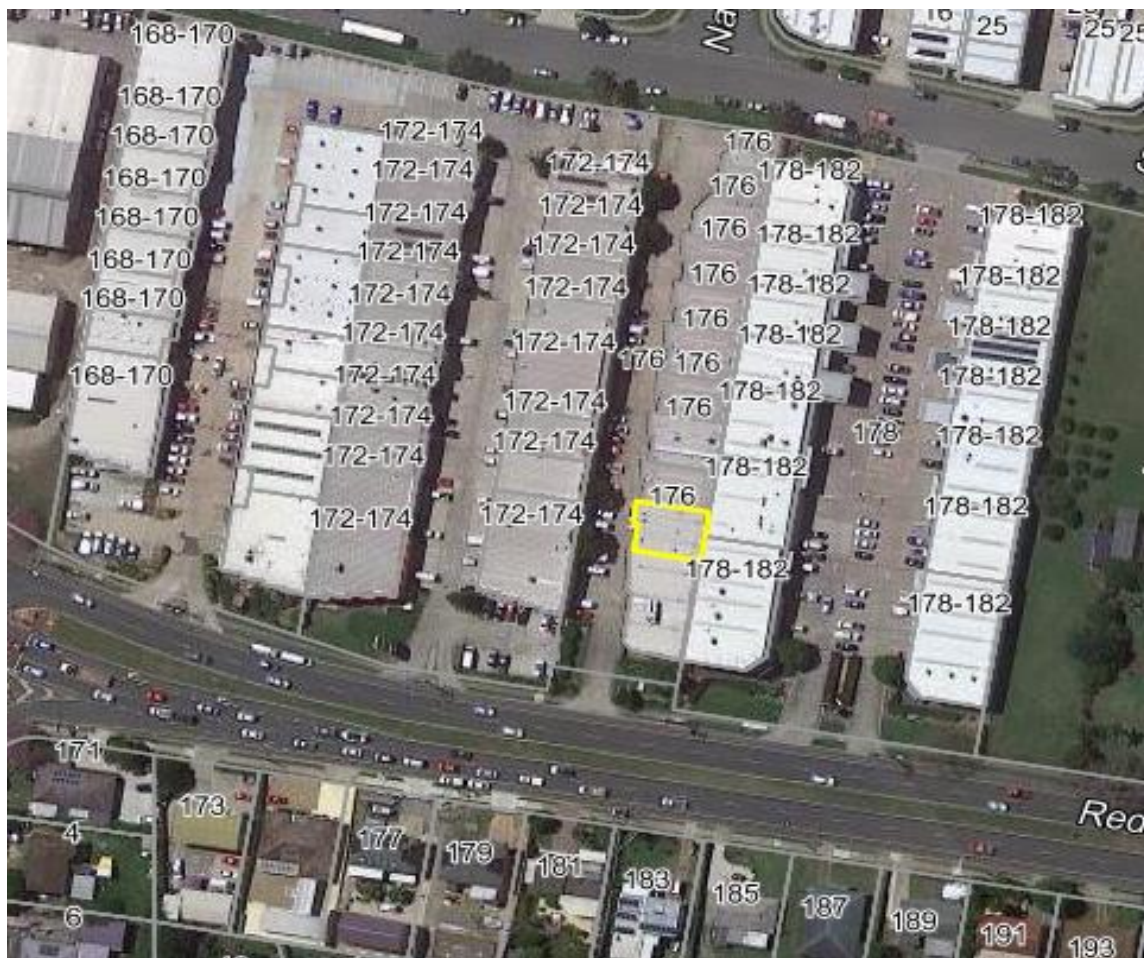


# **CRANE & COMPANY VALUERS PTY LTD**

## **VALUATION REPORT OF**

**LOT 2  
G JAMES CTS  
176 REDLAND BAY ROAD  
CAPALABA  
QLD**



**DATE:** 9 August 2022

**CLIENT:** A M Venn

**VALUER:** Chris Beattie, AAPI  
Certified Practising Valuer QRV 2179  
AAPI Certified Practising Valuer

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## **VALUATION REPORT**

**CLIENT:**

A M Venn

**DATE OF VALUATION:**

9 August 2022

**PREPARED BY:**

Chris Beattie, AAPI, QRV 2179

**PURPOSE:**

I refer to verbal instructions received from Mark Venn, as owner, to assess the Current Fair Market Value and Current Market Rental Value of the industrial use property situated at **Lot 2, 176 Redland Bay Road, Capalaba, Qld** for asset purposes.

