

CASE STUDIES

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TOTAL property



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How iconic buildings are boosting regional economies, businesses and commercial property markets.

Dock of the bay

The developments that are transforming industrial waterfront areas into vibrant mixed-use destinations.

FEATURING

79

COMMERCIAL PROPERTIES
FOR SALE FROM AROUND
NEW ZEALAND

ISSUE 6 - 2018

Ripe retail investment

Unit 8, 215 Rosedale Road, Albany, North Shore City, Auckland

SOLD

**Total
Property
Case Study**



- Bite-sized trade retail investment
- Returning a net rental of \$45,000pa + GST and outgoings
- Floor area 208m² (approximately)
- Four (4) exclusive car parks

Herein lies a rare opportunity to secure a bite-sized retail investment in one of Auckland's highest growth suburbs. The unit comprises of a mixture of showroom, mezzanine and warehouse areas. This investment benefits from an established tenant who has been in operation since 2014.

Property Details

Floor Area	208m ² (approximately)
Car Parks	Four (4) exclusive car parks

Tenancy Details

Name of Tenant	West Shell Sport Company Limited
Term of Lease	Five (5) years
Rights of Renewal	Two (2) of three (3) years each
Net Rental	\$45,000pa + GST and outgoings

Sale Summary

The property was marketed through the Total Property portfolio. Auction was selected as the method of sale due to the passive nature of the investment, and the fact it was in the popular sub one million dollar price bracket. A fleeting campaign saw thirty purchasers register their interest before a pre-auction offer was received at an acceptable level, initiating the pre-auction process.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$850,000

Yield

5.29%

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[bayleys.co.nz/1502017](https://www.bayleys.co.nz/1502017)

 **Video** available

Motivated vendor, property must be sold

7A/21 Corinthian Drive, Albany, Auckland



- Long term lease restaurant investment
- Reputable tenant, currently returning \$55,013.8pa net + GST and OPEX
- Ample car parks with multiple site access
- Located in arguably 'zero' vacancy Orchard Park Retail Centre

Built on a visible corner site next to the main entrance, the premises enjoy ample car parking, along with multiple site access, together with a wide range of surrounding tenants including banks, lawyers, childcare centre, Mitre 10, Olympus, Lion Foundation and Peter Baker Transport.

Property Details

Floor Area	87m ² (approximately)
Zoning	Business Park Zone

Tenancy Details

Name of Tenant	Double Happy
Term of Lease	10 year lease from 4th September 2017
Review Date	CPI review on the 4th September 2019
Rights of Renewal	Two (2) x three (3) years
Net Rental	\$55,013.8pa + GST and OPEX

Sale Summary

Motivated vendor with successful marketing campaign, generated more than 40 interested parties. Sold at the auction.

Sold by

Auction (unless sold prior)

19th September 2018
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$1,150,000 + GST

Yield

4.78%

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Healthy opportunity - invest or occupy

1 Shea Terrace, Takapuna, Auckland



- Standalone medical/office investment or occupation opportunity
- 1,012m² site (more or less) with Mixed Use zoning under AUP (OP)
- Partially tenanted returning \$102,620pa + GST to Waitemata District Health Board

A premium location, the property is strategically located within this established medical hub alongside a strong mix of medical professionals and practitioners.

Situated on a 1,012m² (more or less) fee simple title, these location attributes coupled with the underlying zoning allow for several long term redevelopment options including residential.

With a 12 month rental underwrite being offered by the vendor, the property is significantly de-risked for future investment with a year for a savvy investor to hand pick a tenant or a turnkey solution for an owner occupier with income.

Property Details	
Land Area	1,012m ² (more or less)
Floor Area	660m ² (approximately)

Tenancy Details	
Partially tenanted returning \$102,620pa + GST. Vacant ground floor tenancy with vendor under write option of \$101,220pa + GST (rental valuation). Total potential income of \$203,840pa + GST. Further tenancy details are available upon request.	

Sale Summary	
The property was sold prior to being marketed in Total Property magazine after a structured six week marketing campaign comprising of digital and print media.	

Sold by
For Sale by Deadline Private Treaty
(unless sold prior)
29 Northcroft Street, Takapuna, New Zealand

Sale price
\$3,550,000

Source of Purchaser
Established Client

Purchaser Profile
Active add value investor

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Ponsonby trophy - invest, occupy or develop

12-14 Fitzroy Street, Ponsonby, Auckland City, Auckland



- Immaculate freehold standalone character investment property
- Fully leased to two proven tenants, returning \$111,000 + GST p.a. (approximately)
- Zoned Business - Mixed Use allowing development up to four levels

This freehold trophy investment has been immaculately refurbished, and now provides stunning character commercial accommodation with on grade carparking. The property is fully leased to two proven tenants and returns \$111,000 + GST p.a. (approximately) however there is potential to occupy or further develop the site if required.

Property Details	
Land Area	245m ² (more or less)
Floor Area	168m ² (approximately)
Car Parks	Three (3)
Zoning	Business - Mixed Use

Tenancy Details
Fully leased, returning \$111,000 + GST p.a. (approximately). Full details are available upon request.

Sale Summary
Sold by auction to a local investor.

Sold by
Auction (unless sold prior)
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price
\$2,620,000 + GST (if any)

Purchaser Profile
Passive Investor

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[bayleys.co.nz/1686261](https://www.bayleys.co.nz/1686261)

Villa investments on mixed use land

37 and 39 Spring Street, Freemans Bay, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- Two character villas on freehold mixed use land
- Fully leased to 2 established tenants, returning \$81,291 + GST p.a. net
- Two fee simple titles, totaling 490 square metres (more or less)
- Strategic and sought after Freemans Bay location, close to CBD and Ponsonby

Strategically located in a tightly held pocket of Freemans Bay, these two character investment properties present an opportunity for both passive investors looking for a central city trophy and future owner occupiers and developers, looking to maximise this sought after residential and commercial position.

