

BAYLEYS

AUCKLAND COMMERCIAL **CITY & FRINGE** CAPABILITIES STATEMENT 2018

YOUR TRUSTED PROPERTY ADVISOR

Our Team

Bayley's Auckland City & Fringe commercial team continue to be the market leaders across the central Auckland commercial property market.

Consisting of 12 sales and leasing brokers, the teams' enviable track record is underpinned by an enthusiastic and professional team with over 100 years of combined industry experience. Building off our key fundamentals of an un-matched work ethic and professionalism, we strive to service our client's property requirements with discretion and efficiency. Our teams' primary focus continues to be providing the best possible advice and optimal solutions for our clients in every transaction.

Our dedicated team of skilled negotiators work seamlessly together – pooling their expertise, extensive contacts and in-depth knowledge of the Auckland City & Fringe area – to achieve the best result, no matter what the size or value of the transaction. We pride ourselves on being your valued property advisors to service all your sales and leasing needs.

As part of the wider Bayleys team we provide our clients with access to the most comprehensive support services of any real estate company in New Zealand. Our tailored campaigns include a mix of online, digital and the best placements in print media to provide increased visibility in a crowded marketplace.



Alan Haydock

Senior Commercial Broker

Manager - Auckland City and Fringe



Why the Bayleys City & Fringe team

130+

completed deals

\$300M+

Commercial property sold or leased

- Over 100 Years combined industry experience
- 12 specialist agents, all with a shared property database (CRM) established over 20 years
- Unrivalled track record in Auckland City & Fringe
- Trusted Property Advisors with a customer-centric approach
- Specialists in Auction, Tender & Off-Market Transactions



Why Bayleys

Bayleys Commercial

Bayleys has over 200 specialist commercial and industrial sales and leasing agents nationally

200+

Sales and Leasing Agents

2,300+

Sales and Leasing Transactions completed

\$3.1B+

Billion Dollars of Commercial property sold or leased

The Bayleys Group

1,000+

Sales and Leasing Agents

1,750+

Employees



118,000+

Sales and Leasing Transactions completed

\$11B +

Billion Dollars of Commercial property sold or leased

Sales Deals 2017 – Auckland City & Fringe Team



SOLD

136-142 Fanshawe St, Auckland CBD

Sold by Tender for: \$30,739,000
Land Value: \$5,900 psm



SOLD

14-22, 28 & 30 Waimarie St, St Heliers

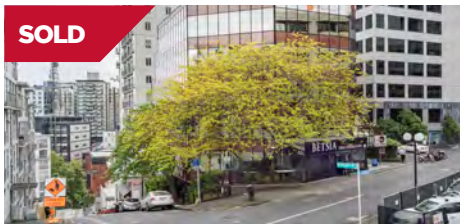
Sold by Tender for: Confidential
Vacant Possession