**MARKET VALUE DEFINITION:**

The estimated amount for which an asset should exchange on the date of valuation, between a willing buyer and a willing seller, in an arm's length transaction, after proper marketing where the parties had each acted knowledgeably, prudently and without compulsion.

**VALUATION SUMMARY:**

Address	Lot 2, 176 Redland Bay Road, Capalaba, Qld
Building area	190 square metres
Date of Valuation	9 August 2022
Current Market Value	<b>\$510,000</b>
Current Market Rental	<b>\$41,680 gross per annum</b>

The property has been inspected and I submit the following valuation report as follows:-

**LEGAL DETAILS:****Registered Proprietors:**

The property is currently in the ownership of Tara Venn and Anthony Mark Venn according to RP Data property ownership searches.

**Title Details:**

The freehold land is described as being Lot 2 on Survey Plan 134605, County of Stanley, Parish of Capalaba.

A full title search has not been undertaken and I have therefore not perused the original Crown Grant documentation.

I have assumed that there are no further easements or encumbrances, other than those noted below, which may affect market value.

However, in the event that a comprehensive title search is undertaken which reveals further easements or encumbrances, I should be consulted to reassess any effect on the value stated herein.

I have disregarded the presence of any mortgage or other financial liens pertaining to the property.

**Property identification:**

I was unable to locate all of the survey pegs of this property, but have further identified this property by reference to the Survey Plan, aerial photographs and local council maps.

**Tenure:**

Freehold.

**Encumbrances/Restrictions:**

There is an easement inside the rear northern boundary of the parent property where this boundary adjoins Steel Street.

This would appear to be for drainage purposes.

It is not uncommon and is not considered to be unduly onerous to my assessments in this instance.

**Local Government Area:**

Redland City Council.

**Unimproved Capital Value:**

The freehold property at 176 Redland Bay Road as an unimproved land valuation of \$1,450,000 effective 30 June 2022 for rating and land tax purposes.

Individual assessments are not provided, however I note from the Redland City Council Rates Notice that Lot 2 has an unimproved land value of \$135,000.

**Check Survey:**

None evident, however more formal searches were not undertaken.

**LAND:****Dimensions and Area:**

The freehold land at 176 Redland Bay Road comprises of a generally regular rectangular shaped front lot having an area of 3,881 square metres.

The site has been developed with ten (10) industrial units of varying sizes that are located along the right or eastern side boundary, with driveway access and parking to the left side.

Lot 2 is located closer to Redland Bay Road and has an exclusive use land area and site coverage of 190 square metres.

**Topography:**

The freehold land is located on the northern side of Redland Bay Road and has a natural and gentle fall below the road from front to rear.

The rear boundary adjoins Steel Street, however no access has been formed to this frontage.

There has been no recorded evidence of flooding to this property that I am aware of and the elevation of the site is well above local waterways.

**Zoning and Planning:**

Under the current Redland City Plan that became operative in October 2018, the land is zoned 'Mixed Use'.

