

Commercial Property

N E W Z E A L A N D

Informed news and commentary for property professionals

Issue 90 : 20 July 2011

Commercial Property NZ is an independent subscription newsletter published 24 times annually.

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Layout and design:
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Annual subscription:
Within New Zealand
\$240 plus GST
International airmail NZ\$250
(order form - page 8)
Multiple subscription rates
available: please ask!

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ISSN 1178-1408

“Rogue valuers” under scrutiny

Property valuations – and those who provide them – are under scrutiny by the Serious Fraud Office, which has warned investors to “be wary of inflated property valuations when considering property investments or investments in companies with significant property development portfolios”.

This comes as the office confirmed it had investigated a number of cases where property values had been significantly overstated “to the detriment of persons investing either directly in the over-valued property or indirectly in companies owning property portfolios.”

Chief executive, Adam Feeley, says a small number of valuers are undermining confidence in a profession which is an important adjunct to investment decisions ... “we are determined to work closely with the valuation profession to ensure rogue valuers are not tolerated”.

“In recent weeks we have concluded investigations involving property valuations where we have been disappointed to see investors making bad investment decisions based on information which can only, at best, be described as optimistic values. It is imperative that investors are made aware of the underlying assumptions on which the valuations are based.”

Feeley said that in most cases investigated, the valuations had been commissioned by the owner of the property, or property-related company, who had an obvious financial incentive to inflate valuations beyond what was commercially realistic.

“In some cases, the valuations were at the margin of what could be regarded as professionally justifiable, while in a few extreme cases, properties had been valued 500% over their market value.

“Where there is a clear intention to deceive an investor with false information, the SFO will lay criminal charges against all parties to that offence, including any valuer who is knowingly a party to the deceit.

“However in many instances the valuations fall short of what is required to meet a criminal standard of proof for fraud.”

Feeley suggested the best protection for investors was to commission their own valuations, but the SFO recognised that this was not always feasible.

“An important part of our role is to identify alternative forms of redress where the conduct complained of does not meet the criminal standard of proof.”

CPNZ understands that no prosecutions are pending at present, though the Serious Fraud Office is still working through some issues.

It has confirmed it is making referrals to the Valuers Registration Board in respect to some transactions, and that further matters were under SFO consideration.



He said the SFO had no doubt that the New Zealand Institute of Valuers was equally committed to dealing with instances of valuers failing to meet professional standards.

“The SFO acknowledges that the cases we deal with are the exception, and we know that valuers generally operate to very high professional standards. Nonetheless, the impact of these few individuals has had a disproportionate impact on the investment market.”

Meanwhile the president of the New Zealand Institute of Valuers, Nicki Bilbrough, says any incident that undermines confidence in the valuation profession is of “significant concern as a breach of our standards.”

She says there’s a low level of complaints about valuers to the Valuers Registration Board “particularly relative to the many thousands of valuations completed in New Zealand each year.” □

Consumers are now in the retail driving seat

If there’s a single issue impacting the retail sector at the moment, it’s the consumer - described variously at last week’s annual Retail Conference staged by the Property Council and the Council of Shopping Centres as “being in the driver’s seat”, the “key to an interesting market” and as “becoming bored” with the present retail landscape.

Keynote speaker at the conference, John Albertson, chief executive of the New Zealand Retailers Association, went on to canvass other issues – including expressing a hope that the future will bring a far more collaborative relationship between retailers and property owners – “rather than the old tensions that often existed”.

And there was also a succinct few words for property owners and their advisers – “We don’t want retail temples ... we want consumer-driven experiences ... spaces the consumer wants to go back to ... “

The future, he suggested, “will be consumer-led,

not retailer or landlord-led,” adding that shopping centres need to generate points of difference ... “at the moment they are all the same”.

And a significant element of that future could be linked with information and technology. Albertson certainly still sees a communication role for the newspapers, radio and television, but increasingly supported by social media. “We have become pre-purchase researchers and post-purchase commentators.”

