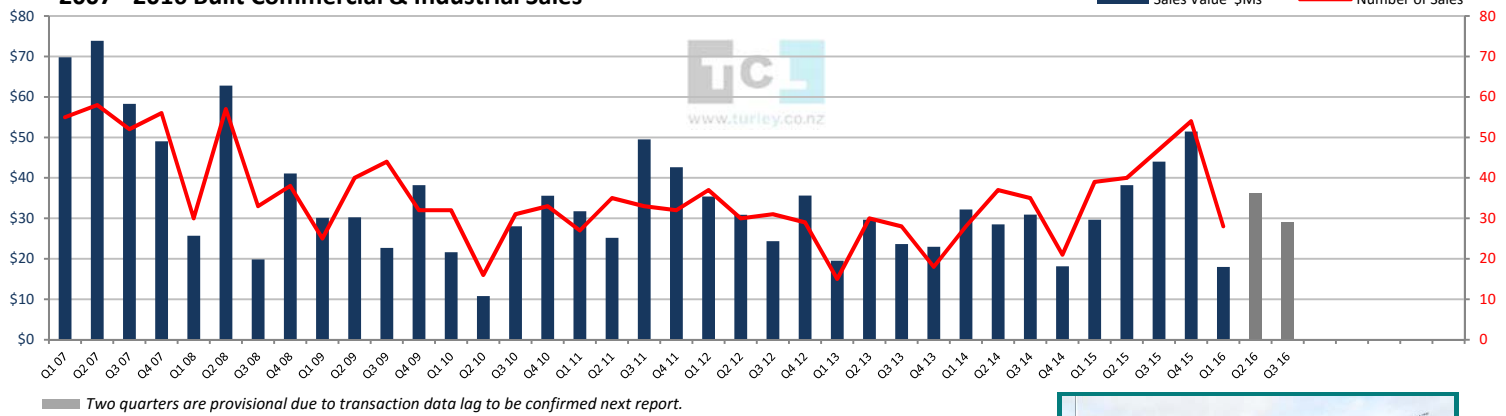


2007 - 2016 Built Commercial & Industrial Sales®

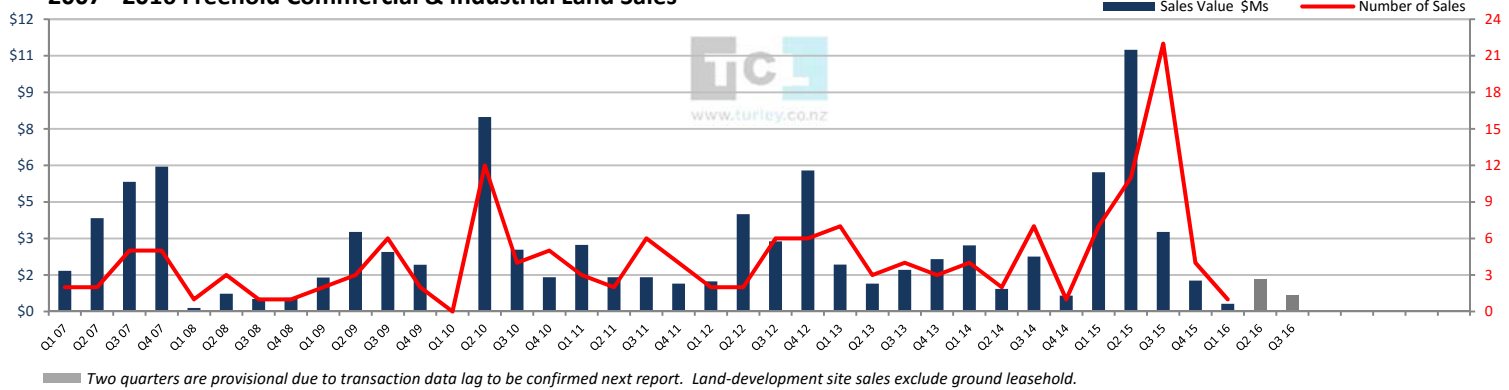


Investment Sales Sample

Agent	Date	Locality St	Price	Tenant	Initial Yield ↓
Danny Blair, Colliers	Jul-16	Hastings CBD	\$2.98M	SBS Bank	5.68%
Kerry Geange, Colliers	Jun-16	Onekawa	\$1.90M	BOC Gas	6.00%
Colliers	Sep-16	Hastings	\$1.90M	Caltex + other	6.25%
Bayleys	Jul-16	Hastings	Withheld	The Warehouse	6.53%
Danny Blair, Colliers	Jul-16	Havelock North	\$4.40M	Porse	7.34%



2007 - 2016 Freehold Commercial & Industrial Land Sales®



Land Sales Sample

Agent	Date	Locality St	Category	Area (Ha)	\$/m ² ↓
Unconfirmed	Aug-16	Whakatu	Indus	0.8169	\$56
Unconfirmed	May-16	Onekawa	Indus	0.1344	\$145
Unconfirmed	May-16	Ahuriri	Mixed	0.1823	\$210
T. Craig NAI Harcourts	Aug-16	Hastings	Light Indus	0.2024	\$272
None – ground rent settlement	Jul-15	Napier	Retail	0.2964	\$580

2009-16 as non-agency principal property strategist, TCL project led property disposals of plus \$28M and acquisitions plus \$113M for private (corporate) clients and Council and Crown clients – since 1998 acquisitions – disposals nationally \$485M.

Retail Accommodation Vacancy Survey Sample

Location	Jan-14	Jan-15	Jul-15	Dec-15	Mar-16	Sep-16
Hastings Heretaunga St W - 200 Block	0 ↗	3 →	3 →	3 →	3 →	3
Hastings Heretaunga St W - 300 Block	-	10 ↘	7 ↗	8 ↘	7 ↘	6
Napier Upper Emerson St	4 ↘	2 ↘	1 →	1 ↗	3 →	3
Napier Hastings St	5 ↘	3 →	3 →	3 →	2 ↗	3
Havelock North [exclude Exchange]	3 ↗	4 ↘	3 ↗	4 ↗	5 ↘	2
Taradale	11 ↘	4 ↗	5 →	5 ↗	6 ↘	5

Method: Number of vacant shops surveyed by Turley & Co that holds fuller data for all locations.

Full market reports including current retail vacancy visit www.turley.co.nz/news

Turley & Co current projects: Hawke's Bay, Northland, Auckland, Silverdale, Tauranga, Waikato, King Country, Taupō, Gisborne, Manawatu, Taranaki, Wanganui and Christchurch.

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