

**AUCKLAND
COMMERCIAL**

CITY & FRINGE

**YOUR TRUSTED
PROPERTY ADVISOR**

An aerial photograph of Auckland, New Zealand, taken at sunset. The city skyline is visible in the background, with the Sky Tower being the most prominent feature. In the foreground, a large bridge spans the water, and the harbor is filled with boats. The sky is a mix of orange and blue, and the water reflects the sunset colors.

BAYLEYS

ALTOGETHER BETTER

Residential / **Commercial** / Rural / Property Services



AUCKLAND COMMERCIAL

City & Fringe

ALTOGETHER UNRIVALLED



Premier Brokers of Auckland Commercial Property

We are a dedicated team specialising in the Auckland City & Fringe commercial property market.

Our unrivalled number of transactions continues to give us a truly unique set of market insights, which we translate into superior benefits for our clients.

As a team, we pride ourselves on knowing the Auckland market in depth and excel at overcoming complexities through creative deal making and adept negotiation.

Our mission is to help create sustainable value for our clients by acknowledging their individual needs and aspirations, which in turn allows us to customise advice and services to suit each situation.

We aim to be the most professional, passionate and patient brokers in the industry. Lasting relationships built on

accumulated trust and superior performance are paramount to the way we prefer to do business.

Dealing through us, you gain the advantage of Bayleys' multi-channel marketing excellence, including the industry's go-to Total Property portfolio and social media presence.

We reach a widespread audience via our national network of more than 230 commercial and industrial agents across New Zealand and through our global partnership with Knight Frank, covering over 60 markets.

We thrive on a strong culture of collaboration and respectful professionalism to achieve the best possible result for our clients – every time.

That's our difference.



OUR EXPERTISE





SE

Our team of highly-skilled brokers specialises in selling investment property of all asset classes, including commercial, retail, industrial and development land.

We are proficient in dealing with a variety of structures such as mortgagee sales and service a multitude of clients, including many based off-shore.

We have experts that can service all your needs, from brokering the sale of high profile towers to more modest unit titles; we will also assist you with leasing and can arrange comprehensive property management via Bayleys Property Services.

Geographically, we cover Auckland's city and fringe areas, from the western to eastern suburbs, as well as the Auckland central business district.

Our experienced agents are happy to discuss your

requirements and provide impartial advice to help you decide what is right for you.

We offer bespoke marketing solutions to suit your circumstances, which can involve an all-inclusive Total Property campaign, a customised portal for exceptional properties or a discreet off-market offering where confidentiality is required.

Bayleys has an award-winning auction team at your disposal; however we always determine the most suitable sales method based on your individual needs, timeframes and desired outcomes.

Internationally, our global partner Knight Frank provides the ability to add personal representation of your property in all main markets across the world.

Sales deals completed by the City & Fringe Team 2018



SOLD

180-182 Broadway, Newmarket

Sold by Tender for: \$11,500,000
Yield: 6.61%



SOLD

5 Carlton Gore Road, Newmarket

Sold by Tender for: \$7,300,000
Yield: 5.47%



SOLD

9 Barmac Place, East Tamaki

Sold by Tender for: \$7,110,000
Yield: 5.50%



SOLD

25 Hargreaves Street, St Marys Bay

Sold Off Market for: \$6,550,000
Yield: 4.76%



SOLD

28 Harwood Street, Hamilton

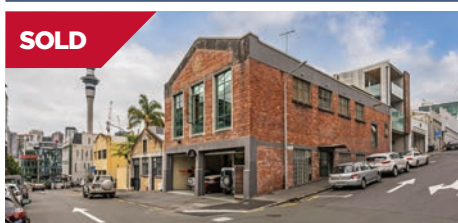
Sold by Private Treaty for: \$6,150,000
Yield: 9.75%



