



COMMERCIAL
yield

ISSUE 6
2015

GAME ON

Building confidence ahead of 2018

Ray White[®]

▶ industrial

▶ retail

▶ office

COMMERCIAL PROPERTY MANAGEMENT



“We see our role in property management as **partnering with you** in making your investment decisions and **maximising your wealth** from investing in real estate”

Ray White Surfers Paradise Property Management is a dynamic team of professional achievers who excel through enthusiasm, determination and a commitment to delivering a superior service; surpassing clients' expectations at every opportunity.

We cover South East Queensland so call now to discuss your needs.

Contact The Commercial Team On:

P: 07 5555 8600

www.rwcgoldcoast.com.au

Level 4 'The Promenade'

18 Orchid Avenue, Surfers Paradise QLD



Gregory Bell, Director,
Ray White Commercial

As we head into 2015, the Gold Coast commercial property market continues to consolidate along with the residential market. A year ago, we were talking about the early signs of recovery led by a huge lift in tenant and buyer inquiry rates through our offices in the latter half of 2013.

The market maintained momentum throughout 2014, with office vacancies falling and more investors seeking opportunities in commercial and industrial markets.

Caution understandably prevails after what has been a tough eight years on the Gold Coast. However, a great deal of that caution is coming from continued uncertainty surrounding global economic issues rather than the fundamentals of the south-east Queensland market.

Caution is not necessarily a negative, because what we are seeing is a pretty controlled and stable growth environment on the Gold Coast which is attracting its fair share of buyers who are turning away from overheated southern markets.

The Gold Coast property market this year should benefit from a big spending program ahead of the 2018 Commonwealth Games. It's an event that has ignited investor appetite for the Gold Coast at a time when the city would have naturally been in an upward cycle anyway.

Positives so far this year have been the falling Australian dollar, which is great news for the industrial sector, the tourism market and overseas investors seeking prime assets.

There is no doubt the Gold Coast recovery has been slower than expected, but the environment has also changed for the better, including a quicker turnaround of council approvals and major initiatives such as the light rail extension and the Broadwater redevelopment driving optimism. These are laying the groundwork for a long-awaited return to prosperity.

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GAME ON



How 10 days in 2018 are lifting confidence in the Gold Coast economy, and driving opportunities for property investors

Ten days in 2018 appear to be giving surge value to the Gold Coast economy, and a much needed boost to the property sector.

Renewed interest in the development of high rise apartment projects is spilling into the commercial, retail and industrial property markets, with market analysts talking up the Commonwealth Games, and the \$2 billion budget allocated for the event, as a significant contributor to a rise in confidence across the city.

That confidence was tested in January with the first major residential property auction of the year, The Event which is hosted by Ray White Surfers Paradise. It kicked off strongly with a 60 per cent clearance rate, record sales of more than \$20 million and a near absence of mortgagee stock.

Agents and market observers say confidence is also rising in the commercial sector, and industrial properties are among the big winners of the past year.

"The Commonwealth Games is part of a suite of events that are positively contributing to investor confidence in the city," says David Ransom, president of the Gold Coast-Logan branch of the Urban Development Institute of Australia.

"Now that the Glasgow Games are done, it has really opened the way for the Gold Coast to shine."

Latest figures from the State Government show the development pipeline for the 2018 Commonwealth Games is poised for a sharp rise in the next few years, aided by a \$320 million investment in sporting venue infrastructure and the \$500 million Games Village planned for the Parklands site. These projects are expected to create 1000 and 1500 jobs respectively.

In all, the Games are expected to boost job numbers to 30,000 full-time equivalents, which many observers see as a strong driver of the Gold Coast commercial property market over the next few years.

Ransom says current conditions are no boom, but that's a positive for the Coast. He says stability in the residential property market should sustain growth in the near term, citing the lack of speculative development at this stage of the property cycle.

"What we are not seeing is speculative building at a time when we don't have a big oversupply issue," says Ransom.

"Certainly there are many development applications for big projects, but only a few are proceeding – namely Wanda Group's Jewel, Ho Bee's Rhapsody and Harry Triguboff's Sundale tower.

"Yet there are many more smaller and medium apartment projects under way, particularly in the Southport Priority Development Area. That part of the market is pretty healthy."

Ransom says this sets the Gold Coast up for a stable run up to the Commonwealth Games, while the momentum is being aided by proposals for the Broadwater marine precinct, a surge in domestic tourism thanks to a falling dollar market and the flow of Chinese capital into the city's property market.

Confidence is also being reflected in the refurbishment of Pacific Fair which is finally under way after being on the drawing board for years.

Ransom says a clear indicator of the Gold Coast economic recovery has been the steady fall in office vacancies in recent years, along with rising investor interest in the Gold Coast hotel market.

Unsolicited inquiries for two of the Gold Coast's premium hotels, Sheraton Mirage Resort and Surfers Paradise Marriott Resort, led to both being placed on the open market. Recent reports show the Gold Coast hotel market drawing interest from Europe and the US, as well as Asia.

