)

### 96 Hassall Street, Wetherill Park, NSW

Private investors have sold an 1,165 sqm warehouse at auction to *MK Stockland* for **\$2.8 million**. The property which sold with vacant possession has dual roller door access, office space and parking space/equipment storage. The new buyers will become owner-occupiers over the property and completed the deal at a **rate of \$2,403 psm lettable area**. Wetherill Park is located 34km west of Sydney's CBD.

(AFR 29.11.18)

### 176 Euston Road, Alexandria, NSW 2015

A private buyer has picked up an industrial strata unit at auction for **\$3.25 million**. The 678 sqm unit which lies in a three unit industrial complex was sold by *SOS Commercial Property* with vacant possession. On site there are multiple car spots and roller door access to the unit. The property which is in close proximity to the WestConnex St Peters interchange sold on a **rate of \$4,794 psm lettable area**. Alexandria is located 3.9km south of Sydney's CBD.

(AFR 29.11.18)

### 7-11 Ceylon Street, Nunawading, VIC 3131

A 1,200sqm office/warehouse has sold for **\$3.5 million** to a local investor. The property sold on a **yield of 4.7%** and is leased to long term tenant **Air-Met Scientific** on a five-year lease with a five



-year option. The property comprises of 410 sqm of office space and 790 sqm of warehouse with an extensive laboratory/service fitout. The deal reflects a **rate of \$2,917 psm lettable area**. Nunawading is located 19.9km east of Melbourne's CBD.

(AFR 08.11.18)

### 202 Grange Road, Fairfield, VIC 3078

New Zealand based fireplace business *Stoke Fireplace Studio* has decided to set up its Australian headquarters in Melbourne's north-east. Stoke agreed to terms on the 552 sqm property for **four years** with options at a **net annual rent of \$67,000**. They secured the office, warehouse and showroom corner allotment for a **rate of \$121 net psm lettable area** annually. Fairfield is located 6km north east of Melbourne's CBD.

(AFR 27.11.18)

### 113-117 Dryburgh Street, North Melbourne, VIC 3051

Local investor *Russell Williams* has paid **\$2.71 million** for a warehouse, showroom and office building. The property benefits from access to CityLink and other major arterials. The total building area for the property is 582 sqm of which 89 sqm is office space and the following 485 sqm is warehouse space. A private consortium of investors sold the clear span warehouse on a **rate of \$4,656psm lettable area**. North Melbourne is located 2km north of Melbourne's CBD.

(AFR 29.11.18)



### 178 Railway Parade, Bassendean, WA 6054

Adelaide based property syndicator *Harmony Property Investments* have bought a 30,400 sqm industrial facility for **\$13.35 million**. The corner site comprises of 2,200 sqm of a refurbished workshop, 383 sqm of office space and the rest of the site used as container storage. The property is leased to shipping container company, **Royal Wolf Trading Australia** who are currently paying a **net passing rent of \$936,866 p.a** with annual increases of 3.5%. The lease expires on the 24<sup>th</sup> of June 2025. The deal equates to a rate of **\$439 psm of site area**. Bassendean is located 10km north-east of Perth's CBD.

(AFR 07.10.18)

### 32 Maple Avenue, Forestville, SA 5035

An office/warehouse has sold at auction for **\$1.37 million**. The 601 sqm property consists of 370 sqm of warehouse space, 231 sqm of office space and onsite-parking. The two-level property which sits on a 700 sqm site area sold at a rate of **\$2,280 psm lettable area**. Forestville is located 2km south-west of the Adelaide CBD on the city fringe.

(AFR 15.11.18)

### 102 Trade Street, Lytton, QLD 4178

Private equity giant *Blackstone* has increased its investment in Australia's refrigerated logistics sector with the acquisition of Ingham's production facility in Brisbane for **\$55 million**. Sydney fund based manger *Fife Capital* redeveloped the 14,479 sqm chiller and freezer plant to create a state-of-the-art facility for Ingham's Group to occupy. The property which sits on a 4.4 ha site sold on a **6.1% yield**, which was reported to have been the tightest yield struck for a cold storage facility in almost two years. The deal follows a run of acquisitions by American firms in the Australian cold logistics market, including Emergent Cold who earlier this year bought all 15 refrigerated warehouses from Swire Logistics and Atlanta based AmeriCold Logistics who has also been active in the Australian market. The sale of the Lytton plant reflected a **rate of \$3,799 psm lettable area**. Lytton is located 13km east of the Brisbane CBD.

(AFR 22.11.18)



## Residential

### 12 Darling Street, South Yarra, VIC 3141



A private investor has bought a block of apartments for **\$5.1 million** on a tight **2.2% yield**. The property comprises of four 87 sqm two bedroom apartments on a 668 sqm site. The property is situated directly adjacent to South Yarra train station and is close to the Toorak Road retail precinct. The sale represents a rate of **\$1,275,000 per apartment** and **\$14,655 psm of lettable area**. South Yarra is located 4.7km south-east of Melbourne's CBD.