**Purpose:**

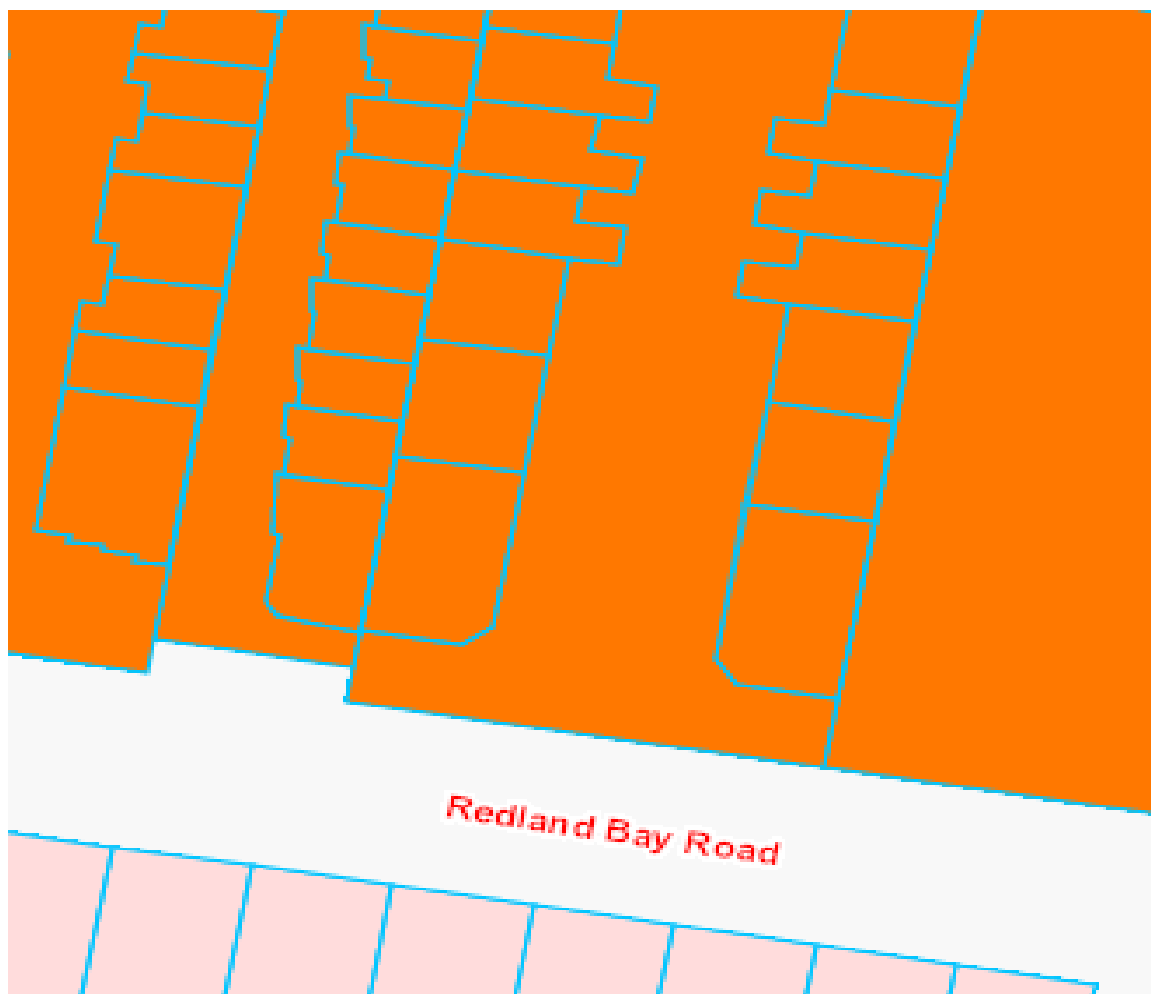
The purpose of the mixed-use zone is to provide for large format sales activities and a range of service and low impact industrial activities.