SOLD

2-4 York St, Newmarket

Sold by Tender for: \$16,399,392
Yield: 5.10%



SOLD

9 City Rd & Pt. 11 Liverpool St, Auckland CBD

Sold by Tender for: \$12,000,000
Yield: 6.65%



SOLD

2 Freight Pl, Airport Oaks

Sold by Tender for: \$9,735,000
Yield: 5.75%



SOLD

171 Hobson St, Auckland CBD

Sold by Private Treaty for: \$9,500,000
Yield: 8.42%



SOLD

18 Westmoreland St, Grey Lynn

Sold Off-Market for: \$8,500,000
Land Value: \$3,055 psm



SOLD

19 Newton Rd, Newton

Sold by Tender for: \$7,675,000
Yield: 3.85%



SOLD

12 Lambie Dr, Manukau

Sold by Tender for: \$7,500,000
Yield: 8.23%



SOLD

15 Sarawia St, Newmarket

Sold by Tender for: \$6,700,000
Vacant Possession



SOLD

25 Bairds Rd, Otara

Sold by Tender for: \$6,400,000
Yield: 7.09%



SOLD

41 High St, Auckland CBD

Sold by Tender for: \$5,900,000
Part Vacant Possession



SOLD

119 Wellesley St West, Auckland CBD

Sold by Tender for: \$5,650,000
Yield: 5.32%



SOLD

25 Hargreaves St, Freemans Bay

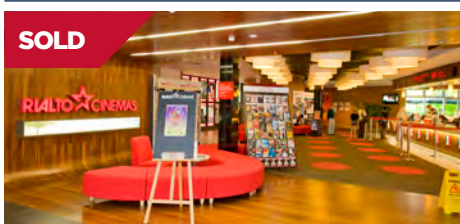
Sold by Tender for: \$5,400,000
Yield: 4.45%



SOLD

340 Sandringham Rd, Sandringham

Sold by Tender for: \$4,700,000
Yield: 4.49%



SOLD

Lot 4, 153-185 Broadway, Newmarket

Sold by Tender for: \$4,500,000
Yield: 9.11%



SOLD

6 Clayton St, Newmarket

Sold by Tender for: \$4,430,000
Yield: 5.02%

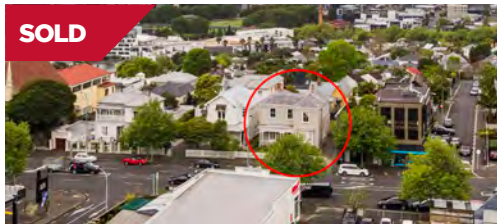


SOLD

913 Dominion Rd, Mt Roskill

Sold by Private Treaty for: \$4,175,000
Yield: 4.62%

Sales Deals 2017 – Auckland City & Fringe Team



SOLD

223 Ponsonby Rd, Ponsonby
Sold by Tender for \$4,100,000
Yield: 3.20%



SOLD

1 Minnie St, Eden Terrace
Sold by Tender for \$3,888,888
Yield: 3.22%



SOLD

465 Parnell Rd, Parnell
Sold by Auction for \$3,525,000
Yield: 3.38%



SOLD

15-19 Mt Eden Rd, Mt Eden
Sold by Private Treaty for \$3,300,000
Yield: 5.49%



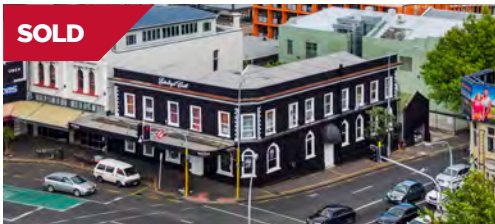
SOLD

14 Brighton Rd, Parnell
Sold by Tender for \$3,200,000
Vacant Possession



SOLD

58 & 60 Dornwell Rd, Mt Roskill
Sold by Auction for \$2,800,000
Vacant Possession



SOLD

215 Symonds St, Auckland CBD
Sold by Tender for \$3,900,000
Yield: 5.90%



SOLD

Units 109, 110 & 112, 23 Edwin St, Mt Eden
Sold by Tender for \$3,800,000
Yield: 6.76%



