RESEARCH

# MELBOURNE CBD

## OFFICE MARKET OVERVIEW OCTOBER 2014

## HIGHLIGHTS

The trend of non-CBD tenants migrating into the Melbourne CBD office market continues to boost net absorption levels, resulting in a fall in vacancy in the first half of 2014.

Melbourne is forecast to record the strongest CBD white collar employment growth of all Australian CBD office markets over the next five years with 34,300 extra jobs anticipated.

Following a record high level of transactions in 2013; CBD office sales in 2014 year to date have already surpassed $2 billion—the second highest annual total on record.

# KEY FINDINGS

**The trend of non-CBD tenants migrating into the CBD** office market continues to support positive net absorption

**Refurbished space that re-entered the CBD market** made up the entire amount of new supply in the first half of 2014

**Over the year to July 2014, net effective rents continued to fall,** as rises in incentives exceeded net face growth

**In 2014 to date, Melbourne has attracted the sixth highest** level of cross-border office investment globally

RICHARD JENKINS
**Director—VIC Research**

**Follow Richard at @RJenkinsR**

# SUPPLY & DEVELOPMENT

While gross CBD office supply is forecast to grow by 210,685$m^2$ over the next 12 months, the continued trend of tenant migration into the CBD, will ensure that the resulting rise in vacancy will not be prolonged.

Gross CBD office supply in the first half of 2014 totalled 30,534$m^2$, which comprised entirely of refurbished space re-entering the market. Over the 12 months to July 2014, only 59,878$m^2$ was added to the Melbourne CBD office market, less than half the annual average of 125,005$m^2$. In fact over the past year, net supply was actually negative and the last office building with more than 10,000$m^2$ was completed in mid-2013.

Looking forward, in the 12 months to July 2015, new supply will pick up with gross supply forecast to total 210,685$m^2$. Already Westpac's new office at 150 Collins Street (20,000$m^2$) and Medibank's office at 720 Bourke Street (47,000$m^2$) have been completed with 313 Spencer St (Cbus/Invesco 29,400$m^2$), 567 Collins St (Investa 55,000$m^2$), 699 Bourke St (Mirvac 19,300$m^2$) and 570 Bourke St (Charter Hall 27,000$m^2$) scheduled for completion by July 2015. Mid-2015 is also forecast to mark the end to this construction cycle with no developments scheduled for completion until KPMG's new 55,000$m^2$ office at Collins Square; which is scheduled for completion in mid-2016 with Maddocks also pre-leasing space in the development.

Beyond the buildings under construction there are a number of proposals gaining traction. Recently, Telstra flagged plans to develop a new office at 288 Exhibition Street in which Telstra will occupy at least 75,000$m^2$. Telstra is seeking to consolidate other CBD tenancies into the new development with occupation from early 2018. Additionally, Cbus Property has gained support from the Melbourne City Council for a new 50,000$m^2$ development at 447 Collins Street having included a 1,900$m^2$ park for the city as part of the proposal. Further ahead, the Victorian Government is currently investigating options to develop the 3.3-hectare Federation Square East site into a mixed-use precinct, which could incorporate hotel, office and retail space.

Pre-commitment levels on the space under construction remains healthy with 63% of the 265,685$m^2$ that is due for completion over the next three years currently pre-committed. Coupled with the relatively high levels of pre-commitment, upcoming backfill space is not substantial with only 90,900$m^2$ projected to be vacated over the next three years which has been sheltered by the migration of non-CBD tenants into the upcoming developments.

Further reducing the space that will enter the Melbourne office market is the increased demand for residential development within the Inner Melbourne precinct. In total, 87,800$m^2$ of CBD office space has been identified to be withdrawn in the near future. The majority of these mooted developments are located in Spencer and Flagstaff precincts with the bulk of withdrawn space within B-grade stock.