Property Details

Land Area	490m ² (more or less)
Floor Area	200 (approximately)
Car Parks	3
Zoning	Business - Mixed Use

Tenancy Details

Name of Tenant	Flinders Cook	Forme Spa
Net Rental	\$43,000 + GST p.a.	\$38,291.64

Sale Summary

Sold in conjunction with Scott Kirk to known developer.

Sold by Tender

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$3,610,000 + GST (if any)

Source of Purchaser

Phone call

Purchaser Profile

Developer

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Affordable city centre investment opportunity

1/145 Wellesley Street, Auckland Central, Auckland City, Auckland



Boundary lines are indicative only

- Ground floor office unit
- Telecommunication business since 2010
- New three year lease in place
- Returning \$32,300 per annum + GST

A ground floor office space plus one on-site car park is selling the entry level freehold property. It is in an area of the city centre and is leased to an internet service provider (ISP) for providing expert internet access service. Situated in Auckland's Central Business District, it's only about 10 minutes walk from downtown Auckland and close to all major arterial routes. In recent years this location has grown in popularity with many business and residents.

Property Details	
Floor Area	71m ² (approximately)
Car Parks	1
Zoning	Business - City Centre

Tenancy Details	
Name of Tenant	Sunx Global Limited
Term of Lease	Three (3) years
Commencement Date	1st August 2018
Rights of Renewal	Two (2) of three (3) years
Net Rental	\$32,300pa + GST and outgoings

Sale Summary
There were 18 enquirers during the campaign. And three serious buyers, one of them came into the auction. This listing was sold by post-auction.

Sold by
Price by Negotiation

Sale price
\$470,000

Source of Purchaser
Trademe.co.nz

Purchaser Profile
Passive Investor

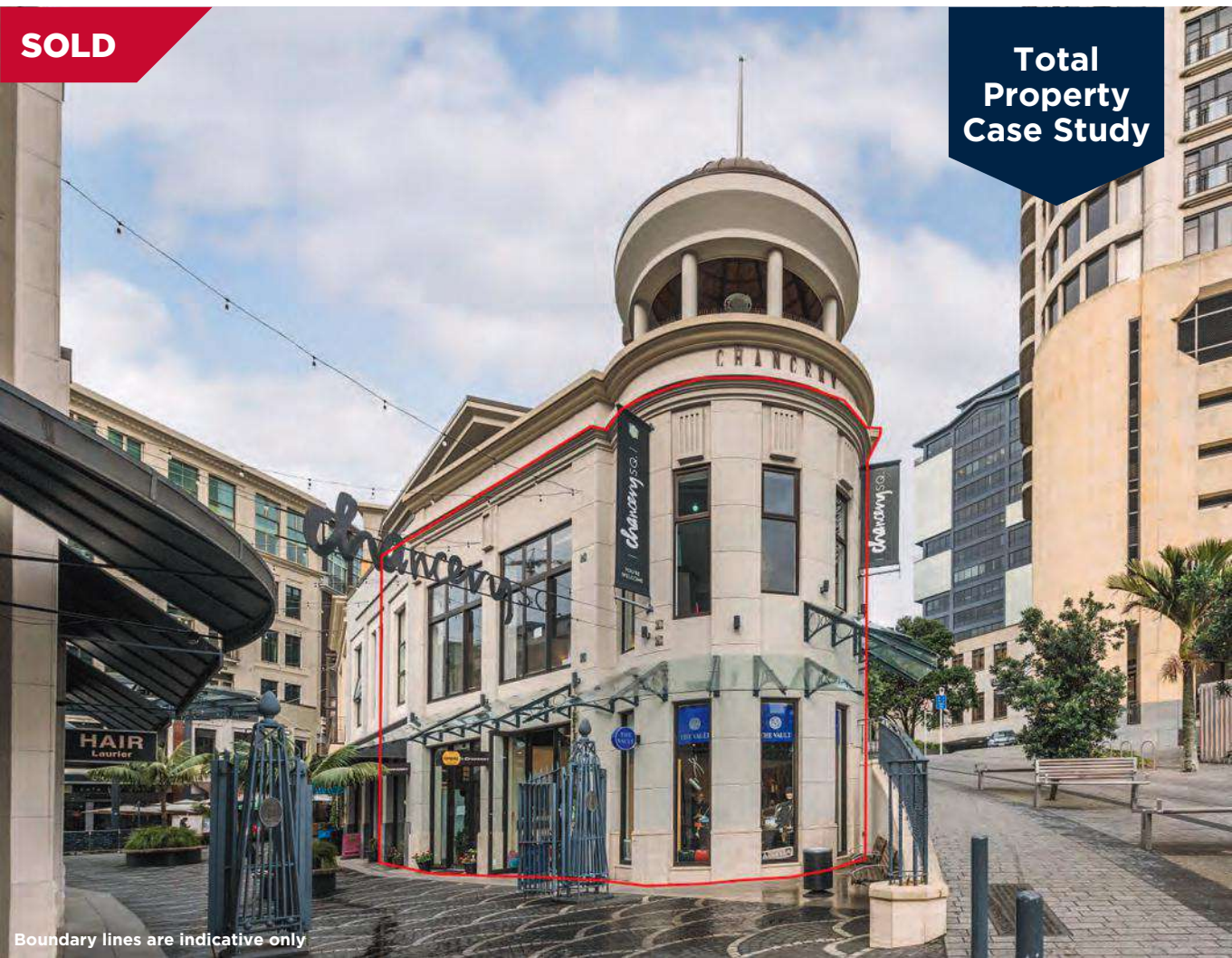
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Multi-tenanted CBD retail investment

Unit A101/2A-2B Courthouse Lane, Auckland Central, Auckland City, Auckland



- Fully leased freehold investment returning \$132,436 + GST p.a.
- High profile corner position in established CBD retail and commercial precinct
- Established tenants with four year WALT
- A perfect passive investment opportunity

This modern, hands-off investment opportunity has it all. Along with offering a diversified income from three established tenants, the property is located in an established CBD retail, commercial and hospitality precinct, a short walk from Queen Street. Occupying a high profile corner position at the entrance of Chancery Square, this modern passive investment provides a rare chance for purchasers to grab a piece of Auckland’s thriving Central Business District.