Echo Entertainment this year is poised to start development of a new six-star hotel for Jupiters Casino which has undergone a new round of refurbishments in the face of a competitive casino environment.

Echo Entertainment Group managing director Geoff Hogg says the city needs to make the most out of its 2018 Commonwealth Games exposure.

"I am certain if the Gold Coast can properly capitalise on the Games, we can create business opportunities that will sustain our city for a generation," he says.

"We may be the country's premier tourist destination but we need to shout it from the rooftops if we want people to know it."

The hotel boom is being fed by solid tourism numbers and expectations of a doubling of annual visitor expenditure to \$7 billion over the next five years.

Gold Coast Tourism chairman Paul Donovan says this growth will be achieved through innovation and expansion.

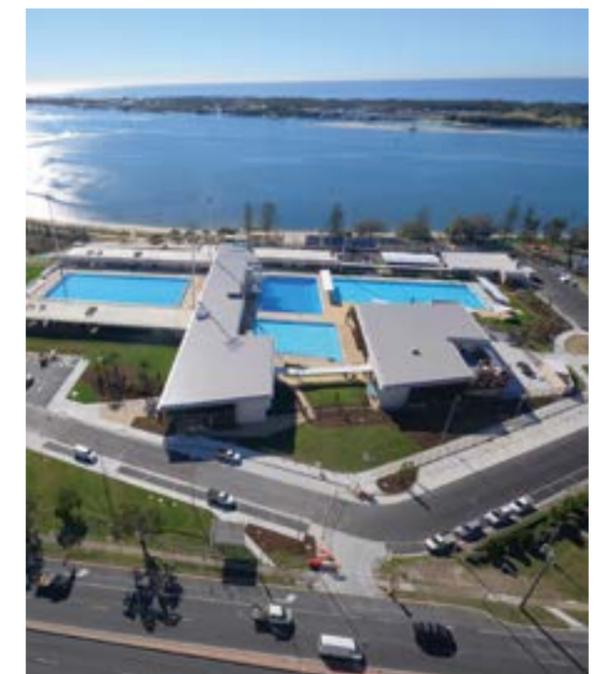
"This involves business and government working together on a comprehensive strategy to enrich the visitor experience on the Gold Coast," he says. "We need to support growth in tourism niches such as culture, outdoor and nature-based activities."

Meanwhile, Ransom says a cruise ship terminal, developed responsibly and strategically, is integral to the future of the city's tourism economy.

"If done correctly it could also serve as a base port for the east coast, therefore providing a range of other economic opportunities for re-provisioning, refueling and the like," he says.

"The clear trends in the cruise ship market are that more people are going on cruises, and the ships are getting larger. We can't afford to not be part of this growing industry.

"It is possible to responsibly build such a facility in a manner which addresses community concerns about open space, hydraulic and environmental impacts."





Outline & Location Indicative Only

Southport,
290 & 292 Ferry Road

2 Homes - Home Office & Residential Cottage

- Owner demands urgent sale - selling individually
- 292 Ferry Road – 4 bed / 2 bath home with timber floorboards throughout, entertain on the rear timber deck overlooking the magnificent pool and garden area. 4 off street car parks plus carport
- 290 Ferry Road – 113m²* office premises consists reception area, 3 private offices, large open plan area, conference room, kitchen, storage area, air-conditioning throughout and 4 off street car parks
- Every offer to be submitted, an opportunity not to be missed

Auction
Thursday 26 February 11am
Venue
Gold Coast Convention & Exhibition Centre, Broadbeach
Steven King 0417 789 599
View raywhitecommercialgoldcoast.com
ID: 1254880

Ray White Commercial Gold Coast

*approx



Upper Coomera,
87 Kriedeman Road

Overseas Vendor Is Committed To Sell

- Iconic hinterland tourist destination
- Potential for multiple income streams
- 4 bed homestead, restaurant, cellar door, manufacturing warehouse
- Situated on 15.52* acres of land
- Opportunity to further develop (STCA)
- Located only 30 mins* from Southport CBD
- Owners instructions are clear. This must be sold at or prior to auction

Auction Thursday 26 February 11am
Venue Gold Coast Convention & Exhibition Centre, Broadbeach
Brett Delmege 0408 432 687
View raywhitecommercialsouthport.com **ID** 1218874

Ray White Commercial Southport

*approx



Southport,
30604/27 Garden Street

Owners Seeking Immediate Disposal

- Ideal owner occupier office to suit SMSF buyers
- Lovely office of 93m²* on the 6th floor
- Stunning fit-out, 4 offices and a large meeting / boardroom
- Huge amounts of car parking, easy accessibility to the rapid transit system and additional secure storage
- Monthly mortgage repayments cheaper than rent

