

CASE STUDIES

BAYLEYS

TOTAL property

Back to the future

The resurgence of COVID-19 is changing the landscape, but Bayleys' experts say there is plenty of cause for optimism.

Three-sided powerhouse

The Golden Triangle continues to be the dominant force in the New Zealand economy and leads the way in investment.

FEATURING

46

COMMERCIAL PROPERTIES
FOR SALE FROM AROUND
NEW ZEALAND

ISSUE 8 - 2021

A-grade industrial in prime location

4 and 6 Emirali Road, Silverdale, Auckland

SOLD

**Total
Property
Case Study**



- Two brand-new industrial investments completed in 2020
- Leased to Electrix Limited who operate as an essential service business
- Two fee simple titles offering the ability to buy one or buy both

Finally two brand-new industrial buildings worthy of your attention.

Both buildings sit prominently in the desirable and sought-after Highgate Business Park adjacent to the Milldale and Millwater residential subdivisions.

The design of each facility was well thought out and built to a high quality ticking all the boxes for occupiers and investors. These features include high stud warehousing, secure yard areas, dual roller door access, drive around facility and minimal office contents.

Property Details

Land Area	2,281sqm and 2,312sqm each with 1/6 share of 4,329sqm
Floor Area	Both buildings are 1,200sqm each (approximately)

Tenancy Details

Name of Tenant	Electrix Limited
Term of Lease	Four (4) years
Commencement Date	12th May 2020
Net Rental	\$357,000pa + GST and outgoings

Sale Summary

Marketed through Total Property nationwide. Enquiries came from as far away as Wellington. Sold by Deadline Private Treaty with investors looking for a quality industrial property. Unit 6 sold for a confidential price, far greater than the Vendor's expectations. Unit 4 retained by the Vendor.

Sold by

For Sale by Deadline Private Treaty

(unless sold prior)

29 Northcroft Street, Takapuna, New Zealand

Sale price

Confidential

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Corinthian luxury fashion with global reach

11/14 Corinthian Drive, Albany, Auckland



- Located in 'zero' vacancy Corinthian retail centre
- New lease returning \$53,000.00pa + GST and outgoings
- Security bond and personal guarantee

Offered to the market is this 84sqm (approximately) prime investment comprising a retail area of approximately 70sqm and a 14sqm backyard.

The road front premises has been leased to a reputable retail operator, with new four-year lease, returning \$53,000pa + GST and outgoings, built-in CPI and market rental reviews as well as security bond and personal guarantee.

The tenant trading as 'TIDE YO' is established since 2015. Its fashion platform has obtained global reach by providing a mix of luxury streetwear and avant-garde labels.

Property Details	
Floor Area	Approximately 70sqm retail plus 14sqm back yard
Car Parks	51 shared plus three disabled

Tenancy Details
The property is fully tenanted, returning a net rental of \$53,000pa + GST and outgoings. Full tenancy details are available on request.

Sale Summary
Initially we leased the tenancy with the plan to then market it for sale. We created maximum value for the vendor through this process. The Total Property campaign generated 34 interested parties that had enquired on the property or were in contact through the Bayleys database. There was one bidder in the room and the property sold with a 5.3% yield after being passed in.

Sold by
Price by Negotiation

Sale price
\$1,000,000

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Quality investment on fee simple title

2 Sawmill Road, Riverhead, Rodney District, Auckland



- Three perfectly proportioned tenancies
- Two established tenants
- \$151,922.30pa + GST and outgoings
- Building was constructed in 2018

A quality building developed in 2018 and leased to two separate tenants. The 1,100sqm high-stud building is situated well on the site and it is further enhanced by a large fully secured yard.

The property is located in the rapidly growing area of North-West Auckland where demand for quality industrial tenancies is high.

Property Details	
Land Area	2,122sqm approximately
Floor Area	1,100.03sqm more or less

Sale Summary
Marketed in Total Property, NZ Herald, Oneroof and Trademe. We received good enquiry from all forms of marketing with over 60 parties requesting additional information. We had a good number of inspections which resulted in three parties participating in the auction. The property sold to an investor who has a portfolio of similar type of properties for \$3,150,000 which equates to a yield of 4.8%.

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

Sale price
\$3,150,000

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Motel/two large freehold sites

310 and 312 Te Atatu Road, Te Atatu South, Auckland

SOLD

**Total
Property
Case Study**



- Leased 18-unit motel plus separate manager's house
- Substantial freehold site of 2,646sqm in two titles
- Mixed Housing Urban zone
- Superb opportunity to generate cashflow before development

This leased motel property is a purpose-built complex comprising 18 units from the 1970s. Adjoining the motel and on a separate title is a three-bedroom brick and tile bungalow which serves as manager's accommodation. The motel lease expires on 30th June 2022 and there are no further renewals.

The property has wide frontage to Te Atatu Road and is located on the northern side of the road, a short distance from the Northwestern Motorway.

Property Details	
Land Area	2,646sqm freehold (more or less)
Zoning	Residential Zone C
House	Section 22 SO 454993 R/T 667842 - 929sqm
Motel	Lot 2 DP 54469 R/T NA7B/1294 - 1,717sqm
Zoning	Residential - Mixed Housing Urban

Tenancy Details

Leased until June 2022, returning \$280,000pa + GST. Full tenancy details available on request.

Sale Summary

The marketing generated 82 enquiries, with eight parties submitting offers at the close date. Purchased by a substantial motel investor who will run as a motel but anticipate high density residential development once motel use finishes.

Sold by

For Sale by Deadline Private Treaty

(unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

Confidential

Source of Purchaser

Established Client

Purchaser Profile

Passive Investor

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 **Video** available

Rare opportunity for owner occupiers

37 Portage Road, New Lynn, Waitakere City, Auckland



Boundary lines are indicative only

- Prime 816.7sqm industrial building on a 1,222sqm freehold site
- Almost completely rebuilt in 2020
- Extremely functional
- Modern design - with good office to warehouse ratio
- Well located with road front exposure

This well presented industrial property comprises 644.7sqm of high stud, clear span warehouse, 172sqm office/showroom split over two levels, which would suit a wide range of businesses. The property was almost completely rebuilt in 2020 and was completed to a very high standard. The concrete yard at the front of the site is fully fenced and has ample space to devan multiple 40ft containers. There has been nothing similar for sale in this area for a number of years.

New Lynn is a highly sought-after industrial hub of Central/ West Auckland. The property is well positioned on Portage Road which is approximately 15 minutes from Auckland CBD (off- peak).

New Lynn features a range of amenities, including Lynn Mall, Olympic Park and the New Lynn Train Station.

With unprecedented low vacancy rates for industrial property across Auckland opportunities of this nature are rare.

Property Details	
Floor Area	816.70sqm (more or less)

Sale Summary
Campaign ran well with over 30 enquiries and five registered bidders. The property passed in at Auction but was sold the following day.

Sold by
Auction (unless sold prior)
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Auckland, New Zealand

Sale price
\$3,700,000

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New Lynn industrial investment

E/55 Portage Road, New Lynn, Waitakere City, Auckland



SOLD

**Total
Property
Case Study**

Boundary lines are indicative only

- Affordable industrial investment
- Well established tenant returning \$41,400 + GST and OPEX
- Approximately 246sqm total floor area
- Five (5) car parks
- Prime location with road-front exposure onto Portage Road

The well-established tenant, A1 Automotive, has occupied the site since 2007 and have just renewed for another term with an additional right of renewal remaining. This generic industrial unit features 210sqm of warehouse with roller door access, 36sqm of office, amenities and reception, with five exclusive parks. The building layout provides a highly sought after and efficient workplace to operate from.