SOLD

12-16 Auburn St, Grafton
Sold by Private Treaty for \$3,500,000
Yield: 4.86%



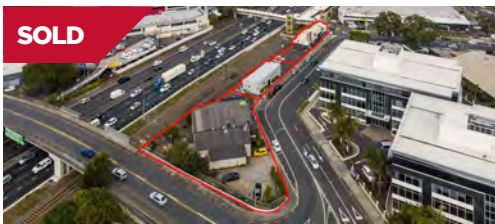
SOLD

2A/2D Vernon St, Auckland CBD
Sold by Tender for \$3,300,000
Yield: 4.44%



SOLD

3 College Hill, Freemans Bay
Sold by Auction \$3,075,000
Yield: 4.92%



SOLD

19-23 Kalmia St, Ellerslie
Sold by Tender for \$2,750,000
Yield: 4.16%



SOLD

682 Great South Rd, Penrose
Sold by Private Treaty for \$3,900,000
Yield: 5.00%



SOLD

510 Mt Eden Rd, Mt Eden
Sold by Auction for \$3,610,000
Yield: N/A



SOLD

586-592 Remuera Rd, Remuera
Sold Off-Market for \$3,500,000
Yield: 1.18%



SOLD

13 Sale St Auckland CBD
Sold by Private Treaty for \$3,200,000
Vacant Possession



SOLD

20 Williamson Ave, Ponsonby
Sold by Private Treaty for \$2,960,000
Yield: 2.79%

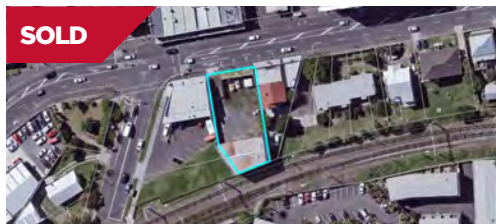


SOLD

115 Victoria Ave, Whanganui
Sold by Auction for \$2,730,000
Yield: 7.56%

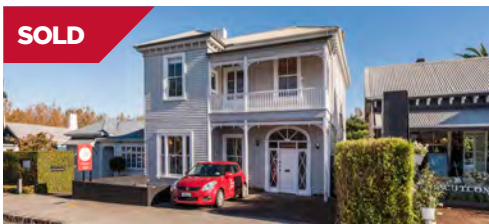
Sales Deals 2017 – Auckland City & Fringe Team

SOLD



596 New North Rd, Kingsland
Sold Off-Market for \$2,520,000
Yield: 2.78%

SOLD



481 Parnell Rd, Parnell
Sold by Auction for \$2,450,000
Yield: 3.27%

SOLD



25 Walls Rd, Penrose
Sold by Auction for \$2,305,000
Yield: 4.61%

SOLD



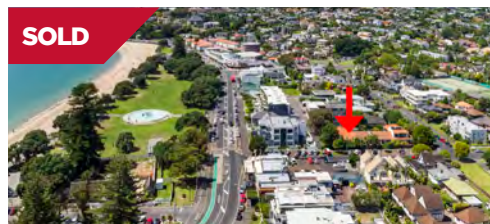
4B Walls Rd, Penrose
Sold by Private Treaty for \$2,050,000
Vacant Possession

SOLD



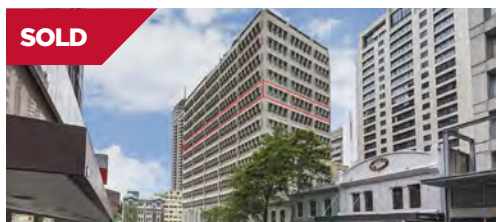
360 Onehunga Mall, Onehunga
Sold by Private Treaty for \$1,960,000
Yield: 4.78%

SOLD



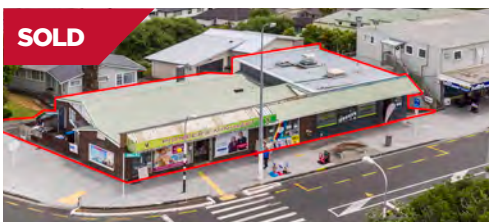
1/2 Atkin Ave, Mission Bay
Sold by Auction for \$1,955,000
Yield: 1.58%

SOLD



Level 11, 155 Queen St, Auckland CBD
Sold by Private Treaty for \$1,900,000
Yield: 7.89%

