

# SALES APPRAISAL

69 Barry Avenue  
Mortdale

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Prepared for  
Grahame Chin & Mary Chin

April 2020



# 1 | Property Overview

<b>Title Details</b>	Lot 27 DP15552
<b>Property Type</b>	Freestanding industrial warehouse
<b>Building Area*</b>	250m <sup>2</sup> (estimate)
<b>Land Area*</b>	695m <sup>2</sup>
<b>LGA</b>	Georges River Council
<b>Zoning</b>	IN2 – Light Industrial under Hurstville Local Environmental Plan 2012
<b>Maximum Floor Space Ratio</b>	1:1
<b>Maximum Height of Building</b>	10m
<b>Occupancy</b>	Vacant

## Description

Located in the very tightly held Mortdale industrial district, an increasingly sought-after location for owner occupiers and investors alike looking for properties close to home or a central location between Sydney City and western suburbs. This property presents as a rare opportunity to secure a freehold land holding to demolish and rebuild a fit for purpose building, an increasingly popular method in the Peakhurst/Mortdale area.

\*Approximate



**Ryan McMahon**

Sales & Leasing Consultant  
Commercial Property Group  
M: 0429 228 460  
E: [ryanm@commercial.net.au](mailto:ryanm@commercial.net.au)

Commercial Property Group  
ABN 68 112 892 627  
239 Rocky Point Road,  
Ramsgate NSW 2217  
T: 02 9546 3555  
E: [southern@commercial.net.au](mailto:southern@commercial.net.au)  
W: [www.commercial.net.au](http://www.commercial.net.au)



**Hayden Bennett**

Managing Director  
Commercial Property Group  
M: 0419 419 945  
E: [haydenb@commercial.net.au](mailto:haydenb@commercial.net.au)

## 2 | Comparable Sales

Properties with similar characteristics sold recently.

### 46 Barry Avenue, Mortdale

**SALE PRICE:** \$1,380,000.00

**SALE DATE:** February 2020

**LAND AREA:** 697m<sup>2</sup>

**RATE ON LAND:** \$1,979/m<sup>2</sup>



### 4 Hearne Street, Mortdale

**SALE PRICE:** \$1,400,000.00

**SALE DATE:** January 2020

**LAND AREA:** 520m<sup>2</sup>

**RATE ON LAND:** \$2,692 /m<sup>2</sup>



### 51 Barry Avenue, Mortdale

**SALE PRICE:** \$1,290,000.00

**SALE DATE:** April 2018

**LAND AREA:** 650m<sup>2</sup>

**RATE ON LAND:** \$1,984/m<sup>2</sup>



### 70 Roberts Road, Mortdale

**SALE PRICE:** \$1,510,000.00

**SALE DATE:** February 2019

**LAND AREA:** 920m<sup>2</sup>

**RATE ON LAND:** \$1,641/m<sup>2</sup>



### 14 Barry Avenue, Mortdale

**SALE PRICE:** \$1,530,000.00

**SALE DATE:** April 2018

**LAND AREA:** 885m<sup>2</sup>

**RATE ON LAND:** \$1,728/m<sup>2</sup>



\*Approximate

## 3 | Opinion

We are of the opinion that the property would achieve a price in the vicinity of **\$1,400,000.00 to \$1,500,000.00 + GST (if any)** (\$2,014.00/m<sup>2</sup> to \$2,158.00/m<sup>2</sup>\*).

### Direct Comparison

The below figures are based on an area of 695m<sup>2</sup>.

RATE	AMOUNT*
\$2,000/m <sup>2</sup>	\$1,390,000.00
\$2,100/m <sup>2</sup>	\$1,459,000.00
\$2,200/m <sup>2</sup>	\$1,529,000.00

\*Approximate

## 4 | Why CPG?

*“Local property knowledge, unbounded results.”*

CPG is Southern Sydney’s only multi-award winning, local, commercial agency.

Encompassing local, expert knowledge, experience and professionalism, CPG is a full-service agency, accommodating to all their clients’ commercial property needs.