The purpose of the code will be achieved through the following overall outcomes:

- (a) the zone accommodates a mix of showrooms, outdoor sales and low intensity industry activities, including low impact industry, research and technology industry, service industry and warehouse uses;
- (b) other large format or supporting activities, such as caretaker's accommodation, food and drink outlets, convenience stores, service stations, trade supplies and wholesale activities, agricultural supplies stores, indoor sport and recreation and certain community activities, may also be established;
- (c) development does not compromise the intended role or successful functioning of centres, and does not include supermarkets, discount department stores, department stores, shopping centres or large-scale offices;
- (d) medium impact industries and other uses that are not compatible with high levels of public activity, or would detract from the amenity of the locality are not established;
- (e) development makes a positive contribution to the Redland city image by incorporating a high quality of built form and landscape design, particularly along major roads;
- (f) development is located, designed and managed to maintain public health and safety, and minimise adverse impacts on the natural environment, non-industrial land and sensitive land

**Effect:**

The freehold property was developed to the current use in about 2002 and it appears to conform to building and current town planning regulations.

**Services:**

Mains electricity, water, and telephone services are connected to the property.

Road access is via a typical suburban road with Redland Bay Road in the vicinity of this property comprising of a divided 4-lane road that has a sealed surface with kerb and gutters on both sides.

Access to and from the subject property is considered to be good overall.

**Property Searches:**

I have not undertaken searches of the Environmental Management Register or the Contaminated Land Register.

My valuation assumes such searches would not identify any issues which may affect the value and/or liquidity of the property.

Should the owner through its own enquiries and/or searches become aware of an issue which may affect value and/or liquidity then this valuation should be referred back to the valuer for comment and reconsideration.



**LOCATION:**

Capalaba is one of the north western suburbs within the Redlands and is located about 18km south east of the Brisbane CBD.

The suburb is locally regarded as the business centre of the Redlands, with Cleveland to the east being the administrative centre.

This property lies on the northern side of Redland Bay Road, one of the main roads in the local area and the overall position is less than 1.5km south east of the local commercial and business centre.

**Surrounding Development:**

The location forms part of the local commercial and industrial centre that is grouped along both sides of Redland Bay Road, and a number of side roads to the north and north east.

Opposite on the southern side of Redland Bay Road are some long established residential properties.

There are two regional shopping centres to the north west.

Along Redland Bay Road there are numerous commercial-showroom use properties that have some excellent exposure to passing traffic.

In the side roads are mostly smaller industrial use properties that do not require high exposure.

**IMPROVEMENTS:****Style and Age of Buildings:**

Developed on the site are 10 varying size industrial units, positioned along the right or eastern side boundary, with driveway access and parking to the left side.

The development was completed in about 2002 as showrooms and warehouses as per a search of local council records.

**Approximate Areas:**

Lot 2 is situated closer to the street frontage, and is the second unit on the right.

Floor area or site coverage is 190 square metres, plus there is an internal mezzanine floor office.

Floor area is configured as follows:

Warehouse	156 square metres
Ground floor office	34 square metres
First floor office	<u>34 square metres</u>
Gross floor area	224 square metres

**Foundations:**

Concrete slab.

**Exterior Walls:**

Tilt up concrete panels.

**Main Roof:**

Metal sheeting.

**Doors:**

There is a full height metal roller door, plus standard pedestrian access door.

**Accommodation:**

With approximately a six metre high clearance, the area has a concrete floor and is fitted with suspended bulb and tube lighting and has roller door access at about 4 metres width.

Most of the ground floor space is open warehouse plus office-reception to the right side, with internal stairs to the first-floor office.

To the left side of the roller door is a separate toilet and next to this is a small kitchen area.

There is a modest mezzanine storage area to the rear wall of the warehouse.

The first-floor office space is carpeted with tinted glass and A/C, with tile floors to the ground floor office space.

**Condition and Presentation:**

The unit is presented in average overall condition inside and out considering its age.

**Other Improvements:**

A fully concreted driveway/parking area provides for all exclusive use and visitor parking along the left side of the freehold land.

Car parking spaces are not specifically allocated to the 10 units.

Some limited landscaping to the front and rear boundaries gives added visual presentation.

**GENERAL MARKET COMMENTS:**

The local and regional commercial and industrial markets have been performing reasonably well over the past few years.

This has been due to a combination of low interest rates, steady levels of buyer demand, and in some instances a shortage of property available for sale.

If general economic and real estate conditions deteriorate in the next few years, it is expected that market values will also decline.

