

CASE STUDIES

BAYLEYS

TOTAL property

Counter punch

How booming bricks-and-mortar shops are defying the e-pocalypse.

Hospitality revisited

The industrial-inspired food and drink hubs that are redefining retail property.

FEATURING

29

COMMERCIAL PROPERTIES
FOR SALE FROM AROUND
NEW ZEALAND

ISSUE 3 - 2019

Production property offers tasty investment

377 Vickerman Street, Grovetown, Marlborough



- The site is occupied by three tenancies
- Generating an annual rental return of \$138,347 + GST
- Well located in rural Marlborough with easy access to State Highway 1

A sizable and rare opportunity located in the heart of Marlborough wine country. An enticing commercial and industrial investment for anyone looking to begin, expand or diversify their portfolio. Buildings on the property consist of a mixture of sheds, workshops, grading areas, storage and chillers.

Property Details	
Land Area	1.435ha
Floor Area	3,512sqm
Zoning	Rural zoned with industrial use

Tenancy Details	
Name of Tenant	Marlborough Garlic Limited
Term of Lease	Six (6) year (One shed on a three year)
Name of Tenant	Kiwi Seed Co (Marlborough) Limited
Term of Lease	Three (3) years
Name of Tenant	Ironside Engineering Limited
Term of Lease	Six (6) years

Sale Summary
An extensive and well executed marketing campaign based around being a feature property in Total Property issue 3 ensured national and international spread and resulted in numerous viewings and interested parties which resulted in a premium result on auction day.

Sold by
Auction
33 Seymour Street, Blenheim, New Zealand

Sale price
\$1,510,000

Yield
9.10%

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Fuel your portfolio - brand new 15 year lease

48-50 Main Road, Moerewa, Far North, Northland

SOLD

**Total
Property
Case Study**



- Realistic vendor will sell
- Branded tenant on fifteen year lease - T/A BP Service Station
- Recently refurbished canopy with new underground fuel storage tanks

Situated on a prime corner site on State Highway One where traffic flows through to Kaitaia, the property features six pumps and one truck stop with adjoining 172sqm retail and 315sqm forecourt canopy situated on two adjoining sites, that provides 2,011sqm of commercial land in the small northland settlement of Moerewa.

Property Details

Land Area	2,011sqm
Floor Area	180sqm
Zoning	Commercial - under the Far North District Plan

Tenancy Details

Name of Tenant	Moerewa Service Station Limited - T/A BP
Term of Lease	Fifteen (15) years
Rights of Renewal	One (1) of Five (5) years each
Net Rental	\$92,786pa plus GST and outgoings

Sale Summary

We have received an excellent level of enquiry and received multiple offers on the closing date. The property was sold to an existing client (subject to BP's first right of refusal).

Sold by

Tender (unless sold prior)

2 Harris Road, East Tamaki, New Zealand

Sale price

\$1,255,000

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Government tenant in central Warkworth

7 Alnwick Street, Warkworth, Rodney, Auckland



- Leased to Waitemata District Health Board returning \$104,230 net p.a.
- Used for Community and Mental Health services and training
- Ideal redevelopment or value-add opportunity

This is a rare opportunity to secure a significant freehold investment and development site in a growing North-Auckland location. Leased to the Waitemata District Health Board and returning \$104,230+GST p.a., this property is supported by 1,647sqm of freehold land on a corner site.

The property is positioned centrally in Warkworth within an established medical precinct neighboring two medical practices, a pharmacy and more. The strategic location offers a range of future redevelopment options.

Property Details	
Land Area	1,674sqm
Floor Area	560sqm

Tenancy Details	
Name of Tenant	Waitemata District Health Board

Sale Summary	
Sold two weeks prior to Tender close to a local developer. The shortened campaign still attracted strong interest with 18 enquiries coming from all avenues of marketing and both local and Auckland investor groups.	