Auction Thursday 26 February 11am
Venue Gold Coast Convention & Exhibition Centre, Broadbeach
Adam Young 0424 191 252
Renee Hughes 0418 846 275
View raywhitecommercialgoldcoast.com **ID** 1234179

Ray White Commercial Gold Coast

*approx



Outline & Location Indicative Only



Southport,
5 Blake Street

Brand New Fully Leased Unit Block

- What a find. Brand new, fully leased unit block in Southport
- 5 x 4 bedroom units. Each with 2 bathrooms, double garage & large living areas
- Fully leased and returning circa \$160,000 p.a.*
- Steel frame building with high end finishes
- 1,305m²* fully fenced block with security access and intercom
- Solar hot water, water tanks and very low maintenance
- A majority of the appliances and building material is still under warranty
- Maximum depreciation available

Ray White Commercial Gold Coast

*approx

Expressions of Interest
Closing Wednesday 4 March 3pm
Adam Young 0424 191 252
raywhitecommercialgoldcoast.com
ID: 1255526

CHANGING FACE

OF SURFERS RETAIL



The strength of the Surfers Paradise retail market continues to surprise as the Gold Coast's tourism heart benefits from a resurgence of leasing interest.

Ray White Commercial retail leasing executive Ryan Chandler says there has been a "big change" in Surfers Paradise over the past year as vacancies drop and leasing incentives start to dry up.

The trend has been buoyed by another bumper holiday season for the city, with attractions such as the Q1 Skywalk gaining the lion's share of visitors.

Surfers Paradise Alliance figures show foot traffic rose strongly over the past six months – up 14.2 per cent year on year between June

and November.

In December, the traditional high period, the figures were up a more modest 4.5 per cent – although the bellwether New Year's Eve figures jumped 10 per cent to about 90,000 visitors compared to a year earlier.

Surfers Paradise Alliance CEO Mike Winlaw says the falling dollar helped boost tourist numbers during the period, along with an end to the light rail construction.

He says Surfers Paradise attractions had a 20 per cent increase in business during the holiday period compared to a year ago.

While retail remains relatively flat, restaurants and cafes reported a 9 per cent increase in turnover during

the period. The increase comes despite a rise in competition in the sector as Surfers Paradise draws new food offerings.

Chandler says Surfers Paradise has experienced a drop in retail vacancies over the past year, leading to more stabilised market conditions.

"That means landlords are getting closer to asking rentals than we have seen in recent years," he says.

"It's fair to say that Surfers Paradise is recovering after being hit pretty hard.

"We are seeing rental incentives starting to dry up, although there still are extensive rent-free periods on offer.

"If anything, I would say we are starting to see more normalised market conditions.

"This will ultimately lead to a firming of rents, and they may even start rising. But that won't happen until the end of this year, especially once some of the larger sites, such as The Mark, Surfers Paradise Hilton and Soul, start to dry up."

Chandler says the rising inquiry rate for retail space has also led landlords to focus on quality tenants.

"This is the key to filling some of the bigger spaces," he says. "Once you attract quality tenants, those that are unique and with a lot of character, many of these precincts will take off."

LURE OF A HIDDEN GEM

A major upgrade of Surfers Paradise's "hidden" waterfront is expected to lead to renewed leasing interest along the tourism hub's western fringe.

The Gold Coast City Council and the Gold Coast Waterways Authority last year released a draft plan to create a new waterfront precinct along the Nerang River, which is seen as a precursor to connecting Surfers Paradise with the proposed new cultural precinct at Evandale.

The plan, which is open to public consultation, will connect Lionel Perry Park and Appel Park through a new riverside boardwalk that will create a new destination for tourists and residents.

The proposal includes a range of new waterfront facilities, including recreational moorings, improved commercial moorings, a public swimming enclosure and family areas with playgrounds along the riverfront.

Among the first businesses to capitalise on the proposal is Felini's owner Carlo Percuoco who has leased waterfront

space that was once home to the legendary Danny's restaurant.

The waterfront proposal has been likened to Sydney's Darling Harbour, but on a much smaller scale.

"It's not of the size of Darling Harbour, but it could be to Surfers Paradise what Darling Harbour is to Sydney," says Gold Coast Waterways Authority CEO Hal Morris.

Gold Coast Waterways chairman Gary Baildon says the project will revitalise a long neglected asset in Surfers Paradise.

"The point of delivering this project is to connect the community with the river, encouraging use and enjoyment of our world class waterways while bringing new tourism opportunities and water transport options to the area," he says.

The new precinct has been allocated a \$1 million planning budget with the consultation process encouraging input from both businesses and residents.