Established in 2005, CPG has grown alongside the Southern Sydney commercial property market, constantly liaising with the area’s largest to smallest property investors, owner occupiers, developers, landlords, tenants and their extensive portfolios and properties.

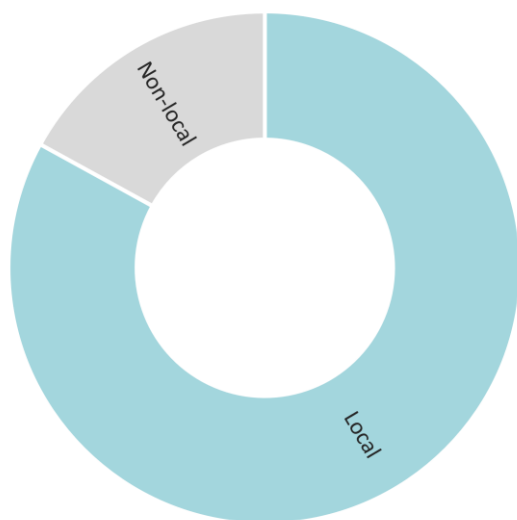
When a client chooses CPG, they choose a commercial agency with ethos of commitment, consistency, passion and integrity. Specialised departments including Sales & Leasing, Asset Management and Accounts collaboratively work together to share their knowledge and skills, stimulating innovation and growth, enabling better and faster decision making and therefore delivering better results for their clients.

When selling or leasing a property on behalf of a client, CPG support their clients throughout the process, remaining transparent by communicating regularly and providing ongoing and accurate reporting. CPG and their clients benefit from strong, trusting and long-term business relationships.

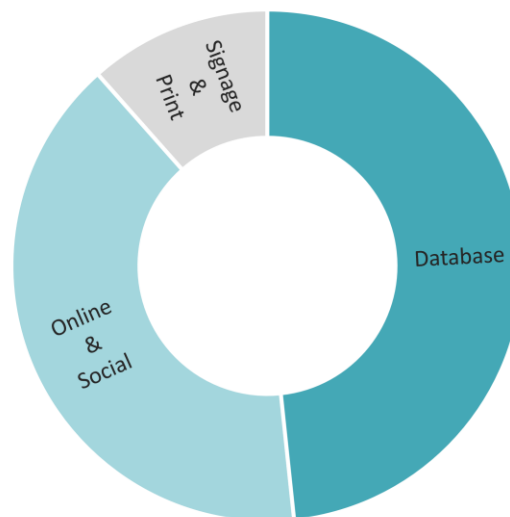
CPG recognise marketing trends and consistently evolve and adapt their property marketing strategies appropriately. Any agency can reach the appropriate target market through a marketing campaign, CPG differentiates from other agencies by actively learning more about each enquiry and categorising them accordingly. This allows CPG to provide specialised property offerings on a personal level which saves time and marketing costs and achieves better results for their clients.

Choose CPG and experience unbounded results.

**Ratio of local to non-local buyers\***



**Source of all enquiries\***



\*Data collected by Commercial Property Group since 2014

## Ryan McMahon – Sales & Leasing Consultant



Ryan is an enterprising member of the CPG team, making the most of over 2 years' experience in Sales & Leasing.

With his Certificate of Registration and a passionate approach to work, Ryan has been an impressive performer, including undertaking a successful sole negotiation of a corporate whole-floor office lease.

With a focus on younger clients, Ryan offers a unique service for newer entrants to the property market. His persistent attitude provides confidence that he is committed to providing the best possible service for the client and the customer.

Ryan's positive experience in real estate includes being able to contribute to the success of his supportive CPG team and delivering results across the company.