Currently investors are primarily interested in properties that are fully leased or occupied with strong lease terms, and where there is some degree of certainty that the existing tenants will remain in place for the foreseeable future.

In those situations, where a property is occupied but with short term leases in place, demand is considerably lower and the potential risk to a prospective buyer is high, hence lower demand and much lower price expectations to those buyers/investors.

Potential owner occupiers are still generally prepared to pay higher prices than investors for the same property as some of the current sales evidence demonstrates.

**Potential Market Rental:**

The property is owner-occupied and there is no formal lease agreement in place.

Were the property subject to a more formal lease agreement between non-related parties, I have considered the fair market rental as follows.

Rental has been based on a notional term of 3 years with an option to renew for another 3 years.

Estimated Gross Annual Rental (inclusive of outgoings, but exclusive of GST)

Warehouse	156 sqm	@ \$180/sqm	\$28,080
Ground floor office	34 sqm	@ \$200/sqm	\$ 6,800
First floor office	34 sqm	@ \$200/sqm	<u>\$ 6,800</u>
Gross rental			\$41,680
(\$3,473 per month)			

**Outgoings:**

The following details relating to outgoings on the subject property have been provided by the property owner.

Rates	\$804/quarter	\$3,216
Body Corporate	\$733/quarter	\$2,932
I have also allowed for a management fee of		<u>\$1,000</u>
Total Outgoings		\$7,148

These represent \$31.91/sqm overall based on the gross floor area of 224 square metres.



**RATIONALE:**

1) As the property is income producing, an appropriate method of assessing the market value of the property is considered to be by capitalisation of market indicated net annual income at an appropriate capitalisation rate.

In selecting an appropriate capitalisation rate, I have taken into account:

the age and condition of the improvements,

likely rental levels and growth,

yields demonstrated by sales,

position and strength of the locality,

and perceived market demand.

Having regard to these factors I have selected a capitalisation rate of **6.50 %**.

As the property is owner-occupied, I have also allowed for the following costs:

Leasing up Allowance of 3 month's, based on the estimated monthly gross rental

Leasing Incentive of 2 months rent free, based on the estimated monthly gross rental

Agents Leasing fee equivalent to 1 month's rental

2) This method is reconciled by the direct comparison approach on the basis of an average dollar rate per square metre of gross lettable area.

In this case, it is considered to produce a reliable result as many sales are to owner-occupiers and often vacant at the time of purchase.

There have been a limited number of recently recorded sales of similar type industrial use properties from the surrounding locality that have formed the basis of this assessment.

Most of the properties purchased were sold to owner occupiers and were often sold on the basis of affordability, as opposed to the return on investment approach.

Sales of fringe and/or in secondary street locations are considered to be generally comparable to the subject property, as opposed to those in higher profile positions of having greater exposure to Redland Bay Road.

**Industrial Sales Evidence:**

The following sales evidence from the surrounding locality of Capalaba has been considered.

I have had regard to both free-standing buildings, of which there are few recent sales, together with recent sales of semi-detached industrial units that are held within a Group Title or Building Unit Plan tenure.

There have been a limited number of recently recorded sales of industrial properties within the local Capalaba area.

Where possible I have restricted my sales evidence to those properties that have sold within the last 7 months, dating back to the start of 2022.

Some of these sales rates are influenced by the size of the building, owner-occupier sales, number of tenancies, and overall site area.

The higher rates of sale were achieved by the smaller size buildings and these sales rates decrease accordingly as the building size increases.

I advise that the sales quoted in this report are the most recent sales available at the time of production of this report and in our analysis, I have made adjustments for differences in sale dates as well as differences in building areas, and location variables.