Surfers Paradise, Gold Coast Highway

Proven Tenant, New 3 year Lease

- Gross rental \$72,000 p.a* plus GST, long lease with option
- 172m²* with sensational internal and external fit-out
- Fantastic corner exposure to Gold Coast Highway & G-Link (walk to station)
- Abundance of basement parking, part of busy Mantra Resort next to international tenant
- Established operator now with 2 Gold Coast outlets
- Landmark position between Broadbeach & Surfers Paradise, on beachside of highway

Auction

Thursday 26 February 11am

Venue

Gold Coast Convention & Exhibition Centre, Broadbeach

David Djurovitch 0411 133 307

View raywhitecommercialgoldcoast.com
ID: 1255177

Ray White Commercial Gold Coast

*approx



Southport,
Lot 25, 19 Short Street

Leafy Short Street - Exceptional Opportunity

- Boutique professional 48m²* in the centre of Southport CBD
- Recently renovated to exceptional taste
- Consists of 2 large professional offices, a workable open plan area and reception
- Only a short distance to other corporate facilities, the new G-Link light rail and shopping centres
- Two allocated car parks included
- Position and potential - do not miss this one

Sale

Luke Boulden 0401 252 920

View raywhitecommercialsouthport.com ID 1235485

Ray White Commercial Southport

*approx



Outline & Location Indicative Only

Paradise Point,
3/4 Marina Promenade

New Waterfront Retail Precinct – 6 Shops

- 60m* of absolute waterfront north views, overlooks marina berths
- Currently 1 title, offered in one line. If not sold will be offered also as 6 individual lots
- 392m²* internal area plus expansive 551m²* alfresco area
- Shop 1 leased to Choc Choco Bar, lease offers in hand on shops 3 & 4, current leasing interest also in shops 5 & 6
- Sellers circumstances require immediate sale

Auction Thursday 26 February 11am

Venue Gold Coast Convention & Exhibition Centre, Broadbeach

Steven King 0417 789 599

View raywhitecommercialgoldcoast.com ID 1250471

Ray White Commercial Gold Coast

*approx



110 Brisbane Road



Outline & Location Indicative Only



Labrador,
110 Brisbane Road

Poor Health Forces Sale

- Building area 1,438m²*
- Land area 3,517m²*
- Zoned Mixed Use commercial
- 47 car parks
- Estimated nett income \$505,000 p.a.* when fully leased

Auction

Thursday 26 February 11am

Venue

Gold Coast Convention & Exhibition Centre, Broadbeach

Martin Trautmann 0411 551 754

David Goldzweig 0414 644 287

raywhitecommercialsouthport.com

ID: 1254095

Ray White Commercial Southport

*approx



1st Level: Lots 63, 64 & 65



Street Level: Lot 27

Surfers Paradise,
Surfers Paradise Boulevard

Heart of Town - Retail / Commercial Investments, 5 & 3 Year Leases

- Fully leased investments includes 4 strata titles: Precinct 1 SPLAP
- Lot 27: new 5 year lease, rental \$50,000 p.a.* plus GST
- Lots 63,64 & 65: Existing 3 year lease, rental \$45,000 p.a.* plus GST (as at 1st May, 2015)
- Part of busy centre only steps to Cavill Avenue light rail station
- To be sold separately or as a package
- Ideal zoning with future redevelopment opportunities

Auction

Thursday 26 February 11am

Venue

Gold Coast Convention & Exhibition Centre, Broadbeach

David Djurovitch 0411 133 307

View raywhitecommercialgoldcoast.com

ID: 1255176

Ray White Commercial Gold Coast

*approx

11 DAVENPORT STREET, SOUTHPORT



A little piece of centrally positioned Chinatown went under the hammer to a private company in October amid a time of area upgrades.

The two-level freehold building consists of 146sqm of space, evenly split with 73sqm each both downstairs and upstairs.

Prior to auction, the building was leased to two

tenants on a monthly basis. The ground floor is leased to a hairdresser and the upper level to a telemarketing business.

Driven by a marketing budget of \$6701, the property sold for \$690,000. This is the equivalent of \$4726/sqm. The campaign attracted 11 enquiries in one month.

LOT 2, 138 SPENCER ROAD, NERANG



A large Nerang showroom has been leased for \$90,000 per annum plus GST and outgoings, which is a trim off the rent previously achieved for the property.

The tilt-panel showroom warehouse, just a short trip from the M1, covers 472sqm and features 12 carpark spaces.

The lease deal represents

a discounted annual rent in comparison with the previous tenant who had leased it for \$110,000.

Agents Kristoffer Sonter and Charlotte Carruthers say the discount corresponds with the trend of several other showroom warehouses recently leased, where tenants have come back 10 to 20 per cent off levels seen in more buoyant times.