Today’s retail scene is also experiencing an unprecedented level of discounting in a hugely competitive market. Margins are being squeezed, he said, but “not everyone is discounting for the right reasons”.

He also noted that with more than 25 finance companies “going to the wall” the losses “sucked out of the economy” had been phenomenal. “The wealth effect of the family home has gone ... people are starting to live more within their means.”

“We don’t want retail temples”

- John Albertson



That said, Albertson did suggest that while consumers and retailers alike had “taken a hiding” they are “coming out of the trough and there is a glimmer of hope”.

So on to a post-recession outlook.

- The Rugby World Cup will have an expected inflow of 80,000 visitors, with an average stay of 23 days. “Auckland retailers will get a bonus from Christchurch’s misery ... gift purchases will be enormous.”
- The date of the General election, just weeks before Christmas “could not be worse for the retail sector ... we can only hope for a clean result”
- Albertson’s prediction for Christmas 2011 ... “better than the past three or four years”
- The re-building of Christchurch will have a major impact on the whole economy.

Then there is the potential impact of on-line shopping – at present put at \$2.34 billion and accounting for

about 5% of all retail purchases. “In the last year 46% of Kiwis bought on-line

... on-line shopping is going to become bigger and bigger.”

He said that while there are some barriers to internet shopping it's still growing faster than “bricks and mortar” retailing. □

Buyers chase supermarket investments

The attraction of retail investment property has been well illustrated by the recent major real estate transactions.

“Extraordinary interest” was the order of the day when six lower North Island supermarkets were put on the market by industry heavyweight Foodstuffs (Wellington). The resulting tender process saw four properties change hands for more than \$50 million – while two in smaller centres were withdrawn from the sales process.

On offer were:

- New World Miramar (Wellington) – 3161m² on a 6338m² site and returning annual rental of close on \$700,000
- New World Hastings – 4956m² on 1.2ha, annual rental \$870,000
- NewWorld Greenmeadows (Napier) – 4423m² on 1.3ha, annual rental \$840,000
- Pak 'n Save, New Plymouth – 8521m² on 1ha, annual rental \$1.505 million

The Miramar, Napier and New Plymouth properties were bought by DNZ Property Fund for a total of \$40.73 million while the Hastings property was acquired by a Hawkes Bay businessman at \$12 million.

With the completion of those four sales, New World supermarkets in Marton and Waipukurau were taken off the market – though Foodstuffs may offer them again in the future.

The sales process was managed by Bayleys Wellington. Director, Mark Hourigan, says more than 30 tenders were received. “Buyer interest far exceeded our expectations and those of Foodstuffs ... this reflects the quality of the properties and the strong branding

associated with them.

Foodstuffs (Wellington) Co-operative Society property division general manager, Wayne O'Styke, says proceeds from the sales will be directed towards developing and expanding other sites in the lower North Island. □

In brief

■ Commercial mortgage lending in the United States is reported declining by US\$60 billion in the first quarter of this year with commercial property prices in at an all-time low in May, according to the Moody's/REAL index. *RICS Global Real Estate Weekly* says job growth in the US economy is “highly correlated” with occupier demand in the commercial sector and “without the robust job growth seen in Q1/2011 continuing, a recovery in the commercial real estate market will be harder to come by”.

On the other side of the Atlantic, it is seen as inevitable that the austerity measures of the UK Government will have a significant impact on public sector construction, though it's expected that the private sector should be able to compensate for that loss.

■ Devonport Wharf on Auckland's North Shore – which is a major ferry terminal but has an amount of retail space – is to get a significant makeover. Originally a private development, it was taken over by the former North Shore City Council and is now under the Auckland Council umbrella and managed by Auckland Transport. No price tag has been revealed for the work – which is expected to continue through next year.