ADDRESS	DATE	SALE PRICE	BLDG AREA
14/29 Moreton Bay Road	25/01/2022	\$425,000	171
<p>This property is located along a busy road but is situated in the rear row of units and has no direct road exposure. Building is of typical industrial design with tilt slab wall and metal roof, has a lined and carpeted office of 72 sqm and open warehouse of 99 sqm. Property was sold with vacant possession.</p> <p>Sale represents \$2,485/sqm overall.</p>			
4/25 Tombo Street	13/05/2022	\$473,028	116
<p>This property is located on the corner with Steel Street and is 1 of 5 similar units. Lot 4 is an internal position in a line of 3 and has limited street exposure. Building is of typical industrial design with tilt slab wall and metal roof, has a small internal office but is mostly comprised of open space high bay warehouse. Property was sold with vacant possession.</p> <p>Sale represents \$4,077/sqm overall.</p>			
3/13 Merritt Street	17/03/2022	\$590,000	219
<p>This property is located on the corner with Hook Street and is 1 of 4 similar units. Lot 3 is an internal position, with all units facing the street and having some reasonable exposure.</p> <p>Building is of typical industrial design with tilt slab wall and metal roof. Warehouse area is 119 square metres plus a further 100 square metres of offices over 2 floors, all being carpeted and air conditioned.</p> <p>Property was sold with an existing lease in place until July 2023. Passing net income at the time of sale was \$25,200 (\$115.sqm overall).</p> <p>This sale represents \$2,694/sqm overall and/or a return on investment of 4.27% . .</p>			
8/168-170 Redland Bay Road	28/04/2022	\$910,000	378
<p>This property comprises of a basic industrial warehouse, located to the rear of the site and has no road exposure. Unit is of conventional design and style and has small internal office and standard height roller door access.</p> <p>Sale represents \$2,407/sqm overall.</p>			
23-24/28-32 Smith Street	07/03/2022	\$1,175,000	734
<p>This property comprises of 2 adjoining older style warehouses, located to the rear of this development, and is located in one of the quieter side streets. Building has a mix of brick and mostly metal sheet cladding and the sale appears to have been to an owner-occupier.</p> <p>Sale represents \$1,600/sqm overall.</p>			

The variance in analysed sales rates ranges from \$2,414 for a similar size but older and inferior quality warehouse building, up to \$4,077 for another similar size unit having a larger proportion of warehouse and lower proportion of office space.

The variance in the analysed sale rates can be attributed to a combination of factors including, but not limited to size, quality of building, design capabilities, and location.

Generally, the smaller size and better-quality buildings attract a much higher sale rate compared to the older and larger size buildings.

Also, these rates are influenced by the size of the building, owner-occupier interest as opposed to investor sales, and the overall position and exposure of each individual unit.

In consideration of all the evidence available I have adopted an average improved rate per square metre in the range from:

**\$3,100 to \$3,150 per square metre** over the gross floor area of 162 square metres.

It is noted that these analysed sales rates generally all reflect the sale of industrial units that were sold with vacant possession in the majority of instances.

I have found however that in the local market there are few sales that have been made by investors and clearly the majority of sales activity has been undertaken by owner occupiers.

Many of these owner occupiers are generally prepared and willing to pay a higher amount than an investor for the same property and as such the income approach to value in this instance indicates a value that is considered to be below market value.

**VALUE BY CAPITALISATION:**

This is an approach that most if not all potential investors adopt when purchasing properties such as this.

Potential Gross Income		\$41,680
Less for outgoings		<u>\$ 7,148</u>
Net Rental		\$34,532
Capitalised at 6.50 %		
Value before adjustments		\$531,261
Less for		
Lease up allowance 3 months	\$10,419	
Agents leasing fee	\$ 3,473	
Rental incentive	<u>\$ 6,946</u>	
Total Adjustments	\$20,838	<u>\$ 20,838</u>
Calculated Value		\$510,423

**VALUE BY DIRECT COMPARISON:**

Gross floor area	162 sqm	@ \$3,100/sqm	\$502,200
		@ \$3,150/sqm	\$510,300

**SUMMARY:**

The subject property comprises of a typical warehouse-office type industrial unit, being one of many in the local Capalaba area.