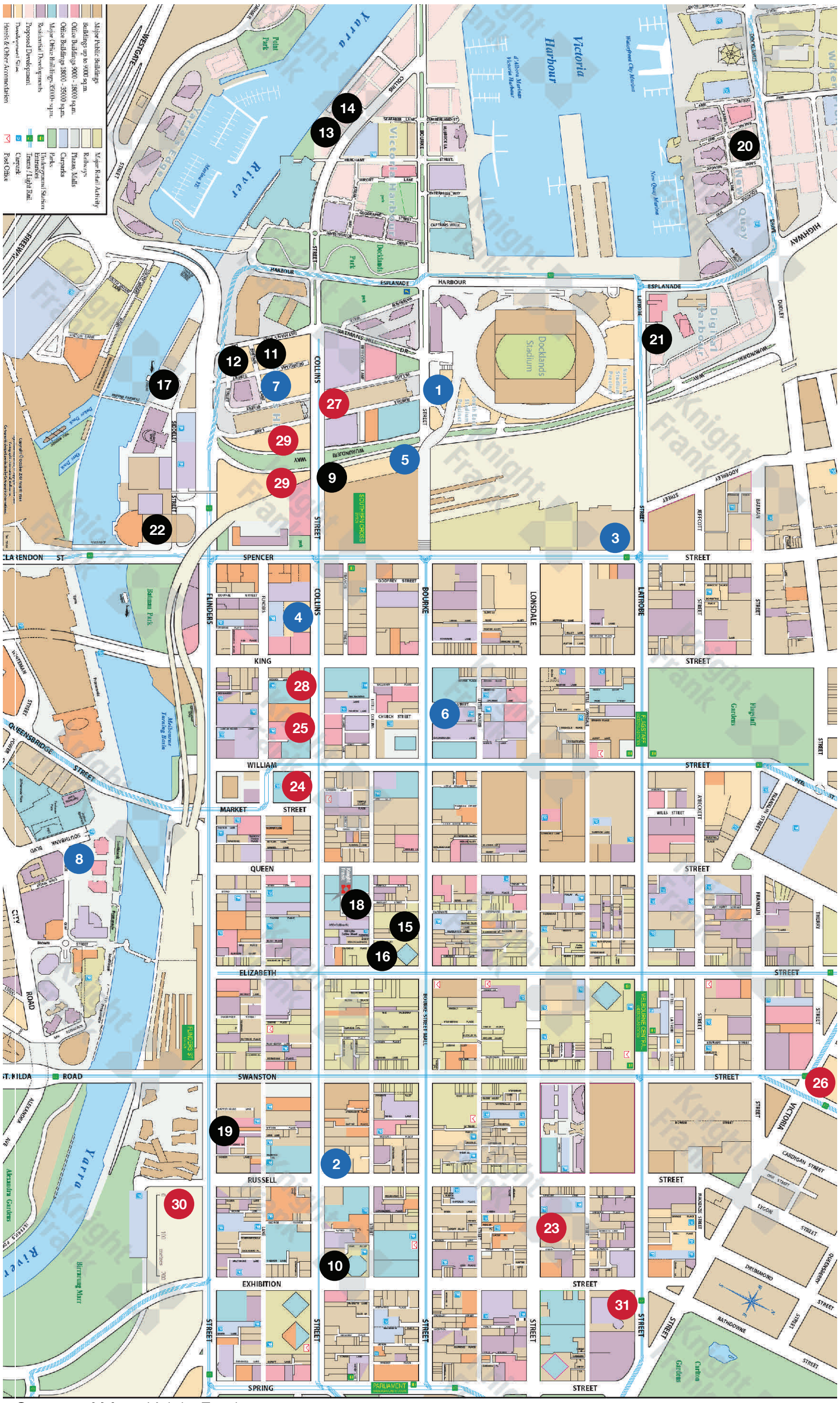
TABLE 1
### Melbourne Office Market Indicators as at July 2014

| Grade | Total Stock ($m^2$) | Vacancy Rate (%) | Annual Net Absorption ($m^2$) | Annual Net Additions ($m^2$) | Average Net Face Rent ($/$m^2$) | Average Incentive (%) | Average Core Market Yield (%) |
|---|---|---|---|---|---|---|---|
| Prime | 2,724,873 | 6.7 | 48,359 | -16,066 | 430—650 | 28.0 — 32.0 | 5.75—7.00 |
| Secondary | 1,602,635 | 11.6 | -14,556 | -5,482 | 295—390 | 30.0— 33.0 | 7.00—7.75 |
| **Total** | **4,327,508** | **8.5** | **33,803** | **-21,548** | | | |