Sold by
Price by Negotiation

Sale price
\$1,550,000

Yield
6.70%

Source of Purchaser
Neighbouring owner

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Sizzling investment with a national anchor tenant

Unit 4, 270 Oteha Valley Road, Albany, Auckland

SOLD

**Total
Property
Case Study**



- Prime retail investment with national anchor tenant - Daikoku
- Well-regarded popular restaurant with quality fitout and massive outdoor terrace
- Built-in market and CPI review offers rental growth

A rare investment opportunity offered to the market comprising a retail area of approximately 175sqm, as well as an outdoor terrace of approximately 50sqm. The massive elevated and covered outdoor terrace offers a fantastic and unique dining experience to the tenant's customers. The property is leased to Daikoku on a 10-year term returning net \$97,520pa + GST. Daikoku is a popular Japanese restaurant business established in 1989, situated in seven locations across New Zealand - with additional restaurants located internationally.

The Foundation is a multi-purpose development located on a strategic corner site on Oteha Valley Road, a main arterial which runs between the Albany Highway and the Northern Motorway, and Appian Way, a main link road to Westfield's Albany shopping mall and right next door to the North Harbour Stadium.

Property Details

Floor Area	175sqm plus 50sqm outdoor terrace (approximately)
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Tenancy Details

10 year lease in place returning \$97,520pa + GST and outgoings.
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Sale Summary

With four registered parties in the room at auction, this was a well-executed campaign. Happy vendor, happy purchaser. Bayleys team has also arranged a lunch to introduce both parties to each other and discuss the handover of the property.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$1,800,000

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Ignore previous values - out they go

49 Porana Road, Wairau Valley, Auckland



- Vendor highly motivated – moving out of town
- Three bite size industrial investments
- Purchase one or all three titles
- Three individual titles - two units per title
- IEP rating 100% of NBS

A unique opportunity to purchase small industrial units, individually fully leased, or the option to purchase all three and spread the risk.

Well located in the heart of Wairau Valley and due to low vacancy rates in the area these small industrial tradesman units are in very high demand. This popular and central location is very handy to various motorway links, public transport and well established residential catchment areas. This is a must for all investors as the vendor is cashing up and moving out of town.

Property Details	
Floor Area	933sqm (approximately)
Zoning	Light Industry

Tenancy Details	
Currently returning a combined net rental \$152,002pa + GST over three tenancies. Full tenancy details are available on request.	

Sale Summary	
The property was marketed as an auction campaign in Total Property 3, the auction was brought forward in week three and the property was sold under the hammer for \$2,525,000 representing a yield of 6% on the current net rental.	

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

Sale price
\$2,525,000

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Affordable mixed use opportunity

473 Lake Road, Takapuna, Auckland



- Two level freehold standalone property in top location
- Two tenants - ground floor restaurant and upstairs apartment
- Total return approximately \$57,429pa + GST and outgoings
- Favourable Business Metropolitan Centre zoning allows high rise development
- Suitable for a wide range of investors

This is a rare opportunity to secure an affordable freehold investment in the heart of Takapuna. The property provides a well-established ground floor restaurant, very tidy apartment on level one and a spacious freestanding carparking area at the rear. The property has been refurbished over the last few years. Works completed include a new roof, internal fit-out of restaurant and apartment.

Location, location, location! Beautiful Takapuna beach is at your doorstep. Take advantage of all the amenities that are within walking distance. This outstanding investment offers secure income with significant future development given the underlying Business Metropolitan Centre zoning.

Property Details	
Land Area	197sqm (more or less)
Floor Area	130sqm (approximately)
Car Parks	Multiple freestanding car parks

Tenancy Details	
Currently returning approximately \$57,429pa + GST and outgoings. Full tenancy details are available on request.	

Sale Summary	
Sold for \$1,195,000 at 4.8% yield.	

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

Sale price
\$1,195,000

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Standalone building on prime corner site

299 Great North Road, Grey Lynn, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- High profile 987sqm north west facing corner site
- Versatile 1,632.25sqm building plus generous yard
- Mixed Use zoning allows intensive residential and commercial

Occupiers, developers and land bankers must explore all of the options this property has to offer. With favourable zoning allowing for a wide range of uses, including residential, to a maximum height of 18.0 metres with attractive views. Alternatively the existing building provides options for range of commercial uses and benefits from a 70% earthquake rating.

Grey Lynn's Great North Road is fast developing into a popular city fringe boulevard. Many boutique apartment developments have been completed and Bunnings is across the road. This location is well serviced by public transport.

Property Details

Land Area	987sqm (more or less)
Floor Area	1,632.5sqm (approximately)
Zoning	Business - Mixed Use

Tenancy Details

Sold with vacant possession.