Most of the comparable sales are of similar type properties, the majority being of a very comparable semi-detached nature, and these are located in the subject and adjacent side streets.

Many were sold to owner-occupiers and were sold with vacant possession.

The capitalisation of income approach indicates a market value of **\$510,423**.

The direct comparison approach to value indicates a market value in the range from **\$502,200 to \$510,300**.

**VALUATIONS:**

For practical purposes, I assess the current fair market value, and current fair market rental value of the improved industrial property, situated at **Lot 2, 176 Redland Bay Road, Capalaba, Qld** as follows:

<b>Current Market Value</b>	<b>\$510,000</b>
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<b>Current Market Rental</b>	<b>\$41,680 inclusive of outgoings</b>
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**Both assessments are exclusive of GST**



**CHRIS BEATTIE QRV 2179**  
**AAPI Certified Practising Valuer**  
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**PHOTOGRAPH**



## VALUATION ASSUMPTIONS-LIMITATIONS

Assumptions, Disclaimers, Limitations & Qualifications

Important Warning Regarding Purpose Of Valuation:

**This 'Valuation Assessment' has been prepared for the instructing party for the stated purpose and HAS NOT been prepared for mortgage security purposes.**

This confidential document is for the sole use of persons directly provided with it by Crane and Company Valuers Pty Ltd. Use by, or reliance upon this document by anyone other than our instructing party for the stated purpose is not authorised by Crane and Company Valuers Pty Ltd. and Crane and Company Valuers Pty Ltd. is not liable for any loss arising from such unauthorised use or reliance.

This document should not be reproduced without my prior written authority.

### Valuation Subject to change

Real estate values vary from time to time in response to changing market circumstances and it should, therefore, be noted that this valuation is based on available information as at the date of valuation.

No warranty can be given as to the maintenance of this value into the future. It is, therefore, recommended that the valuation be reviewed periodically.

### My Investigations

The valuation is conducted on the basis that I am not engaged to carry out all possible investigations in relation to the property.

Where in my report I identify certain limitations to my investigations, this is to enable you to instruct further investigations if you consider this appropriate or I recommend as necessary to allow me to complete the valuation.

Crane and Company Valuers Pty Ltd is not liable for any loss occasioned by a decision not to conduct further investigations.

### Assumptions

Assumptions are a necessary part of undertaking valuations/the valuation.

Crane and Company Valuers Pty Ltd. adopts assumptions for the purpose of providing its valuation advice because some matters are not capable of accurate calculation or fall outside the scope of our expertise, or our instructions.

The person or entity to whom the report is addressed acknowledges and accepts that the valuation contains certain specific assumptions and as such the person or entity to whom this report is addressed acknowledges and accepts the risk that if any of the assumptions adopted in the valuation are incorrect, then this may have an effect on the valuation.

### Information Supplied by others

The valuation contains information which is derived from other sources. Unless otherwise specifically instructed by you and/or stated in the valuation, I have not independently verified that information, nor adopted it as my own, or accepted its reliability.

The person or entity to whom the report is addressed acknowledges and accepts the risk that if any of the unverified information/advice provided by others and referred to in the valuation is incorrect, then this may have an effect on the valuation.

### GST

To the extent that the valuation includes any statement as to a future matter, that statement is provided as an estimate and/or opinion based on the information known to Crane and Company Valuers Pty Ltd at the date of this document.

Crane and Company Valuers Pty Ltd. does not warrant that such statements are accurate or correct. Issues concerning GST continue to arise which impact on market values.

Where relevant, the valuation is based on the assumptions relating to GST set out in the Valuation Rationale section of this document.

If any of the assumptions are found to be incorrect, or if the party on whose instructions this valuation is provided wishes my valuation to be based on different assumptions, this valuation should be referred back to Crane and Company Valuers Pty Ltd for comment and, in appropriate cases, amendment.

### Site Details

A current survey has been provided. The valuation is made on the basis that there are no encroachments by or upon the property and the person or entity relying upon the valuation should confirm this by obtaining a current survey report and/or advice from a registered surveyor.