■ Wellington businesses are getting extra assistance to reduce energy use and costs with the city council offering funding to top-up the Government incentive scheme administered by the Energy Efficiency and Conservation Authority (EECA) - that pays up to a third of the cost of an energy assessment and help fund recommended changes. The council has now announced it will chip-in up to \$1000 per business; companies with an energy spend under \$300,000 a year per site are eligible. The Museum Hotel will be the first local business to have its energy use assessed under the new scheme.

■ An investment company is being established by the Hawkes Bay Regional Council to manage some

of its larger and future investments in regional infrastructure,

including its ownership of the Port of Napier. The aim is to improve financial returns and help achieve the council's strategic goals in infrastructure development. The leasehold land portfolio and financial investments will stay in direct council management.

People

PAUL ORDERS is the new chief executive officer at Dunedin City Council. He's currently corporate director with the Cardiff Council in Wales where he's responsible for a wide range of economic and environmental services including economic development, tourism, events, cultural venues, regeneration, planning, transportation, highways, waste management and the Cardiff Harbour Authority.

DIANNE JOHNSON has been appointed as a member of the Building Practitioners Board. The managing director of a building inspection firm, she has been an executive member of the New Zealand Institute of Building Surveyors and is a former member of the Weathertight Homes Resolution Service Evaluation Panel.

The Royal Institution of Chartered Surveyors (RICS) has inaugurated **SEE LIAN ONG** as its global president, succeeding Robert Peto and becoming the first

non-British president in the organisation's 143-year history. He retired recently as executive director and partner of Davis Langdon & Seah (Malaysia) and Managing Director of DLS Management (Malaysia) and is a past chairman of the Pacific Association of Quantity Surveyors and a past president of the Institution of Surveyors Malaysia.

BASIL MORRISON has been appointed chairman of the Local Government Commission. He has an extensive background in the sector as a former chairman of

the Ohinemuri County Council, mayor of Hauraki District, Waikato Regional councillor, chairman of Local Government New Zealand and vice chairman of the Commonwealth Local Government Forum.

SEAN WAREING is stepping down as a director and chairman of the board of Kiwi Income Property Trust. He will be succeeded following next month's annual meeting by Sydney-based professional director **MARK FORD**, a former managing director of DB Real Estate Australia where he managed more than A\$10 billion in property funds. □

Books

Reviewed by Peter Hamling

"Growth Misconduct? – avoiding sprawl and improving urban intensification in New Zealand"

Edited by Karen Witten, Wokje Abrahamse & Keriatu Stuart
Published for the New Zealand Centre for Sustainable Cities
by Steele Roberts Aotearoa, RRP \$39.99

This 200+ page work is a compilation by 18 contributors – predominantly academics, but with a smattering of those outside the tertiary education sector from professional disciplines including architecture, planning and urban design.

The editors note that New Zealand's population is expected to grow by one million in the next 20 years and suggest that "the arrival of peak oil and accumulating evidence of climate change force us to reconsider the way we grow our cities". That of course depends whether you subscribe to those theories.

Importantly though, the publishers say the book is intended (among other things) to "spark debate and help us think critically about ways to create liveable ... and prosperous cities".

That can't be a bad thing.

Across its 13 chapters the book has references to almost 300 pieces of research and commentary from many parts of the world on issues related to the subject. There are also a number of detailed case studies of specific New Zealand developments in various parts of the country. □

Worth quoting

A couple of gems from speakers at the 2011 Retail Conference

"The beauty of talking about the future is that when the future becomes today most people have forgotten what you said ..."

John Albertson, CEO, NZ Retailers Federation

"I know a little about retail ... and I'm old ..."