Sale Summary

Successful marketing campaign through tender process with significant interest received from owner occupiers, add value investors & developers with 11 tenderers. Sold to the neighbour.

Sold by

Tender (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

Confidential

Source of Purchaser

Established Client

Purchaser Profile

Active add value investor

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Morningside split risk investment

586-592 New North Road, Kingsland, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- Standalone commercial buildings on 429sqm freehold land
- Split risk investment with multiple holding income of approximately \$90,000 pa
- Excellent wide shop frontage and north facing site
- Relatively shorter leases providing flexible options for both developer and add value investors

This freehold site comprises of two retail buildings in the front and a three bedroom house attached at rear, providing multiple income streams from a local bakery, convenience store and a residential tenant.

Situated at the Western end of Kingsland town centre and along a busy retail corridor. In recent years Kingsland/Morningside has become a vibrant and lively destination with residents able to enjoy a mixture of quality food and beverage offerings, local retail and commercial services.

Property Details

Land Area	429sqm (more or less)
Floor Area	292sqm (more or less)
Zoning	Business - local centre (Auckland Unitary Plan)

Tenancy Details

Multiple income streams from Bakery, convenience store and residential house; holding income of approximately \$90,000 pa. Full tenancy schedule available upon request.

Sale Summary

Through the Total Property and Chinese media campaign, over 30 enquirers generated. Four bidders in the auction room, vendor come down to meet market.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$1,106,000

Source of Purchaser

Database

Purchaser Profile

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Charming mixed-use Parnell villa

493 Parnell Road, Parnell, Auckland

SOLD

**Total
Property
Case Study**



- High profile villa with commercial and residential tenancies
- Premier position in between vibrant Newmarket and Parnell and in the DGZ
- Opportunities exist for owner occupiers, work/live and investors

This versatile villa is offered to the market following long-term ownership of over 20 years. It consists of a commercial tenancy at its front with profile to Parnell Road and a nicely presented and fully self-contained two bedroom residence to the rear.

For investors, the property boasts an excellent occupancy history and the dual tenancies provide attractive risk diversification. For owner occupiers, it makes for the perfect work/live option or to occupy part of the property with a supplementary income.

Enjoy the benefits of this strategic position nestled in between both Parnell and Newmarket. These charming villas are tightly held – don't miss this one!

Property Details

Land Area	Cross lease (part share in 860sqm)
Floor Area	171sqm (approximately)
Car Parks	Four (4)
Zoning	Business - Mixed Use

Tenancy Details

For sale with vacant possession

Sale Summary

A successful Total Property campaign with 13 inspections conducted. The property was sold under the hammer to an owner occupier.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$2,005,000

Source of Purchaser

Sign

Purchaser Profile

Owner occupier SME

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Invest or occupy on Khyber Pass

Unit L/375-389 Khyber Pass Road, Newmarket, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- Take advantage of the existing lease or consider the opportunity to owner occupy
- Occupied by MoleMap and currently returning net \$66,985pa + GST
- Floor area approximately 177sqm plus seven valuable car parks

A rare opportunity to purchase a freehold unit title property located at the professional business complex at 375-389 Khyber Pass Road. This first floor property is tenanted by MoleMap, a melanoma detection company established in 1997 now with over 50 clinics throughout NZ, Australia and USA.

Exceptional fringe location in close proximity to the southern motorway - across from the University of Auckland Newmarket campus and near the redeveloped Westfield 277 shopping centre

Property Details

Floor Area	177sqm (more or less)
Car Parks	Seven (7)
Zoning	Business - Metropolitan Centre Zone

Tenancy Details

Name of Tenant	Molemap NZ Limited
Term of Lease	Six (6) years
Commencement Date	1st July 2016
Net Rental	\$66,985pa + GST

Sale Summary

Marketing for sale with a strong enquiry level containing a mixture of investors and owner occupiers. Resulted in strong bidder activity in the room, with four registered bidders.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street, Auckland, New Zealand

Sale price

\$1,220,000

Source of Purchaser

Established Client

Purchaser Profile

Passive Investor

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Lessors Interest - 10 Year Lease with Upside

58-60 Market Road, Epsom, Auckland City, Auckland



- Lessor's interest with 10 years to run on current term
- Returning \$140,000 + GST p.a. with 5 year rent reviews to market
- Perpetually renewable 20 year terms with termination clause in Lessor's favour

High profile city fringe property, returning \$140,000 + GST p.a, this offering benefits from a 20 year lease term (approx. 10 years to run on current term) along with a termination clause in favour of the Lessor, making this an ideal passive investment with a development proposition.