(AFR 08.11.18)

### The Bellagio Estate, Bowral, NSW 2576

The Italian inspired estate in New South Wales' Southern Highlands has sold after more than four years on the market for **more than \$7 million**.



Although the exact price has been withheld due to strict confidentiality, the sale set the record for the highest price paid for a Bowral property. A local buyer snapped up the six bedrooms, seven bathrooms and five car garage estate which sits on two hectares of land. The property which was initially listed back in 2014 for \$14 million experienced large reductions in its asking price throughout the campaign. The c.2008 North Italian inspired house sold on a **rate around \$350 psm site area**. Bowral is located 136km for Sydney's CBD.

(AFR 12.11.18)



## Rural

### 'Glendon Park' Tullock Road, Armidale, NSW 2350

Gina Rinehart has continued her investment in the rural sector, acquiring a cattle station in the New England Tablelands for **\$14 million**. The property that is ideally suited to cattle breeding and fattening, fine wool sheep and wool production covers 3,235 ha and will be used for Rinehart's **2GR Wagyu** beef business. The wagyu cattle bred on the property will be processed in Australia and then supplied to local restaurants and international restaurant chains such as Nobu. The deal equates to a rate of **\$4,328 per hectare**. Armidale is located 477km north of Sydney.



(AFR 08.11.18)

### 74C Back Arragons Road, Adelong, NSW 2729

Richard and Bernadette Cameron have sold their 674 hectare property 'Mirradong' for **\$6.2 million**, which they ran as a cattle trading enterprise. The property consists of a large workshop/machinery shed and a lane way system that runs through the middle of the property, connecting two cattle yards. In all 30 paddocks a water system has been installed ensuring a good water supply is maintained. The circa 1900 homestead consists of four bedrooms and three bathrooms. The land sold on a rate of **\$9,190 per hectare**. Adelong is located 410km from the Sydney CBD.

(AFR 12.11.18)

### 125 Glaisnock Road, Berthong NSW 2594

'Glaisnock' a 983Ha mixed use farming holding has sold at auction to a local farming group for **\$8.805 million**. The property was sold with a full suite of improvements including a 5 stand shearing shed, sheep yards, cattle yards, workshop and machinery sheds, chemical shed, hay shed, 1,160 tonne of silo grain storage and a 5 bedroom weatherboard homestead. The farm also benefits from an extensive reticulated water system consisting of an electric bore supply network to 15 concrete troughs and several water tanks. Billionaire hedge fund manager *Michael Hintze* (under the operating title *MH Premium Farms*) sold the farm at a **rate of \$8,957 per hectare**. Berthong is located 30km west of Young, 35km north of Cootamundra and roughly 279km from south-west of Sydney.

(AFR 26.11.18)

## Specialised Properties

### 93 Macpherson Street, Warriewood, NSW 2102



Through an expression of interest campaign, a private Sydney investor has snapped up a 665 sqm childcare centre for **\$7 million** on a **yield of 5.7%**. The two storey building which sits on a 2,218sqm corner site sold with a 10 year lease to **MindChamps**, producing a current **annual net income of \$400,852** with increases of CPI plus 1%. The circa 2015 purpose built 90 place centre in Sydney's Northern Beaches has parking for 27 cars, large outdoor areas and classrooms. The sale was done at a **rate of \$77,778 per placement**. Warriewood is located 26km north of Sydney's CBD.

(AFR 29.11.18)

### 182 Aldinga Beach Road, Aldinga, SA 5173



Local investors have traded a childcare centre for **\$2,070,000** on a **net yield of 6.9%**. The 75 place facility, which is known as "Kinder Haven" has just entered a renewed 10 year lease with **G8 Education Ltd**. The childcare specialists will be paying an **annual net income of \$145,000**. The 2,160 sqm site, which includes 19 onsite car spaces, sold on a **rate of \$27,600 per placement**. Aldinga is located 45km south of Adelaide's CBD.

(AFR 29.11.18)



### 189 St Helena Rd, Greensborough, VIC 3088

The St Helena Early Learning Centre in Melbourne's north-east has sold to a local investor for **\$7.26 million**, on a **5.95% yield**. The brand new 1,001sqm childcare facility was sold with a 15 year lease plus options and a **net annual income of \$432,000**. The property which sits on a large 4,224sqm site accommodates 120 places, equating to a **rate of \$60,500 per placement** for the sale. Greensborough is located 19km north-east of Melbourne's CBD. (AFR 29.11.18)



### 236 Harvest Home Road, Wollert, VIC 3750

A private investor has sold a property which is currently leased to a childcare centre for **\$5.3 million**. The 135 place facility is leased to **One Early Education Centre** until 2023. The property sits on a 3,041 sqm site and was sold on a **7% yield**. The deal reflects a rate of **\$39,259 per placement**. Wollert is located 27km north of Melbourne's CBD. (AFR 01.11.18)



## Hotels and Leisure

### 145 Croudace Rd, Elmore Vale NSW 228



Iris Capital's Sam Arnaout has acquired the **Shaft Tavern** in the western suburbs of Newcastle for **about \$12 million**. The tavern features 26 gaming entitlements and sold with approval for a 16-room motel on the 6,000 sqm site. The sale is part of a string of investments by Iris Capital in the Newcastle area including developing a master planned mixed use project and recently buying a \$30 million portfolio of pubs in the surrounding areas. The deal represents a **rate of around \$2,000 psm of site area**. Elmore Vale is located 13km west of Newcastle's CBD.

