

AUCKLAND COMMERCIAL

BAYLEYS

City & Fringe

Capabilities Statement

2017

YOUR TRUSTED PROPERTY ADVISOR

Auckland City & Fringe Commercial Team

The Auckland City and City Fringe team had another record year in 2016 with an increase in revenue of over 20% on 2015. The team continued to grow off our key fundamentals of being ethical, professional and servicing our client's property requirements with discretion and efficiency. We pride ourselves on being your trusted property advisors.

Enclosed are a selection of unconditional sales and leases (or transactions) completed by members of our team in 2016. As shown by these results and by our track record, the Bayley's Auckland City & Fringe Commercial Team continue to be the market leaders across the central Auckland commercial property market.

2016 was an interesting year, both in the Auckland commercial property market and further afield. Local forces such as immigration, interest rates and a shortage of supply of residential and commercial property have continued to fuel the market, with further record prices being achieved for high quality investment property. Large scale international events such as Brexit and the US elections have provided uncertainty throughout world markets, however thus far it appears that New Zealand and in particular, Auckland continues to be a sought after destination for both local and international investors.

The other big contributing factor in the City and Fringe property market over the latter part of 2016 was the ability of developers to secure funding, with many banks proving reluctant or unwilling to fund any new developments. As is reflected on the enclosed pages, the Auckland City and Fringe team concluded a number of development-based deals in the second half of 2016. These were largely made possible by leveraging off, not only our established and proven purchaser database, but also by leveraging off key relationships with banks and funders to ensure purchasers are given the best opportunity to secure property.

The Auckland City & Fringe team consists of ten experienced sales and leasing brokers who are ready to work hard to assist you with your property requirements. We cover all aspects of sales and leasing and can also assist you with professional services including valuations, research and property management.

Please feel free to contact us if you would like further information on some of the sale and leasing transactions or require further comparative market evidence. If you want to discuss the commercial property market, or would like further information on selling or leasing your commercial property, then please do not hesitate to contact one of the Auckland City & City Fringe Commercial Team.



Alan Haydock

Commercial Sales Manager
Auckland City & Fringe



Kenneth Hu, Scott Kirk, James Were, Phil Haydock, Alan Haydock, Shenae Connelly, Damien Bullick, Genevieve Thompson-Ford, Sheridan Batt, Andrew Wallace, Cameron Melhuish, Reid McGowan and Jean-Paul Smit

Why Bayleys?

BAYLEYS COMMERCIAL

180+ sales and leasing agents

2,100+ sales and leasing transactions completed

\$2.7B+ billion dollars of commercial property sold or leased

THE BAYLEYS GROUP

930+ sales people

1,600 employees

11,300+ sales and leasing transactions comp.

\$9.7B+ billion dollars of property sold or leased

For the period 1st April 2015 - 31st March 2016

Why the Bayleys City & Fringe Team

101 transactions completed in 2016

\$253M million dollars of completed deals

- Over 90 years combined industry experience
- 10 specialist agents, all with a shared property database (CRM) established over 20 years
- Unrivalled track record in the Auckland City & Fringe
- Specialists in Auction, Tender & Off-Market Transactions
- Trusted advisors with your property business

Selection of sales deals from our Team in 2016



16 Kingston St & 60 Federal St, Auckland

Sold for \$31,750,000 + GST
Sold by Tender. Yield: 7.09%



11 McDonald St, Morningside

Sold for \$24,000,000 + GST
Sold by Tender. Yield: 4.58%



562-562a Richmond Rd, Grey Lynn

Sold for \$14,500,000 + GST
Sold by Tender. Yield: 3.90%



15 Gladstone Rd, Gisborne

Sold for \$5,550,000 + GST
Sold by Tender. Yield: 9.09%



293-305 Dominion Rd, Mt Eden

Sold for \$5,250,000 + GST
Sold Off Market. Yield: 4.21%



Units 1-4, 64 Great South Rd, Epsom

Sold for \$4,750,000 incl. GST
Sold by Tender. Land: \$4,740/m²



17 Patteson Ave, Mission Bay

Price Confidential
Sold by Tender.



