



**Preston
Rowe
Paterson**

International
Property Consultants
and Valuers



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Transactions in Review

November 2020



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 reported transactions within these markets whilst adding transactional analysis to provide greater market insight.

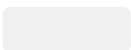
The markets covered in this research report include the commercial office market, industrial market, retail market, specialised property market, hotel and leisure market, residential market and significant property fund activities.

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.



Sales Transaction



Rental Transaction



Brisbane Commercial

Mirvac has sold a B Grade office building in the Brisbane CBD to Forza Capital for **\$86.75 million**.

Sydney Retail

The Auburn Central Shopping Centre in Sydney's west has sold for **\$129.5 million** in an off market deal.

HIGHLIGHTS

Melbourne Industrial

Centuria Capital Group has bought a Visy Glass industrial facility in South Auckland for \$167.2 million.





Commercial

60 Miller Street, North Sydney NSW 2060

- \$273 million
- Undisclosed Yield
- \$14,109 per sqm lettable area

Dexus has sold a 17 level A-grade office tower in North Sydney to Hong Kong investor *Huge Linkage* for **\$273 million**. The circa 1987 office tower with ground floor retail is located in the centre of the North Sydney financial district. At 30 June 2020 the property was 97% occupied and had a weighted average lease expiry of 3.5 years. The sale represents a 3% premium to the assets book value at 30 June 2020 and shows a **rate of \$14,109 psm of lettable area**. (AFR 02.11.20)

225 George Street, Sydney NSW 2000

- \$925 million (50% Stake)
- Undisclosed Yield
- \$23,331 per sqm lettable area

Dexus has sold a half stake in Sydney's Grosvenor Place to the *Chinese Investment Corporation* for **\$925 million**. The deal represents the biggest single commercial deal this year. Grosvenor Place comprises 80,150 sqm of lettable area over 44 levels of premium office space in the Sydney CBD. The sale represents a 5% discount to the assets book value at 30 June 2020 and shows a **rate of \$23,331 psm of lettable area**. (AFR 19.11.20)

1521 Forest Street, Orange NSW 2800



- \$56.2 million
- Undisclosed Yield
- \$7,023 per sqm lettable area

Centuria Capital Group, through its unlisted healthcare fund has acquired the Bloomfield Medical Centre for **\$56.2 million**. The property comprises three strata lots totalling 8,002 sqm of net lettable area. The Bloomfield Medical Centre, Orange is a recently developed mixed-use medical facility including a short-stay hospital, medical centre, radiology, pathology, pharmacy, 24-hour emergency centre and a cafe. The asset will sit in the recently launched unlisted Centuria Healthcare Property Fund. The portfolio, which is 100 per cent occupied with a 5.7 year weighted average lease expiry already includes a number of smaller properties with the total value now exceeding \$155 million. The deal was completed on a **rate of \$7,023 psm of lettable area**. (AFR 04.11.20)

645-647 Burwood Highway, Vermont South VIC 3133

- \$51.7 million
- Undisclosed Yield
- \$7,486 per sqm lettable area

Centuria Capital Group, through its unlisted healthcare fund has acquired the Vermont South Medical Centre for **\$51.7 million**. The 6,906 sqm day hospital stands on a 9,098 sqm lot. The property comprises an integrated short-stay hospital and medical centre, located in Vermont South, Victoria. Construction of the property was completed in August 2015 with basement level carpark, common areas and tenant facilities. The assets will sit in the recently launched unlisted Centuria Healthcare Property Fund. The deal was completed on a **rate of \$7,486 psm of lettable area**. (AFR 04.11.20)

340 Adelaide Street, Brisbane QLD 4000


- \$86.75 million
- \$6,816 per sqm of lettable area

Mirvac has sold a B Grade office building in the Brisbane CBD to *Forza Capital* for **\$86.75 million**. The 12,727 sqm building has been extensively refurbished by Mirvac and sold at an 11% premium to its 30 June 2020 book value. The property is 93% leased and has a 3.8 year WALE. The deal was struck on a **rate of \$6,816 psm of lettable area**. (AFR 08.10.20)



**458 Wickham Street,
Fortitude Valley QLD 4006**

 \$11.5 million


 \$9,020 per sqm of site area


A commercial development site has been sold off market to the *Willemssen Group* for **\$11.5 million**. The 1,275 sqm corner site has approval for the construction of a 12 storey office building. The Canberra based development company will lodge plans to redesign the tower. The deal was completed on a **rate of \$9,020 psm of site area**.