If any encroachments are noted by the survey report, that person or entity must not rely upon the valuation, before first consulting Crane and Company Valuers Pty Ltd to reassess any effect on the value stated in the valuation.

### Property and Title

I caution that I have not conducted a title search and may not have perused the original Crown Grant documentation.

I have assumed that there are no restrictions, easements or onerous encumbrances not disclosed which may affect market value.

However, in the event that a comprehensive title search is undertaken by the person or entity relying upon the valuation, which reveals further easements or encumbrances, that person or entity must not rely upon the valuation, before first consulting Crane and Company Valuers Pty Ltd to reassess any effect on the valuation.

### **Valuation Methodology**

The primary valuation methodology used by Crane and Company Valuers Pty Ltd in valuing the subject property is the direct comparison approach with sales.

The result is the best estimate of value Crane and Company Valuers Pty Ltd can produce, but it is an estimate and not a guarantee of value.

My valuation is fully dependent upon the accuracy of information provided to me and to market derived assumptions obtained from analysed transactions.

The most relevant transactions are detailed in this report.

Where reliance has been placed upon external sources of information in applying the direct comparison methodology, Crane and Company Valuers Pty Ltd has not independently verified that information and Crane and Company Valuers Pty Ltd does not adopt that information and/or advice nor accept it as reliable.

The person or entity to whom the report is addressed acknowledges and accepts the risk that if any of the unverified information in the valuation is incorrect, then this may have an effect on the valuation.

### **Town Planning**

The zoning/instrument stated in this report is based on information sourced from the relevant Town Plan (for the subject locality) or RP Data. I advise that I have not undertaken a formal Town Planning Search for the subject property.

Should a formal Town Planning Search reveal that the actual zoning/instrument for the subject property differ in intent from that which is contained within this report, then I reserve the right to amend my assessment.

### **Environmental Conditions**

In the absence of an environmental site assessment relating to the subject property, I have assumed that the site is free of elevated levels of contaminants.

My visual inspections of the subject property and immediately surrounding properties revealed no obvious signs of site contamination.

Furthermore, I have made no allowance in my valuation for site remediation works.

However, it is important to point out that my visual inspection is an inconclusive indicator of the actual condition of the site. I make no representation as to the actual environmental status of the subject property.

If a test is undertaken at some time in the future to assess the degree, if any, of contamination of the site and this is found to be positive, I reserve the right to review my valuation assessed herein, should I deem it to be necessary.

### **Floor Areas**

I have calculated the floor areas in accordance with the standard survey practice and they are a little more or less.

In the event that there is a material variance in areas, I reserve the right to review my valuation as assessed herein.

**Condition & Repair**

I have inspected the building, however I have not carried out a structural survey nor tested any of the services or facilities and are therefore unable to state that the building is free from defect.

I advise that I have not inspected unexposed or inaccessible portions of the building and are therefore unable to state that these are free from rot, infestation, asbestos or other hazardous and/or contaminated material.

Unless otherwise stated in the valuation report, my valuation is based upon the assumption that the building does not have any defects requiring any significant expenditure.

Also, unless otherwise stated in the valuation report, the valuation assumes that the building complies with all relevant statutory requirements in respect of matters such as health, building and fire safety regulations.

If the person or entity relying on the report becomes aware of any information contrary to these assumptions, then they must not rely upon the valuation and that information should be referred to Crane and Company Valuers Pty Ltd for consideration and possible review of the valuation, and no reliance should be placed on this valuation until such time as that review has been completed and provided to the person or entity to whom responsibility is accepted for this advice.

**Inclusions & Exclusions**

My valuation includes those items that form (or will form) part of the building service installations such as heating and cooling equipment, lighting, etc., that would normally pass with the sale of the property, but excludes all items of furniture and other such items which are removable.

**Side Agreement**

My valuation assumes that there are no side agreements that would have an adverse effect on the market value of the property.

**Not a Structural Survey**

I state that this is a valuation report, and not a Structural Survey.