

NAI HARCOURTS MARKET LEADER.

Bringing you the latest news, fact and figures from the world of commercial real estate.

Welcome to our first quarterly NAI Market Leader newsletter for 2015.

Growth has been the focus for NAI Harcourts Australia over the last fourteen months, with an impressive 13 new NAI Harcourts locations opening across Australia from January 2014 to January 2015.

This really speaks to the confidence investors have in the Australian commercial property market at the moment and not just in traditionally strong markets. We had locations opening across the country, in Western Australia, Queensland, Victoria, New South Wales, and our first South Australian location opened in Victor Harbor recently.

Across NAI Harcourts Australia, written sales value for the last 12 months was up 79%, written volume is also up a massive 92% which is a great result and reflects the growing demand in the market place at the moment.

Sentiment seems to be becoming largely positive across a number of capital cities in the commercial space in Australia, as investor confidence seems to be returning in 2015.

I'm excited to see what the second quarter of 2015 brings!



Richard Laery
CEO, NAI Harcourts Australasia

COMMERCIAL PROPERTY OUTLOOK IN AUSTRALIA



In Australia the commercial property market is tipped to provide investors with good returns over 2015, however capital growth is expected to slow over the next 1-2 years, according to the latest survey from National Australia Bank (NAB).

The survey predicts the best returns are to be found in CBD hotels (3.3% and 4.6%), followed by industrial (1.3% and 1.9%) with the lowest returns expected for office property (0.2% and 0.7%).

In Victoria, sales recorded over the three months to February 2015 totalled AUD\$238.2 million, a decrease from the AUD\$392.7 million recorded to November 2014 and the \$383 million recorded to August 2014.

The latest findings from CoreLogic RP Data shows the twelve-month sale total comes to AUD\$1,524.9 million, an increase from the previous twelve months, when sales totalled AUD\$904.6 million.

In Brisbane's CBD, the vacancy rates in the office market has climbed to a new record high of 15.6% over the past six months according to the Property Council of Australia's latest Office Market Report.

While this increase in vacancy from the 14.8% recorded in July 2014 is not unexpected and due primarily to negative demand, it does reinforce the need for a concerted focus on the renewal and conversion of older office buildings across Brisbane, according to Chris Mountford, Queensland Executive Director of the Property Council of Australia.

In Western Australia, the real estate market in general is going through a time of correction, with property values stabilising or reducing slightly in some areas. There is less negative commentary about the commercial real estate market, however, consumer sentiment for retail spending and wealth creation through the purchasing of property assets is generally slow.

The Western Australian economy is certainly going through structural change moving away from mining to other sectors such as building, construction and manufacturing and in time opportunities in the real estate market will be created again, according to NAI Harcourts Commercial Property Specialist, Tony Romano.

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HARCOURTS COMPLETE



NAI HARCOURTS TAKES OUT THE TOP SPOT AT THE ANNUAL NAI GLOBAL AWARDS

NAI Harcourts has taken out the top international spot in the Member of the Year category at the recent NAI Global Convention, held between 3-5 February at the Paris Hotel in Las Vegas.

The awards recognise the top producers across the NAI Global network. With the Member of the Year Award going to the company that positively promotes the NAI brand, drives business, engages with fellow members, provides leadership within NAI and is on a continuous growth trajectory.

NAI Harcourts, has definitely been on a continuous growth trajectory over the last 12 months, with 13 new locations opened and great settled and written sales results across the Group.

We are thrilled that NAI Harcourts had been honoured at the NAI Global Convention, topping off a phenomenal year of growth for us. NAI Harcourts now reaches over 75 locations across Australia and New Zealand.



ASIA PACIFIC CAPITAL TRENDS: 2014 YEAR IN REVIEW

Transaction volumes of income producing properties reached a new post GFC high in the Asia Pacific on both the full year and final quarter.

Excluding land transactions, volumes measured AUD\$180.8 billion on the year and AUD\$53.8b on the final quarter.

While full-year transaction volume was just slightly ahead of 2013, Q4 2014 was 4% ahead of Q4 2013.

Results were mixed by country and property type. Of the top 15 countries, nine recorded declines in transaction activity on the year particularly the smaller economies.

Among property sectors, only the office sector delivered positive growth in transaction volumes for the year, up 11% year on year, although by the final quarter most sectors were able to deliver growth on Q4 2013.

SOURCE: REAL CAPITAL ANALYTICS

LOOKING TO INVEST IN NEW ZEALAND?

NAI Harcourts Key Assets magazine is now available. Key Assets features commercial, industrial and retail properties, as well as businesses for sale and properties for lease throughout New Zealand.

Talk to your NAI Harcourts sales consultant if you would like to learn more about the portfolio and to pick-up your copy.