Source: Knight Frank/PCA NB. Average data is on a weighted basis

# MAJOR OFFICE SUPPLY

1. 720 Bourke St - 47,000m² [Medibank]
   Cbus Property - Q3 2014 - 72% committed.
2. 150 Collins St - 20,000m² [Westpac]
   GPT Wholesale Office Fund - Q3 2014 - 66% committed.
3. 313 Spencer St - 29,400m² [Victoria Police]
   Cbus Property/Invesco - Q1 2015 - 100% committed.
4. 567 Collins St - 55,000m² [Corrs/Leighton Contractors/Jemena]
   Investa - Q2 2015 - 69% committed.
5. 699 Bourke St - 19,300m² [AGL Energy]
   Mirvac/TIAA-CREF - Q2 2015 - 100% committed.
6. 570 Bourke St - 27,000m²
   Charter Hall - Q2 2015.
7. 2 Collins Sq - 55,000m² [KPMG/Maddocks]
   Walker - Q2 2016 - 60% committed.
8. 2-4 Riverside Quay ^ - 20,100m² [PwC]
   Mirvac - Q4 2016 - 82% committed.
9. 664 Collins St - 27,500m²
   Mirvac - 2017+
10. 80 Collins St - 43,000m²
    Queensland Investment Corporation (QIC) - 2017+
11. 4 Collins Sq - 20,000m²
    Walker - 2017+
12. 5 Collins Sq - 35,100m²
    Walker - 2017+
13. Y3, 839 Collins St - 39,200m²
    Lend Lease - 2017+
14. Y4, 855 Collins St - 34,000m²
    Lend Lease - 2017+
15. 405 Bourke St - 62,000m²
    Brookfield - 2017+
16. 385 Bourke St - 27,000m²
    DEXUS - 2017+
17. North Wharf - 20,000m²
    WTC Asset Management - 2017+
18. 360 Collins St - 16,000m²
    DEXUS - 2017+
19. 180 Flinders St - 20,000m²
    DEXUS - 2017+
20. 395 Docklands Dve - 22,000m²
    MAB - 2017+
21. 1000 Latrobe St - 32,500m²
    Digital Harbour - 2017+
22. 601 Flinders St - 60,000m²
    Eureka/Asset 1 - 2017+
23. 124-148 Lonsdale St - 50,000m²
    Uniting Church/Leighton Properties - 2017+
24. 447 Collins St - 50,000m²
    Cbus Property - 2017+
25. 477 Collins St - 51,000m²
    Mirvac - 2017+
26. 555 Swanson St (CUB Site) - 36,000m²
    Grocon - 2017+
27. 710 Collins St - 47,500m²
    Equiset - 2018+
28. 525 Collins St - 5,000m²
    St Martins/Equiset - 2017+
29. Sites 5B & 6B - 100,000m²
    Lend Lease - 2018+
30. Fed Square East - 60,000m²
    State Government - 2018+
31. 288 Exhibition St - 75,000m²
    Telstra - 2018+




Source of Map: Knight Frank

- Under Construction / Complete
- DA Approved / Confirmed / Site Works
- Mooted / Early Feasibility

NB. Dates are Knight Frank Research estimates
Major tenant precommitment in [brackets] next to NLA
^ Southbank precinct
Office NLA quoted

# TENANT DEMAND & RENTS

As the Australian economy continues its shift away from the resources led growth, employment growth continues to gather momentum in Victoria. In the year to August 2014, Victorian employment rose by 47,900. The growth of employment was driven by the education and retail sectors. In terms of traditional white collar employment sectors, the finance sector grew only modestly over the 12 months to August while employment in the professional services sector contracted in the year. In the year to August 2014, Victorian employment increased by 1.7%, modest in comparison to the past 10 years, but its highest rate since 2010.