Alan McMabon, Director of Research, Colliers International. □

Commercial property deals

Compiled by the CPNZ editorial team

SALES

Auckland North

► 347-349 Lake Rd, Takapuna, 230m² retail premises sold at \$960,000 on 8.2% yield; lease in place to Hauraki Corner Pharmacy returning \$79,000pa (Elaine Rawkins/Simon Aldridge, Bayleys North Shore Commercial)

► Unit A, 5 Marken Pl, Wairau Valley, 1980s, 2-level, 354m² industrial property, 5 carparks, sold vacant at \$464,000 (Ranjan Unka/Greg Healey, Bayleys North Shore Commercial)

► 11 John Glenn Ave, Albany, 3102m² vacant land sold at \$950,000 (Laurie Burt/Peta Laery, Bayleys North Shore Commercial)

► 231 Birkenhead Ave, Birkenhead, 1970s, 2-level, 747m² office property on 791m² site, 10 carparks, sold vacant, price not disclosed (Caleb Belling, Bayleys North Shore)



SOLD at \$960,000 ... retail property at 347-349 Lake Rd, Takapuna.

Commercial)

Auckland Central

► 34 Oranga Ave, Onehunga, 244m² retail property on 733m² site, sold at \$668,000; leases in place returning \$37,666pa (Claire Rawkins/Tony Chaudhary, Bayleys North Shore Commercial)

Auckland South

► 34 Ben Lomond Cres, Pakuranga, 1040m² industrial property sold vacant by P L & L M Mortlock to Mobile Ceramics NZ Ltd at \$840,000 (Ben Herlihy/Jolyon Thomson/Paul Higgins, Colliers International Highbrook)

Bay of Plenty

► 32-34 Gloucester Rd, Mt Maunganui, (Lollipop Educare) sold to Bethlehem Early Childhood Centre Ltd at \$645,000 (Grant White, Colliers International Tauranga)



SOLD at \$2.25 million, 199 Gracefield Rd, Gracefield.

Kapiti

► 34 Te Roto Dr, Paraparaumu, 978m² three unit industrial property on 1146m² site sold by Leoni Beri & Kerry Anderson to Kapiti Business Centre Ltd at \$1.27 million on 12.75% yield (Stephen Lange, Bayleys Wellington)

Porirua

► 7 Northpoint St, Plimmerton, 594m² vacant industrial section sold by D Paku Ltd to Alberto Tuason at \$170,000 (Stephen Lange, Bayleys Wellington)

► 9 Northpoint St, Plimmerton, 868m² vacant industrial section sold by D Paku Ltd to a private investor at \$214,396 (Stephen Lange, Bayleys Wellington)

Hutt Valley

► 28 Downer St, Lower Hutt, 623m² property on 663m² site sold at \$1 million (Dharmendra Mistry, Kevin Dee Realty)

► 9-15 Meachen St,

Seaview, 3400m² warehouse/office property on 8094m² site, sold by Raumati Seaview Ltd to Chelmsford Properties Ltd at \$4.5 million on 8.44% yield (Fraser Press/Andrew Smith, Bayleys Wellington)

► 199 Gracefield Rd, Gracefield, 1482m² warehouse/office property on 5618m² site, 11 carparks, sold by Aotearoa Trustees Co Ltd to a private investor at \$2.25 million (Paul Cudby/Andrew Smith, Bayleys Wellington)

► 10 Railway Ave, Lower Hutt, 1672.43m², 2-level, former retail car dealership on 1853m² site, 38 carparks, sold vacant by Dundon & Gill Properties Ltd to Aleco Automotive Pty Ltd at \$2.1 million (Andrew Smith/Jim Wana, Bayleys Wellington)

► Unit 8, 33 Pito-One Rd, Petone, 460m² unit titled warehouse/office, 3 carparks, sold by Bic (NZ) Ltd to a private buyer at \$460,000 (Paul Cudby/James Higgie, Bayleys

Commercial property deals *continued*

Wellington

► 514 High St, Lower Hutt, 2250m² former service station sold by Gibson Sheat Trustees Ltd to Restaurant Brands Properties Ltd at \$1.75 million (Andrew Smith/Richard Faisandier, Bayleys Wellington)