(AFR 05.11.20)

**75 Hindmarsh Square,
Adelaide SA 5000**

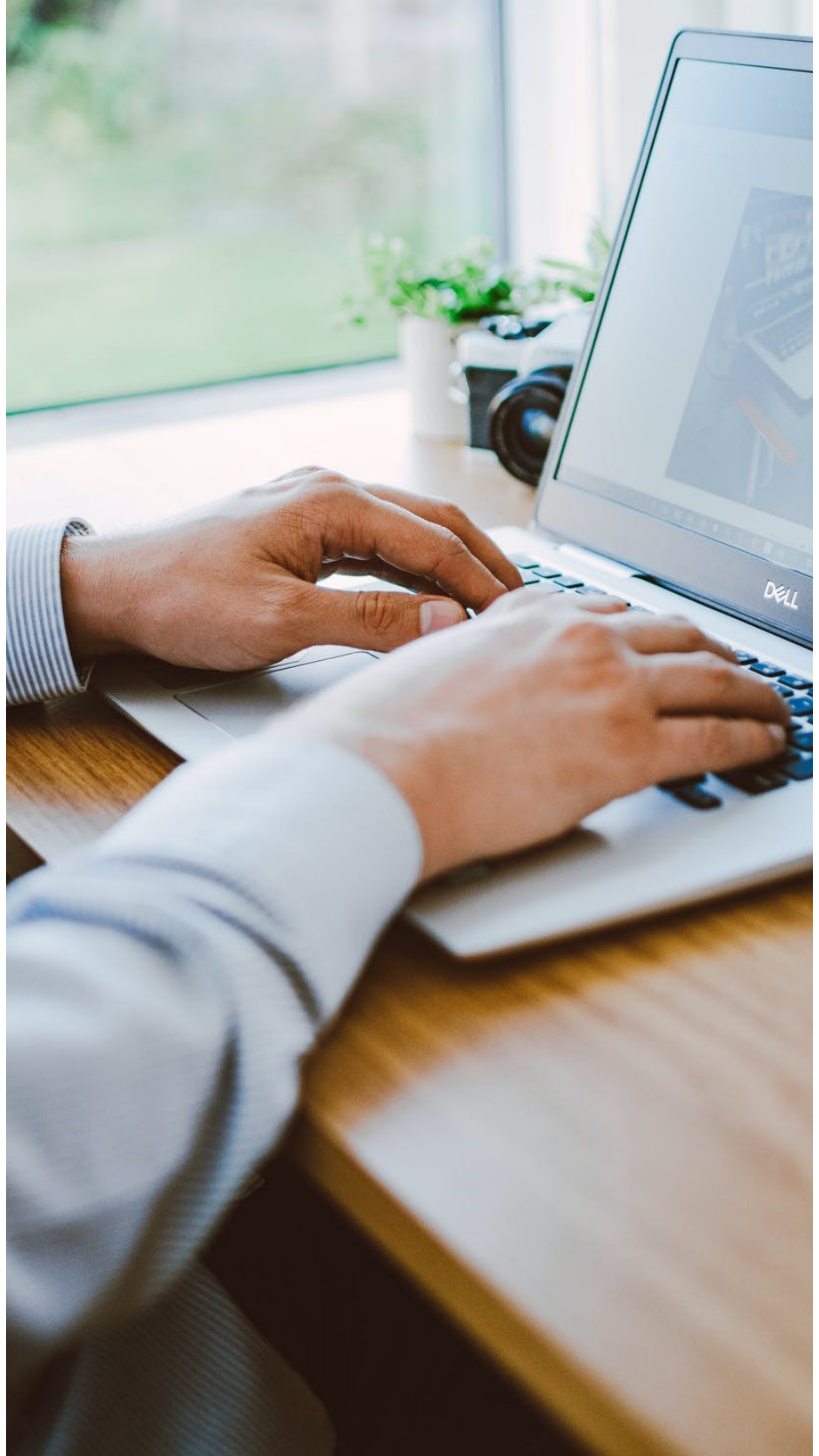
 \$40.5 million

 6.3% Yield

 \$8,617 per sqm lettable area

Adelaide based fund manager *Harmony Property Investments* has acquired a six level office building in the Adelaide CBD for **\$40.5 million**. The 4,700 sqm property together with 72 basement carparks is currently leased to DMG Radio Australia, Lidums Dental and Office of the National Rail Safety Regulator. The deal was completed on a **6.3% yield** and **rate of \$7,486 psm of lettable area**.

(AFR 05.11.20)



Retail

2 Cowper Street, Warrawong NSW 2502

- \$35 million
- Undisclosed Yield
- \$2,188 per sqm lettable area

US private equity giant *Blackstone* has offloaded one of its smaller shopping centres in its Australian retail portfolio to Queensland-based private developer *Griffith Capital* in a **\$35 million** deal. The Bayview Centre, which comprises a Liqourland, McDonalds and vacated Bunnings store sits on a 3.6 hectare site and comprises 16,000 sqm of building area, It is understood that Griffith Capital will look o re develop the Bunnings portion of the site into large format retail, fast food and fuel operators. The deal represents Blackstone broader strategy of divesting from shopping centre assets. The del was struck on an undisclosed yield and a **rate of \$2,188 psm of lettable area.**

(AFR 06.11.20)

Cnr Harrow Road and Queen Street, Auburn NSW 2144