The building boasts excellent accessibility, with access from both Portage Road and Astley Avenue. Located approximately 15 minutes from Auckland CBD in off-peak traffic, New Lynn is a highly sought-after industrial hub of Central/West Auckland.

Property Details	
Floor Area	246sqm (more or less)
Zoning	Business Light Industry

Tenancy Details	
Returning \$41,300pa net on a two year lease.	

Sale Summary	
The property sold within three days of marketing, we had a good level of enquiry and received an offer at a level that the vendors were prepared to sell prior to the auction.	

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

Sale price
\$955,000

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Prime 3,566sqm residential development site

212-214 Rosebank Road and 1 Orchard Street, Avondale, Auckland



- Fully serviced, 3,566sqm landholding
- THAB and Mixed Housing Urban zoning
- City fringe location, 15 minutes drive from Auckland’s CBD

212-214 Rosebank Road and 1 Orchard Street, Avondale is an amalgamated 3,566sqm land holding comprising three freehold titles located in the Auckland city fringe suburb of Avondale.

Featuring development intensive Terrace Housing & Apartment Buildings and Mixed Housing Urban zoning, the site provides opportunity for higher density housing ranging from three level terrace housing up to six level apartments.

As a suburb, Avondale is experiencing significant growth, benefiting from investment in infrastructure and amenity. In 2025 the City Rail Link will open, providing public transport to Auckland’s CBD within approximately 20-25 minutes. With it’s highly desirable locational advantages, Avondale is recognised as an area ripe for intensification and growth.

Land parcels of this size, featuring development intensive zoning and situated within proximity of Auckland’s CBD present as an opportunity not to be missed.

Property Details	
Land Area	3,566sqm

Sale Summary

The property was marketed extensively through Bayleys Total Property and across residential marketing channels. The close of the campaign saw seven offers received, with the property sold unconditionally to a national developer. The sale highlights the continued demand for well located residential development sites of scale.

Sold by
For Sale by Deadline Private Treaty
(unless sold prior)
Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price
\$8,174,556

Source of Purchaser
Established Client

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Video available

Versatile Victoria Quarter standalone

24 Centre Street, Auckland Central, Auckland

SOLD

**Total
Property
Case Study**



- Unique freehold standalone in the vibrant Victoria Quarter
- Offices, residential, work/live - you choose
- Under-developed site with 16 metre height allowance
- Rare and affordable opportunity in this tightly held precinct

24 Centre Street, offered for sale with vacant possession, presents an array of opportunity. Its underlying zoning allows for a wide range of potential uses as well as development up to 16 metres.

Positioned in the heart of the Victoria Quarter precinct at the CBD's doorstep, this lively location is rich with amenity and has seen significant residential and commercial development of late.

Property Details	
Land Area	134sqm (more or less)
Floor Area	132.70sqm (approximately)
Zoning	Business - City Centre (maximum height: 16 metres)

Tenancy Details
Sold with vacant possession.

Sale Summary
Marketed in Total Property issue 8, New Zealand Herald, OneRoof and Trademe. It received good amounts of interest throughout with 60 enquiries and nine inspections. Sold to an owner occupier, under the hammer at auction.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$2,000,000

Source of Purchaser

Trademe.co.nz

Purchaser Profile

Owner occupier SME

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[bayleys.co.nz/1693183](https://www.bayleys.co.nz/1693183)

Significant CBD opportunity - with options

103 Vincent Street, Auckland Central, Auckland

SOLD

**Total
Property
Case Study**



- Large 1,324sqm freehold site in a strategic location
- Existing six level accommodation building
- Favourable Business City Centre zoning
- A-grade seismic rating and recent building upgrades

First time offered to the market since 1999 this 1,324sqm freehold property is currently operating as a fully functional accommodation facility with the building offering 173 accommodation rooms plus associated amenities over six levels and secure parking to the rear. The vendors will consider options including vacant possession or the possibility of a purchaser taking over in part or whole the existing accommodation operation. This property will provide options and appeal for a diverse range of buyers including developers, occupiers, special interest groups, accommodation providers, add value investors etc. The strategic location offers ease of access to a range of attractions and amenities including Auckland's CBD, Sky City and various hospitality zones and ease of access to various public transport systems including the under-construction City Rail Link.

Sold by

Tender (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

Confidential

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Property Details

Land Area	1,324sqm
Zoning	Business - City Centre

Tenancy Details

To be sold with vacant possession.

Sale Summary

Marketed in Total Property issue 8, New Zealand Herald, OneRoof and Trademe. The property received large amounts of interest throughout with 100 enquiries and multiple inspections. All sale details are confidential.

Prime Newmarket land bank

25-27 Crowhurst Street, Newmarket, Auckland

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Highly sought after location in the heart of Newmarket
- Zone Business - Metropolitan Centre with development upside
- Double grammar zone with easy access to arterial routes
- Dual street access offers flexible options

With an approximately 1,411sqm land holding strategically located across from Newmarket's landmark shopping mall - Westfield Newmarket, this site is surely going to attract the attention of all investors, developers and landbankers. The property has two separate standalone buildings, one single storey retail/showroom premises located along the Crowhurst Street front and another four storey building located to the rear of the site with secondary access off Melrose Street. This property offers enormous redevelopment potential with good holding income.

Property Details

Land Area	1,411sqm (more or less)
Floor Area	1,336sqm (more or less)
Car Parks	Ample of car parks
Zoning	Business - Metropolitan Centre Zone

Sale Summary

Several bidders were bidding in the auction room at Bayleys central office and the property was sold under the hammer.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$10,500,000

Yield

2.85%

Source of Purchaser

Chinese Herald

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 **Video** available

Entry level industrial unit - occupy or invest

56 Elizabeth Knox Place, St Johns, Auckland



SOLD

**Total
Property
Case Study**

- Total floor area: 133sqm (approximately)
- Comprises warehouse and amenities
- Affordable price bracket
- Sought after industrial precinct

This extremely tidy industrial unit creates an ideal opportunity for an owner occupier looking for either commercial or personal use. Alternatively investors should consider the versatile nature of the unit and the low vacancy rates throughout the area.

The property comprises clear span warehouse, amenities and three allocated car parks. The complex provides excellent truck access and has full drive around capabilities. Located in the Saint Johns industrial precinct, the property offers convenient access to Stonefields, Sylvia Park and the Eastern Bays.

This is a rare chance to purchase an affordable industrial premises in a tightly held precinct.

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

Sale price
\$835,000

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Property Details	
Floor Area	133sqm (more or less)
Zoning	Business Light Industry
Tenancy Details	
Sold with vacant possession.	
Sale Summary	
133sqm (more or less) industrial unit sold with vacant possession at \$6,278 per sqm.	