140 New North Rd, Eden Terrace

Sold for \$4,010,000 + GST
Sold by Tender. Yield: 4.11%



371 Dominion Rd, Mt Eden

Sold for \$3,850,000 + GST
Sold by Auction. Yield: 3.59%



6 Western Springs Rd, Kingsland

Sold For \$2,925,000 + GST
Sold by Auction. Yield: 2.38%



10 York St, Parnell

Sold for \$2,907,000 + GST
Sold by Tender. (Vacant)



4 Taylors Rd, Morningside

Sold for \$2,900,000 + GST
Sold by Auction. (Vacant)



794 Manukau Rd, Royal Oak

Sold for \$2,070,000 + GST
Sold by Auction. Yield: 4.98%



1 Centre St, Freemans Bay

Sold for \$2,050,000 + GST
Sold Off Market. (Vacant)



39 Station Rd, Penrose

Sold for \$1,185,000 + GST
Sold by Deadline Private Treaty. Yield: 5.32%



11 Reeves Rd, Pakuranga

Sold for \$1,601,000 + GST
Sold Off Market. (Vacant)



654 - 656 Dominion Rd, Mt Eden

Sold for \$1,536,000 + GST
Sold by Tender. Yield: 6.25%



18 Newton Rd, Grey Lynn

Sold for \$1,420,000 + GST
Sold by Auction. Yield: 4.48%

Selection of sales deals from our Team in 2016



182 Ponsonby Rd, Ponsonby
Sold for \$12,000,000 + GST
Sold by Tender. (Vacant)



326 - 328 New North Rd, Kingsland
Sold for \$8,228,888 + GST
Sold Off Market. Yield 6.45%



57-59 France St, Eden Terrace
Sold for \$7,450,000 + GST
Sold by Tender. Land: \$3,527.46/m²



35-39 George St, Kingsland
Sold for \$4,650,000 + GST
Sold Off Market. Land \$3,630/m²



12-14 & 16-18 St Johns Rd, St Johns
Sold for \$4,600,000 + GST
Sold by Auction. Yield 4.7%



56 - 58 Grafton Rd, Grafton
Sold for \$4,500,000 + GST
Sold by Tender. (Part Vacant)



4 Maidstone St, Grey Lynn
Sold for \$3,770,000 Incl. GST
Sold by Tender. (Vacant)



3 Abbey St, Auckland Central
Sold for \$3,525,000 + GST
Sold by Auction. Yield 4.31%



31 Springs St, Freemans Bay
Sold for \$3,500,000 + GST
Sold by Tender. Yield 5.40%



Unit 11, 39B Mt Wellington Highway
Sold for \$2,630,000 + GST
Sold by Private Treaty. Yield 8.76%



332 & 334 New North Rd, Kingsland
Sold for \$2,575,000 + GST
Sold by Auction. Yield 5.03%



141 Marua Rd, Mt Wellington
Sold for \$2,508,198 + GST
Sold by Tender. Yield: 5.98%



3 College Hill, Freemans Bay
Sold for \$1,900,000 + GST
Sold by Tender. Yield: 6.89%



471 Mt Eden Rd, Mt Eden
Sold for \$1,885,000 + GST
Sold by Auction. Yield 4.66%



Lot 21, 102 Hobsonville Rd, Hobsonville
Sold for \$1,875,000 + GST
Sold by Private Treaty. (Vacant)



Unit 4A & 4B, 77 The Strand, Parnell
Sold for \$825,000 + GST
Sold by Private Treaty. (Vacant)



517 Pollen St, Thames
Price Confidential
Sold by Tender.



6a, 114 St Georges Bay Rd, Parnell
Sold for \$600,000 + GST
Sold by Private Treaty. (Vacant)

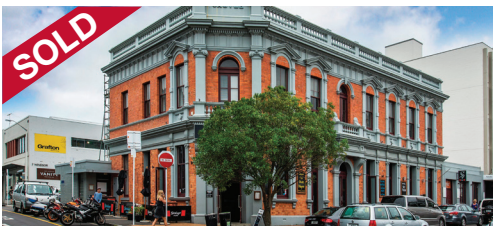
Selection of sales deals from our Team in 2016