SOLD



575 Blockhouse Bay Rd, Blockhouse Bay
Sold by Auction for \$1,800,000
Yield: 3.09%

SOLD



513 Sandringham Rd, Sandringham
Sold by Auction for \$1,750,000
Yield: 4.79%

SOLD



42 College Hill, Freemans Bay
Sold by Auction for \$1,700,000
Yield: 2.62%

SOLD



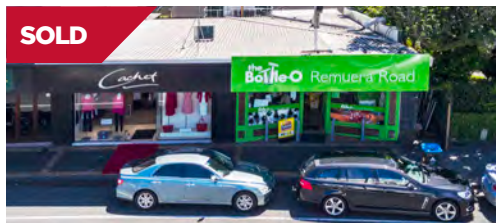
591 Remuera Rd, Remuera
Sold by Pre-Tender for \$1,610,000
Yield: 4.09%

SOLD



563 Remuera Rd, Remuera
Sold by Auction for \$1,600,000
Yield: 4.76%

SOLD



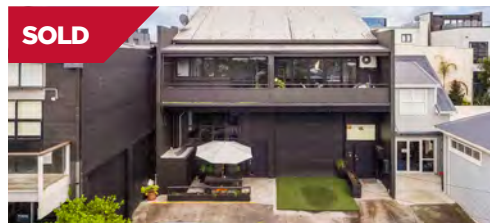
Remuera Rd, 616-618, Remuera
Sold by Auction for \$1,575,000
Yield: 4.83%

SOLD



44 College Hill, Freemans Bay
Sold by Auction for \$1,500,000
Yield: 2.93%

SOLD



10 Monmouth St, Grey Lynn
Sold by Auction for \$1,450,000
Vacant Possession

SOLD



439 Mt Albert Rd, Mt Roskill
Sold by Private Treaty for \$1,320,000
Part Vacant Possession

SOLD



12 Fleet St, Eden Terrace
Sold by Auction for \$1,250,000
Yield: 4.18%

SOLD



113/85 Customs St West, Auckland CBD
Sold by Tender for \$1,035,000
Yield: 8.09%

2017 Lease Deals – Auckland City & Fringe Team



9 Karaka St, Eden Terrace
Leased for \$170,000 p.a. net



GF, 4 Bond St, Grey Lynn
Leased for \$168,900 p.a. net



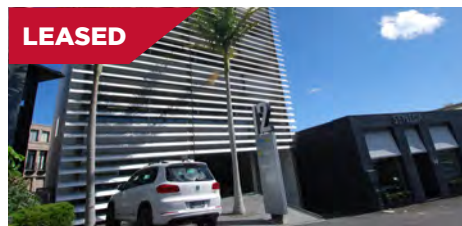
14 Burleigh St, Grafton
Leased for \$144,360 p.a. net



15 Sale St, Auckland CBD
Leased for \$140,416 p.a. net



16 Gundry St, Newton
Leased for \$118,000 p.a. net



L3, 12 Heather St, Parnell
Leased for \$112,500 p.a. net



2 Morgan St, Newmarket
Leased for \$96,510 p.a. net



L1, 4-6 Dundonald St, Eden Terrace
Leased for \$84,360 p.a. net



Suite 5, 399 New North Rd, Eden Terrace
Leased for \$78,740 p.a. net



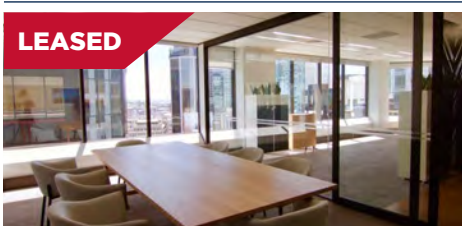
128B Ponsonby Rd, Ponsonby
Leased for \$67,340 p.a. net



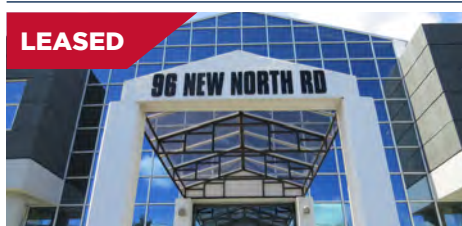
1 Centre St, Auckland CBD
Leased for \$57,000 p.a. net