Property Details	
Land Area	N/A
Floor Area	314.15m ² approximately)
Zoning	Business - City Centre

Tenancy Details
Fully leased, returning \$132,436 + GST p.a. Full tenancy details available upon request.

Sale Summary
Sold at auction to passive investor

Sold by
Auction (unless sold prior)
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price
\$2,020,000

Source of Purchaser
Hourgarden.com

Purchaser Profile
Passive Investor

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Strategic Auckland Central corner site

20-22 Gundry Street, Auckland Central, Auckland

SOLD

**Total
Property
Case Study**



- 607m² fee simple corner site with north-west facing aspect
- Versatile three level building of approximately 1,095m² and 20 car parks
- Strategic growth location moments from Ponsonby Rd, Queen St and motorways
- Favourable 'City Centre' zoning provides attractive development prospects

This versatile building with abundant parking is a rare Central Auckland opportunity with broad appeal. The top floor is partitioned into smaller offices and is available immediately, along with the western side of the ground floor and all 20 car parks. A prime add-value project for investors and owner occupiers alike.

The ground floor workshop is occupied by an established tenant returning \$53,856 + GST p.a. (net). The 'City Centre' zoning of this north-west facing corner site in addition to being within walking distance of Ponsonby Road and the future Karangahape Rd station of the City Rail link means this opportunity possesses undeniable development potential.

Sold by

Tender (unless sold prior)
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$4,100,000 + GST (if any)

Source of Purchaser

Established Client

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Property Details

Land Area	607m ² (more or less)
Floor Area	1,095m ² (approximately)
Car Parks	20 secure, covered spaces
Zoning	Business - City Centre

Tenancy Details

Part tenanted returning \$53,856 + GST p.a. (net).
--

Sale Summary

Sold to an add-value investor with the view of refurbishing and leasing vacant spaces.
--

CBD passive investment opportunity

Unit 207/19 Anzac Avenue, Auckland Central, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- Fully leased bottom drawer investment in Auckland's CBD
- Eleven year lease in place from 1 March 2017 to an established international residential management company
- 11 secure car parks and a laundry room

The unit forms part of the Waldorf Apartments, one of Australasia's leading accommodation chains of quality Serviced Apartments and Apartment Hotels providing them with 11 of the 12 car parks provided with the complex (7 covered and secure car parks and 4 secure and uncovered carparks) as well as laundry facilities. This investment is a rare opportunity to secure a true bottom drawer investment in Auckland.

Property Details

Land Area	0m ²
Floor Area	20.80
Car Parks	11
Tenure	Stratum in Freehold

Tenancy Details

Fully leased, returning \$45,000 + GST p.a.. Full tenancy details available upon request.

Sale Summary

Sold under the hammer with three bidders in the room.

Sold by

Auction (unless sold prior)
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$790,000 + GST

Yield

5.70%

Source of Purchaser

Prospecting

Purchaser Profile

Passive Investor

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SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- 547m² commercial warehouse in the heart of Manukau
- A Grade seismic rating (>100% of NBS)
- General Business zoning allows for a wide variety of uses
- Excellent street profile with roller door access at the rear
- Close proximity to motorways and Manukau town centre

This highly functional industrial building comprises of high stud warehouse space at the rear with two floors of office/showroom space at the front. The top floor of office is currently leased until 9th February 2023. With the ground floor and warehouse space vacant, a prime opportunity exists for an owner occupier to move in and secure this A grade premises. Similarly, investors have the opportunity to capitalise on the shortage of Auckland industrial property and secure a new tenant.

Property Details

Floor Area	547m ² (more or less)
Car Parks	10
Zoning	General Business

Tenancy Details

Name of Tenant	A.S. Harrison & Co Pty Limited
Term of Lease	1 year X 4
Commencement Date	9th February 2018
Gross Rental	\$30,000 pa + GST

Sale Summary

This Listing received three inquires during the campaign. Two parties came into the auction, and the property was sold under hammer.

**Sold by
Auction**

Sale price
\$1,450,000

Source of Purchaser
Database

Purchaser Profile
Owner occupier corporate

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Secure long-term tenant

E/71 Great South Road, Papakura, Papakura District, Auckland

SOLD

**Total
Property
Case Study**



- New ten year lease to well established tenant
- Returning over \$136,000 net pa
- Annual rent reviews applicable
- Substantial depreciation of fit out/chattels
- Potential future redevelopment opportunity with new unitary plan

This circa 342m² floor area has been redeveloped to a high standard and encompasses ten spacious studio apartments with each apartment including its own shower/toilet facility as well as a kitchen with essential white ware.

Property Details

Floor Area	342.50m ² (approximately)
Zoning	Business - Metropolitan Centre Zone

Tenancy Details

Name of Tenant	Linkpeople Limited
Term of Lease	10 years
Review Date	Annual
Net Rental	Circa \$136,000 pa

Sale Summary

TP4 Campaign package DPT – no offers. Agency was extended another month, vendor was under extreme funding pressure to secure a sale. The main objections from purchasers was the location and not being able to understand the property (commercial office converted into 10 studio apartments). There was a total of 30 enquiries during the campaign and extended effort and only five site visits.