12 Lambie Dr, Manukau
Sold for \$7,000,000 + GST
Sold by Tender. Yield 8.40%



15 Nugent St, Grafton, Auckland
Sold for \$6,700,000 + GST
Sold by Tender. Land:\$3,370/m²



144 Parnell Rd, Parnell
Sold for \$6,620,000 + GST
Sold by Tender. (Part Vacant)



Lot 4, 153-185 Broadway, Newmarket
Sold for \$4,500,000 + GST
Sold by Private Treaty. Yield: 9.11 %



13-15 Margot St, Epsom
Sold for \$4,450,000 + GST
Sold Off Market. (Vacant)



6 Clayton St, Newmarket
Sold for \$4,250,000 + GST
Sold Off Market. Yield: 5.10%



223 Ponsonby Rd, Ponsonby
Sold for \$3,450,000 incl. GST
Sold by Private Treaty. Yield 3.64% (Gross)



Unit A6, 192 Universal Dr, Henderson
Sold for \$3,246,500 + GST
Sold by Private Treaty. Yield 8.70%



7 Sarawia St, Newmarket
Sold for \$3,100,000 + GST
Sold by Tender. (Vacant)



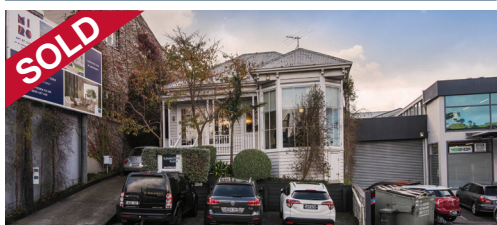
75 France St, Eden Terrace
Sold for \$2,310,000 + GST
Sold Off Market. Yield: 5.63%



12 Nixon St, Grey Lynn
Sold for \$2,250,000 + GST
Sold by Tender. (Vacant)



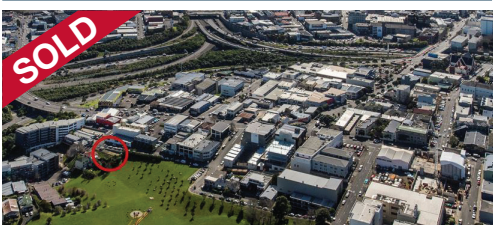
561-563 Manukau Rd, Epsom
Sold for \$2,175,000 incl. GST
Sold by Auction. (Vacant)



73 Boston Rd, Grafton
Sold for \$1,700,000 + GST
Sold by Auction. Land: \$5,090/m²



131 Mt Eden Road, Mt Eden
Sold for \$1,340,000 + GST (if any)
Sold by Auction. Sold Partially Vacant



10 Fleet St, Eden Terrace
Sold for \$1,650,000 + GST
Sold by Private Treaty. (Vacant)



104 Commerce St, Kaitiaia
Price Confidential
Sold by Tender.



63 Queens Rd, Panmure
Sold for \$373,000 + GST
Sold by Private Treaty. Yield 5.23%



Unit 8B, 17 Albert St, Auckland CBD
Sold for \$250,000 + GST
Sold by Private Treaty. (Vacant)

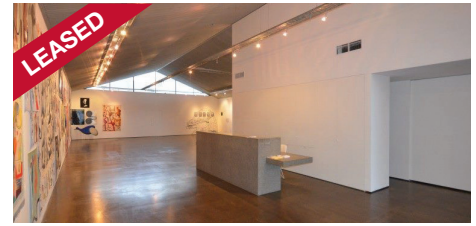
Selection of leasing deals from our Team in 2016



190 Great South Rd, Epsom
Leased for \$275,000 + GST p.a.



27 College Hill, Freemans Bay
Leased for \$161,815 + GST p.a.



43 Bath St, Parnell
Leased for \$150,440 + GST p.a.



9 Stanway Pl, Ellerslie
Leased for \$150,000 + GST p.a.



91 Newton Rd, Eden Terrace
Leased for \$137,632 + GST p.a.



50 Pollen St, Grey Lynn
Leased for \$120,000 + GST p.a.



44 Pollen St, Grey Lynn
Leased for \$120,000 + GST p.a.



Unit 4, 19 Edwin St, Mt Eden
Leased for \$110,000 + GST p.a.



