

Market Appraisal



76 Industry Drive
Tweed Heads South, NSW, 2486

Prepared by
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Property Overview

76 Industry Drive is a freestanding industrial complex of 2 units on 1,822m² of land in a B5 Business Development zoning in the heart of the Tweed South Industrial Estate

The complex has a net lettable area of approx. 1,076m² with excellent street frontage and 2 street access

The units are fully tenanted to two tenants with unit 1 being a licenced adult entertainment site and unit 2 being a warehouse / showroom for skateboards and accessories

The current income is approx. \$163,307.32pa

Real Property Description

Location	76 Industry Dr, Tweed Heads South NSW 2486
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RPD	Lot 4 on DP800252
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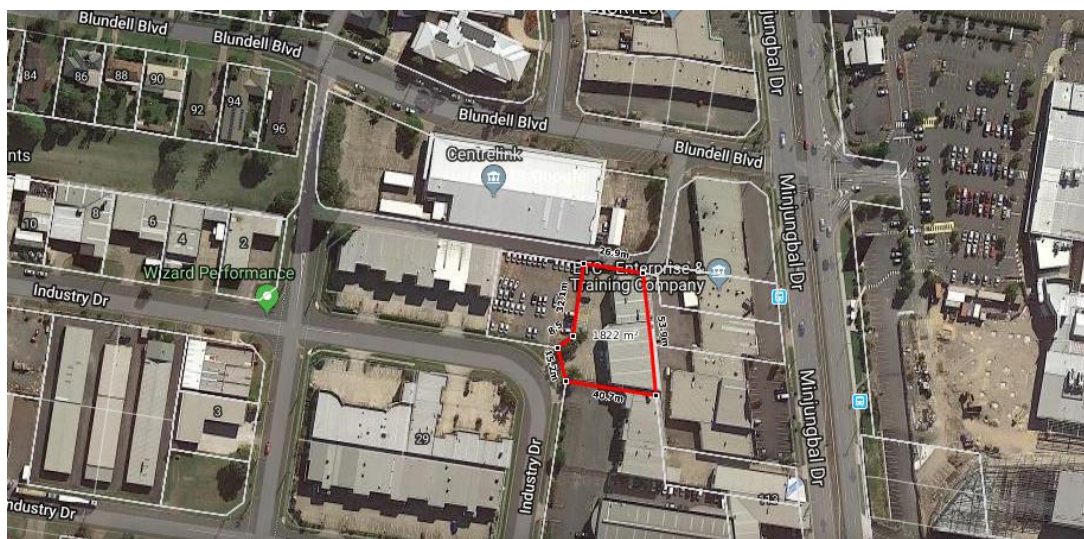
Land Area	1,822m ²
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Building Area	1,076m ² approx
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Land Use	B5 Business Development
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UCV	\$750,000 as at 01/07/2018
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Income	\$163,307.32 pa plus GST plus outgoings
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Recent Sales in Area

Property	Date	Price	Details	\$PSM
34 Industry Dr	Under Contract	\$1,125,000	520m2 freestanding	\$2,160
21 Machinery Dr	Under Contract	\$1,275,000	700m2 freestanding	\$1,820
8/6 Enterprise Ave	Under Contract	\$450,000	181m2 strata unit	\$2,480
1/6 Enterprise	Under Contract	\$680,000	425m2 strata unit	\$1,600
20 Industry Drive	11/2018	\$1,200,000	620m2 freestanding	\$1,935
32 Industry Drive	02/2019	\$1,450,000	520m2 freestanding	\$2,790
2B/18 Machinery Dr	05/2018	\$320,000	170m2 strata unit	\$1,880
9/25 Ourimbah Rd	01/2018	\$400,000	205m2 strata unit	\$1,950
15/23 Enterprise Ave	05/2018	\$885,000	523m2 strata unit	\$1,700
30/4 Tierney Pl	01/2018	\$440,000	226m2 strata unit	\$1,865
32/4 Tierney Pl	01/2018	\$340,000	145m2 strata unit	\$2,350
33/4 Tierney Pl	01/2018	\$335,000	135m2 strata unit	\$2,480
4/39 Corporation	04/2018	\$400,000	171m2 strata unit	\$2,400
5/43 Corporation	09/2018	\$420,000	193m2 tenanted	\$2,175
5/25 Machinery Drive	09/2018	\$315,000	160m2 strata unit	\$1,970
6/25 Machinery Drive	09/2018	\$315,000	160m2 strata unit	\$1,970

Sale Appraisal – Tenanted Investment

Net Income	Price Range	Yield
\$163,307 pa (approx.)	\$2,300,000 - \$2,500,000	6.5% - 7%

The above rates are based on a yield return to an investor based on true net income

Conclusion

The property is very well presented and multi tenanted investments are strongly sought by investors, with yields having dropped over the past couple of years due to lower finance costs and lack of supply.

I believe the property will sell for the higher end of the range but have been cautious as the lease on unit 1 is relatively short.

I would go to market with an offers to purchase campaign without a price to see what we can achieve in price rather than capping the sale price with a listed price.

We would market the site through our local and international tenanted database and am certain we would find a suitable buyer in a short time frame

Any questions or comments please let me know

Disclaimer

JSH Commercial Pty Ltd trading as Ray White Commercial "the agent" has prepared this report as a means of adopting a starting point for an organised strategy for the sales strategy of this property. It is not a valuation or intended to be relied upon by any person as such (including in support of any financing application), and if professional valuation expertise is desired we should be instructed accordingly.

Of necessity, all marketing strategies involve strong elements of intuition and prediction and must be fluid and responsive to a variety of factors including:

- Economic cycling
- Financial market and borrowing cost fluctuations
- Demographic changes
- Alteration in public tastes and styles of stock for which demand is sustainable
- Oversupply of stock in region or market layer
- Impact of alteration of planning or other laws
- Competing / similar properties in the vicinity of the site
- Seasonal trends
- Delays in realisation due to (eg) building disputes
- Volatility of building costs.

"The Agent" reserves the right to revise any strategy at any time based on the need to meet market factors and expectations.

Methods of marketing are suggested to maximise impact in accordance with the marketing budget you have set. No guarantee or warranty is given that any, or any combination, of strategies will produce a given result or level of result and all marketing fees and outlays should be treated as risk capital.

Prospective purchasers are strongly advised to make their own enquiries as to whether any listing price is inclusive or exclusive of GST

Information and figures contained in this report have been obtained from various sources as noted throughout the report. We have not independently checked and verified any of the information we merely pass it on for your reference. We make no comment on and give no warranty as to the accuracy of the information contained in this report which does not constitute all or any part of any offer or contract. Zoning and land area details are as provided by RP Data and are subject to confirmation.

This marketing submission is provided as a preliminary opinion only. It does not represent a formal valuation and should not be relied upon or treated as such.

We advise that "the Agent" is not a Registered Valuer and strongly recommend you seek professional advice from a Registered Valuer.

We reserve the right to revise this submission subject to further investigation and assessment.

In accordance with Company policy this document has been prepared for the use only of the party for whom it has been prepared as stated in this document and we accept no responsibility or liability to any other party who might use or rely upon this report in whole or part of its contents.



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