Freehold multiple retail investment

121-125 Line Road, Glen Innes, Auckland

SOLD

**Total
Property
Case Study**



- Strategic high-profile corner location
- Zoned Business - Town Centre (32.5m overlay)
- Split-risk investment over four established tenants
- Returning \$100,411.00pa + GST

This corner site investment enjoys huge exposure to daily passing traffic. It is well located at one of the most popular shopping strips in the Glen Innes area, opposite the police station, famous designed public library and within walking distance to buses and the train station.

The property comprises of four well established tenants, Domino's Pizza, a bakery, sushi and electronic accessory. Under the unitary plan, the zoning of this site allows for residential and commercial developments up to 32.5m high (subject to council requirement).

High profile investments of this calibre seldom come on the market.

Property Details

Land Area	405sqm (more or less)
Floor Area	286.72sqm (approximately)
Zoning	Business - Town Centre

Sale Summary

Good level of enquires during the tender campaign; We did massive Chinese adverts and had great marketing exposure, several tender offers were received and the property sold by tender.

Sold by

Tender (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$2,050,000

Yield

4.89%

Source of Purchaser

Direct mail

Purchaser Profile

Active add value investor

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First time on the market in 37 years!

4 Ussher Place, Pakuranga Heights, Manukau City, Auckland



- 400sqm (more or less) freehold corner site opposite Elm Park Primary School
- Fully tenanted investment including a Dairy, Hair Salon and Indian restaurant
- Returning \$39,667pa (approximately) + GST and outgoings with huge rental upside

Strategically positioned opposite the Elm Park Primary School, the property benefits from its corner profile and being in close proximity to the main arterials of Pakuranga Road and Ti Rakau Drive.

4 Ussher Place forms three retail shops within a block of five. A split risk investment, the property is fully tenanted by three well established tenancies including a Dairy, a Hair Salon and an Indian restaurant. Offering an attractive combined rental income of \$39,667pa (approximately) + GST and outgoings and with some of the current lease terms being relatively short, this property represents massive add value opportunity for investors and owner occupiers. Further enhanced by its favourable Business Neighbourhood Centre, the site allows for both commercial and residential activities, offering future development potential.

Property Details	
Land Area	400sqm (more or less)
Floor Area	250sqm (more or less)
Zoning	Business Neighbourhood Centre

Sale Summary

The property generated an excellent amount of enquiry resulting in the deadline date being moved forward. Sold to a syndicate of investors looking to expand their portfolio.

Sold by
For Sale by Deadline Private Treaty
(unless sold prior)
2 Harris Road, East Tamaki,
Auckland, New Zealand

Sale price
\$1,900,500

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Brand new industrial - vacant possession

Unit 1/273 Neilson Street, Onehunga, Auckland



- Extremely functional industrial comprising showroom, office and warehouse
- Arguably the best building in the development - only three remaining
- Located within gated industrial development

The building comprises high stud warehouse (7.5m - 9.5m) being tilt slab and clear span with ground floor showroom/office and first floor office with full amenities. The warehouse features a large roller door and has exclusive container set down areas that are outlined for both 20ft and 40ft containers.

The fully gated development has been designed to provide fantastic traffic flow throughout the complex with wide internal roading and easy truck manoeuvrability. This is a true modern industrial unit that will be hard to find again.

Magnificently located on the cusp between Penrose and Onehunga, Woollen Mills is a mere 15-minute drive from the Auckland CBD with swift and easy motorway access via State Highway 1 and State Highway 20 both north and south. Woollen Mills boasts six access points from three road frontages to aid the pick up and delivery of goods.

Property Details	
Floor Area	1,001sqm (more or less)

Sale Summary
Sold prior to the campaign commencement to an owner occupier.

Sold by
For Sale by Deadline Private Treaty
(unless sold prior)
2 Harris Road, East Tamaki, New Zealand

Sale price
\$5,390,000

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Split risk town centre investment

46-50 Broadway, Papakura, Auckland

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Extensive road frontage along Papakura's Broadway with dual access
- Large land parcel with favourable Business - Metropolitan Centre zoning
- Close proximity to the Papakura Train Station and other essential amenities
- Returning a combined income of \$212,000pa + GST and outgoings with two vacancies

Comprising a total land parcel of approximately 4,694sqm across two titles, 46-50 Broadway presents a rare opportunity to own a large land holding in the heart of the Papakura town centre, a culturally diverse and high growth location.

This split-risk investment opportunity is well positioned amongst national brand retailers including Noel Leeming, Countdown and Warehouse Stationery, and well located to serve the surrounding residential catchment. Returning a combined income of \$212,000pa + GST and outgoings, this passive investment should appeal to seasoned and astute investors alike.

Property Details

Land Area	4,694sqm (more or less)
Floor Area	2,053sqm (more or less)
Zoning	Business Metropolitan Centre

Tenancy Details

Returning a combined income of \$217,000pa plus GST and outgoings from five tenancies with two vacancies.

Sale Summary

The property had a good level of enquiry resulting in the deadline date being brought forward. The property sold to a local investor.

Sold by

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Rare large industrial land opportunity

49 Hakarimata Road, Ngaruawahia, Waikato



SOLD

**Total
Property
Case Study**

Boundary lines are indicative only

- Industrial zoned land with expansive Waikato River views
- In the heart of the "Golden Triangle"
- On-site workshop and portable style office

2.12ha (more or less) of industrial zoned land with expansive views over the Waikato River situated in the heart of the 'Golden Triangle' close to the Waikato Expressway, only 15km from Hamilton and 74km from South Auckland. Due to its location this property could provide an ideal solution to current logistics and storage issues. With industrial land in high demand and scarcely available this site offers outstanding value and scale for either an owner-occupier, developer, or even as a land banking opportunity. Much of the hard work has been done, the site has been levelled and extensively metalled providing the potential for the construction of a large-scale warehouse, transport logistics or multiple industrial units. The 240sqm (approximately) on-site workshop and portable style office could either be used as a temporary site office for redevelopment as base for yard-based operations.

Property Details	
Land Area	22,100sqm (more or less)
Floor Area	240sqm (approximately)

Tenancy Details	
For sale with vacant possession.	

Sale Summary	
A well run campaign including Total Property Magazine as well as good online and print media advertising. Received good enquiry over the campaign and our Vendors were very happy with the outcome after receiving multiple Tenders on the property.	

Sold by
Tender (unless sold prior)
96 Ulster Street,
Hamilton, New Zealand

Sale price
\$3,010,000

Source of Purchaser
Total Property Magazine

Purchaser Profile
Developer

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 **Video** available

Work, trade, store, live - Karewa

39 Karewa Place, Te Rapa, Waikato

SOLD

**Total
Property
Case Study**



Artist's impression

- High profile Te Rapa location
- Three size options of 132sqm, 176sqm and 231sqm (approximately)
- 4.5m high x 3.3m wide roller door, drive around access and tilt slab construction
- Prices starting from \$621,200 + GST (if any) - subject to change, so get in quick
- Owner-occupiers' delight, or entry-level investment

The face of modern commercial architecture, this stylish complex not only amalgamates form and function, but it is also hugely advantaged by a high-profile location. Lying across the road from The Base, footsteps from supermarkets, and in the heart of north city commerce, WTS Karewa couldn't be in a better spot.