- \$129.5 million
- Undisclosed Yield
- \$8,395 per sqm lettable area

The Auburn Central Shopping Centre in Sydney's west has sold for **\$129.5 million**. The off market deal between ASX-listed fund manager *Elanor Investments Group* and *SCA Property Group* was struck at a 5% premium to its book value. Elanor acquired the shopping centre in 2015 for \$68 million before repositioning the property as a triple-supermarket neighbourhood shopping centre. These anchor tenants are complemented by 46 specialty stores with very low vacancy and strong representation by national chain and local retailers. Current annual foot traffic through the centre is estimated at 10.8 million. The 15,424 sqm centre sold on a **rate of \$8,395 psm of lettable area.**

(AFR 20.11.20)

Bunnings Portfolio

- \$353 million
- 4.63% Yield

Charter Hall's Long WALE Hardware Partnership has acquired a **\$353 million** portfolio of six Bunning stores around Australia. The deal was struck off market on a **yield of 4.63%**. The portfolio comprised Bunning's properties in Bonnyrigg, Caringbah, Windsor Garden, West Footscray, Underwood and Virginia with a WALE of 10 years and 2.5% annual rent reviews. Charter Hall now have more than \$2.4 billion invested in 59 Bunnings store across the Charter Hall platform.

(AFR 18.11.20)

462 St Kilda Road, Melbourne VIC 3000

- \$615 psm gross lettable area
- 5 Years
- \$240,000 p.a.

