



\$12.5 million Gold Coast office sale achieved in less than two weeks

The Gold Coast continues to attract strong investment interest, particularly from the southern states, as private investment funds and institutional investors look for yields.

Kevin Lonard of *First National Commercial Gold Coast* recently completed the sale of a three level office building, with two levels of car parking, for \$12.5 million in Southport (pictured).

With an annual lease income of \$1,023,000, the prominent corner location is returning 8.1 per cent, per annum.

Rare opportunity seized in Karratha

Tui Magner of *First National Commercial Karratha* (WA) reports an increase in enquiry for commercial office space in Karratha, with a rush of viewings over the past month.

A rare opportunity to lease 175 square metres of tastefully renovated space at the busy Dampier Shopping Centre recently resulted in an agreement that will return \$55,046 + GST per annum.

Small Sydney CBD office space booms

Small offices continue to be in high demand in Sydney's CBD, according to Simon Boroudjani of *First National Regency Realty* (Chatswood, NSW).

Simon recently sold a 47 square metre suite at 147 King Street with impressive heritage features and an outlook over King Street for \$445,000.

The suite is currently subject to two tenancies and has lift access.

Market softening in Broome

Allan Griffiths of *First National Commercial Broome* (WA) says the local market is declining following the completion of major construction projects in the resources sector.

Yet, investment opportunities are appearing for the astute and investors are taking notice.

Mr Griffiths recently sold a 3,723 square metre site adjoining a Bunnings Hardware for \$700,000 to a self-managed superannuation fund investor.

The property, which required some upgrading, incorporated a 520 square metre distribution depot. This included chiller and freezer facilities as well as office and staff amenities.

Pilbara land turns the corner

Richard Hamlin of *First National Commercial Hedland* (Port Hedland, WA) says unimproved land values are on the up, with the sale of 4,318 square metres of land achieving \$748,000 recently. The per square metre rate has increased from between \$80 and \$105 to \$173 in the past month.



COMMERCIAL
INNOVATION AND
EXPERTISE

Australia's only 5 star real estate network

Independent consumer ratings agency Canstar Blue this month announced that First National Real Estate is number one for customer satisfaction across Australia.

Customer satisfaction research and ratings agency, Canstar Blue, has announced First National Real Estate the winner of its 2016 'Most Satisfied Customers' award, following customer research about the experience of homeowners, tenants and landlords with Australia's largest real estate brands.

The Only Network To Achieve 5 Stars

In assessing quality of service delivery nationwide, Canstar Blue focused on a series of measures incorporating agent advice and communication; problem resolution, value for money, marketing, moving services, contract handling and finally, overall satisfaction. First National Real Estate was the only

real estate company to achieve 5-star ratings.

'As Australia's largest network of independent agents, First National Real Estate is delighted to be recognised as the customer satisfaction leader in Australian property services' said First National's chief executive, Mr Ray Ellis.

'There can be no greater measure of the success of the client / agent relationship than overall satisfaction. This award represents the fulfillment of our commitment to ensure we are Australia's best prepared agents and confirms First National Real Estate's 2016 brand research'.

Last year, First National Real Estate also received the Canstar Blue award for overall customer satisfaction in New Zealand, thus highlighting the excellence First National agencies provide on both sides of The Tasman.

'First National Real Estate is committed to customer satisfaction. It is therefore no coincidence that we have now

won this award in both countries. We see this as confirmation that our business model provides the right environment and tools for agents to excel' said Mr Ellis.

'A critical difference between First National and its competitors is that our membership requirements relate specifically to service delivery, not fees. We provide everything necessary for our members to be leaders in real estate services and the Canstar Award confirms this'.

Head of Canstar Blue, Megan Doyle, congratulated First National on the success, saying: "This is a great result across all customer touch points, suggesting First National is satisfying its customers regardless of their differing professional real estate requirements. "Good communications & problem resolution are crucial elements of any good real estate service and it is notable that First National was the only one to rate 5 stars in these areas."