

# NAI HARCOURTS MARKET LEADER.

Bringing you the latest news, fact and figures from the world of commercial real estate.

Welcome to our second quarterly NAI Market Leader newsletter for 2015.

We have continued to expand our commercial presence over the last three months, with two new NAI locations opening in South Australia with NAI Harcourts Sheppard Property and NAI Harcourts Wine Coast. There are a lot of opportunities out there at present, and we have several new locations in the pipeline.

With the Reserve Bank of Australia choosing to lower the cash rate again in May, investor confidence has been on the rise in the residential space, and we have seen an increase in commercial property sales also across most major cities in Australia.

Across NAI Harcourts Australia, written sales value for the year to date was up 56% as of May 2015, with written volume also up 58.5%, which is a terrific result and reflects the increase in buyer confidence we've seen of late.

The next quarter looks to be a busy one!

Richard Laery  
CEO, NAI Harcourts Australasia



## COMMERCIAL PROPERTY OUTLOOK: SPOTLIGHT ON TASMANIA

The recent weeks have seen a consistent enquiry rate across leasing with the northern Tasmanian market showing signs of recovery in both office and retail with the southern market still dominating in industrial.

Tenanted properties are selling quickly and with returns tracking between 8-10% depending on the location, tenancy mix and length of leases. Business enquiry is the lowest it has been for four years, but the number of businesses for sale continues to increase.



## NATIONAL AUCTION CLEARANCE RATES FOR COMMERCIAL PROPERTY

Over the week ending 29 May 2015, the initial auction clearance rate was at 55.3% across 38 auctions, down from 61.8% the previous week, when 68 commercial auction results were reported. One year ago, the auction clearance rate was tracking at a similar level, recorded at 59.1% when there were 88 auctions held over the week.

Over the four weeks ending 29 May 2015, there were 224 commercial properties taken to auction nationally, with 142 reported sales, resulting in a 63.4% success rate over the period. Of the 142 sales, 98 have been reported with a sale price, totalling \$220.41m.

CORELOGIC RP DATA



## WELCOME TO NAI HARCOURTS WINE COAST

Director and sales manager, Sandy Mount has joined the NAI network, adding commercial services to his new Harcourts Wine Coast office in McLaren Vale, South Australia. The team also specialise in residential sales and property management, with Director Andrew Kitchen leading the property management side of the business.

## THINK GLOBALLY, LEAD LOCALLY

NAI HARCOURTS OFFERS THE POWERFUL COMBINATION OF A TALENTED AUSTRALASIAN REAL ESTATE TEAM IN HARCOURTS INTERNATIONAL WITH THE CONNECTIVITY OF NAI GLOBAL TO BETTER MEET THE NEEDS OF THE INDIVIDUALS AND ORGANISATIONS WE WORK FOR LOCALLY, NATIONALLY AND GLOBALLY.

FOR MORE INFO, CONTACT OUR TEAM TODAY  
[WWW.NAIHARCOURTS.COM](http://WWW.NAIHARCOURTS.COM)



# NAI HARCOURTS COMMERCIAL PROPERTY SPECIALIST, PHIL GRANT TAKES OUT TOP SPOT

NAI Harcourts commercial property specialist, Phil Grant has been named the top commercial agent in Australia at Harcourts Annual Awards held at Jupiters on Queensland's Gold Coast on 27 May.

The win also comes following Mr Grant's recent win as the top commercial agent in Queensland, at the Harcourts Queensland Annual Awards held at The Brisbane Convention and Exhibition Centre at South Bank.

Mr Grant has been in the industry for over 10 years, predominantly selling real estate in the North Brisbane area.

In the past two years, Mr Grant has received

several awards, including top two commercial agent for NAI Harcourts in 2014 as well as his recent wins.

Mr Grant says he believes a lot of his success in commercial real estate comes down to hard work and maintaining strong relationships with his network of clients.

Mr Grant says the demand for commercial and industrial property has seen an improvement in the first two quarters of this year, with take up of secondary stock kicking off a number of speculative builds and receiving more interest from some of the larger organisations.



# NAI HARCOURTS COMMERCIAL PROPERTY SPECIALIST, SAM FAZIO SELLS SOUGHT-AFTER, HISTORIC FREMANTLE PROPERTY

A historic retail and commercial space on the fringe of the City of Fremantle, Western Australia has sold in just eight weeks, with plenty of buyer competition.

The site, marketed by NAI Harcourts commercial specialist, Sam Fazio, houses eight commercial shops with two residential homes to the rear of the property.

The site sold within the asking price range of \$3 million and \$3.5 million, with Mr Fazio commenting there was plenty of buyer interest.

"We had about four clearly committed buyers and an enormous amount of enquiry," says Mr Fazio.

The site, set on 1740 square meters has been in the possession of the same owner since 1949.

There are currently eight commercial tenants in place with the property earning a yield of 6.4%.

"The local market on the city fringe of Fremantle is very vibrant with small, boutique properties like this one very popular", says Mr Fazio.



# LOOKING TO INVEST IN NEW ZEALAND?

NAI Harcourts Key Assets magazine is now available. Key Assets features commercial, industrial and retail properties, as well as businesses for sale and properties for lease throughout New Zealand.

Talk to your NAI Harcourts sales consultant if you would like to learn more about the portfolio and to pick-up your copy.