Underwood,
120 Kingston Road
2 Separate Units With Unbeatable Exposure

- 93m²* commercial kitchen with cold room
- 81m²* open plan office room, air-conditioned
- Ample parking, fantastic signage
- Motivated lessor, incentives, present all offers

Expressions of Interest - Lease
Closing Friday 27 February 4pm

Shaun Robinson 0403 416 419
View raywhiteindustrialm1north.com **ID** 1255967
Ray White Industrial M1 North

*approx



Southport,
110 Minnie Street
Entry Level Freestanding Building - Must Go

- 577m²* land area, 175m²* building
- Zoned 'Trades Precinct'; development and renovation upside
- Abundance of parking; easy car and truck access
- Elevated block allows cool breeze from the Broadwater
- Location is fringe CBD; easy to find in well known street
- Central quick access to the M1 Motorway and CBD
- Vendor has asked to submit all offers

Auction Thursday 26 February 11am
Venue Gold Coast Convention & Exhibition Centre, Broadbeach
Kristoffer Sonter 0410 082 283
View raywhitecommercialsouthport.com **ID** 1250775

Ray White Commercial Southport

*approx

Molendinar, dubbed the Paradise Waters of the Gold Coast industrial market, is living up to its name with strong demand lifting activity in the area this past year.

Ray White Industrial Gold Coast team leader Steve Macgregor says the central Gold Coast industrial market is being dominated by owner-occupiers in the wake of buoyant business conditions, and this is starting to be reflected in tightening yields.

"I haven't come across too many people who have been struggling in the industrial sector over the past 12 months," says Macgregor.

"Most have been enjoying steady growth and this has helped lift industrial sales across the board.

"The lower Aussie dollar is also driving activity in manufacturing, particularly among the smaller firms who appear to be experiencing better times.

"What we've seen is more manufacturers jumping in and upgrading from smaller properties to large properties. The stable interest rate environment is also helping drive this trend."

Macgregor, who operates from Burleigh Heads through to Nerang and Upper Coomera, says activity has been solid in Molendinar.

"There's been a real lack of quality stock in the area and we're finding that good properties are being snapped up very quickly as they come on to the market. There are a few investor

sales, but it's definitely an owner-occupier market at the moment."

Macgregor says demand has pushed returns back to around 8 per cent, although there have been some sales below that level.

"Because most of the sales are to owner-occupiers, prices per square metre have been more noticeable than yields," he says.

"We're now getting back to around \$1400 to \$1700/sqm for good properties, while some of the new ones are higher than that."

Macgregor says prices are up from around \$1200 to \$1500/sqm a few years ago.

"Molendinar, or Ernest Junction as it was previously

known, is one of the oldest industrial areas on the Gold Coast. Its popularity is aided by its proximity to Southport and Surfers Paradise, which is why a couple of my clients call it the Paradise Waters of industrial market."

Macgregor says he has seen solid inquiries from buyers for industrial properties from Burleigh to Coomera.

"There have been a couple of new strata complexes going up recently – one in Molendinar and another in Arundel area – and they've sold pretty quickly."

Among recent sales in the area is 38 Activity Crescent, on a 6000sqm site, which sold for \$2.025 million. A smaller industrial unit at Resources Court sold prior to Christmas for \$445,000.



Maryborough,
277-281 Adelaide Street

Owner Liquidates Commercial Investment

- 1,954m² two storey building on 1,651m² site
- 95% leased including long term blue chip tenants Telstra and Curves
- Central CBD position opposite Woolworths with surrounding retail and commercial business
- Well maintained, recently refurbished with state-of-the-art solar air-conditioning
- Plenty of undercover car parking
- \$300k p.a* nett income
- Owners instructions are clear - this will be sold

Sale
\$2.995 million (negotiable)
Greg Bell 0414 380 555
View raywhitecommercialgoldcoast.com
ID: 1189366

Ray White Commercial Gold Coast

*approx



Loganholme,
4053 Pacific Highway

Perfectly Positioned For Your Business

- Current long term owner occupier is relocating the business
- 332m²* air conditioned office / showroom including a small workshop area
- Situated on 607m²* of land zoned "local retail" fronting the M1 Motorway
- Ideal for a wide range of commercial or retail businesses
- Fantastic signage exposure for your business 24/7 to passing traffic
- Male and female toilet amenities and kitchenette sink area
- Motivated seller will consider all written offers prior to auction

Auction
Thursday 26 February 11am
Venue
Gold Coast Convention & Exhibition Centre, Broadbeach
Clem Aynsley 0404 804 123
View raywhiteindustrialm1north.com
ID: 1254936

Ray White Industrial M1 North

*approx



Nerang,
10 Spencer Road

Rare Gold Coast Opportunity - Large Land Holding With Income

- Large corner land parcel of 6,985m²*
- 2 existing showroom and industrial buildings - 2,405m²*
- Front building faces Spencer Road and M1 Motorway - currently vacant
- Rear building faces Brendan Drive, with rear lane access - tenanted
- Large pylon sign to M1 Motorway, visible north and south bound
- Huge amounts of parking and hardstand - estimated up to 50 cars
- A Grade investment opportunity - potential annual income \$350,000* - \$400,000*
- Ideal future development site STCA

Expressions of Interest
Closing Wednesday 4 March 12pm
Adam Young 0424 191 252
Darren Jones 0402 188 648
raywhitecommercialgoldcoast.com
ID: 1251773