Sold by
Price by Negotiation

Sale price
\$1,900,000

Yield
7.20%

Source of Purchaser
Established Client

Purchaser Profile
Passive Investor

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Ex-dairy factory with coolstore

75 Henry Road, Taupiri, Waikato, Waikato



- 1,200m² (more or less) coolstores
- 1.8 hectares (more or less) of land
- Extensive plant and equipment exists

Originally a cheese factory, these buildings have been re-purposed as a candy manufacturer and tourist facility. Features include food and processing areas, general storage, 1,200m² of pallet racked coolstore and a rapid cooler. There are various other buildings included. The land area is 1.8 hectares (more or less) with parking, hard stand, basic accommodation and storage all located just 15 minutes from Hamilton. This great Taupiri location is within the all important "Golden Triangle" between Auckland, Hamilton and Tauranga and has very good access to the new Hamilton-Auckland Expressway.

Property Details	
Zoning	Heavy industrial-rural
Floor area	3,720m ² (more or less)
Land area	1.8 hectares (more or less)

Tenancy Details
For sale with vacant possession

Sale Summary
This property was run as a Total Property campaign over a 4 week period. On top of the Total Property magazine it was also advertised in local print media and had a strong online impression. With numerous bidders in the room on auction day a great result was achieved for our Vendor.

Sold by

Sale price
\$1,050,000.00

Source of Purchaser
Total Property Magazine

Purchaser Profile
Owner occupier SME

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Te key to the door of The Base, Te Rapa

1000 Te Rapa Road, Te Rapa, Hamilton, Waikato

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- High profile development site
- Rare opportunity
- Potential to landbank

This 1,507m² (more or less) development site is located directly opposite The Base in the fastest growing retail and industrial area of Hamilton. Operated as The Highway Fruit and Vege business for the last 30 years, the town has now moved out to the country and it is time for the owner to move on and give the opportunity to someone else. Huge traffic count and superb profile for any business. Located within 500 metres of The Base, Hamilton's largest retail complex and within one kilometre of The boulevard and nearly all of the major car franchises. This is truly a prime location.

Property Details

Land Area	1,507m ² (more or less)
Building areas	310m ² (more or less) and 120m ² (more or less)

Tenancy Details

For sale with vacant possession.

Sale Summary

This property was procured by the agent by cold calling upon seeing the potential of this property. The marketing campaign for this property included the Total Property magazine and local media print as well as a strong online impression. A lot of interest was generated and it eventuated in an pre-auction offer and the auction being brought forward - a great result was obtained for our Vendor.

Sold by

Auction

Sale price

\$1,735,000.00

Source of Purchaser

Total Property Magazine

Purchaser Profile

Owner occupier SME

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The key to the puzzle - The Base, Te Rapa

1006 Te Rapa Road, Te Rapa, Hamilton, Waikato



- Te Rapa Straight - The Base exposure location
- Rare opportunity - seldom available
- Prime development position

This 1,021m² (more or less) development site is located directly opposite The Base in the fastest growing retail and industrial area of Hamilton. The adjoining property is also offered for sale allowing the opportunity to expand the development area to over 2,500m² (more or less) when the two sites are combined.

Operated as an automotive repair business for the last 35 years, the town has now moved out to the country and it is time for the owner to move on and give the opportunity to someone else.

Huge traffic count and superb profile for any business, located only 500 metres of The Base, Hamilton's largest retail complex and within one kilometre of The Boulevard and nearly all of the major car franchises. This truly is a prime position.

Property Details	
Land Area	1,021m ² (more or less)
Building area	190m ² (more or less)

Sale Summary
A very successful marketing campaign using the Total Property Magazine, local print media and a strong online impression resulting in an excellent pre-auction offer that was accepted by our Vendor.

Sold by

Sale price
\$1,176,618.00

Source of Purchaser
Total Property Magazine

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Greenwood Street/SHWY 1 - Banker plus growth

54 Greenwood Street, Frankton, Hamilton, Waikato

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- GV \$315,000
- Develop or occupy
- Zoned for multiple uses

This 485m² (more or less) site located on what is possibly Hamilton's busiest street offers unlimited development potential - fast food, retail, automotive services or supplies. With over 24,900 cars passing per day you will not be missed.

Located opposite Subway, Carls Jr. and on the same side as Burger King and Wendy's - this site is crying out to be developed.

Offered with a one year lease of \$32,400p.a.+ GST to provide a holding income, this bite sized investment will benefit from further development of the site to suit a tenant looking for exposure.

Sold by

Sale price

\$472,500

Source of Purchaser

Total Property Magazine

Purchaser Profile

Passive Investor

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Property Details

Site	485m ² (more or less)
Buildings	228m ² (more or less)

Tenancy Details

Name of Tenant	Contact Electrical
Term of Lease	One (1) year
Rights of Renewal	One (1)

Sale Summary

A four week Total Property campaign with a strong online advertising resulting in multiple bidders in the room on Auction day and great result for both Vendor and Purchaser.

A berry good opportunity

446 O'regan Road, Ngahinapouri, Waikato

SOLD

**Total
Property
Case Study**



- Established blueberry business and orchard
- 204m² (more or less) four bedroom family home
- Recognised "super food"

Located in the heart of blueberry country 446 O'Regan Road offers a well-established blueberry business comprising approximately 3ha (more or less) of productive orchard, processing packhouse, ice cream and berry retail outlet, additional support buildings and substantial four bedroom family home. The owner operator supported with seasonal staff picked approximately 17,000kgs of berries last season returning a net profit of over \$200,000 making this property a viable home and business opportunity.

Property Details

Land Area	4.4967ha (more or less)
Building	204m ² (more or less)
Land use	Market gardens and orchards
Zoning	Rural

Sale Summary

A comprehensive campaign resulted in plenty of enquiry and genuine interest in this unique property. With multiple bidders in the room on auction day a fantastic result was achieved for our Vendors.