SOLD

1-9 Park Road, Grafton

Sold by Tender for: \$6,000,000
Yield: 6.04%



SOLD

20 Drake Street, CBD

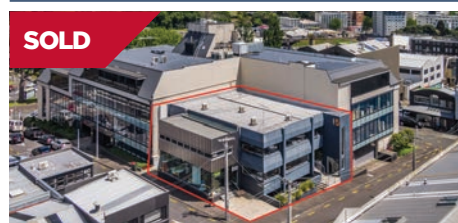
Sold by Tender for: \$5,425,000
Yield: 4.21%



SOLD

413 Tamaki Drive, St Heliers

Sold by Auction for: \$4,710,000
Yield: 3.59%



SOLD

15 Bath Street, Parnell

Sold by Tender for: \$4,350,000
Yield: 5.16%



SOLD

371-373 Remuera Road, Remuera

Sold by Auction for: \$4,325,000
Yield: 4.66%



SOLD

88 Jervois Road, Ponsonby

Sold by Private Treaty for \$4,200,000
Yield: 2.87%



SOLD

454 Great North Road, Grey Lynn

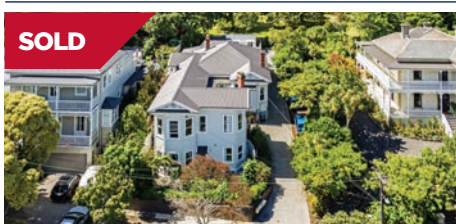
Sold by Tender for: \$4,100,000
Vacant Possession



SOLD

20-22 Gundry Street, Newton

Sold by Tender for: \$4,100,000
Part Vacant Possession



SOLD

20 Huntly Avenue, Grafton

Sold by Auction for: \$3,650,000
Yield: 4.73%



SOLD

37 & 39 Spring Street, Freemans Bay

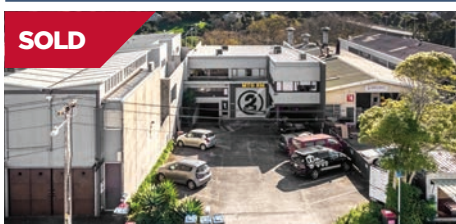
Sold by Tender for: \$3,610,000
Yield: 2.25%



SOLD

33A Normanby Road, Mt Eden

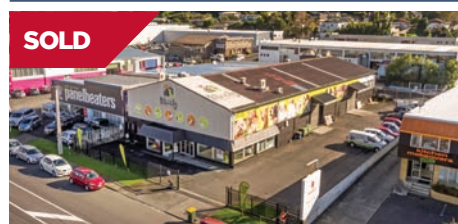
Sold by Private Treaty for \$3,475,000
Vacant Possession



