

Supermarket giant Woolworths' foray into home renovation will shake up the competition >P86

A new business says the wait was worth it for a state-of-the-art warehouse in Rocklea >P91

Sales underscore marina shortfall



BERTH DEARTH: Meridien Marinas' Warwick Bible says demand for Queensland berths far outstrips supply.

Phil Bartsch

THAT sinking feeling is by no means swamping Queensland waterfront offerings – particularly those without any land attached.

Marina berths have emerged as one of the more buoyant sectors of the state's floundering property market.

Developer Meridien has settled more than \$16 million worth of leasehold berth sales in recent months across its four marina assets in Queensland.

The sales have been boosted by an increasing number of

boatless investors jumping on board a growing shortage of berths with a view to long-term capital gains.

Meridien chief executive Warwick Bible said demand for marina berths outweighed supply and the gap was growing.

"Marina berths are a popular investment option, due to strong rental income and low vacancy rates," Mr Bible said.

He said rental on 12m berths at Meridien's marinas grew between 5 and 21 per cent in the 12 months to February.

"Some investors have purchased two or three berths at

Meridien Marinas' locations instead of securing a typical unit or house investment property," he said. "One of the main motives has been the significant tax advantages associated with marina berths as 100 per cent of the berth price can be amortised over 10 years."

Gold Coast-based property analyst and Midwood Report author Bill Morris said investment in marina berths would continue to gain momentum.

He added that, while sales new boats were down, "once a boat needs to be berthed it always needs to be berthed".

"Very rarely do you get a vacancy," he said. "They are good tenants, boats."

"They just sit there, do nothing, don't cause any trouble and their berths require little maintenance."

Meridien is one of Australia's largest marina developers and owner-operators.

Its portfolio includes the 500-berth Horizon Shores marina on the Gold Coast, the 112-berth Meridien Marina Mirage at Port Douglas and its two Whitsunday assets – the 500-berth Abel Point marina and the yet-to-be-completed,

240-berth Port of Airlie marina.

The recent sales included two 30m berths at Abel Point, secured by a Sydney buyer for \$1 million, and a Port of Airlie berth sold for \$500,000 to a Gold Coast purchaser.

All three deals were for 25-year leasehold berths.

Mr Bible said similar berths sell in Sydney for close to double the price and, with the availability of cheaper airfares, an increasing number of interstate boat owners were now choosing to park their vessels in Queensland marinas.

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Office market gaining

Chris Herde

EVIDENCE of a turnaround in the Brisbane CBD office market is mounting, with an increase in inquiries and sales.

According to the latest Colliers International CBD Office Research and Forecast Report, Brisbane's CBD has delivered one of the best turnarounds of any Australian office market.

"The report captures what I would consider a good turnaround when you look at how we are travelling now, compared to 12 months ago," Colliers international director research Mark Courtney said. "As the overall economic outlook for the Queensland and the nation continues to improve, then sales and investment activity will also gather pace."

The report said Brisbane CBD recorded more than \$503 million in major investment sales transactions in the year-to-date, compared with \$240 million for 2009.

There has also been a number of large leasing commitments, including Brisbane City Council's 8324sq m and QR Limited 2081sq m at the Brisbane Transit Centre and Blake Dawson securing 4700sq m at the Riverside Centre.

Mr Courtney said: "Despite less positive conditions... we have still seen a significant increase in interest, inquiry and activity in the Brisbane CBD investment sales market in 2010."

Ray White Hotels

Brand New 20yr Leases to ALH with 5 X 10yr Options (70yrs)

Four Stand Alone Freehold Established Hotels Leased to ALH

- Brand new leases commencing 2010 (prior to freehold settlement) • ALH is 75% owned by Woolworths and 25% owned by the Bruce Mathieson Group
- Annual CPI increases between 2 - 3.5% • Established businesses in strong growth areas of Queensland • To be offered individually
- Triple net leases (Lessor to pay land tax)



Outline Indicative Only

- ▲ **Petrie Hotel, Petrie**
- Site Area 9,717m²*
- Net Rental \$306,443



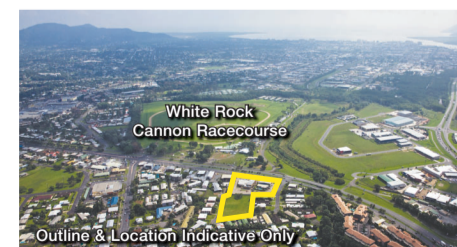
Outline Indicative Only

- ▲ **Kallangur Tavern, Kallangur**
- Site Area 1.563ha*
- Net Rental \$587,333



Outline Indicative Only

- ▲ **Club Tavern, Caboolture**
- Site Area 4,627m²*
- Net Rental \$530,625



Outline & Location Indicative Only

- ▲ **Woree Tavern, Woree**
- Site Area 1.1ha*
- Net Rental \$185,306

Auction Monday 25th October 2010, 10.30am
Venue Stamford Plaza, Cnr Edward & Margaret Streets, Brisbane

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*approx
Outlines Indicative only

I Brisbane

I Sydney

I Melbourne