Wellington

► Unit 13, 4 Tyers Rd, Ngauranga, 250m² unit titled warehouse/office unit sold by Stones Group to Complete Electrical at \$475,000 on 8.42% yield (Bayleys Wellington)

► 43 Martin Square, Te Aro, 130m² warehouse on 139m² site sold vacant by Matt Black Ltd to a private investor at \$430,000 (Mark Walker/Grant Young, Bayleys Wellington)

LEASES

Auckland West

► Level 1, 56 Lincoln Rd, Henderson, 390m² office premises, 11 carparks, leased by Sakina Family Trust to Healthwest Primary Health Organisation on 1+1+1+1 yr term at \$46,000pa, yearly rent reviews, Buen Sue, Bayleys Auckland)

Auckland North

► Suite 1, 18 Anzac St, Takapuna, 85.4m² office premises leased at \$19,760pa, Opex \$5000pa (Christina Heaven/Stephen Scott, Bayleys North Shore Commercial)

► Unit C, 93 Ellice Rd, Wairau Valley, 2-level, 404m² industrial property, 7 carparks, leased at \$42,000pa, Opex \$14.60/m² pa (Greg Healey/Trevor Duffin, Bayleys North Shore Commercial)

► 1st fl, Building B, 3-5 Omega St, Albany, 381m² office premises, 11 carparks, leased at \$78,000pa, Opex \$30/



SOLD at \$2.1 million, 10 Railway Ave, Lower Hutt.

m² (Caleb Belling, Bayleys North Shore Commercial)

► Unit E2, 27-29 William Pickering Dr, Albany, 98m² office premises, 2 carparks, leased at \$22,000pa Opex \$56/m² (Alex Strever/Stephen Scott, Bayleys North Shore Commercial)

► D4, 27-29 William Pickering Dr, Albany, 161m² office premises, 5 carparks, leased at \$27,000pa (Caleb Belling/Matt Mimmack, Bayleys North Shore Commercial)

► 151 Target Rd, Wairau Valley, 245m² industrial premises, 8 carparks, leased at \$20,000pa, Opex \$23.35/m² (Greg Healey/Ranjan Unka, Bayleys North

Shore Commercial

► 8/9 Karaka St, Takapuna, 50m² office premises, 2 carparks, leased at \$12,500pa, Opex \$1500pa (Christina Heaven, Bayleys North Shore Commercial)

► Part Unit G, 100 Don McKinnon Dr, Albany, 288m² retail premises leased at \$90,000pa,

Opex \$5486pa (Rosemary Wakeman/Damian Stephen, Bayleys North Shore Commercial)

Auckland Central

► Part Level 6, 2 Commerce St, Auckland, 203.4m² office space leased to Rabobank NZ Ltd (Craig Watson/Simon Wilde/Kumeshi Selvaratnam, Jones Lang LaSalle)

► Level 8, 229 Queen St, Auckland, 286.44m² office space leased to ICL Education Ltd (Craig Watson/Simon Wilde/Kumeshi Selvaratnam, Jones Lang LaSalle)

► Podium floor, 1-3 Albert

St, Auckland, 119m² office space leased to People Media Group 2011 Ltd at \$36,000pa (Craig Watson/Simon Wilde, Jones Lang LaSalle)

► Part Level 4, 2 Commerce St, Auckland, 203.04m² office space leased to Mediterranean Shipping Co Ltd (Craig Watson/Simon Wilde, Jones Lang LaSalle)

► Part Level 2, 139 Quay St, Auckland, 143.38m² office space leased to Talent Vault Ltd (Craig Watson/Simon Wilde, Jones Lang LaSalle)

► Unit 3B, 450 Queen St, Auckland, 122.72m² retail premises leased by Goryeo Co Ltd to Upper Queen St Coffee Ltd on 6+6 yr term at \$74,000pa, 2-yearly reviews (Millie Liang, Bayleys Auckland)