A 390 sqm heritage mansion preciously operating as a wedding reception centre has been leased by Moyan Authentic Taste. The premises will operate as a afternoon tea restaurant. The **five year** lease was struck on an initial **gross rate of \$615 psm of lettable area**, equating to **\$240,000 per annum.**

(AFR 10.11.20)








Industrial

Centuria Industrial Real Estate Investment Trust

-  \$171.1 million
-  5.62% Yield




Centuria Industrial Real Estate Investment Trust has raised \$125million worth of capital to partly fund three cold-storage industrial warehouses it has acquired for **\$171.1 million**. The properties, which are located at Girraween in Sydney's west, Derrimut in Melbourne's west and Parkinson in Brisbane's south. The portfolio fully leased and has a WALE of 6.4 years. In total the three assets comprise a lettable area 44,800 sqm. The deal represents an average initial **yield of 5.62%** and a **rate of \$3,819 psm of lettable area**. (AFR 18.11.20)

23 Kendall Street, Clyde NSW 2142

-  \$188 psm gross lettable area
-  5 Years
-  \$150,000 p.a.




A 796 sqm warehouse in Sydney's west has been leased by *Asmex Digital* in an off market deal. The premises have approval for food use purposes and comprise cool and freezer rooms. The **two year** lease was struck on an initial **gross rate of \$188 psm of lettable area**, equating to **\$150,000 per annum**. (AFR 17.10.20)

10 Market Drive, Bayswater VIC 3153

-  \$105 psm net lettable area
-  3 Years
-  \$200,130 p.a.




Smart Repair Australia has relocated to a newly built high clearance warehouse and office in Melbourne's east. The property comprises a total lettable area of 1,910 sqm of which 1,632 sqm is warehouse space and 269 sqm is office. The **three year** lease was struck on an initial **net rate of \$105 psm of lettable area**, equating to **\$200,130 per annum**. (AFR 17.10.20)

6 Hepher Road, Campbelltown NSW 2560

-  \$19.1 million
-  6.5% Yield (Approx.)
-  \$1,670 per sqm lettable area


Fife Capital has acquired an industrial building in Sydney's south-west for **\$19.1 million**. The 2.4 hectare site is improved with a high span 11,440 sqm warehouse with six roller doors, four five tonne cranes and two 16 tonne cranes. The property is leased to Viridi Pty Ltd and traded on a **yield of 6.5%** and **rate of \$1,670 psm of lettable area**. (APM.News 09.10.20)

97 Flinders Avenue, North Lakes QLD 4509

-  \$180 psm net lettable area
-  5 Years
-  \$190,800 p.a.

Site Skills Training has leased a 1,060 sqm warehouse and office in Brisbane's north. In addition the property has on site car parking for 36 vehicles. The **five year** lease was struck on an initial **net rate of \$180 psm of lettable area**, equating to **\$190,800 per annum**. (AFR 13.10.20)

Drystone Industrial Estate, Truganina VIC 3029

-  \$127 million (Approx.)
-  4.2% Yield

GPT has increased its exposure to Melbourne's industrial property market after acquiring a portfolio of leased industrial buildings and vacant land estate from *Charter Hall*. The **\$127 million** deal included a cold storage facility, two warehouses and some vacant land within the Drystone Industrial Estate. The deal was struck on a passing **yield of 4.2%** and has a WALE of more than 8 years. (AFR 13.10.20)





Residential

5 Kildrummie Court, Sorrento VIC 3943

\$25.5 million

\$11,209 per sqm of site area

Christine and Roger Kimberley, co founders of the Just Jeans clothing chain, have sold their cliff top house on the Mornington Peninsula for **\$25.5 million**. The multi storey home with a private jetty overlooking Port Phillip Bay sold in a off market deal. The sale price represented a **rate of \$11,209 psm of site area** and highlights the strength of the prestige house market.

(AFR 08.11.20)

85 Yarranabbe Road, Darling Point NSW 2027

\$13.3 million

\$44,333 per sqm of internal area

Art dealer Steve Nasteki has sold an apartment overlooking Sydney Harbour for **\$13.3 million**. The sale price represent a large profit for the art dealer who bought the apartment in 2019 for \$7.5 million. The four bedroom, 300 sqm apartment has undergone a major refurbishment in the past year and was taken to auction with a price guide of \$12 million. The deal was completed on a **rate of \$44,333 psm of internal area**.