SOLD

2 Kingsland Terrace, Kingsland

Sold by Tender for \$3,470,000
Yield: 4.89%



SOLD

76 Ellice Road, Wairau Valley

Sold by Private Treaty for \$3,450,000
Yield: 5.36%



SOLD

2 Walls Road, Penrose

Sold by Auction for \$3,410,000
Yield: 4.53%



SOLD

96B Carlton Gore Road, Newmarket

Sold by Private Treaty for \$3,400,000
Yield: 7.76%



SOLD

1 Glendale Road, Glen Eden

Sold by Auction for \$3,325,000
Yield: 7.56%



SOLD

12 Maidstone Street, Grey Lynn

Sold by Private Treaty for \$3,320,000
Yield: 3.61%



SOLD

48 Rosebank Road, Avondale

Sold by Tender for \$3,300,000
Vacant Possession



SOLD

Unit 1, 30 Drake Street, Auckland Central

Sold Off Market for \$3,250,000
Yield: 5.00%



SOLD

27 Hargreaves Street, St Marys Bay

Sold by Auction for \$3,250,000
Yield: 5.27%



SOLD

37 Drake Street, Auckland Central

Sold by Tender for \$3,150,000
Yield: 6.37%



SOLD

3010 Great North Road, New Lynn

Sold by Tender for \$3,023,854
Yield: 5.50%



SOLD

31 Rossmay Terrace, Mt Eden

Sold by Tender for \$2,900,000
Yield: 4.83%



SOLD

214-216 Ponsonby Road, Ponsonby

Sold Off Market for \$2,830,000
Yield: 4.40%



SOLD

Unit 2, 3045 Great North Road, New Lynn

Sold by Auction for \$2,800,000
Yield: 5.40%



SOLD

32 Shelly Beach Road, St Marys Bay

Sold by Private Treaty for \$2,780,000
Vacant Possession



SOLD

33 Rossmay Terrace, Mt Eden

Sold by Tender \$2,750,000
Yield: 5.73%



SOLD

40 George Street, Mt Eden

Sold by Tender for \$2,750,000
Yield: 1.47%



SOLD

5A Ryan Place, Manukau

Sold by Tender for \$2,640,000
Yield: 7.59%



SOLD

33 Randolph Street, Eden Terrace

Sold by Tender for \$2,630,000
Vacant Possession



SOLD

12-14 Fitzroy Street, Ponsonby

Sold by Auction for \$2,620,000
Yield: 4.24%



SOLD

19A Princes Street, Auckland Central

Sold by Tender for \$2,550,000

Yield: 10.05%



SOLD

31D Normanby Road, Mt Eden

Sold by Private Treaty for \$2,150,000

Vacant Possession

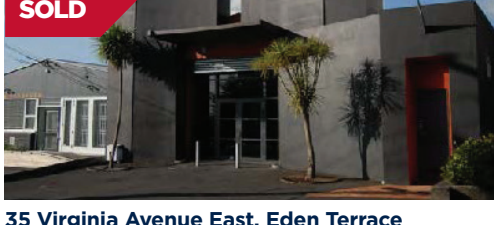


SOLD

147 & 147A Marua Road, Mt Wellington

Sold by Tender for \$1,860,000

Vacant Possession

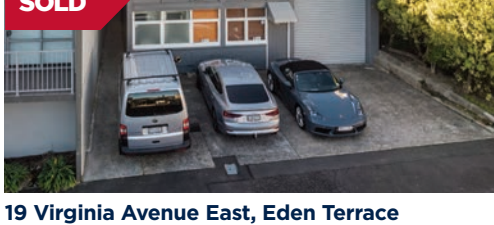


SOLD

35 Virginia Avenue East, Eden Terrace

Sold Off Market for \$1,660,000

Vacant Possession



SOLD

19 Virginia Avenue East, Eden Terrace

Sold by Tender for \$1,350,000

Vacant Possession



SOLD

Unit 1, 55 Sainsbury Road, Morningside

Sold by Auction for \$1,114,000

Yield: 4.67%



SOLD

427 Remuera Road, Remuera

Sold by Off Market for \$2,400,000

Yield: 4.02%



SOLD

87 College Hill, Freemans Bay

Sold by Private Treaty for \$2,025,000

Yield: 2.38%



SOLD

11 Binsted Road, New Lynn

Sold by Auction for \$1,850,000

Yield: 3.97%



SOLD

24 Centre St, Auckland Central

Sold by Auction for \$1,550,000

Yield: 3.40%



SOLD

Unit 3, 3 Central Road, Kingsland

Sold by Tender for \$1,350,000

Yield: 6.59%



SOLD

571 Remuera Road, Remuera

Sold by Tender for \$1,110,000

Yield: 4.50%



SOLD

2-4 Dorchester Street, Meadowbank

Sold by Auction for \$2,250,000

Yield: 2.86%

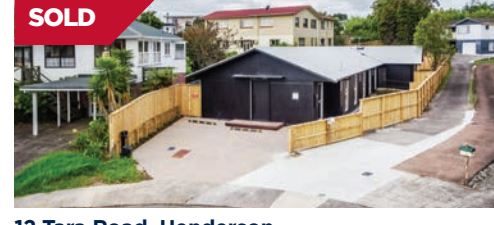


SOLD

Unit A101, 2A-2B Courthouse Lane, CBD

Sold by Auction for \$2,020,000

Yield: 6.63%



SOLD

12 Tara Road, Henderson

Sold by Private Treaty for \$1,718,500

Vacant Possession



SOLD

70 College Hill, Freemans Bay

Sold by Tender for \$1,450,000

Vacant Possession



SOLD

233 Taniwha Street, Glen Innes