Shop A, 128 Broadway, Newmarket
Leased for \$55,000 p.a. net



Part Level 16, 55 Shortland St, Auckland CBD
Leased for \$54,571 p.a. net



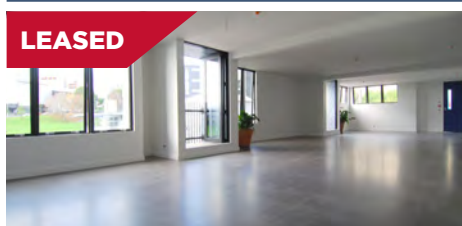
Level 1 78-96 New North Rd, Eden Terrace
Leased for \$53,197 p.a. net



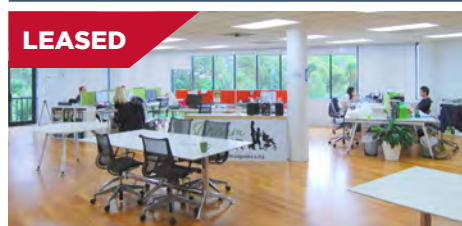
5 College Hill, Freemans Bay
Leased for \$52,000 p.a. net



Tenancy B, 129 Karangahape Rd, Auckland CBD
Leased for \$49,255 p.a. net



Level 1, 8 Coudry St, Eden Terrace
Leased for \$41,440 p.a. net



GF, 81 Grafton Rd, Grafton
Leased for 39,810 p.a. net

The Auckland City & Fringe Commercial Team



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 \$800 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
BAYLEYS REAL ESTATE LTD, LICENSED UNDER THE REA ACT 2008



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 and Fringe locations. To date, he has been involved in over \$400 million worth of property transactions and is regular Top 20 Achiever in Bayleys national commercial team.

M +64 21 479 882 **E** cameron.melhuish@bayleys.co.nz
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Damien Bullick is a Senior Commercial Sales Broker and has been working in commercial real estate for eight years. His primary focus is on the Auckland City & City Fringe locations. Having previously held position as a Commercial Marketing manager for Bayleys Realty Group, Damien specialises in the on market promotion of city fringe commercial property. He has an over 90% sell through rate for auction and tender campaigns over the last two years.

M +64 22 420 6845 **E** damien.bullick@bayleys.co.nz
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Mike Adams is a Senior Commercial 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 & 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 & owner occupiers.

M +64 21 977 527 **E** mike.adams@bayleys.co.nz
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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 of experience 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.

M +64 21 499 661 **E** scott.kirk@bayleys.co.nz
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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. He specialises in the Auckland City & City Fringe. He 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.

M +64 21 740 032 **E** james.were@bayleys.co.nz
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Phil Haydock is a 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.

M +64 21 192 2233 **E** phil.haydock@bayleys.co.nz
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Andrew Wallace is a Sales & 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 strong track record.

M +64 21 148 7679 **E** andrew.wallace@bayleys.co.nz
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Jean-Paul Smit, is a Commercial Sales & Leasing Agent with Bayleys Real Estate Limited since joining in 2014. He has a primary focus on the Auckland City & Fringe and is establishing himself as a highly effective broker in his area. Jean-Paul values integrity and professionalism and it is his passion for property, strong work ethic and empathy which has enabled Jean-Paul to achieve the best results possible for his Vendors and Landlords.

M +64 21 021 61616 **E** jean-paul.smit@bayleys.co.nz
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Ken Hu is a Sales & 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.

M +64 21 117 7288 **E** ken.hu@bayleys.co.nz
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Genevieve Thompson-Ford is a Commercial Sales & Leasing Broker who's energetic, professional and honest approach to business gives her clients confidence when making selling, purchasing or leasing decisions. Skilled in marketing and customer service 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 already in her first year has concluded a number of deals in the CBD Fringe West market.

M +64 21 022 07672 **E** genevieve@bayleys.co.nz
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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 and City Fringe. 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.

M +64 21 392 782 **E** tova.haydock@bayleys.co.nz
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