The property is located in a high profile and strategic city fringe position on Market Road in Epsom. Under the Auckland Unitary Plan, the property is zoned Business - Mixed Use and is also located in zone for Auckland Boys and Epsom Girls Grammar Schools, further adding to the attractiveness of the property as a future residential development site.

Property Details	
Land Area	1,479sqm more or less)
Zoning	Business - Mixed Use

Tenancy Details	
Returning \$140,000 + GST p.a. Full tenancy details available upon request.	

Sale Summary	
Total Property campaign launched two weeks early via tender process. Sold to an investor/developer.	

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

Sale price
\$2,950,000

Yield
4.75%

Source of Purchaser
Database

Purchaser Profile
Passive Investor

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Video available

Affordable entry level industrial

D/665 Great South Road, Penrose, Auckland City, Auckland

SOLD

**Total
Property
Case Study**



- Modern 227sqm industrial unit
- Well located on Great South Road in Central Penrose
- Comprises warehouse and modern office over two levels
- Affordable price bracket

Located in a very tightly held industrial area, this modern bite sized unit will be highly sought after.

The property comprises of well presented office accommodation over two levels with associated amenities. Warehousing of 122sqm with great access provided by a full height roller door with ample on site car parking.

Vacant properties are a rare opportunity in the current climate especially in prime positions like this.

Property Details

Floor Area	227sqm
Car Parks	Five (5)
Zoning	Business - Heavy Industry (Auckland Unitary Plan)

Tenancy Details

For sale with vacant possession.

Sale Summary

Successful Total Property marketing campaign. The property was the first auction of the day with five active bidders ensuring an competitive auction. Selling to a local owner occupier for \$4,096 per sqm ensured a very successful sale for the vendor.

Sold by

Auction (unless sold prior)

Bayleys House, 30 Gaunt Street,
Auckland, New Zealand

Sale price

\$930,000

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Onehunga with Options

60 Onehunga Mall, Onehunga, Auckland City, Auckland



SOLD

**Total
Property
Case Study**

- Standalone property with favourable zoning in the sought-after Onehunga commercial & industrial precinct
- Offering a 441sqm standalone freehold site with an existing building of 283sqm
- High profile location with exposure to Onehunga Mall, and adjoins Gloucester Park

60 Onehunga Mall represents an opportunity for a wide range of buyers including owner occupiers, developers, investors and land bankers to purchase a property in this highly growth and sought-after and strategically located precinct.

An existing building currently provides a holding income, and multiple occupation or development opportunities.

Property Details	
Land Area	441sqm (fee simple)
Floor Area	283sqm (approximately)
Zoning	Business - Light Industry

Tenancy Details
The property is currently leased on a short term basis. Full tenancy details will be available upon request.

Sale Summary
Sold post-auction after 4 week Total Property campaign to a local investor.

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

Sale price
\$710,000

Source of Purchaser
Database

Purchaser Profile
Passive Investor

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Botany development opportunity

179 Botany Road, Botany Downs, Manukau City, Auckland



- 5,374sqm development land
- Near level site
- 93 metre road frontage
- Zoned residential mixed housing suburban

Located on Botany Road, this property is currently used as carparking. It has residential mixed housing zoning and is a good example of hard to find residential development land in this popular area. Be quick, this is a great opportunity.

Call now for further details.

Property Details	
Land Area	5,493sqm
Zoning	Residential Mixed Housing Suburban

Tenancy Details	
For sale with vacant possession.	

Sale Summary	
An extensive marketing campaign with very good levels of interest. Sold under the hammer to a private developer.	

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

Sale price
\$4,250,000

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Affordable residential development

82 Anzac Road, Pukekohe, Auckland



- 23,725sqm (more or less) of Residential zoned land
- Two road frontages
- All developers/land bankers must view
- Situated in a high growth area
- Prime location with north-easterly aspects

An exceptional and unique opportunity to buy this affordable residential development on Pukekohe Hill featuring majestic and panoramic views over wider Pukekohe through to the Sky Tower complimented by new and quality housing. A fantastic time to take position in Pukekohe that is currently seeing unprecedented growth because of high profile developments like Stevenson’s Drury South and Kiwi Property proposed shopping centre. This is your chance to get a slice of the action.