WTS Karewa's point of difference, however, is its incorporation of four work-live options. These sleek well-appointed premises mean business operators are only a door away from their workplace. Designed by Noel Jessop and built by Downey Construction, all units are extremely versatile and cater to diverse needs, from trade base to safe storage facility, and everything in-between. They exude a cool contemporary vibe, tell a lot about a business, and link effortlessly with major transit routes. Completion date aims at October 2022.

Property Details

Floor Area	132sqm, 176sqm and 231sqm (approximately)
------------	---

Tenancy Details

For sale with vacant possession.

Sale Summary

The marketing campaign spread over social media, all website platforms and Total Property magazine which resulted in quick sales activity and the 10 industrial units sold off the plans.

Sold by
Price on Application

Yield
4.25%

Source of Purchaser
Database

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Affordable essential investment

51 Killarney Road, Frankton, Hamilton City, Waikato

SOLD

**Total
Property
Case Study**



- Established national brand tenant, Challenge, with five years remaining on their initial term
- Fee simple 1,437sqm (more or less) corner site at the intersection of Killarney Road and Ellis Street
- Returning \$83,648pa + GST and outgoings with assured annual rental growth

Strategically positioned on the corner of Killarney Road and Ellis Street, an area predominantly occupied by industrial showrooms and office developments, Killarney Road is a busy arterial route offering exposure to a high level of passing traffic with ease of access to the Hamilton CBD.

Comprising of a single level petrol station with an extensive frontage across it's 1,437sqm (more or less) fee simple corner site, 51 Killarney Road offers a retail shop, forecourt, canopy and workshop with a refurbishment having been completed in 2016.

Returning \$83,648pa + GST and outgoings with five years remaining on their initial term, investors can take comfort in the assured rental growth and strategic positioning 51 Killarney Road offers. An affordable investment for astute investors.

Property Details

Land Area	1,437sqm (more or less)
Floor Area	411sqm (more or less)
Zoning	Industrial

Sale Summary

The property generated a good level of interest and sold to an investor based in Auckland.

Sold by

For Sale by Deadline Private Treaty

(unless sold prior)

2 Harris Road, East Tamaki,
Auckland, New Zealand

Sale price

\$1,620,000

Yield

5.00%

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Invest with a perfect smile

45 Arawa Street, Matamata, Waikato



- IEP rating of 68%
- Annual rental \$39,548pa + GST and OPEX
- Multi-tenant - split risk

This pocket rocket investment occupying a land area of 152sqm (more or less) with its multi-storey building will put a smile on anyone's dial. No need for 'polydent' around here with the building boasting a 68% rating of new building standards, two road frontages and re-roofed in 2017 making this the ideal hands-off investment. Split in to three tenancies with 'Denture Link' occupying the ground floor and 'Nobel Lee' accountants the first floor rounded off with a storage lease at the rear of the property. Returns \$39,548pa + GST and OPEX.

Investments of this quality in any town will command investor attention let alone in Matamata.

Property Details	
Land Area	152sqm (more or less)
Floor Area	310sqm (approximately)

Tenancy Details	
Multiple tenancies returning \$39,548pa + GST and OPEX. Full tenancy details available upon request.	

Sale Summary	
A medium marketing campaign including Total Property, online and print media with good initial enquiry. Was sold at auction and both parties were pleased with the result.	

Sold by
Auction (unless sold prior)
96 Ulster Street,
Hamilton, New Zealand

Sale price
\$750,000

Source of Purchaser
Database

Purchaser Profile
Passive Investor

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Healthy, essential, industrial investment

Lot 2, 249 Bruce Berquist Drive, Te Awamutu, Waikato

SOLD

**Total
Property
Case Study**



- Annual rental \$95,000pa + GST and OPEX
- Built to new buildings standards in 2013
- Strong essential service veterinary supplies tenant

Considered the holy grail of investments Lot 2, 249 Bruce Berquist Drive has it all. Modern, quality built, and industrial coupled with an essential service tenant supplying veterinary products nationwide. Purpose built for the tenant in 2013 and extended in 2017 to meet the tenants needs giving them 600sqm (more or less) of warehousing and 156sqm (more or less) of offices occupying the 2,384sqm (more or less) site. Fully concreted yard gives ample room for loading and unloading of vehicles with a secure fenced yard to the rear of the property along with multiple staff car parks this low maintenance easy care investment is a must for all.

Property Details

Land Area	2,384sqm (more or less)
Floor Area	756sqm (approximately)

Tenancy Details

Name of Tenant	Vetpak Limited
Rights of Renewal	Two (2) of five (5) years
Net Rental	\$95,000pa + GST and OPEX
Final expiry date	31st October 2032

Sale Summary

Excellent enquiry resulted from a very good campaign which included Total Property, online and print media. We had three bidders on the day and the property sold under the hammer.

Sold by

Auction (unless sold prior)
96 Ulster Street,
Hamilton, New Zealand

Sale price

\$2,025,000

Source of Purchaser

Sign

Purchaser Profile

Passive Investor

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One for the trophy cabinet

Lot 3, 249 Bruce Berquist Drive, Te Awamutu, Waikato



- Split-risk, multi-tenanted investment
- Annual rental circa \$162,000pa + GST and OPEX
- 1,192sqm (more or less) of warehousing, offices and staff facilities

This stand out investment would take prized position in an investor's portfolio. Situated in Bruce Berquist Drive, Te Awamutu, the 3,872sqm (more or less) site is home to six separate tenancies across the 1,192sqm (more or less) of warehousing and offices. A variety of tenants from essential service providers Vetpak and Livestock Improvement Corporation to Flocrete, Gobus and Rural Trading Solutions offer a good mix for any landlord. The modern well-presented building meets all new building standards with ample car parking and a fully-fenced yard. Located 30km from Hamilton city, Te Awamutu is fast becoming an extension of Hamilton and an attractive investment option for people looking for investment opportunities in the golden triangle of trade.

Property Details	
Land Area	3,872sqm (more or less)
Floor Area	1,192sqm (approximately)

Tenancy Details	
Multiple tenancies returning circa \$162,000pa + GST and OPEX. Full tenancy details available upon request.	

Sale Summary	
A good auction campaign was run including Total Property, online and print media. This resulted in good enquiry, and with bidding from several parties at auction the property sold under the hammer.	

Sold by
Auction (unless sold prior)
96 Ulster Street,
Hamilton, New Zealand

Sale price
\$3,200,000

Source of Purchaser
Database

Purchaser Profile
Passive Investor

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Prime commercial with essential service tenants

39 Rewi Street, Te Awamutu, Waikato

SOLD

**Total
Property
Case Study**



- Currently returning \$397,752pa + GST
- Split-risk tenanted investment
- Prime retail in central business location with multiple access points

Advantageous in so many ways, this commercial property in the centre of Te Awamutu has robust tenants in place on solid lease terms. Of the three tenants, Fresh Choice is deemed an essential service, The Bottle-O can trade under COVID-19 level 3 restrictions and the soon-to-open Bargain Chemist will also be an essential service provider. Collective tenancies return \$397,752pa + GST net. Ideally located in the heart of the CBD, the well-established property is a significant 4,504sqm (approximately) landholding with a 67-79% NBS seismic rating, excellent parking and access, and future development potential. Mixed use development springs to mind. A commercial asset from numerous perspectives, with reliable tenants providing immediate rental income and a split-risk investment, there is a lot to gain, now and in the future.