Outside of real estate, Ryan's focussed mindset and tenacity have earned him the impressive title of Australian National WAKO Kickboxing Champion

### Track Record – Major Sales

3/24 Stanley Street, Peakhurst	\$1,365,000.00
D2/13-15 Forrester Street, Kingsgrove	\$820,000.00
6/4 Hogben Street, Kogarah	\$635,000.00
243 Rocky Point Road, Ramsgate	\$1,270,000.00
4/17 Norman Street, Peakhurst	\$880,000.00
12 Monro Avenue, Kirrawee	\$1,465,000.00
22/17-37 Lorraine Street, Peakhurst	\$595,000.00
54/2-8 Bridge Street, Hurstville	\$800,000.00
9/55-59 Norman Street, Peakhurst	\$750,000.00
3/23 Garema Circuit, Kingsgrove	\$860,000.00
D7/13-15 Forrester, Kingsgrove	\$950,000.00

## Hayden Bennett – Managing Director



As Managing Director of CPG, Hayden is exceptionally proud of the work that he and his agency does to provide clients with the best possible experience in commercial property throughout Southern Sydney. Through strategic business development, Hayden is happy to say that he and the CPG team offer clients unrivalled market knowledge across the entire St George and Sutherland Shire area.

Since the age of 19, Hayden has been striving to work harder and smarter to find property solutions for clients that they, and he, can use to grow business. This attitude has allowed CPG to emerge as a recognised leader in the commercial-industrial property sector, including successful acquisitions of PRD Nationwide Commercial Hurstville and R T Golby, Tony Firmstone Real Estate and other strategic alliances/mergers that have expanded the business's expertise and professional services offerings for customers. CPG has been an award-winner or finalist of the Real Estate Institute of NSW Awards for Excellence five times since 2014.

As the business owner himself, Hayden has great respect for the clients that CPG manages, understanding that property is more than a transaction – it is a vital part of business development. Hayden sees no problem as too small or too large, encouraging his team to work closely with clients to build trusting and ongoing relationships that go the distance, seeing challenges through to achieve successful outcomes. Consistency is at the forefront of Hayden's values and striving constantly to provide unwavering support to his client base via strong leadership, negotiations, communication, knowledge and teamwork.

Hayden treats each sale and transaction as an opportunity to move his business beyond the ordinary. Reliable and driven to lead the sector, he knows that trust in delivery is something that can only be earned through proven results and his consistency, which he has been providing to a loyal and growing client base for over 15 years at the helm of CPG.

Hayden holds a Real Estate Licence and is a Committee Member of the Real Estate Institute of NSW Commercial Chapter, supporting the industry on professional development and best practice methods.

His greatest achievement is his three beautiful children and his wife!

### Track Record – Major Sales

150 Canterbury Road, Bankstown	\$15,400,000.00
126 Rocky Point Road, Kogarah	\$6,200,000.00
373-377 Rocky Point Road, Sans Souci	\$6,000,000.00
844-850 Old Princes Highway, Sutherland	\$6,000,000.00
89-91 Willarong Road, Caringbah	\$5,800,000.00
50-58 Barry Avenue, Mortdale	\$4,800,000.00
128 Taren Point Road, Taren Point	\$4,000,000.00
27-35 King Street, Rockdale	\$10,000,000.00
80 Penshurst Street, Penshurst	\$4,400,000.00
55-57 Alexander Avenue, Taren Point	\$3,500,000.00
54 Box Road, Caringbah	\$3,530,000.00
459 The Boulevard, Kirrawee	\$4,550,000.00
15 Resolution Drive, Caringbah	\$3,700,000.00
844-850 Old Princes Highway, Sutherland	\$6,000,000.00
3 Boyle Street, Sutherland	\$6,300,000.00
7-11 Monro Avenue, Kirrawee	\$3,900,000.00
1041-1045 Old Princes Highway, Engadine	\$2,850,000.00
23-25 Mangrove Lane, Taren Point	\$5,675,000.00
22-24 Norman Street, Peakhurst	\$7,800,000.00
56 Rocky Point Road, Kogarah	\$975,000.00
20-22 Box Road, Caringbah	\$3,710,000.00
36-40 Penshurst Street, Penshurst	\$1,911,000.00
1 Arncliffe Street, Arncliffe	\$2,500,000.00



## 5 | Disclaimer

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