Call now.

Property Details	
Land Area	2.3725ha
Zoning	Residential Single House

Tenancy Details	
Residential dwelling returning \$23,920pa inclusive of GST.	

Sale Summary	
Campaign featured in Total Property 3 and had a solid presence in the NZ Herald True Commercial section. We also ran a campaign editorial in the press. Enquiry level was very good with a solid selection of different purchasers. Auction day saw a number of purchasers bidding and the property sold under the hammer. Vendors very happy.	

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

Sale price
\$3,200,000

Source of Purchaser
Bayleys.co.nz

Purchaser Profile
Active add value investor

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Location, location, location

6 Great South Road, Huntly, Waikato



Boundary lines are indicative only

- State Highway location
- Substantial neighbouring redevelopment
- Midway between Hamilton and Auckland
- Owner occupier or tenant

Located on State Highway 1 midway between Hamilton and Auckland this 2,647sqm (more or less) site offers a multitude of options or redevelopment. The property has a high stud workshop of 140sqm (more or less) and an office block of 72sqm (more or less). The property is located close to the northern end bypass of Huntly giving it excellent access to the new highway. There has been a large amount of excitement around Huntly with the new bypass under construction and businesses recognising the affordability of the location and ability to service two of New Zealand’s largest cities. One only has to look up the road to Pokeno to see how bypassing a town has had a huge positive effect on its growth.

Property Details	
Land Area	2,647sqm (more or less)
Zoning	Rural (1A) Multi-Use with Industrial

Tenancy Details
For sale with vacant possession.

Sale Summary
A very successful campaign with both a strong online and print media presence. The advertising created great interest with over 40 enquiries. With bidders in the room on auction day and numerous telephone bidders the property was successfully sold under the hammer.

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

Sale price
\$550,000

Purchaser Profile
Active add value investor

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Diversified investment in the heart of Cambridge

33 Duke Street, Cambridge, Waikato

SOLD

**Total
Property
Case Study**



- Seldom available investment in sought-after Cambridge
- Multiple tenants returning \$79,400pa + GST and outgoings
- Centrally located featuring an optometrist, dentist and beauty therapy

In the heart of downtown Cambridge, the growth engine of Waipa District, this solid commercial building presents a top-drawer investment. It delivers the strengths of mixed tenant occupancy, a C grade seismic rating and CBD location. Its wide street frontage is visually dynamic in a busy street with excellent foot and vehicle traffic. Established, stable tenants synergise superbly and create a strong image for the prominent property in the bustling, economically buoyant town. These high quality tenants ensure diversified income and split risk investment.

Property Details

Land Area	328sqm (more or less)
Floor Area	510sqm (more or less)
Zoning	Cambridge Town Centre - Commercial

Tenancy Details

The property is currently leased to a variety of established tenants producing an income of \$79,400pa + GST. Full tenancy details are available on request.

Sale Summary

A very well run Total Property campaign with a high online and print media presence, which attracted many enquiries and viewings of the property from around the country. With multiple bidders in the room on auction day the property attracted very good bidding and resulted in a great sale price for our vendors.

Sold by

Auction

96 Ulster Street,
Hamilton, New Zealand

Sale price

\$1,338,500

Purchaser Profile

Passive Investor

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Booming Bay of Plenty

3 Lockington Road, Aongatete, Bay of Plenty

SOLD

**Total
Property
Case Study**



- Prime freehold corner site on State Highway 2
- Split risk industrial and residential tenancy mix
- Total annual net rental \$42,724 + GST

This 1,650sqm rural zoned site is the ideal entry level investment. It has excellent profile on State Highway 2 located 7km south of Katikati and a short 20 minute drive to Tauranga. A well established industrial tenant in the front workshop and a three bedroom residential dwelling to the rear, will appeal to both passive investors as well as buyers looking for a home and income opportunity.

Property Details

Land Area	1,650sqm (more or less)
Floor Area	381sqm (approximately)
Zoning	Rural

Tenancy Details

Name of Tenant	Country Engineering
Term of Lease	Four (4) years commenced 01/07/2006
Rights of Renewal	Four (4) of four (4) years + one (1) of two (2) years
Net Rental	Returning \$28,500 + GST p.a.
The residential tenancy is on a periodic term returning a net rental of \$14,224 p.a.	