Ray White Commercial Gold Coast

*approx



Outline & Location Indicative Only

Molendinar,
24-26 Barnett Place

Receivers Appointed Sale

- 5,352m²* site over two lots
- 941m²* building
- Zoned General Industry
- Occupy, develop or landbank
- Sold as is where is
- Lots 83 and 84 on RP899501

Ray White Industrial Gold Coast

*approx



Outline & Location Indicative Only

Ormeau Hills,
Lots 14-18 Tillyroen Road

Receivers Appointed Sale

- 7,022m²* over 5 titles
- Occupy or invest today
- Sold as is where is
- Lots 14-18 on RP15895

Ray White Industrial M1 North

*approx

pwc Under instructions from Darryl Kirk and Derrick Vickers of PwC as Receivers and Managers

Auction
Thursday 26 February 11am
Venue
Gold Coast Convention & Exhibition Centre, Broadbeach
Steve Macgregor 0410 679 664
Lisa Dunne 0420 208 891
View raywhiteindustrialgoldcoast.com
ID: 1252625

pwc Under instructions from Darryl Kirk and Derrick Vickers of PwC as Receivers and Managers

Auction
Thursday 26 February 11am
Venue
Gold Coast Convention & Exhibition Centre, Broadbeach
Lisa Dunne 0420 208 891
Steve Macgregor 0410 679 664
View raywhiteindustrialm1north.com
ID: 1252687

Auctions

Thursday 26 February 11am, at the Gold Coast Convention & Exhibition Centre, Broadbeach



Burleigh Heads,
3 & 9/2 Calabro Way

Seller Purchased Elsewhere

- Unit 3: 204m²* Unit 9: 209m²*
- Industry 1 with straight line truck access
- Adjoining units (back to back) 413m²* combined
- Tenanted investment or would also be ideal for end users

Auction
Adam Young 0424 191 252
raywhitecommercialgoldcoast.com ID: 1001412



Molendinar,
1/32 Export Drive

Circumstances Require Urgent Sale

- Being sold as vacant possession
- Tightly held secure gated complex of 6
- Unit 1 - high visibility to road for signage
- 112m²* ground with 50m²* mezzanine
- Offers accepted prior to auction

Auction
John Kyriazis 0404 155 984
raywhitecommercialgoldcoast.com ID: 1253298



Upper Coomera,
21/2 Kohl Street

Interstate Owner Quits Investment

- 192m²* warehouse with exclusive use rear yard
- Zoned Industry 2
- Currently leased on a periodic monthly tenancy
- Located in the growth corridor of Upper Coomera
- Easy access to the M1 Motorway

Auction
Lachlan Marshall 0426 259 799
raywhiteindustrialgoldcoast.com ID: 1247250



Biggera Waters,
50/215 Brisbane Road

Vendor Orders Immediate Disposal

- 192m²* warehouse with additional mezzanine
- Zoned Industry 1
- Own amenities including shower
- Central location in the heart of Biggera Waters
- Easy access to Brisbane Road and facilities

Auction
Steve Macgregor 0410 679 664
raywhiteindustrialgoldcoast.com ID: 1247184



Southport,
12/3 Jackman Street

Invest Or Occupy

- Central Southport industrial
- Well presented 221m²*
- Tenanted or vacant possession
- Small rear storage yard
- Front and rear roller doors

Auction
Adam Young 0424 191 252
raywhitecommercialgoldcoast.com ID: 1253543



Molendinar,
8/15 Reichert Drive

Minimising Assets - Motivated Seller

- 207m²* warehouse with additional mezzanine
- Zoned Industry 1, great access
- Central location in the heart of Molendinar
- Easy access to Smith Street and M1 Motorway
- Under instructions to clear

Auction
Steve Macgregor 0410 679 664
raywhiteindustrialgoldcoast.com ID: 1232509



Coolangatta (Kirra),
4 Haig Street

Entire Apartment Complex

- 8 units: 6 x 2 bed, 1 x 2 bed + study & 1 x 3 bed
- \$85,358* 2014 income with potential to improve
- Land area 673m²*, multi-level high-rise precinct
- Kirra almost beachfront

On-Site Auction Saturday 28 February 11am
Steven King 0417 789 599
raywhitecommercialgoldcoast.com ID: 1253276



Molendinar,
1/20 Energy Crescent

Retired Vendors Committed To Sell

- Front unit with exclusive rear yard
- 202m²* warehouse with additional mezzanine
- Zoned Industry 1
- Central location in the heart of Molendinar
- Easy access to Smith Street and M1 Motorway

Auction
Steve Macgregor 0410 679 664
raywhiteindustrialgoldcoast.com ID: 1247249



Robina,
Suite 5 (Lot 13), 137 Scottsdale Drive

Portfolio Off-load - Must Sell

- Situated in the growth area of Robina
- Internal lettable area 84m²*
- Tenanted tenancy remain on current lease is 4.5 years + 5 years option
- Do not miss out

Auction
Moto Waters 0414 760 682
raywhitecommercialgoldcoast.com ID: 1256175

*approx

NEW VIBE AT MERCATO



Kebabs and a high-end hair salon.