Sold by

Auction (unless sold prior)

96 Ulster Street, Hamilton, New Zealand

Sale price

\$1,950,000

Source of Purchaser

Local Newspaper

Purchaser Profile

Owner occupier SME

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Iconic Tirau location

2/42-54 Main Road, Tirau, South Waikato

SOLD

**Total
Property
Case Study**



- Attractive tenanted investment on renewed lease to Cafe
- Strategic location on State Highway 1, opposite the famous Sheep & Dog i-site
- Property has featured a cafe business here for nearly 20 years

In the heart of Tirau, renowned for its high quality boutique retail offerings and as the Corrugated Capital of the world, this tenanted investment on State Highway 1 enjoys a high profile position opposite the famous Big Dog and Sheep I-Site information centre. The Cambridge expressway has had a positive impact on the destination township, with more traffic and increased customers through the doors of local businesses. This 140m² (more or less) building, which has a café as the tenant, returns \$21,600pa plus GST and outgoings. The property presents an attractive street frontage and tidy interiors. Tirau is a must-see attraction that draws a steady stream of visitors throughout the year. This investment is a must have.

Property Details

Floor Area	140m ² (more or less)
------------	----------------------------------

Tenancy Details

Name of Tenant	Twisted Cafe
Term of Lease	Two (2) years
Commencement Date	1st September 2018
Net Rental	\$24,192p.a.

Sale Summary

A very successful campaign with the auction being brought forward. Multiple bidders in the room on the day which resulted in a great sale price.

Sold by

Sale price
\$418,000

Source of Purchaser
Total Property Magazine

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Commercial gem on State Highway 1

91 Tirau Street, Putaruru, Putaruru, Waikato

SOLD

**Total
Property
Case Study**



- Prime position on Tirau Street/State Highway 1
- Bite sized entry level investment opportunity
- Putaruru Business zone location

The property comprises of a former residential house (circa 1950's) that has since been utilised as an office premises and includes onsite parking facilities at the front of the building.

Situated on a commercially zoned site at the northern entrance to Putaruru, the property enjoys good visibility to high volumes of passing traffic. National neighbours include Bridgestone, PGG Wrightsons, Countdown, Z Service Station and the site is within close proximity to the CBD.

Putaruru is a provincial town that is the service centre for some of the most productive dairy farmland in the country and the towns economy is based on this heritage, with Frontera's largest cheese factory located just 6km to the south.

Property Details

Land Area	332m ² (more or less)
Floor Area	119m ² (approximately)

Tenancy Details

Sold with Vacant Possession

Sale Summary

After a solid marketing campaign that resulted in multiple offers on the day, the property sold by Deadline Sale with vacant possession to a neighbouring owner.

Sold by

For Sale by Deadline Private Treaty

Bayleys Offices, 247 Cameron Road, Tauranga

Sale price

\$116,500 + GST (if any)

Source of Purchaser

Database

Purchaser Profile

Owner occupier SME

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Current annual rental \$1 + GST - Add value here!

2-4 and 6 Waratah Place, Tokoroa, South Waikato, Waikato



Boundary lines are indicative only

- Two adjoining freehold titles
- Dual frontages to State Highway 1
- Established industrial zoned precinct

This offering comprises two adjoining industrial properties, situated at the southern entrance to Tokoroa township. Part of one of the properties is leased to BP Oil NZ Ltd at a peppercorn rental with the balance of both sites being sold with vacant possession.

2-4 Waratah Place comprises a 1,224m² 'L' shaped corner site that includes an older workshop building with offices and amenities with great highway exposure.

6 Waratah Place comprises a 2,851m² irregular shaped site with access from SH1 and Waratah Place. The majority of the site is leased to BP for a truck stop.

Property Details	
Land Area	4,075m ²
Floor Area	183m ²

Tenancy Details	
Name of Tenant	BP Oil NZ Limited
Term of Lease	Five (5) Years
Commencement Date	1st October 2008
Net Rental	\$1.00 + GST p.a.

Sale Summary	
Sold by Deadline Sale to a neighbouring owner after a successful Total Property campaign which generated a wide geographic spread of Purchaser interest.	

Sold by
For Sale by Deadline Private Treaty
(unless sold prior)
Bayleys Office, 247 Cameron Road,
Tauranga

Sale price
\$316,000 + GST (if any)

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Prime commercial investment

1339 Cameron Road, Tauranga, Bay of Plenty

SOLD

**Total
Property
Case Study**



- Fully tenanted investment opportunity
- Rare 16 on-site car parks
- Ideal central location with prime position

A modern property with prime position and high exposure road frontage.

This attractive 360m² premise is divided into two tenancies. The first tenant is a popular fully licensed restaurant and has 200m² of street front space. The second tenant is an established bar and has 160m² of rear space.

Sold by
For Sale by Deadline Private Treaty
247 Cameron Road, Tauranga , New Zealand

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Property Details

Land Area	1,005m ²
Floor Area	360m ²
Car Parks	16
Zoning	Commercial

Tenancy Details

Name of Tenant	Castle 91	Renners Bar
Term of Lease	Three (3) years	Three (3) years
Commencement Date	10th June 2017	5th March 2017
Rights of Renewal	Three (3) x three (3) years	Two (2) x three (3) years
Net Rental	\$40,000	\$25,570

Sale Summary

Had 31 interested parties generated from Total Property and the Bayleys database but only received one offer via the Deadline Private Treaty that was acceptable to the owner. The out of town purchaser has been looking to obtain an investment in the buoyant local market.

Superb opportunity - owner wants action

1/6 Hynds Road, Greerton, Tauranga, Bay of Plenty



- Ideal opportunity for owner/operator or investor
- Modern construction with warehouse, showroom, offices and amenities
- Established industrial location

Built in 2007, the premises has been kept in very good condition and is well-appointed with double height entrance/showroom area, heat pumps/air-conditioning, security system, security screens and more.