Sale Summary

Total Property auction campaign that attracted a total of 21 registrations of interest in the property with a strong local attendance on auction day. Property sold under the hammer for \$590,000 at a 7.24% yield to a Katikati investor.

Sold by

Auction (unless sold prior)
247 Cameron Road,
Tauranga, New Zealand

Sale price

\$590,000

Yield

7.24%

Source of Purchaser

Sign

Purchaser Profile

Passive Investor

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 **Video** available

A bright investment

5 Louvain Street, Whakatane, Bay of Plenty

SOLD

**Total
Property
Case Study**



- Future proofed modern office building with an expansive floor area of 800sqm over two levels on its own 1012sqm freehold title
- Multiple spacious offices, common areas and service amenities
- Internal stair and lift access provide for multiple tenancies if required
- 14 road front on site car parks

This modern office complex was built in 2017 to the latest building standards. Well-constructed this property boasts an extensive, high quality future proofed fit out. The property is fully leased to well-known and established tenants returning an attractive cash flow. This property will appeal to a range of astute investors, seeking a strategic property investment.

Property Details

Land Area	1,012sqm
Floor Area	800sqm
Car Parks	14

Tenancy Details

Name of Tenant	Eastern Bay Primary Health Alliance
Net Rental	\$168,116.06 + GST and outgoings

Sale Summary

The property was marketed both nationally and internationally by the chosen media throughout the four week auction campaign. There was strong early interest resulting in a pre auction offer. The vendor decided to carry on and take the property to auction. The auction room saw competitive bidding resulting in the property being sold under the hammer.

Sold by

Auction (unless sold prior)

247 Cameron Road, Tauranga,
New Zealand

Sale price

\$2,600,000

Yield

6.47%

Source of Purchaser

Database

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Pristine Hastings industrial

509 Queen Street West, Hastings, Hawke's Bay

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Excellent central Hastings location
- Highly regarded long-term tenant
- Immaculate building
- \$60,000 net rental

This property, located in a tightly held area of Hastings, is occupied by an iconic funeral business which has been operating in the city since the 1800's. Near neighbours include Twin City Aluminium, Mardigras Event Hire, Big Save Furniture and Countdown.

Property Details

Land Area	1,011sqm
Floor Area	447sqm

Tenancy Details

Name of Tenant	Tong Peryer Limited
Term of Lease	Five (5) years
Commencement Date	1st October 2014
Rights of Renewal	One (1) of five (5) years
Net Rental	\$60,000 + GST and outgoings

Sale Summary

Offer made prior to deadline (1 May 2019), sold to a Hawkes Bay investor whose initial enquiry came through Trade Me. Property was featured in Total Property, Selection Magazine and two adverts in Hawke's Bay Today.

Sold by

For Sale by Deadline Private Treaty
(unless sold prior)

201 King Street North,
Hastings, New Zealand

Sale price

\$840,000

Yield

7.14%

Source of Purchaser

Trademe.co.nz

Purchaser Profile

Passive Investor

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Prominent office site in Whanganui

45 Wilson Street, Whanganui City, Whanganui, Manawatu



- Development opportunity with 736sqm building on 2039sqm section
- NBS rating is above requirements
- Returns between 7.5% and 8.5%

The opportunity here is real to own this prominent site in Wilson Street, currently tenanted by ACC with a solid return of \$105,000 + GST per annum, if your looking for returns between 7.5% and 8.5% then this is one to not look past.

The potential also in the future to develop further is another key factor about this property.

Current building is 736sqm on a 2039sqm section, this meets all requirements with the building built in the 1980's the NBS rating is above requirements.

Property Details	
Land Area	2,039sqm

Tenancy Details	
Name of Tenant	ACC

Sale Summary	
The marketing for this property was prominently local print and Trade Me advertising in March and April, and then the full page ad in Total Property. This was sold to a local investor.	

Sold by
Asking Price
NZ\$1,300,000 + GST (if any)

Sale price
\$1,095,000

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Great entry level add value project

9-13 Geange Street, Upper Hutt Central, Upper Hutt

SOLD

**Total
Property
Case Study**



- Affordable project
- Potential first floor residential conversion
- Holding income \$14,306 pa net + GST
- Completed potential income \$36,771 pa net + GST

Currently occupied by quality local tenants this high profile two storey retail building presents itself as a project with excellent upside.