Leasing agent Luke Boulden, of Ray White Commercial, says the landlord has positioned Mercato on Ferry to capitalise on its CBD location, just 450 metres from a light rail station on Nerang Road.

"The idea is to develop a strong tenant mix that benefits current and future tenants," says Boulden.

"We're currently in talks with health and lifestyle related businesses, providing services such as circuit training, yoga and pilates."

Boulden says he is also targeting trendy retailers, tapas bar and restaurant

operator, a grocer and food outlets such as a bakery, deli and butcher to create a one-stop lifestyle centre.

"Competitive rates are available and the landlord is willing to look at all reasonable offers."

Mercato on Ferry is subject to a development application for a proposed high rise, but Boulden says the landlord walks "hand in hand with the tenant through the process of DA, fit-outs, council approvals and licences".

"They manage all aspects of the centre to reduce costs and keep outgoings as low as possible. The landlord believes the tenant's success is the centres success."

Fresh from a much-needed refurbishment, Mercato on Ferry is searching for the right mix of tenants to transform the high-profile centre into a CBD market-style hub.

The property, located on the corner of Ferry Road and Meron Street, has a range of tenancies available from 42sqm to 1002sqm.

National tenants currently include Plus Fitness 24/7 gymnasium, Australian Sports Nutrition, Sushi Train and Ultratune, plus the College for Law Education and Training, Raw Energy and Raw Espresso health food cafe, Furbilicious



FIVE MINUTES WITH *David Djurovitch*

I've worked in Commercial and Industrial real estate since ... 1999.

The highlight of my career so far was ... the sale of a Woolworths shopping centre and adjoining hotel which included the negotiation of the purchaser taking over the building contract.

I love my job because ...

I play a key role in the negotiation with buyers and sellers in one of their most substantial transactions that they will ever be involved in.

The hottest spot to invest right now is ...

traditional Gold Coast CBD locations such as Surfers Paradise, Broadbeach Main Beach, Bundall and Southport - should I mention the whole Gold Coast as we are now becoming a major city!

The most important thing I've learnt about the industry is ...

respect everyone, keep it honest and treat every listing as if it was your very own property.

I'm inspired by ...

self-made, hard-working individuals.

My favourite thing about the Gold Coast is...

the Broadwater, our boating playground, the beach and its magnificent sand, the Hinterland, our AFL team, our weather and the lifestyle that this all brings.

But if I could be anywhere else in the world...

the Amalfi Coast in Italy, in particular a small town called Positano with a magnificent atmosphere and unbelievable food.

I couldn't live without ...

my wife and three children.

Leasing Suburb

| Annual | Rental Type | Area |
|--------|--------------------|-------|
| 70000 | Factory | 1000 |
| 22000 | Office/other | 110 |
| 12000 | Office | 90 |
| 13200 | Office | 90 |
| 20800 | Office | 120 |
| 12600 | Office | 68 |
| 60000 | Factory | 600 |
| 14910 | | 75 |
| 42048 | | 409 |
| 36400 | Office/Factory | 380 |
| 21500 | Retail | 43 |
| 17250 | Office | 57 |
| 21120 | Factory | 146 |
| 14181 | Factory | 115 |
| 42000 | | 426 |
| 30000 | Factory | 300 |
| 45820 | Retail | 58 |
| 30600 | Warehouse | 226 |
| 28600 | Industrial | 220 |
| 9140 | Industrial | 112 |
| 27600 | Industrial | 340 |
| 13440 | Office | 32 |
| 60000 | Showroom/Warehouse | 311.4 |
| 32000 | | 200 |
| 25000 | Office | 140 |
| 54000 | Factory | 480 |
| 21600 | Factory | 186 |
| 10319 | Factory | 202 |
| 15340 | Factory | 122 |
| 12000 | Factory | 100 |
| 16000 | Office | 30 |
| 50400 | Office/Factory | 700 |
| 18000 | Factory | 191 |
| 82200 | Factory | 585 |
| 12399 | Office | 53 |
| 37620 | Retail/Showroom | 245 |
| 23400 | | 165 |
| 32200 | Factory | 322 |
| 10885 | Office | 27 |
| 7540 | Office | 50 |
| 144000 | Factory | 1500 |
| 20800 | Factory | 288.5 |
| 40000 | Office | 160 |
| 37500 | Retail | 60 |
| 53640 | Office | 298 |

