

# Market Appraisal



76 Industry Drive

Tweed Heads South, NSW, 2486

Prepared by  
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January 2021

# Property Overview

76 Industry Drive is a freestanding industrial complex of 2 units on 1,822m<sup>2</sup> 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. 1,076m<sup>2</sup> with excellent street frontage and 2 street access

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

## Real Property Description

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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<sup>2</sup>

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Building Area     1,076m<sup>2</sup> 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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Projected  
Income             \$163,307.32 pa plus GST plus outgoings

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## Recent Sales in Area

Property	Size	Lease Amount PA	\$PSM	Details
34 Industry Dr	12/2019	\$1,125,000	520m2 freestanding	\$2,160
21 Machinery Dr	11/2019	\$1,275,000	700m2 freestanding	\$1,820
8/6 Enterprise Ave	02/2020	\$450,000	181m2 strata unit	\$2,480
1/6 Enterprise	03/2020	\$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

## Sale Appraisal – Tenanted Investment

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

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The above rates are based on a yield return to an investor based on projected 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 REAL Specialists 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). 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 (e.g.) building disputes
- The 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 purchases 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 do not 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.

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