Property Details

Land Area	4,504sqm (more or less)
Floor Area	2,313sqm (approximately)

Tenancy Details

Multiple tenancies returning \$397,752pa + GST net. Full tenancy details available upon request.

Sale Summary

A well run auction campaign including Total Property with digital and print media. Plenty of enquiry resulting in four telephone bidders at auction with the purchaser buying the property sight unseen due to Covid restrictions.

Sold by

Auction (unless sold prior)

96 Ulster Street,
Hamilton, New Zealand

Sale price

\$6,415,000

Yield

6.20%

Source of Purchaser

Database

Purchaser Profile

Passive Investor

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 **Video** available

High-yield opportunity - essential service tenant

14/20 Kensington Street, Putaruru, Waikato



- Essential business – farming support and supplies
- High-yield opportunity with national brand, Farm Source
- Net annual rental \$112,396pa + GST

Farming support and supplies continue to be classified as essential under current COVID-19 restrictions. On offer is a well-established nationwide tenant, Farm Source that continues to trade and provides a secure investment option. Putaruru is a town that thrives on farming, forestry and timber production. Occupying a large 2,313sqm (more or less) of retail, warehousing, office space and yard area with seismic NBS of 34-50% this property has prime retail frontage and rear yard access with State Highway 1 visibility.

Property Details

Land Area	2,313sqm (more or less)
Floor Area	975sqm (approximately)

Tenancy Details

Name of Tenant	Farm Source
Term of Lease	Eight (8) years
Commencement Date	23rd July 2016
Rights of Renewal	Four (4) rights of three (3) years each
Net Rental	\$112,396pa + GST

Sale Summary

A comprehensive campaign was run including Total Property, online and print media. Received bidding at auction but did not reach the vendors expectations. The property sold within two weeks of the auction date.

Sold by

Asking Price

NZ\$1,550,000 + GST (if any)

Sale price

\$1,500,000

Yield

7.50%

Source of Purchaser

Database

Purchaser Profile

Passive Investor

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Strategic asset with long term lease

43-49 Main Road, Tirau

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- High profile, large freehold site of 2,614sqm (more or less) on State Highway 1
- Eight-year lease term remaining to national brand tenant with rights of renewal
- Returning \$132,000pa + GST and outgoings
- Bottom-drawer, hassle-free investment opportunity
- Surplus land offers the potential for future development and to add value

Located at the northern end of Tirau with exposure to State Highway 1, 43-49 Main Road encompasses an expansive 2,614sqm (more or less) fee simple corner site across two titles. Strategic in its locality, Tirau continues to be the half way point from Auckland to the main centres of Tauranga, Rotorua and Taupo. Over the years the township has become a common stop for travellers heading to other parts of the North Island. With a long term lease in place, Caltex occupies the majority of the site while a large portion of land remains ripe for future development. Passive investments in a such a strategic location should not be missed.

Property Details

Land Area	2,614sqm (more or less)
Floor Area	325sqm (more or less)
Zoning	Town Centre

Tenancy Details

Returning \$132,000pa + GST and outgoings. Full details are available upon request.

Sale Summary

The property was sold to an Auckland based investor at a yield of 5.59% after a successful Total Property campaign.

Sold by
For Sale offers invited over
NZ\$2,150,000 + GST (if any)

Sale price
\$2,215,000

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Massive Mount Maunganui opportunity

3 Owens Place, Mt Maunganui, Bay of Plenty



- Split-risk asset with strong occupancy history
- Strategic position in Owens Place bulk retail hub
- Substantial landholding in prime commercial zone
- Significant potential for future rental and capital growth

Situated in the highly sought-after coastal location of Mount Maunganui, this prime property must appeal to astute investors seeking a proven and passive performer for a long term hold and/or future redevelopment. This fully-leased property offers a diversified income stream from anchor national tenants Animates and Guthrie Bowron plus locally owned audio specialists Mad Soundz. The property has been developed with three single-level buildings, including two adjoining and the balance of the site provides sealed parking and external storage areas.

Property Details	
Land Area	3,544sqm (more or less)
Floor Area	1,319sqm (approximately)
Zoning	Commercial

Tenancy Details
Currently returning an annual net rental of \$270,931 + GST and outgoings. Full tenancy details available upon request.

Sale Summary
Mount Maunganui commercial proved to be a magnet once again for astute investors with over 55 registrations of interest for this premium auction property that sold for \$7,050,00 at a 3.91% yield after a comprehensive Total Property marketing campaign.

Sold by
Price by Negotiation

Sale price
\$7,050,000

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 Video available

Christmas cracker!

7D Owens Place, Mt Maunganui, Bay of Plenty

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Sought-after sized tenancy
- Strong occupancy history
- Strategic Mixed Use zoning

This property forms part of a six unit-titled development that occupies a prime position in the complex fronting Owens Place. An established tenant has recently commenced a new two-year lease with further rights of renewal. The premises comprises a well presented two-level commercial unit providing “live and work” options.

Property Details

Floor Area	224.8sqm (approximately)
Zoning	Commercial
Tenure	Stratum in Freehold

Tenancy Details

Name of Tenant	Global Auto Electrical Limited
Term of Lease	Two (2) years from 1 June 2021
Rights of Renewal	Two (2) of two (2) years
Net Rental	\$34,344.50 + GST and outgoings

Sale Summary

Total Property marketing campaign generated over 30 registrations of interest for this tenanted commercial unit title premises that provides “live and work” options and was passed in on auction day. Sold post auction at asking price of \$799,000.

Sold by

Asking Price

NZ\$799,000 + GST (if any)

Sale price

\$799,000

Yield

4.30%

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 **Video** available

Strategic Durham Street site

A/146 Durham Street, Tauranga Central, Bay of Plenty

SOLD

**Total
Property
Case Study**



- Outstanding potential for future single or split-level tenure
- Seismically sound building with an A Grade - 100% NBS rating
- Strategic position in the heart of Tauranga CBD tertiary hub

Location is the key to this three-level commercial office building with an expansive frontage occupying a prime position in the highly sought-after education hub on Durham Street. The building provides office accommodation on all three levels together with access via Durham Lane to basement car parking and storage.

The property is currently fully occupied by education provider Aspire 2 International Limited with the current lease term due for renewal on the 1st of February 2022.

Property Details

Floor Area	1,486sqm (approximately)
Tenure	Stratum in Freehold

Tenancy Details

Current annual net rental discounted 50% to \$89,750 + GST and OPEX (Covid-19).

Sale Summary

Tertiary CBD location was the attraction for this Total Property auction campaign that resulted in a post auction offer on the day being accepted by the Vendors who had owned this stratum in freehold property for over 35 years! Sold with vacant possession.

Sold by
Price by Negotiation

Sale price
\$2,500,000

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 **Video** available

Beauty of an investment

188 Cobden Street, Gisborne City, Gisborne



SOLD

**Total
Property
Case Study**

- Quality tenanted investment returning \$54,920pa + GST and outgoings
- Ideally located opposite Gisborne's only private hospital (Chelsea Hospital) and the inner-city bowling greens
- High-profile freehold corner site

Leased to an established beauty clinic (Skindeep Clinic) that practises cosmetic medicine, spa and beauty therapies for \$54,920 + GST and OPEX on a current term of three years with further rights of renewal through to January 2030.