Leasing Suburb

| Annual | Rental Type | Area |
|--------|-------------|--------|
| 25000 | Office | 300 |
| 118000 | Office | 82 |
| 27000 | Office | 150 |
| 13000 | | 80 |
| 50000 | | 212 |
| 20600 | Office | 103 |
| 7200 | | 84 |
| 26000 | Retail | 100 |
| 20000 | Office | 135 |
| 30000 | | 381 |
| 14500 | | 50 |
| 22000 | | 41.5 |
| 17680 | Office | 51 |
| 18600 | Factory | 155 |
| 19240 | Factory | 198 |
| 42300 | Factory | 573 |
| 30000 | | 105 |
| 36000 | Office | 106.9 |
| 45000 | Retail | 52 |
| 44000 | | 46 |
| 115000 | | 5750 |
| 73200 | Factory | 468 |
| 35600 | Factory | 356 |
| 21400 | Factory | 214 |
| 30600 | Industrial | 255 |
| 100000 | | 55 |
| 40000 | | 61 |
| 60500 | Office | 410 |
| 33650 | Office | 146 |
| 53440 | | 167 |
| 66560 | | 208 |
| 34650 | | 3000 |
| 80920 | Factory | 952 |
| 102000 | Showroom | 563 |
| 45600 | Showroom | 315 |
| 15300 | Office | 71 |
| 172132 | | 1871 |
| 25960 | | 236 |
| 11655 | Factory | 111 |
| 27987 | | 200 |
| 16461 | Factory | 111 |
| 22727 | Office | 144 |
| 35000 | | 332.04 |
| 10000 | Factory | 86 |
| 15300 | Factory | 122.86 |
| 27540 | Factory | 306 |

Sales

| Suburb | Date | Price | Type | Area | Suburb | Date | Price | Type | Area |
|---------------|------------|-----------|------------|--------|------------------|------------|---------|------------|------|
| Arundel | 15/10/2014 | 1022600 | Land | 4787 | Robina | 2/09/2014 | 772500 | Office | 100 |
| Arundel | 15/10/2014 | 1124630 | Land | 4595 | Southport | 5/09/2014 | 2335000 | Office | 450 |
| Arundel | 15/10/2014 | 713730 | Land | 2401 | Southport | 23/10/2014 | 1600000 | Retail | 687 |
| Arundel | 1/09/2014 | 570000 | Industrial | 327 | Southport | 8/09/2014 | 220000 | Office | 96 |
| Ashmore | 13/11/2014 | 185000 | Industrial | 135 | Southport | 7/10/2014 | 219000 | Medical | 75 |
| Buccan | 28/08/2014 | 1514234.9 | Land | 280000 | Southport | 20/10/2014 | 170000 | Office | 72 |
| Eagleby | 15/09/2014 | 605000 | Retail | 343 | Southport | 3/11/2014 | 106000 | Industrial | 92 |
| Helensvale | 22/09/2014 | 330000 | Industrial | 139.9 | Southport | 7/10/2014 | 1425000 | Retail | 260 |
| Labrador | 1/09/2014 | 1450000 | Showroom | 480 | Southport | 27/10/2014 | 1150000 | Showroom | 1332 |
| Labrador | 29/10/2014 | 655000 | Retail | 108 | Southport | 12/11/2014 | 690000 | Retail | 146 |
| Mermaid Beach | 27/11/2014 | 1700000 | Retail | 100 | Southport | 1/09/2014 | 700000 | Retail | 146 |
| Molendinar | 15/09/2014 | 243000 | Industrial | 161 | Southport | 13/11/2014 | 1600000 | Retail | 580 |
| Molendinar | 23/10/2014 | 457000 | Industrial | 291 | Southport | 10/10/2014 | 230000 | Office | 91 |
| Molendinar | 28/10/2014 | 301000 | Industrial | 195 | Staplyton | 20/11/2014 | 215000 | Industrial | 113 |
| Molendinar | 10/11/2014 | 165000 | Industrial | 113 | Surfers Paradise | 4/11/2014 | 1950000 | Office | 372 |
| Molendinar | 26/11/2014 | 230000 | Industrial | 132 | Surfers Paradise | 15/09/2014 | 600000 | Office | 162 |
| Mudgeeraba | 24/09/2014 | 347000 | Industrial | 194 | Surfers Paradise | 24/09/2014 | 850000 | Retail | 424 |
| Nerang | 14/10/2014 | 1000000 | Land | 16160 | Surfers Paradise | 8/10/2014 | 1310000 | Retail | 405 |
| Nerang | 7/11/2014 | 880000 | Industrial | 862 | Upper Coomera | 3/11/2014 | 340000 | Industrial | 213 |
| Ormeau | 13/10/2014 | 290000 | Industrial | 167 | Yatala | 9/09/2014 | 235000 | Industrial | 244 |
| Ormeau | 15/10/2014 | 300000 | Industrial | 248 | Yatala | 1/09/2014 | 260000 | Industrial | 145 |
| Ormeau | 22/10/2014 | 205000 | Industrial | 185 | Yatala | 18/11/2014 | 384200 | Industrial | 283 |

Call Us Anytime

Our consultants are available seven days a week.
If you'd like to discuss your requirements, or if we can provide you with more information, please don't hesitate to get in touch with us.

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