(Domain 27.11.20)

Specialised Property

400 Parramatta Road, Burwood NSW 2134

\$8.9 million

3.71% Yield

\$10,854 per sqm lettable area

A service station on Parramatta Road in Sydney's inner west has sold at auction for **\$8.9 million**. The property, which stands on a 3,028 sqm site sold with a new 15 year lease in place to EG Group. The property traded on a tight **3.71% yield** and a **rate of \$10,854 psm of lettable area**.

(AFR 11.11.20)

13 Lakes Road, Greenfields WA 6210

\$5.4 million

6.11% Yield

\$29,348 per sqm lettable area

A service station has been acquired by Melbourne-based *Fawcner Property* for **\$5.4 million**. The 184 sqm building plus canopy stands on a 2,932 sqm site and is leased to 7-Eleven Stores for a period of 15 years, The property is located 70 kilometres south of the Perth CBD and was constructed last year to meet the demand of the growing population. The deal was completed on a **rate of \$29,348 psm of lettable area**.

(AFR 11.11.20)

391 Victoria Road, Rydalmere NSW 2116

\$6.2 million

6.45% Yield

\$4,863 per sqm lettable area

A group of 12 fully adaptable healthcare units has sold for \$6.2 million. Built in 2018, the property includes accessible separate units, car spaces, a lift, ramps and rooms adaptable for tenant needs. The property sold fully leased to Zenitas Healthcare on a 10 + 10 year term. The deal was completed on a **yield of 6.45%** and a **rate of \$4,863 psm of lettable area**.

(AFR 19.11.20)

169-171 Stud Road, Wantirna South VIC 3152

\$5 million

4.4% Yield

\$3,067 per sqm lettable area

A medical centre in Melbourne's east has sold at auction to a Hong Kong based investor for \$5 million. Six local and three Asian based parties bid for the property which sold on a **4.4% yield** and a **rate of \$3,067 psm of lettable area**. The four storey building comprises a lettable area of 1,630 sqm and is leased to five healthcare tenants.

(AFR 19.11.20)



Residential Dev

1965 Ballarto Road & 470 Patersons Road, Clyde VIC 3978

\$180 million

\$128,571 per proposed dwelling

Stockland has acquired a 131 hectare site situated in Melbourne's south-eastern growth corridor for **\$180 million**. Stockland's masterplan for the site includes 1,400 lots and townhouse sites, two schools and a local town centre, a 10 hectare recreational park and an indoor community recreational facility. The deal, stuck on a rate of **\$128,571 per proposed lot** is subject to finalisation of the acquisition and planning approval. (AFR 05.11.20)

8 Brighton Street, Richmond VIC 3121

\$19 million

\$2,714 per proposed GFA

Sydney based developer, Fortis has acquired a 1,300 sqm site in Melbourne's inner east for **\$19 million**. The site which comprises three street frontages is currently improved with a two level commercial building. Fortis plans to submit planning applications early next year for a mixed use development for 7,000 sqm of retail, commercial and residential space. The deal was completed on a **rate of \$2,714 per sqm of proposed GFA**. (AFR 13.11.20)

Capital Raisings

Charter Hall Industrial Fund

\$1.3 billion

Charter Hall through its industrial fund has closed a second, over subscribed, **\$1.3 billion** capital raising that it initiated in September on the back of the \$1.3 billion it raised in April of this year. The unlisted wholesale fund (CPIF) has a \$5.8 billion portfolio made up of 76 assets and 2.6 million square metre of space. Approximately 90% of the portfolio is located in Sydney, Melbourne and Brisbane. The fund now has the capacity to grow to more than \$8 billion through new acquisitions and redevelopment, whilst maintaining gearing below its targeted 30% level. (AFR 26.11.20)

Hotels & Leisure

The Courthouse Hotel, Darlinghurst NSW 2010

\$22 million

The Courthouse Hotel has changed hands for the first time in 30 years in a **\$22 million** deal with investment group *Moelis*. The four level venue at Taylor Square will be refurbished by Moelis as they look to re-establish the precinct. The acquisition will be funded through the newly established Moelis Australia Courthouse Fund. (AFR 22.11.20)

Accor Portfolio

\$180 million (approx.)