Warehouse access is by high bay roller door to the front and large doors to the rear where the premises backs onto the Tauranga Racecourse.

There is a gross lettable floor area of 766m² allowing for a workshop, warehousing, showroom, offices and staff amenities (over two floors).

Property Details	
Floor Area	766m ²
Car Parks	Six (6)
Zoning	Industrial

Tenancy Details
For sale with vacant possession

Sale Summary
The Total Property campaign generated 12 interested parties that had enquired on the property or were in contact through the Bayleys database. The property was sold to a purchaser who is intending to own and occupy the unit for their own use.

Sold by

Sale price
\$1,000,000

Purchaser Profile
Owner occupier SME

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Long standing tenant renews for five years

248 Welcome Bay Road, Tauranga, Bay of Plenty

SOLD

**Total
Property
Case Study**



- Fee Simple 1,200m² (approximately) standalone site
- High profile position on main arterial route
- Well established national brand in operation since 1995
- Adjoining a commercial / retail hub
- Returning \$83,925pa + GST and outgoings

The property features a service station on a freehold standalone site in the heart of Welcome Bay, adjacent to the Welcome Bay Shopping Centre.

Boasting a large profile on a main arterial route and approximately eight kilometres from the Tauranga CBD, the property continues to serve the established and growing residential catchment as well as the surrounding rural area.

Being the only service station in the Welcome Bay area, investors should take advantage of the locality of the site and the security of a five year lease from a long standing tenant.

Property Details

Land Area	1,200m ²
Zoning	Commercial Business

Sale Summary

The property sold to an Auckland Based investor for a yield of 6% return just prior to the launch of the Total Property magazine. However when the property did launch in the magazine we received a number of enquiries. The property had a new five year lease in place and was most suited to passive investors looking for a property that would give them long term security.

Sold by
For Sale by Deadline Private Treaty

Sale price
\$1,350,000

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Right royal investment

241 Devon Street West, New Plymouth Central, New Plymouth, Taranaki

SOLD

**Total
Property
Case Study**



- National Tenant
- Currently returning \$64,500pa +GST
- Category 'B' seismic rating (67% NBS)
- 5 year initial lease

241 Devon St West has been a liquor outlet over 20 years and is currently leased to Lion Liquor Retail Limited T/a Liquor King. Rent reviews every 3 years and 5 rights of renewal of 3 years, final expiry 14/6/2033. The property occupies a corner site over two freehold titles.

Sold by

Auction (unless sold prior)

15 Courtenay Street, New Plymouth, New Zealand

Sale price

\$1,175,000

Source of Purchaser

Established Client

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Property Details

Land Area	2,092m ²
Floor Area	619m ²
Car Parks	20 off street car parks are available
Land Area	2092m ² (more or less)
Floor area	619m ² (more or less)

Tenancy Details

Name of Tenant	Lion Liquor Retail Limited T/a Liquor King
----------------	--

Sale Summary

A very sought after property with over 40 enquiries. On auction day there were eight known bidders in the room plus four telephone bidders. Out of town investors on the phones and on the floor pushed local investors to new limits where by a yield of 5.5% was achieved, a record for our office and we believe Taranaki, thanks to a comprehensive marketing campaign with Total Property as the anchor.

Think big!

17 Raiha Street, Porirua, Wellington

SOLD

**Total
Property
Case Study**



- Looking for a large warehouse?
- With a large rear yard
- The bonus of great onsite parking at the front
- Sunny, Northwest facing, with loads of natural light
- And a potential net rental of \$150,000 plus GST

Located on one of Porirua's very busy arterial routes, bisecting the cities' main industrial precinct between the CBD and Kenepuru Drive.

The property is also close to the current SH1 and main access to Transmission Gully.

With immediate possession available and nothing else like it currently on the market, this 4,409m² site will appeal to both owner-occupiers and add-value investors looking for the versatility this property offers.

Property Details	
Showroom/office	205m ²
Warehouse	1,524m ²
Total area	1,729m ²
Front yard area	280m ²
Rear yard area	1,860m ²
Land area	4,409m ²
Zoning	Industrial

Sale Summary

Marketed in Total Property Issue 6, Dom Post, Trademe, Prime Commercial and on the Bayleys website. Sold with vacant possession after a competitive Tender process and some negotiation to the highest Tenderer who is an owner occupier.

Sold by Tender

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price

Confidential

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Liquidators sale - strategic office solution

Units 18 and 20, 80-82 Eastern Hutt Road, Wingate, Lower Hutt

SOLD

**Total
Property
Case Study**



- Versatile standalone building
- Vacant possession
- Nine car parks
- Potential gross income \$30,000 pa + GST

Bayleys are acting on instruction of vendors liquidators to offer this property to the market with vacant possession. This opportunity comprises of a double unit office accommodation block of 286m².

Situated within the popular industrial pocket of Wingate, within a business park of 20 units that are predominately warehouse/workshop. This unit enjoys excellent positioning along an arterial route, linking Lower Hutt and Upper Hutt.

This property is perfectly suited for an entry level investor or owner occupier. Numerous opportunities to adapt or convert to specific uses.

Sold by Auction

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay,
Wellington, New Zealand

Sale price
\$176,500

Yield
11.00%

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Property Details

Floor area	286m ²
Parking	Nine (9)
Zoning	General Business

Sale Summary

Marketed in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. Sold with vacant possession under the hammer for \$176,500 at 11% yield.

A piping hot investment

12 Gregory Street, Naenae, Lower Hutt

SOLD

**Total
Property
Case Study**



- New five year lease from 2017
- Full net lease
- Net income of \$123,000 + GST
- 70% NBS

This property offers an investor a simple, single tenant industrial warehouse with yard, office and amenities. Recently refurbished it is perfect for the existing tenants requirements.