► Call Plus Business Centre, 110 Symonds St, Auckland, 456.6m² office premises leased by Southside Group Ltd to Pagemasters Pty Ltd, terms not disclosed (Sam Gallagher/Matt Lamb, Colliers International Auckland)

► Part Level 4, 7-9 Fanshawe St, Auckland, 265m² office premises leased by DNZ Property to P & L Ltd, terms not disclosed (Sam Gallagher/Matt Lamb, Colliers International Auckland)

► 27 Bowden Rd, Mt Wellington, 876m² industrial property leased by Fred

Commercial property deals *continued*

Sarten Estate to Ross Roadmarkers 1993 Ltd on 3 yr term (Ben Herlihy/Hamish West, Colliers International Highbrook)

► 458 Great South Rd, Greenlane, 200m² showroom on 787m² site, 35 carparks, leased by Cromor Ltd to Winger Motors Ltd on 3+3+3 yr term at \$120,000pa plus Opex (Mike Adams, Bayleys Auckland)

► 1 Queen St, Auckland, 140m² retail premises leased to Honey NZ Ltd on 6+6 yr term from 1 May 2011 at \$141,400pa (Paul Hain, Bayleys Auckland)

► Levels 5 & 6, 139 Quay St, Auckland, two office floors leased to New Zealand Trade & Enterprise, terms not disclosed (Rob Bird/Paul Dyson, Colliers International Auckland)

► 1 Jomac Pl, Avondale, 2400m² industrial premises leased by Connell Place Ltd to CMG Electric Motors on 10yr term (Dwayne Warby, Colliers International Highbrook)

► Level 1, Unit 1 & 2, 93 Dominion Rd, Mt Eden, 250m² office premises leased by Clean Slate Press Ltd to Entertain Me Ltd on 14 month term (Jonathon Lynch/Marcus Brown, Colliers International Auckland)

► Levels 7-9, 139 Quay St, Auckland, leased to Auckland Tourism, Events & Economic Development Ltd, terms not disclosed (Rob Bird/Paul Dyson/Neelam

Singh, Colliers International Auckland)

► Level 3, Suite 1 Cumulus, 8A Cleveland Rd, Parnell, office space leased by Sampson Corporation to Heath Partners Consulting Group, terms not disclosed (Scott Parkes, Colliers International Auckland)

Auckland South

► Unit 2, 91 Richard Pearse Dr, Airport Oaks, 3417m² industrial space leased by RTL Holdings to Freight Management on 2yr 3 mth term (Brad Johnston/Jonty Lamb, Colliers International Highbrook)

► 215 Great South Rd, Takanini, 600m² retail space leased by Takanini Properties Ltd to Mr Rental South Auckland 2011 Ltd on 3 yr term (Jolyon Thomson, Colliers International Highbrook)

Hutt Valley

► 16 Regent St, Petone, 170m² warehouse with 20m² office/showroom, 2 carparks, leased to Stik Sign Works on 3+3+3 yr term at \$18,000pa gross (Dharmendra Mistry, Kevin Dee Realty)

► 10 Meachen St, Seaview, industrial property, 7 carparks, leased by Chelmsford Properties Ltd to PE Logistics Ltd on 6 yr term at \$148,233 pa, Opex \$20,876pa (Andrew Smith, Bayleys Wellington)

► Unit 2, 65 Nelson St, Petone, 183m² high stud warehouse/office/

showroom, 2 carparks, leased by Sijmas Holdings Trust to Unitek NZ Ltd on 3+3 yr term at \$28,000pa, carparks \$20p/w (Paul Cudby, Bayleys Wellington)

► Unit 2, 541 High St Lower Hutt, 909.5m² industrial property leased by Fraser Road Ltd to Animates NZ Holdings Ltd on 8+8+8 yr term from November 2011 at \$231,922pa (Andrew Smith, Bayleys Wellington)