A circa 40-year-old purpose-built medical centre renovated and landscaped to a high level in 2016 situated in a suburban location on a 710sqm corner site directly opposite Gisborne's only private hospital (Chelsea Hospital) and approximately 1km from the CBD.

With extensive roofing work recently completed on the building the hard work has been done here making this a superb offering.

**Sold by
Tender (unless sold prior)**
10 Reads Quay, Gisborne, New Zealand

Sale price
\$770,000

Yield
6.90%

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Property Details	
Land Area	710sqm (more or less)
Floor Area	200sqm (approximately)
Zoning	General Residential with Existing Use Rights

Tenancy Details	
Full tenancy details available on request.	

Sale Summary	
The Total Property marketing campaign generated a wide spread of interest, resulting in a successful tender.	

Napier Hill - rare redevelopment site with income

117 Milton Road, Bluff Hill, Hawke's Bay



- 1,012sqm (more or less) in Residential Zone
- \$61,880 annual rental
- Perfectly located for redevelopment

This 1,012sqm (more or less) site located on tightly held Napier Hill currently accommodates three residential rental tenancies returning \$61,880pa. Work with the existing property manager or manage yourself to increase this rental to current appraised rental of over \$67,000 while you hold for capital gain.

This large-regular shaped freehold title is flat. has good access and is perfectly located for a residential redevelopment to make the most of the easy walk over to Napier CBD or down the hill to trendy Ahuriri.

Napier City Council had forecast a need for 3,500 additional dwellings within 10 years to keep up with growth, and this sunny, central Hill location is your opportunity to take advantage.

Property Details	
Land Area	1,012sqm (more or less)
Floor Area	230sqm (approximately)

Sale Summary	
Successful national campaign drawing multiple interest from both within and outside the region, multiple bidders to the auction, and a successful sale to a local party.	

Sold by
Auction (will not be sold prior)
52 Bridge Street, Ahuriri, Napier, New Zealand

Sale price
\$1,425,000

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NZ Post as tenant

42 Takapau Road, Waipukurau, Hawke's Bay



- Four (4) year lease plus ROR's to NZ Post Limited
- Excellent seismic rating
- Prime industrial location
- Courier depot for fast-growing town

This well constructed and located asset has been leased by New Zealand Post Limited to cater for its ever expanding courier operation in Waipukurau.

The town is experiencing significant growth in the commercial sector which services a thriving viticultural, horticultural and traditional farming hinterland.

In addition, the town has had residential uplift with several large residential subdivisions about to come on stream.

Property Details	
Land Area	749sqm (more or less)
Floor Area	300 (approximately)

Sale Summary	
This single storey property is leased to NZ Post Limited as a courier depot to service the growing township of Waipukurau in Central Hawke's Bay. The auction campaign generated significant enquiry which resulted in multiple bidders on auction day. The property was sold to a purchaser outside Hawke's Bay at a yield of 5.42%	

Sold by
Auction (will not be sold prior)
17 Napier Road, Havelock North, New Zealand

Sale price
\$730,000

Yield
5.42%

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High-yield opportunity in dairy heartland

62-68 Tasman Street and 33 Domett Street, Opunake, Taranaki

SOLD

**Total
Property
Case Study**



- “A” Grade seismic rating of 90% NBS
- Essential business – farming support and supplies
- High yield opportunity with national brand, Farm Source

Farming support and supplies continue to be classified as essential under current COVID-19 restrictions. On offer is a well-established nationwide tenant, Farm Source that has uninterrupted trade and provides peace of mind to landlords.

Situated in Opunake, the dairy heartland of Taranaki, and offering 3,054sqm (approximately) of retail, warehousing, office space and yard area this prime corner retail frontage on State Highway 45 ensures maximum exposure.

Property Details

Land Area	3,054sqm (more or less)
Floor Area	1,240sqm (approximately)

Tenancy Details

Name of Tenant	Farm Source
Term of Lease	Eight (8) years
Commencement Date	23rd July 2016
Rights of Renewal	Four (4) rights of three (3) years each
Net Rental	\$117,315pa + GST

Sale Summary

Very successful campaign run to include Total Property along with print and online media. Sold within two weeks of auction date to a buyer in the Bayleys database.

Sold by

Asking Price

NZ\$1,650,000 + GST (if any)

Sale price

\$1,600,000

Source of Purchaser

Database

Purchaser Profile

Passive Investor

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Prime Kapiti development site

23 Amohia Street, Paraparaumu, Kapiti Coast



- High profile corner site
- Retain or demolish and redevelop
- Fully tenanted
- Minutes to Coastlands, rail network and Kapiti Expressway

This is a huge opportunity just outside the central business district of Paraparaumu.

Located on a prime corner site on a generous 1,012sqm of freehold land is this two-level fully-tenanted building.

There are two entrances with 20 car parks and the property is in the Paraparaumu mixed use zone giving lots of options.

The Kapiti Coast is growing rapidly and demand for office / retail space is increasing with only limited supply.

Property Details	
Land Area	1,012sqm (more or less)
Floor Area	620sqm (approximately)
Car Parks	20
Zoning	Mixed Use

Tenancy Details	
Fully tenanted, returning approximately \$87,729pa + GST.	

Sale Summary	
Marketed in Total Property Issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Sold under the hammer for \$1,600,000	

Sold by Auction
Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$1,600,000

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A super-site with potential

458 Fergusson Drive, Trentham, Upper Hutt

SOLD

**Total
Property
Case Study**



- Café/showroom/workshop
- Potential redevelopment site
- Current net rental \$88,580pa + GST

This high profile corner site of 1,568sqm currently housing Brendan Foot Supersite and Café Equinox, presents a multitude of opportunities.

Property Details	
Land Area	1,568sqm (more or less)
Floor Area	545sqm (approximately)
Car Parks	20
Zoning	Business Commercial

Tenancy Details	
Name of Tenant	Brendan Foot Motors Limited
Term of Lease	Leased until 31 March 2023
Rights of Renewal	One (1) of three (3) years
Name of Tenant	Café Equinox
Term of Lease	Leased until 5 March 2023
Rights of Renewal	Nil
Both tenancies are generating approximately \$88,580pa + GST net income	

Sale Summary
Marketed in Total Property issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Strong national response with multiple tenders received. Sold for \$2,300,000.

Sold by Tender

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$2,300,000

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The High Queen of investments

217-219 High Street, Hutt Central, Lower Hutt

SOLD

**Total
Property
Case Study**



- Fully leased multi-tenant investment
- Rental income from 10 tenants
- Net income of circa \$175,000pa + GST
- Well positioned to enjoy the River Link Project Development

This prominent and well presented property is now ready for a new owner to enjoy the benefits it has to offer. Being full leased with a diverse range of long standing tenants (many of whom are crown funded) you will enjoy a solid and secure cash flow from a low-risk investment.

Its location will only improve with the pending Melling Link roading changes that will see a new cycle and walk way over the Hutt river connecting into Margaret Street which this property sits on.

Property Details

Land Area	449sqm (more or less)
Total Floor Area	1,021sqm (approximately)
Car Parks	Four (4)

Tenancy Details

The property is fully leased to 10 different tenants generating a net income of circa \$175,000pa + GST.