Sold by Tender for \$1,220,000

Vacant Possession



SOLD

G11, 23 Edwin Street, Mt Eden

Sold by Tender for \$1,100,000

Vacant Possession

Lease deals completed by the City & Fringe Team 2018



LEASED

317-319 New North Road, Kingsland
Leased for \$114,815 p.a. net



LEASED

25-27 Exmouth Street, Eden Terrace
Leased for \$97,500 p.a. net



LEASED

2 Morgan Street, Newmarket
Leased for \$96,590 p.a. net



LEASED

G22, 239 Queen Street, Auckland Central
Leased for \$85,000 p.a. net



LEASED

3 Burns Street, Grey Lynn
Leased for \$84,270 p.a. net



LEASED

136 Great North Road, Grey Lynn
Leased for \$81,990 p.a. net



LEASED

Level 2, 77 Grafton Road, Grafton
Leased for \$82,880 p.a. net



LEASED

596 New North Road, Kingsland
Leased for \$81,000 p.a. net



LEASED

Shop 1, 194-198 Broadway, Newmarket
Leased for \$80,000 p.a. net



LEASED

359 Onehunga Mall, Onehunga
Leased for \$75,000 p.a. net



LEASED

33C Falcon Street, Parnell
Leased for \$72,480 p.a. net



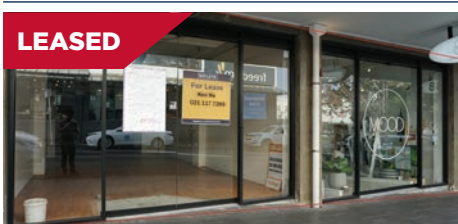
LEASED

Level 1, 36 Crummer Road, Grey Lynn
Leased for \$68,000 p.a. net



LEASED

Level 1, 51 Mackelvie Street, Grey Lynn
Leased for \$66,120 p.a. net



LEASED

Tenancy 3, 88 Broadway, Newmarket
Leased for \$66,080 p.a. net



LEASED

Shop 5, 160 Broadway, Newmarket
Leased for \$64,000 p.a. net



LEASED

35B Chancery Street, CBD
Leased for \$63,722 p.a. net



LEASED

49 Victoria Street West, Auckland Central
Leased for \$63,200 p.a. net



LEASED

Level 1, 343 New North Road, Kingsland
Leased for \$62,970 p.a. net



ALL THE

NUMBERS

Auckland City & Fringe Team

12

dedicated sales and leasing agents

140

transactions completed

\$300 million

commercial property sold or leased*

Bayleys Commercial & Industrial

236

sales and leasing agents

2,085

transactions completed*

\$2.92 million

of property sold or leased

\$4 billion

property under management

88

offices throughout New Zealand and the Pacific Islands



Through our partnership with Knight Frank, Bayleys reaps the benefits of a globally-connected network spanning 60 markets. Our closest connections are to the Knight Frank Asia Pacific Group with 5,615 people in more than 58 offices, all working collaboratively to find the right buyer for your property.

Together, Bayleys and Knight Frank have an unmatched ability to connect buyers and sellers on a global scale.

Over

5,600

employees

More than

58

offices



You're welcome to contact us



Alan Haydock is a Senior Commercial Sales Broker and is the Manager of the Auckland City & Fringe Commercial team. He is one of Bayleys top performing commercial brokers, consistently achieving "Top 3 commercial Brokers"(Nationally)". With over 20 years experience, Alan has an impressive track record and has transacted over \$900 million of sales. He has strong negotiating skills, an extensive knowledge of commercial property and has developed strong networks within the property industry.

M +64 21 532 121 **E** alan.haydock@bayleys.co.nz



Cameron Melhuish is a Senior Commercial Sales Broker with Bayleys Real Estate Limited. Cameron, who has been with Bayleys since 2001, has a primary focus on commercial property sales in the Auckland City & Fringe locations. To date, he has been involved in over \$400 million worth of property transactions and is regular Top Achiever in Bayleys national commercial team.