Property Details

Warehouse	791m ²
Office	126m ²
Yard	1,171m ²

Tenancy Details

Name of Tenant	Ke Kelit NZ Limited
Term of Lease	Five (5) years
Commencement Date	15th August 2018
Review Date	Two (2) yearly of 3% per annum
Rights of Renewal	Two (2) x four (4) years
Net Rental	\$123,000 + GST

Sale Summary

Marketed successfully in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. This simple but generic building sold under the hammer for \$1,691,000 at 7.27% yield.

Sold by Auction

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price
\$1,691,000

Yield
7.27%

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Get into Gear with this

11 Gear Street, Petone, Lower Hutt

SOLD

**Total
Property
Case Study**



- Modern high stud warehouse/workshop
- NBS 85% of current code
- Long standing business in occupation
- Central to popular bulk retail
- New five year lease \$75,000 pa

This 2004 built modern high stud warehouse has been occupied by Wilson's Autos since completion. Of typical clear span construction and in immaculately presented condition this property is a must see for all serious commercial property investors.

Property Details	
Warehouse	336m ²
Office and Mezzanine	58m ²
Car Parks	Three (3)

Tenancy Details	
Name of Tenant	Wilsons Autos
Term of Lease	Five (5) years
Commencement Date	1st September 2018
Review Date	Three (3) yearly
Rights of Renewal	Two (2) of three (3) years
Gross Rental	\$75,000 pa

Sale Summary	
Marketed successfully in Total Property Issue 6, Dom Post, Trademe, Prime Commercial and the Bayleys website. This modern high stud warehouse/workshop sold under the hammer for \$1,150,000 at 5.51% yield.	

Sold by Auction

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price
\$1,150,000

Yield
5.51%

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Need a project?

209 Jackson Street, Petone, Lower Hutt



- A retail shop with a three-bedroom flat
- Ready to start now
- An earthquake prone building
- Potential rental as is only \$45,000 + GST

You have choices with this little project property. Strengthen and refurbish the current configuration, or create two quality apartments upstairs with retail down, you decide.

Access to the residential portion is by way of a separate side path from Jackson Street, a unique feature which enhances your options.

With preliminary engineering pricing and documentation available, this property represents an affordable proposition in one of the hottest locations in the region.

Property Details	
Land Area	209m ²
Zoning	Petone Commercial 1
Ground floor area	114.2m ²
First floor area	53.0m ²
Total building area	177.2m ²

Sale Summary
Marketed successfully in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. Sold with vacant possession under the hammer for \$420,000 at 10.71% yield.

Sold by
Auction
The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price
\$420,000

Yield
10.71%

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Outstanding corner profile

15 Queen Street, Wainuiomata, Lower Hutt



SOLD

Total
Property
Case Study

- Prime opportunity to occupy or invest
- Potential rent \$38,328 + GST
- 67% NBS rating

Previously an ANZ Bank Branch, this well-maintained property is situated in the main retail hub of Wainuiomata.

Positioned adjacent to one of the main entry points to the soon to be redeveloped mall, it is superbly located for corner profile.

At 212m², with a solid seismic rating, the property is to be sold vacant possession (except for an ATM). It is perfectly and affordably suited as an entry level investment or for an owner occupier.

Property Details	
Retail	212.4m ²
Mezzanine	25.1m ²
Total Building Area	237.5m ²
Land Area	292m ²
Zoning	Suburban Commercial

Tenancy Details
For sale with vacant possession other than ATM which returns \$3,500pa + GST. Full tenancy details are available on request.

Sale Summary
Marketed in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. Sold under the hammer for \$401,000 at 9.55% yield.

Sold by
Auction
The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay,
Wellington, New Zealand

Sale price
\$401,000

Yield
9.55%

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Tenanted investment or future re-development

8 Wainuiomata Road, Wainuiomata, Lower Hutt

SOLD

**Total
Property
Case Study**



- Immaculately presented standalone building on a large land parcel
- National tenant
- High profile location
- Net income of \$32,000 + GST

This standalone building is situated on the main road into one of Wellington's fastest growing region. Strategically located at a main entry point to Wainuiomata's only supermarket and the proposed redevelopment of the existing mall.

The building is well maintained with a new roof and is tenanted by a national tenant Credit Union Baywide. The 170m² building is on a sizable land parcel of 1,512m² that provides 21 car parks or could also be redeveloped in the future.

Property Details

Floor area	170m ²
Land area	1,512m ²

Tenancy Details

Name of Tenant	Credit Union Baywide
Term of Lease	3 years
Commencement Date	1st January 2018
Review Date	On renewal date
Rights of Renewal	Nil remaining
Net Rental	\$32,000

Sale Summary

Marketed in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. Sold under the hammer for \$690,000 at 4.64% yield.

Sold by Auction

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price
\$690,000

Yield
4.64%

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Ripe for the picking

Unit 1, 69-71 Boulcott Street, Wellington Central, Wellington



- Fully leased, affordable investment \$98,223 pa net income
 - Distinctive contemporary fitouts
 - CBD core location - adjacent Spark Central
 - Good seismic rating
 - Sit back and enjoy the cash flow
- A must view opportunity that ticks all the boxes for investors, looking for peace of mind and long term cash flow.
- With strong neighbouring tenants - namely Spark Central, Transpower and Intergen, this unit is an affordable commercial investment that has a good balance of location and established tenancy.

Property Details	
Area	193.94m ²
Tenancy 1	35.59m ²
Tenancy 2	48.08m ²
Tenancy 3	110.27m ²

Tenancy Details
Fully leased to three tenants returning \$98,223 pa net. Full details available on request.

Sale Summary
Fully Tenanted ground floor investment proposition. Three tenancies with a net income of \$98,223pa. Marketed successfully in Total Property 6 Nationally along with supporting digital and Print advertising.