Sale Summary

Marketed in Total Property Issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Strong national response, sold under the hammer for \$2,100,000.

Sold by Auction

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$2,100,000

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Only one owner from new

493 Hutt Road, Alicetown, Lower Hutt

SOLD

**Total
Property
Case Study**



- Clean, modern industrial building
- Seismically upgraded to 80% of NBS
- Well leased to a long established international tenant
- Current net rental \$69,679pa + GST

Yes, you read it right! This property has served its current owners that well.

It is one of the most sought-after complexes in one of the most sought-after locations in the lower valley. Fully leased, this fit for purpose investment has ground floor showroom, quality first floor office and a generous nine car parks.

Property Details

Total Building Area	477sqm (approximately)
Car Parks	Nine (9)
Zoning	General Business

Tenancy Details

Name of Tenant	Würth New Zealand Limited
Term of Lease	Three (3) years
Commencement Date	1st April 2021
Review Date	1 April 2024
Rights of Renewal	Two (2) of three (3) years each
Gross Rental	\$85,012pa + GST

Sale Summary

Marketed in Total Property issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Resulting in 1,503 internet views, 89 direct enquiries, and 10 bidders. Sold under the hammer after a spirited bidding for \$1,390,000.

Sold by Auction

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price

\$1,390,000

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Supreme industrial offering in Seaview

48 Seaview Road, Seaview, Lower Hutt

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Strategically-located freehold industrial property in the Seaview precinct
- Predominantly leased to long term multi-national tenants: BP Oil NZ Limited, Bridgestone NZ Limited and Multispares NZ Limited
- Over 6,000sqm of development land
- Net income of \$385,571pa + GST

This industrial opportunity is unique in many ways!

How often do you get a chance to purchase 1.34 hectares of prime freehold industrial land which is close to 50% developed with "A Grade" seismic industrial buildings and multi-national tenants.

The remaining 50% of the site (approximately 6,000sqm) is ripe for redevelopment into further large industrial improvements or smaller industrial type business units.

The property is being sold as one parcel which will give the next owner the opportunity to potentially subdivide and sell or redevelop.

Sold by Tender

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$10,000,000

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 **Video** available

Property Details

Land Area	13,464sqm (more or less)
Net Lettable Area	1,662sqm (approximately) combined

Tenancy Details

Leased to BP NZ Oil, Multispares and Bridgestone NZ on net leases returning \$385,571pa + GST. WALT of 6.5 years.

Sale Summary

Marketed in Total Property issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Strong national response. Sold for \$10,000,000.

For sale or lease

Unit BA, 164 The Terrace, Wellington Central, Wellington



- Modern ground floor unit title
- Well presented with practical fitout
- 176sqm with wide street frontage
- Popular The Terrace location
- Genuine vendors want action

The modern unit title is located on the ground floor of the well regarded Montreaux apartment complex.

With an appealing generic fit-out the property would suit an office user with an open plan office area, boardroom, quiet zone, kitchen server room and amenities.

The Terrace location has good profile and is within an easy walking distance of Lambton Quay and most city amenities.

Our out of town vendors are keen to see this unit sold or leased.

Property Details	
Floor Area	176sqm (approximately)
Zoning	Central Area

Tenancy Details
This property is for sale with vacant possession.

Sale Summary
Marketed in Total Property magazine nationally. Good Response from the local market. Sold to an owner occupier for \$810,000.

**Sold by
Tender**
Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$810,000

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Willis Street cuties

Unit 2 and 3, 161 Willis Street, Wellington Central, Wellington

SOLD

**Total
Property
Case Study**



- Current net income \$19,573pa + GST
- Two retail units of 40sqm and 60sqm, on separate titles
- Centrally located - high profile with good foot traffic
- A rare opportunity in this hot market

These character ground floor units of Invincible House are located in the heart of Willis Street. The location receives great foot traffic and is a short walk to anywhere in the city centre.

This property sits on the affordable end of the commercial property spectrum which is a rare opportunity in this hot market.

Sold by Tender

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price
\$150,000

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Property Details

Floor Area	100sqm (approximately)
Zoning	Central Area

Tenancy Details

Name of Tenant	Yanbu Wang	Evil Twins Ltd
Term of Lease	One (1) year	One (1) year
Commencement Date	21st March 2021	18th October 2021
Review Date	On renewal	On renewal
Rights of Renewal	One (1) of four (4) years	One (1) of two (2) years
Gross Rental	\$26,000pa + GST	\$24,000pa + GST

Sale Summary

Marketed in Total Property Issue 8, Dominion Post, TradeMe and Bayleys. Positive Tenders received, sold for \$150,000.

Nelson commercial property for auction

187 Bridge Street, Nelson

SOLD

**Total
Property
Case Study**



- Desirable city fringe location with a protected outlook
- Ample on-site parking at rear with off-street access
- Vacant possession allows for an owner-operator
- Site and building has development potential
- Settlement to be on 02 February 2022

This stand-alone freehold property sits on 405sqm (more or less) of Inner City Fringe land and is located opposite the Nelson City Courts. The property has a floor area of 370sqm (approximately) and multiple on-site car parks to the rear of the building.

The property can be accessed at the front directly from Bridge Street and from Provincial Lane. The interior of the property consists of a large reception area, multiple offices and an open plan area on the ground floor.

Property Details

Land Area	405sqm (more or less)
Floor Area	370sqm (approximately)
Car Parks	Multiple on-site
Zoning	NCC - City Fringe

Sale Summary

This property had a fantastic campaign with ample levels of buyer interest from a range of owner-occupiers and developers. It had a strong web and print campaign with publications into the Nelson Weekly and Nelson Mail. It sold well at auction achieving a premium price from an owner-occupier.

Sold by

Auction (unless sold prior)
288 Trafalgar Street,
Nelson, New Zealand

Sale price

\$1,500,000

Source of Purchaser

Established Client

Purchaser Profile

Owner occupier corporate

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VINING REALTY GROUP LTD, BAYLEYS,
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bayleys.co.nz/4003776

Immaculate city fringe building

207 Bridge Street, Nelson

SOLD

**Total
Property
Case Study**



- Desirable city fringe location and immaculate premises
- Dual access and on-site parking at the front and rear of the building
- Partially tenanted with the main tenancy vacant
- Protected Bridge Street outlook with the Suter Art Gallery and Queens Gardens
- Multiple treatment rooms with the ability to be re-furnished into office space

This single story, well maintained, modern property offers a range of options, as a great investment property, part owner-operator or complete owner-operator. Located in the Nelson City Fringe the CBD is on this properties doorstep.

Property Details

Land Area	673ssqm (more or less)
Floor Area	260sqm (approximately)

Tenancy Details

Name of Tenant	Geoff Samuels Counselling	Nelson Counsellors
Term of Lease	Month by month	Three (3) years
Commencement Date		18th November 2020
Net Rental	\$11,374pa + GST	\$12,065.20pa + GST

Sale Summary

This campaign was boosted by its print campaign with the property published in the Nelson Mail and Nelson Weekly, along with a media release into the Christchurch Press and Dominion Post. Ample buyer interest from a variety of parties including lawyers, doctors, skin specialist and investors. It was sold at auction to a law firm well above the expected price.

