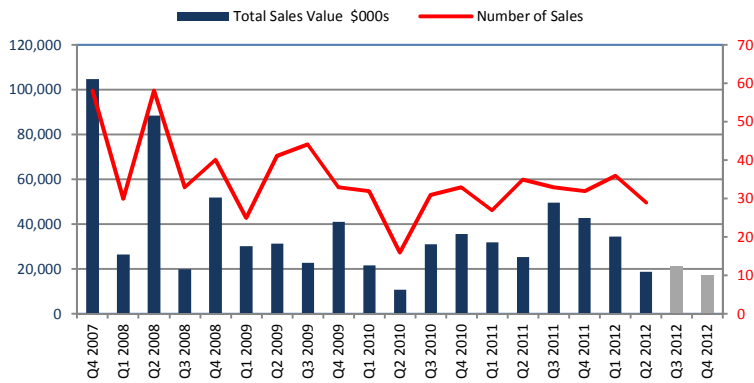


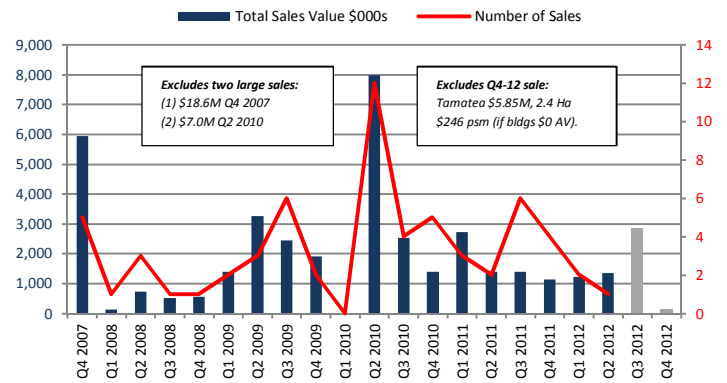
Commercial & Industrial Property Metrics

Napier | Hastings | Havelock North

Built Commercial-Industrial Sales 5-years



Commercial-Industrial Land & Development Site Sales 5-years



Two quarters information is provisional [incomplete] due to transaction data lag. The lag data will be confirmed in the next report. Land-development site sales exclude leasehold tenure.

Investment Sales Sample

| Agent | Date | Locality St | Price | Tenant | Yield |
|-------------|--------|---------------|-------------|------------------|--------------|
| Unconfirmed | Nov-12 | St Aubyn St E | \$1,520,000 | Snap Fitness | 8.0% |
| Undisclosed | Nov-12 | Ellison Rd | \$1,700,000 | Corys Electrical | 7.2% |
| Unconfirmed | Nov-12 | Dickens St | \$4,521,000 | Ocean Blvd | Refer to TCL |
| Undisclosed | Sep-12 | Thackeray St | \$1,600,000 | Repco + LSS | 9.0% |

Land Sales Sample

| Agent | Date | Locality St | Category | Price | \$/m ² |
|-------------|--------|---------------|------------|-----------|-------------------|
| Unconfirmed | Nov-12 | Alexandra Cr | Industrial | \$155,000 | \$231 |
| Unconfirmed | Sep-12 | Austin St | Industrial | \$470,000 | \$81 |
| Unconfirmed | Aug-12 | Karamu Rd | Industrial | \$220,000 | \$194 |
| Unconfirmed | Feb-12 | Severn St | Industrial | \$916,000 | \$161 |

Leasing Sample Rent

| Agent | Date | Locality St | Category | Tenant | \$/m ² Gross* |
|-----------------------------|--------|---------------|----------|--------------|--------------------------|
| Eoin Carty Bayleys | Jan-13 | Dalton St | Retail | Refer to TCL | \$237 |
| None – off market | Dec-12 | Te Mata Rd | Retail | Refer to TCL | \$256 |
| Les Kennedy Prop. Brokers | Dec-12 | Napier CBD | Office | Undisclosed | \$199 |
| Eoin Carty Bayleys | Nov-12 | Gloucester St | Retail | Refer to TCL | \$207 |

* Parking or yard, fitout and corner added values excluded from building rate analysis. Gross (TOC) rent includes rates and insurance. All values exclude GST. Information sources filtered public sales data, agency firms and Turley & Co Property Research¹⁹⁹⁸

Metrics Commentaries Q4-12

- Built commercial-industrial property sales that peaked Q4-07 at \$104.7M were 82% lower 4.5 years later at \$18.8M Q2-12 (transaction numbers peaked at 58 in Q4-07 and reduced 50% to 29 by Q2-12).
- Commercial-industrial property land sales Q4-07 totalled \$5.9M and Q2-12 were 77% lower at \$1.4M. The Hastings-Napier land/ development sites market has been erratic with as yet no discernible recovery trend.
- Some early light indicates NZ is climbing out of a quagmire of economic negativity and returning to predominantly confidence – pessimism is falling away. This will ripple forward for property.
- Hastings-Napier has seen considerable commercial property development 2011-13 that is ongoing and is long-term positive – significant city centres renewal applies alongside some major new industrial developments. Refer to full report Q3-4 2012.
- Our Government's immediate response to Canterbury Earthquakes Royal Commission findings will have calming effects and provide steerage around commercial buildings seismic capacity issues.

For details see full market report Q3-4 2012 at www.turley.co.nz/news

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Market Snapshot



Wallace Development progress the redevelopment of the former Power Board building due for completion in May. Hawke's Bay Today will occupy the first floor.



Foodstuffs recently applied for resource consent to redevelop its Tamatea Pak'nSave site including proposed retail and office accommodation, fast food outlets and a restaurant. It purchased opposite 1 Durham Ave (mixed use and land) for \$5.85M Oct-12.

2009-12 as non-agency principal property strategist TCL project led property disposals of plus \$26M and acquisitions plus \$68M for private (corporate) and public (Council and Crown) clients – since 1998 acquisitions-disposals nationally \$438M. Otago to Northland.

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For detailed metric analysis of NZ property data 1980 onward please contact us www.turley.co.nz