Porirua

► 6 Cobham Court, Porirua, 86m² gr fl retail premises, 1 carpark, leased by R & D Solanki Partnership to Kolotex Porirua Ltd on 3+3+3 yr term from August 2011 at \$31,000pa gross (Jon Pottinger, Bayleys Wellington)

► part 1 Prosser St, Elsdon, 1314m² property, 12 carparks, leased on 6+3+3 yr term at \$110,000pa gross (Jon Pottinger, Bayleys Wellington)

Wellington

► Part Level 9, 99 Customhouse Quay, Wellington, 187.6m² office premises, 1 carpark, leased by DNZ Property Fund Ltd to Anadarko New Zealand Ltd on 3+3 yr term, rental not disclosed (Graeme Diamond, Bayleys Wellington)

► Part Level 4, 26 Brandon St, Wellington, 75m² office space leased by National Council of Women of NZ Inc to Choirs Aotearoa NZ Trust at \$17,000pa gross (Ben

Orton, Bayleys Wellington)

► Part Level 2, Berl House, 108 The Terrace, Wellington, 92m² office space leased by Wellington Winton Trustees Ltd & Rachel Winton Trustees Ltd to Joint Accreditation System of Australia and NZ on 6+3+3 yr term at \$23,920pa gross (Luke Frecklington & Ben Orton (Bayleys Wellington)

► Level 7, 23 Waring Taylor St, Wellington, 435m² office premises, 1 carpark, leased by Montage Investments Ltd to NZ Council of Legal Education on 6 yr term at \$128,000pa (Ben Orton, Bayleys Wellington)

► Gr fl, 89 Thorndon Quay, Wellington, 296m² office premises, 2 carparks, leased by Abba Foods Ltd to Allied Work Force Ltd on 3+3+3 yr term at \$75,000pa gross incl signage rights (Paul Cudby, Bayleys Wellington)

Christchurch

► 632 Main South Rd, Christchurch, 3000m² industrial property leased by Trojan Holdings to Halls Transport on 15 yr term (Gary Seear/Brian Adams, Colliers International Christchurch) □

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Industry events

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- new** ▸ ■ Unit Titles Act 2010: seminar – presented by the Property Council of New Zealand – Northern Club, Auckland – 28 July 2011, 4-6pm (www.propertynz.co.nz)
- Women in Property – mid-Winter networking event – Waterfront Café and Bar, Auckland Maritime Museum – 20 July 2011, 5-7pm (www.propertynz.co.nz)
- Training course – “Energy efficiency for facilities managers” - presented by the Energy Management Association of New Zealand - Auckland, 4/5 August 2011 (www.emanz.org.nz)
- Leaky building disputes seminar – Dunedin, 9 August; Christchurch, 10 August; Wellington, 11 August; Tauranga, 16 August; Auckland, 17 August (www.lawyerseducation.co.nz)
- Property Council of New Zealand – annual conference – 17-19 August 2011 – Sydney, Australia (www.propertynz.co.nz)
- 7th Australia-New Zealand Climate Change and Business Conference – Wellington – 1-2 August 2011 (www.climateandbusiness.com)
- Property Institute of New Zealand – Lincoln Mainland Property Seminar 2011 – Lincoln University, Christchurch – 2/3 September 2011 (www.property.org.nz)
- National Safety Show – Auckland – 21/22 September 2011 (www.safetysbow.co.nz) ◀ **new**
- Barrier Free seminars on the accessible built environment in public buildings – Christchurch, 22/23 September; Auckland, 14/15 October; Wellington, 24/25 November (www.barrierfreenz.org.nz)
- Resource Management Law Association of NZ annual conference – Hamilton – 6/8 October 2011 (www.rmla.org.nz)
- World Sustainable Building conference – Helsinki, Finland – 18/21 October 2011 (www.sb11.org)
- “Competiveness at the Edge”, 14th annual TCI Global Competitiveness and Economic Development conference – Auckland – 28 Nov/2 December 2011 (www.tci2011.com) □

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