(AFR 28.11.18)

## Property Funds and Capital Raisings

### Charter Hall Prime Industrial Fund

One of Charter Hall's largest ever raisings of **\$600 million** for its flagship prime industrial fund has been completed in three months and will take the funds under management to more than \$4 billion. More than 40% of the equity raised came from existing investors and the rest was raised from new investors across Australia, Europe and Asia. The new capital will be spent on refurbishment of current assets along with further capital to make acquisitions of logistic and industrial facilities in the future. The Charter Hall Fund has been busy building new facilities such as a former printing site in Chullora in to a \$150 million logistics facility and has been active in the acquisition of distribution facilities and industrial developments. The unlisted fund has a \$900 million development pipeline for new logistic facilities and consists of **55 assets** with a **WALE of 9.2 years**.

(AFR 28.11.18)



## Our Research

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

## We have property covered

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

## We have all real estate types covered

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

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

## We have all types of plant & machinery covered

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

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

## We have all client profiles covered

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

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

## We have all locations covered

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

## We have your needs covered

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

- . Acquisitions & Disposals
- . Alternative use & highest and best use analysis
- . Asset Management
- . Asset Valuations for financial reporting to meet ASIC, AASB, IFRS & IVSC guidelines
- . Compulsory acquisition and resumption
- . Corporate merger & acquisition real estate due diligence
- . Due Diligence management for acquisitions and sales
- . Facilities management
- . Feasibility studies
- . Funds management advice & portfolio analysis
- . Income 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



### PRP Headquarters (Sydney)

Level 14, 347 Kent Street  
Sydney NSW 2000  
P: +61 (0)2 9292 7400  
F: +61 (0)2 9292 7404  
research@prpsydney.com.au

### National Directors

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

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

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

**Damian Kininmonth**  
M: 0417 059 836  
neal.ellis@prpsydney.com.au

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

### Capital City Offices

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

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

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

**Shelley Taplin**  
M: 0413 309 895  
shelley.taplin@prp.com.au

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

**Damian Kininmonth**  
M: 0417 053 116  
damian.kininmonth@prp.com.au

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

**Sydney**  
**Gregory Preston**  
M: 0408 622 400  
greg.preston@prpsydney.com.au

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

Affiliate offices in Canberra, Darwin and other regional areas.

### Regional Offices

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

**Ballarat**  
**Darren Evans**  
M: 0417 380 324  
darren.evans@prp.com.au

**Peter Murphy**  
M: 0402 058 775  
peter.murphy@prp.com.au

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

**Central Coast/Gosford**  
**Collin Pugsley**  
M: 0435 376 630  
collin.pugsley@prp.com.au

**Dubbo**  
**James Skulthorp**  
M: 0409 466 779  
james.skulthorp@prp.com.au

**Tom Needham**  
M: 0412 740 093  
tom.needham@prp.com.au

**Geelong**  
**Gareth Kent**  
M: 0413 407 820  
gareth.kent@prp.com.au

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

**Gippsland**  
**Tim Barlow**  
M: 0400 724 444  
tim.barlow@prp.com.au

**Alexandra Ellis**  
M: 0407 724 444  
alex.ellis@prp.com.au

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

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

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

**Moretton and Sunshine Coast**  
**John Falvey**  
M: 0422 140 764  
E: john.falvey@prp.com.au

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

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

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

**Newcastle**  
**Robert Dupont**  
M: 0418 681 874  
E: bob.dupont@prp.com.au

**David Rich**  
M: 0413 052 166  
E: david.rich@prpncle.com.au

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

**Southport**  
**Ian Hawley**  
M: 0458 700 272  
E: ian.hawley@prpqueensland.com.au

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

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

**Tamworth**  
**Bruce Sharrock**  
M: 0429 465 012  
E: bruce.sharrock@prp.com.au

**Matt Spencer**  
M: 0447 227 002  
E: matt.spencer@prp.com.au

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

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

**New Zealand Offices  
Head Office (Auckland)**  
**Alex Haden**  
M: +64 (0)21 833 118  
E: alex.haden@prpnz.nz

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

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

### Asia-Pacific Region Associated office networks throughout:

**China** via China Appraisal  
<http://www.appraisalchina.com/>

**Japan** via Daiwa Realty Appraisal  
<http://daiwakantei.co.jp/eng/about>

**Thailand** via Capital and Co.  
<http://www.cpmcapital.co.th/>

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<http://cuervoappraisers.com.ph/>