Positioned on Geange Street, adjacent to the Countdown car park, it is prominent and sun-drenched, so it's not difficult to imagine a residential conversion to the first floor in time, with continued use as service retail on the ground floor.

With a holding income \$14,306 pa, this property is likely to be at the affordable end of the spectrum, with potential to achieve closer to \$37,000 pa once completed.

Property Details	
Retail Area	190sqm
First Floor Area	190sqm
Total Building Area	380sqm

Tenancy Details
Fully leased on varying terms returning \$14,306 pa net + GST. Full tenancy details are available on request.

Sale Summary
Marketed in Total Property Issue 3, Dominion Post, TradeMe, Prime Commercial and Bayleys. 697 internet and 54 direct enquiries. Sold under the hammer for \$142,000. Four bidders and the property received 18 bids.

Sold by

Auction

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

Sale price

\$142,000

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Out of adversity comes opportunity

18 Bunny Street, Hutt Central, Lower Hutt

SOLD

**Total
Property
Case Study**



- This opportunity is your money maker
- Strengthened to 70% of NBS
- Adjacent to Queensgate mall
- Refurbished potential net rental \$59,233 pa + GST

This small, affordable project property is next to a service lane giving it 'corner' profile, rear access and protected natural light.

Already strengthened to 70% NBS, the first floor is ripe for conversion to a two bedroom residential unit while the ground floor could suit a huge range of uses.

Presented in raw condition, this is your opportunity to make money.

Property Details

Retail Area	187sqm
First Floor Area	102sqm
Total Building Area	289sqm
Zoning	Central Commercial

Tenancy Details

For sale with vacant possession.

Sale Summary

Marketed in Total Property Issue 3, Dominion Post, TradeMe, Prime Commercial and Bayleys. 1,077 internet and 57 direct enquiries. Sold under the hammer for \$660,000. Seven bidders and the property received 92 bids.

Sold by Auction

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

Sale price
\$660,000

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 **Video** available

Smart investing here!

14-20 Meachen Street, Seaview, Lower Hutt

SOLD

**Total
Property
Case Study**



- Fully leased investment returning \$229,104 pa net + GST
- Well established long term tenant
- Two buildings, two titles being sold as one
- Solid NBS rating of 70% and 100%

A rare opportunity to secure a fantastic investment property in one of Wellington's most desirable industrial locations. This superbly maintained offering comprises two buildings on individual titles, to be sold as one, with two street frontages and rear service lane with multiple access points around the property.

Property Details

Land Area	3,461sqm
Floor Area	2,730sqm
Zoning	Special business under the Hutt City District Plan

Tenancy Details

Name of Tenant	IML Plastics Limited
Term of Lease	Six (6) years
Commencement Date	22nd March 2018
Review Date	Three (3) yearly
Rights of Renewal	Three (3) x three (3) years
Net Rental	\$229,104 pa

Sale Summary

Passive Seaview investment that attracted strong interest resulting in five tenders.

Sold by Tender

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

Sale price
\$3,200,000

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 **Video** available

Over 100 and still going strong

8 Rimu Street, Eastbourne, Lower Hutt

SOLD

**Total
Property
Case Study**



- A single level character retail building
- With garaging and rear yard
- 14.8m wide frontage to Rimu Street
- Potential net rental \$27,400 + GST per annum

First time on the market in 43 years this centenarian character building presents an abundance of opportunities for the astute investor.

Located on the north side of Rimu Street in the Eastbourne Village and close to the Rona Bay Wharf, this is the beating heart of the community.

Currently occupied by a long standing gymnasium which is well utilised by locals, the property could easily suit alternate uses.

Property Details

Building Area	110sqm
Land Area	281sqm

Tenancy Details

Name of Tenant	Fitness Systems Eastbourne Limited
Term of Lease	Monthly
Gross Rental	\$16,806 pa + GST

Sale Summary

Marketed in Total Property Issue 3, Dominion Post, TradeMe, Prime Commercial and Bayleys. 1,107 internet and 78 enquiries. Sold under the hammer for \$435,000. Four bidders and the property received 13 bids.