Prt Lvl 1, 7-9 McColl St, Newmarket
Leased for \$99,811 + GST p.a.



33 Randolph St, Eden Terrace
Leased for \$86,000 + GST p.a.



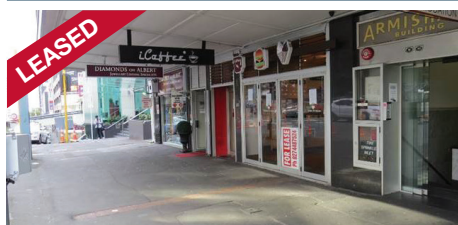
9-13 Exmouth St, Eden Terrace
Leased for \$84,100 + GST p.a.



Part Lvl 1, 56 Parnell Rd, Parnell
Leased for \$70,665 + GST p.a.



24 A Williamson Avenue, Ponsonby
Leased for \$58,852 + GST



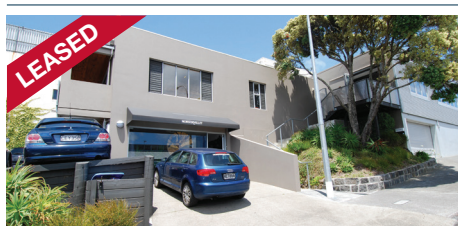
100 Albert St, Auckland Central
Leased for \$65,000 + GST p.a.



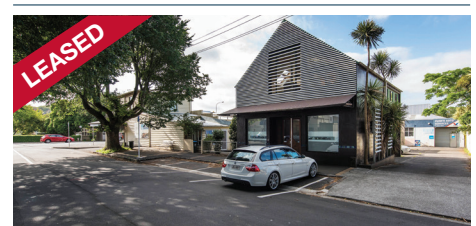
Level 1 & 2, 5 Newton Rd, Grey Lynn
Leased for \$64,000 + GST p.a.



Level 2B, 97 Grafton Rd, Grafton
Leased for \$61,620 + GST p.a.



78 France St, Eden Terrace
Leased for \$51,000 + GST p.a.



Office, 561 Manukau Rd, Epsom
Leased for \$47,160 + GST p.a.

The Auckland City & Fringe Commercial Team



Alan Haydock, is a Senior Commercial Broker and Manager of the Auckland City & Fringe Commercial Team. He is one of Bayleys top performing brokers, consistently achieving Top 3 Commercial brokers nationally. With over 20 years experience, Alan has an impressive track record. He has strong negotiating skills, an extensive commercial property knowledge and has developed strong networks within the industry.

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Bayleys Real Estate Ltd, Licensed under the REA Act 2008



Cameron Melhuish, 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 \$350 million worth of property transactions and is regular Top Achiever in Bayleys national commercial team.

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Scott Kirk, Senior Commercial Agent with Bayleys Real Estate Limited, 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.

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Damien Bullick has been working in commercial real estate for eight years. He is a Commercial Sales agent and has a primary focus on the Auckland City and 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, and has an over 90% sell through rate for auction and tender campaigns over the last two years.

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Phil Haydock, Commercial Broker specialising Auckland City and 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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James Were 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 and 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.

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Jean-Paul Smit, Commercial Sales and Leasing agent with Bayleys Real Estate Limited since joining in 2014. He has a primary focus on the Auckland City and 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.

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Andrew Wallace, Sales and Leasing agent in the Bayleys Auckland City and 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 15/16. Andrew holds a bachelor 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.

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Ken Hu has a University of Auckland Master's degree in Finance and a double Bachelor's degree in Economics and Finance. 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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Reid McGowan is a recent graduate of the University of Auckland, majoring in Marketing, Innovation and Entrepreneurship. Reid regards trust and loyalty to be a paramount component of any relationship. He has joined the Auckland City and Fringe Team as a Sales Assistant and is currently completing his Real Estate papers in order to become a Commercial Leasing agent.

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Genevieve Thompson-Ford is an experienced sales assistant with a demonstrated history of working 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 sales process.

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Sheridan Batt Sheridan Batt is the Auckland City & Fringe Team Secretary. She supports the team's frontline to ensure the seamless coordination of the sales and leasing process.

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