Sold by

Auction (unless sold prior)
288 Trafalgar Street,
Nelson, New Zealand

Sale price

\$1,550,000

Source of Purchaser

Phone call

Purchaser Profile

Active add value investor

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bayleys.co.nz/**4003805**

New Kmart and Chemist Warehouse at Westwood

5-9 Westwood Avenue, Blenheim, Marlborough

SOLD

**Total
Property
Case Study**



- Westwood Business Park
- Quality tenants - Kmart as anchor
- New building with huge profile
- Large format retail - popular investment sector

A near new large format retail investment occupied by Kmart, Chemist Warehouse and Catalyst Cafe.

Situated within Westwood Business Park - Blenheim's fastest growing shopping, dining and working community.

Westwood Business Park provides wide free flowing Roads. Huge car parking facilities, green open spaces and easy access from State Highway 1 and Old Renwick Road.

Property Details

Land Area	13,007sqm (more or less)
Floor Area	5,011sqm (approximately)
Zoning	Commercial

Tenancy Details

Fully leased to Kmart (10 years), Chemist Warehouse (eight years) and Catalyst Café (six years). Producing a net income of \$1,050,000pa + GST.

Sale Summary

Marketed in Total Property Issue 8, Dominion Post, TradeMe, Realestate.co.nz and Bayleys. Strong national response. Seven tenders received.

Sold by Tender

Level 14, The Bayleys Building,
36 Brandon Street,
Wellington, New Zealand

Sale price

Confidential

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westwoodbusinesspark.co.nz

 **Video** available

Blenheim storage complex - 169 units

20 Woodmor Road, Witherlea, Marlborough, Marlborough

SOLD

**Total
Property
Case Study**



- Low maintenance modern 169 storage unit complex
- Great opportunity for owner/operator or passive investor
- Convenient location near residential and industrial areas

First time on the market in 17 years of successful trading history. Purpose built in 2004/5 and located near Wairau Hospital and the recently developed Boulevard on Taylor residential subdivision.

The complex is very popular with a range of occupants. Advertised lease rates are conservative, and below comparative complexes elsewhere. Realistic lease rates ready for review which will be of benefit to new owners.

Property Details

Land Area	5,328sqm
Floor Area	2,124sqm

Tenancy Details

Average long term lease term of 47 months giving a net rental of 241,967 + GST for the year ending 31 March 2020. Further details are available upon request.

Sale Summary

With occupancy at 95% this was hot property when launched to the market. Receiving 96 enquiries and sold for \$3,970,000 at a 6.34% yield.

Sold by

Deadline Sale

33 Seymour Street, Blenheim, New Zealand

Sale price

\$3,970,000

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BE MARLBOROUGH LTD, BAYLEYS,
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bayleys.co.nz/**4134808**

Land with location and options

70 Conservators Road, Yaldhurst, Christchurch, Canterbury



SOLD

**Total
Property
Case Study**

- 12.4009ha landholding with close proximity to Christchurch
- Potential for a range of development options including quarrying
- Potential to be subdivided into three four-hectare blocks
- Vendor highly motivated to sell on auction day

The locality is to the west of the Christchurch International Airport in the rural district of Yaldhurst, and comes with minimal improvements. It is a great block of land within a very popular and tightly held area.

A fantastic opportunity for savvy developers or owner-occupiers to purchase a strategic parcel of land.

Property Details	
Land Area	12.4009ha (more or less)
Zoning	Rural Waimakariri

Tenancy Details
For sale with vacant possession.

Sale Summary
Strong interest throughout the campaign. There were six bidders in the room on auction day. Two strong bidders from the quarry world went head to head. Sold under the hammer.

Sold by
Auction (unless sold prior)
3 Deans Avenue, Christchurch,
New Zealand

Sale price
\$1,900,000

Source of Purchaser
Sign

Purchaser Profile
Owner occupier SME

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Passive investment with renewed six year lease

9 Watts Road, Sockburn, Christchurch, Canterbury



- Returning \$97,539pa + GST and Outgoings
- 75% NBS
- 1,088sqm floor area offering affordable rental levels, less than \$100 per sqm

9 Watts Road provides an affordable, and well-located industrial investment complete with a renewed six year lease to a well-established business trading in the booming building sector.

The property has had recent refurbishments, and presents very well for staff and clients alike. Highly committed to the property, the manufacturing tenant has had a long and successful tenure onsite and has committed to a further six years with renewal options.

Property Details	
Land Area	1,518sqm
Floor Area	1,088sqm
Zoning	Commercial Mixed Use

Sale Summary
The property was sold at auction following a four week Total Property campaign. The campaign generated a lot of interest and resulted in multiple bidders at the auction. The property was sold to an investor from the South Island.

Sold by
Auction (unless sold prior)
3 Deans Avenue, Chch, New Zealand

Sale price
\$1,775,000

Source of Purchaser
Total Property Magazine

Purchaser Profile
Passive Investor

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High quality investment grade property

2/201 Opawa Road, Hillsborough, Christchurch, Canterbury

SOLD

**Total
Property
Case Study**



- Two long-standing tenants in place on attractive lease terms
- 75% NBS with the building being part of a modern complex completed in 2009
- High profile and outstanding location on a busy thoroughfare
- 220sqm floor area with seven off-street car parks

This extremely well presented investment property is in a block of five situated on the eastern side of popular Opawa Road. It is fully tenanted with well established and successful businesses. It comes with great profile and access to central city, Port of Lyttelton and the Southern Motorway. Rarely do investment properties of this calibre come to market.

Property Details

Floor Area	220sqm (approximately)
Car Parks	Seven (7)
Zoning	Industrial General

Tenancy Details

Name of Tenant	DJ Hewitt Builders Limited
Name of Tenant	Viden Consulting Engineers Limited
Net Rental	\$52,200 + gst total rental across both tenancies
For further tenancy details, please get in touch.	

Sale Summary

The campaign generated good interest resulting in three bidders in the room and one on the phone. Sold under the hammer.

Sold by

Auction (unless sold prior)
3 Deans Avenue, Christchurch,
New Zealand

Sale price

\$830,000

Yield

6.28%

Source of Purchaser

Established Client

Purchaser Profile

Passive Investor

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Central city gem

90-94 Leet Street, Invercargill, Southland

SOLD

**Total
Property
Case Study**



- Central city location
- Solid, long standing brand
- Great balance of showroom, warehousing, and parking
- Quality commercial neighbourhood

A straightforward, single story property offering peace-of-mind through quality construction, with an engineering report to support. The function of the building lends itself well to a business that requires a mix of space and utility such as the needs of the current tenant, who started in 2005 and expanded since then.

Property Details

Land Area	1,518sqm
Floor Area	830sqm
Car Parks	Ten (10)

Tenancy Details

Name of Tenant	Keasts Motor Centre Limited
Term of Lease	Five years
Review Date	1 June 2023
Rights of Renewal	Two x five years

Sale Summary

Quality “going-concern” commercial investment that presented easily to the market. There was much interest, with enquiry being fielded from up and down the country. The buyer came from north of Auckland and is a repeat buyer in Invercargill. The attraction for them of Southland is the offer of better yielding investment property opportunities, when compared with other parts of the country.

Sold by
For Sale by Deadline Private Treaty

Sale price
\$975,000

Source of Purchaser
Bayleys.co.nz

Purchaser Profile
Passive Investor

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