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Damien Bullick is a Senior Commercial Sales Broker and has been working in commercial real estate for nine years. His primary focus is on the Auckland City & Fringe locations. Having previously held a position as a Commercial Marketing Manager for Bayleys Realty Group, Damien specialises in the on market promotion of city fringe commercial property. He has over 90% sell through rate for auction and tender campaigns over the last two years.

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Mike Adams is a Senior Commercial Sales Broker, specialising in the sales and leasing of a diverse range of commercial and industrial properties throughout the Auckland region and beyond. Since joining Bayleys in 2005, Mike has enjoyed considerable success, concluding a large number of sales and leasing transactions and has been in the Top 10% of all Bayleys Salespeople nationwide. Mike has a significant and diverse list of regular clients including multi-nationals, local corporates, motor industry contacts, family trusts and owner-occupiers.

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Scott Kirk, Senior Commercial Sales Broker specialising in the Auckland City & Fringe location. He has rapidly established himself as a highly effective broker and is regularly a Bayleys 'Top 10' commercial agent nationally. With 13 years in the industry, he offers exceptional knowledge and experience to guide clients through transactions. Scott is a reliable and result-driven performer achieving top outcomes for his established and growing database of clients.

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James Were is a Senior Commercial Broker and has over ten years' experience in the commercial property industry, working locally and in the UK with Cushman & Wakefield. James has been involved in over \$250 million worth of sales and leasing transactions. His natural charm and determination to succeed, has enabled James to develop a solid understanding of the Auckland property market, and cement a number of strong longstanding relationships.

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Phil Haydock is a Senior Commercial Sales Broker specialising in the Auckland City & Fringe locations. Phil has been in the industry since 2005. During this time he has built up a thorough understanding of the Auckland commercial property market and has been involved in over \$200 million of property transactions. Phil is known for his professionalism, strong work ethic and negotiation skills which were further refined during his years in the highly competitive London market.

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Andrew Wallace is a Commercial Sales and Leasing Broker in the Bayleys Auckland City & Fringe commercial team. In his first year Andrew was involved in over \$15 million of property transactions and was awarded the BRE Commercial Rookie of the Year 2015/16. Andrew holds a Bachelors degree in both Property and Commerce from the University of Auckland. He has a strong understanding of the property market and is building a reputable track record.

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Jean-Paul Smit, Commercial Sales & Leasing Broker since joining in 2014. He has a primary focus on the Auckland City & Fringe locations and is establishing himself as a highly effective broker in his area. Jean-Paul values integrity professionalism, has a strong passion for property, and a strong work ethic and empathy which has enabled Jean-Paul to achieve the best results possible for his vendors and landlords.

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Ken Hu is a Commercial Sales and Leasing Broker in the Auckland City & Fringe Team. He has a Master's degree in finance and a double bachelor's degree in economics and finance from the University of Auckland. He worked as a senior market analyst for Samsung Electronical NZ before joining our team. Ken's analytical and research skills combined with his sound understanding of both Chinese and NZ market further complements and strengthens our solid reputation for producing professional, quality information that delivers results.

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Genevieve Thompson-Ford joined the team in 2017 as a Commercial Sales and Leasing Broker after having worked a number of years in the real estate industry. Skilled in marketing, customer service and equipped with her real estate license, she utilises her business acumen to ensure the smooth running and coordination of the entire leasing or sales process. Genevieve specialises in the CBD fringe areas and has concluded a number of sales and leasing deals in the CBD fringe west market.

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E genevieve.thompson-ford@bayleys.co.nz



Tova Haydock is a Commercial Sales Broker having joined Bayleys Real Estate in 2017 after enjoying over a decade working internationally as a management consultant. Her career covers New Zealand as well as the US and Europe, including seven years living in the United Kingdom. She specialises in commercial and corporate property located in the Auckland City & Fringe area. Tova is a seasoned negotiator, with an MBA from London Business School, and is used to operating at senior executive and board levels of major organisations.

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