Sold by
Tender
The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay,
Wellington, New Zealand

Sale price
Confidential

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Double scoop of Oriental Bay

252 Oriental Parade and 1 Baring Street, Oriental Bay, Wellington

SOLD

**Total
Property
Case Study**



- Two adjoining properties being sold as one
- Prime location in heart of Oriental Parade
- 28 metre height limit
- Develop, occupy or invest

Being sold as one lot, this is a unique opportunity to acquire a slice of largely untouched real estate in the heart of the Bay. At the front is the iconic 252 Oriental Parade which is being offered for sale for the first time in over 80 years. The ground floor store is renowned for its legendary ice-creams whilst above is a spacious two level residence with the type of views that you would expect from a property occupying such a prime position. To the rear is a quaint two flat property with two off street parks which is accessed from Baring street.

Property Details

Zoning	Inner residential
Height limit	28 metres
Total land area	337m ²
Rateable value	\$3,260,000

Sale Summary

Marketed in Total Property 6 with additional marketing in the residential section. The property attracted huge interest with enquiries from the USA, Australia, Singapore and New Zealand. The purchaser came through our database marketing and the second highest bidder via a newspaper advertisement, demonstrating the importance of having comprehensive marketing to cover all sections of the market.

Sold by Tender

The Bayleys Building, Level 14,
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Wellington, New Zealand

Sale price

Confidential

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Te Aro stunner

8 Cambridge Terrace, Te Aro, Wellington

SOLD

**Total
Property
Case Study**



- Stunning three level building on popular Cambridge Terrace
- 878m² over three levels including generous atrium
- Traditional period exterior with modern multi function interior
- Great amenities and funky interior spaces with lift access
- Potential to add value or occupy

This remarkable building was substantially refurbished for a previous hospitality tenant. With a large three level atrium to the rear and three interconnecting floors there is a ton of potential for a new owner. There are some really interesting spaces together with more traditional office spaces plus external and internal balconies and decks.

The building is very well presented, has a 100% seismic rating and needs to be seen to be appreciated.

Potential uses may include a funky shared office, accommodation, hospitality and live/work scenarios.

Sold by Tender

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price Confidential

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Property Details

Floor Area	878m ²
Land Area	436m ²
Zoning	Central area - Courtenay Heritage area
Height Allowance	12-18m (max 21m)

Sale Summary

Marketed in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. This property was sold by Tender with vacant possession.

An uncut diamond!

10 Fifeshire Avenue, Te Aro, Wellington



- 501m² land area
- 27 metre height limit
- Prestigious neighbourhood
- Adjoins Audi, Porsche dealers

We know the very prestigious neighbours include Audi, Porsche and Jaguar, what you may not know is the area is about to undergo a major upgrade, add this to the pent up demand for development sites throughout the city this hidden gem could really represent a significant opportunity for any investor or developer with an eye on the future.

At just over 500m² the site offers scale and a great foot print. You do need to inspect to appreciate the scale of this property.

Alternatively, although earthquake prone you may see any opportunity to re-purpose the existing 2 level building that started life as a masonic lodge.

Property Details	
Floor area	540m ²
Land area	501m ²
Zoning	Central area

Tenancy Details	
For sale with vacant possession.	

Sale Summary	
Marketed in Total Property Issue 6, Dom Post, Trademe, Prime Commercial and on the Bayleys website. Sold with vacant possession.	

Sold by Tender

The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price Confidential

Mark Walker

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CAPITAL COMMERCIAL (2013) LTD, BAYLEYS,
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What? Courtenay Precinct land - you're joking

30 Allen Street, Te Aro, Wellington



- WCC have ordered building to be demolished
- 475m² prime development site adjacent Courtenay Place
- Includes air rights over northern neighbour

Describing a site as a "prime development" tends to be a little over used in real estate, but not this time.

475m² absolute prime development land in the heart of Wellington's Courtenay Precinct is a once in a life time opportunity.

What is currently the Townsend Apartments must come down. The Body Corporate has instructed Bayleys to sell the combined property as one, this includes the air rights over part of the neighbouring northern property.

With a height limit of 21 metres (with WCC descretion) this must be one of, if not the best, development site offered to the market in years.

Property Details	
Floor Area	475m ²
Zoning	Central Area

Sale Summary	
Marketed successfully in Total Property Issue 6, Dominion Post, Trademe, Prime Commercial and the Bayleys website. Sold by Tender with vacant possession.	

**Sold by
Tender**
The Bayleys Building, Level 14,
Cnr Brandon Street and Lambton Quay
Wellington, New Zealand

Sale price
Confidential

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Extreme value

18 Detroit Drive, Rolleston, Selwyn, Canterbury



- Significant better value than other comparable industrial sites
- No development contributions and low rates
- Located in Selwyn, New Zealand's fastest growing regional economy
- 8,430m² of bare land over two titles
- Motivated vendor has changed tack and wants property sold

Just 12 minutes from Christchurch's Hornby industrial area, 12-18 Detroit Drive is located in Izone Business Park which is respected for its state-of-the-art infrastructure and location. Being New Zealand's largest, fully consented industrial development, situated in a region with the country's top economic growth Izone has been the place to base ample amounts of national and international businesses and is continuing to grow.

This land at 12-18 Detroit Drive is extremely well priced and located with a 130 metre road frontage. Design and build your warehouse and become an integral part of the large and popular industrial precinct in Rolleston.

Property Details	
Title 1	Lot 405 - 4,230m ² - sold
Title 2	Lot 406 - 4,200m ² - available
Total area	8,430m ²
Zoning	Business 2

Sale Summary	
Lot 405, 12 Detroit Drive sold for 155 per m ² to a property developer. Lot 406, 18 Detroit being 4,200m ² is still available.	

**Sold by
For Sale**

Sale price
\$655,600

Source of Purchaser
Total Property Magazine

Purchaser Profile
Developer

Stewart White
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IN ASSOCIATION WITH  **Knight
Frank**