Sold by Auction

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

Sale price \$435,000

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The all in one investment

67 Kaiwharawhara Road, Kaiwharawhara, Wellington

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Office, warehouse and apartment, plus three car parks
- Freehold title with 100% NBS
- Net income \$50,210 + GST
- Fully leased investment with potential to occupy

Worry free investing at its best! This 100% NBS property consists of office, warehouse, apartment and three car parks.

Sold by Auction

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

Sale price
\$790,000

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Property Details

Land Area	239sqm
Floor Area	200sqm
Car Parks	Three (3)

Tenancy Details

Name of Tenant	Brien Electrical Limited
Term of Lease	Three (3) years
Commencement Date	1st April 2019
Rights of Renewal	Nil
Gross Rental	\$41,140 + GST
Name of Tenant	Image Commercial Interiors Limited
Term of Lease	One (1) year
Commencement Date	1st May 2019
Gross Rental	\$16,820 + GST

Sale Summary

National marketing campaign. Over 20 inspections from passive investors resulting in a record yield.

Cool on Cuba

26-32 Cuba Street, Te Aro, Wellington

SOLD

**Total
Property
Case Study**



- Fully leased freehold investment
- Well established tenants Kate Sylvester and award winning architects
- Contemporary retail and office format
- Net annual income \$141,000 +GST
- Three sources of cashflow

Being offered for sale for the first time since it was constructed in 2005, this unique property benefits from being in a prime location on lower Cuba Street, an area that has been revitalised in recent years and is now in strong demand. For those that are forward thinking there is also the possibility of adding another level at a later date to create your own funky inner city residence.

Property Details

Land Area	180sqm
Floor Area	223.5sqm
Zoning	Central Area

Tenancy Details

Kate Sylvester, Jerram Tocker Barron Architects. Full details are available on request. Net annual income \$141,000 + GST.

Sale Summary

The property was marketed in a Total Property campaign and received five tenders and sold to the highest unconditional bid.

Sold by

Tender

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

Sale price

\$2,557,000

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 **Video** available

The ultimate multi bet

12 Moxham Avenue, Hataitai, Wellington



- Fully leased investment opportunity
- Two apartments, two commercial units and billboard
- Future development potential
- Net income approximately \$123,000 pa + GST

Occupying a prime corner site in the bustling hub of Hataitai, this is an investment property that will appeal to all.

Reduce your risk with multiple tenants spread across the spectrum of residential and commercial. It also presents numerous opportunities for future re-development.

Property Details	
Land Area	554sqm
Commercial Area	180sqm
Residential Area	135sqm
Car Parks	Six (6) plus
Zoning	Centre

Tenancy Details
The property is fully leased with a net income of approximately \$123,000 pa + GST generated from five tenants including Burger Fuel, Royal Property Management, two residential apartments and an APN Billboard.

Sale Summary
Successful Total Property tender campaign with 13 tenders received at a yield of 5.3%.

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

Sale price
\$2,350,000

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 **Video** available

Bite sized investment

Unit 2, 162A Kendal Avenue, Burnside, Christchurch, Canterbury

SOLD

**Total
Property
Case Study**



Boundary lines are indicative only

- Spread of risk investment with two tenants over two floors
- Two new three year leases
- Total net income of \$27,040pa

Located just four minutes drive from Christchurch International Airport and a 14 minute drive from the CBD. Located next to strip retail shops and positioned in a heavily populated area where businesses thrive.

Property Details

Floor Area	102.96sqm
Car Parks	Two (2)
Zoning	Commercial Local Zone

Tenancy Details

Name of Tenant	Cabal Investigations
Term of Lease	Three (3) years
Commencement Date	1st April 2019
Rights of Renewal	One (1) of three (3) years
Net Rental	\$13,565.00 + GST and outgoings
Name of Tenant	Hazel and Cass Photography
Term of Lease	Three (3) years
Commencement Date	1st April 2019
Rights of Renewal	One (1) of three (3) years
Net Rental	\$13,475.00 + GST and outgoings

Sale Summary

Sold post auction in a multi-offer situation.

Sold by
Price by Negotiation

Sale price
\$365,000

Yield
7.41%

Source of Purchaser
Established Client

Purchaser Profile
Passive Investor

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IN ASSOCIATION WITH