\$100,000 per room

Private hospitality group *Iris Capital* has acquired a portfolio of 17 Ibis Hotels from *Accor Invest* for about **\$180 million**. The portfolio had been originally sold last year to iProsperity before the deal collapsed. The portfolio comprises 17 freehold hotel and almost 1,800 rooms of which 12 are in NSW, 3 in Victoria, 1 in Canberra and 1 in Brisbane. The deal was struck on a **rate of \$100,000 per room**. (AFR 26.10.20)





**Preston
Rowe
Paterson**

Our Research

At Preston Rowe Paterson we take pride in the extensive research we prepare for the market sectors within which we operate in. These include Commercial, Retail, Industrial, Hotel and Leisure and Residential property markets, as well as Infrastructure, Capital, Asset, Plant and Machinery markets.

We have **property** covered.

We have **clients** covered

Preston Rowe Paterson acts for a diverse range of clients with all types of property needs, covering real estate, infrastructure, asset, plant and machinery interests, these include:

- Accountants, auditors & insolvency practitioners
- Banks, finance companies & lending institutions
- Commercial & residential non-bank lenders
- Co-operatives
- Developers
- Family Offices
- Finance & mortgage brokers
- Hotel owners & operators
- Institutional investors
- Insurance brokers & companies
- Investment advisors
- Lessors & lessees
- Listed & private companies & corporations
- Listed & unlisted property trusts
- Local, state & federal government departments & agencies
- Mining companies
- Mortgage trusts
- Overseas clients
- Private investors
- Property syndication managers
- Real Estate Investment Trusts (REITS)
- Rural landholders
- Solicitors & barristers
- Sovereign wealth funds
- Stockbrokers
- Superannuation funds
- Trustee & custodial companies.

We have **real estate** covered

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

- Metropolitan & CBD commercial office buildings
- Retail shopping centres & shops
- Industrial, office/warehouses & factories
- Business parks
- Hotels (accommodation) & resorts
- Hotels (pubs), motels & caravan parks
- Residential developments projects
- Residential dwellings (houses/apartments/units)
- Property Management
- Rural properties
- Hospitals & aged care
- Special purpose properties
- Extractive industries & resource based enterprises
- Infrastructure including airports & port facilities.

We have **asset, plant and machinery** covered

We regularly undertake valuations of all forms of asset, plant and machinery, including:

- Mining & earth moving equipment/road plant
- Resort & accommodation, hotel furniture, fittings & equipment
- Office fit outs & equipment
- Farming equipment
- Transport equipment
- Industrial/factory equipment
- Licensed club furniture, fittings & equipment
- Building services equipment (lifts, air conditioning, fire services & building maintenance equipment).

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 & 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 & re-valuations
- Rating and taxing objections
- Receivership, Insolvency & liquidation valuations & support/advice
- Relocation advice, strategies and consultancy
- Rental assessments & determinations
- Sensitivity analysis
- Strategic property planning.

We have all **locations** covered

From our capital city and regional office locations we serve our client's needs throughout Australia. Globally, we have three offices located in New Zealand, as well as associated office networks located in the Asia-Pacific region.



PRP Headquarters (Sydney)

Level 7, 1 Market
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@prp.com.au

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

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

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

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

Canberra

Jason Lee
M: 0410 300 504
jason.lee@prp.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@prp.com.au

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

Regional Offices

Albury Wodonga

Daniel Hogg
M: 0428 235 588
daniel.hogg@prp.com.au

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

Ballarat and Bendigo

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

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

Chris Torpy
M: 0412 743 748
chris.torpy@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

Daniel 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 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@prp.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@prp.com.au

Troy Chaplin
M: 0419 029 045
E: troy.chaplin@prp.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/>

Philippines via Cervo Appraisal Incorporated
<http://cervoappraisers.com.ph/>





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