While Australia's unemployment rate remains elevated, recent trends in job advertisements are consistent with a gradual turnaround in the labour market. ANZ job ads are up 8% over the year to date. Although employment growth in the public sector is forecast to remain weak, from 2016-17, growth in other sectors, in particular the professional services sector, is expected to lift overall employment demand.

The Sydney CBD and the Melbourne CBD office markets were the only CBD office markets in Australia to record a decline in vacancy in the six months to July 2014. The Melbourne CBD vacancy fell to 8.5% as at July 2014, down from 8.7% in January 2014. While over the first half of 2014 the Melbourne CBD office market recorded the highest net absorption level in the country. Much of this growth in occupied space came from the migration of non-CBD tenants into the market rather than organic growth of existing CBD tenants. Recent incoming tenants to the CBD include: Australia Post from North Melbourne, Cardno from Hawthorn and Whitbread Insurance from St Kilda Road.

TABLE 2
**Melbourne CBD Vacancy Rates**

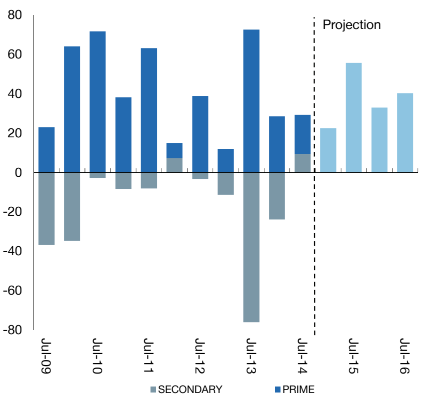
| Grade | Jul-13 | Jan-14 | Jul-14 |
|---|---|---|---|
| Premium | 9.6 | 8.0 | 7.2 |
| A Grade | 8.9 | 6.3 | 6.6 |
| **Prime** | **9.0** | **6.7** | **6.7** |
| B Grade | 11.0 | 13.5 | 13.9 |
| C Grade | 12.8 | 11.6 | 9.7 |
| D Grade | 2.8 | 2.9 | 2.9 |
| **Secondary** | **11.0** | **12.0** | **11.6** |
| **Total** | **9.8** | **8.7** | **8.5** |

Source: PCA

The trend of non-CBD migrating into the CBD office market is expected to continue in the short term with relocations of Jemena (from Mt Waverley), Viva Energy (Hawthorn) and Victoria Police (St Kilda Road) also earmarked.

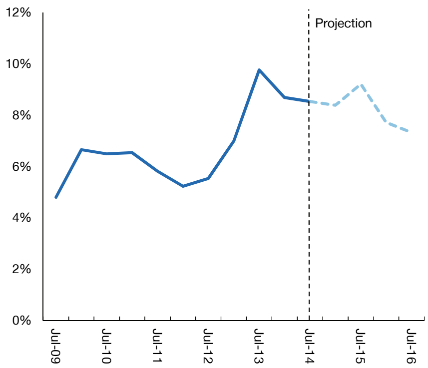
In the six months to July 2014, net absorption in the CBD office market totalled 29,291m$^2$, the highest level recorded since July 2012, but still 63% below the 10-year historical average. Despite the subdued tenant demand, the majority of space taken up continues to be within prime quality space. Premium and A-grade net absorption totalled 19,908m$^2$, accounting for 67% of all take up in the first half of 2014. In comparison, within secondary CBD office space, 9,383m$^2$ was absorbed, driven by strong take up in C-grade space which totalled 8,741m$^2$ —its highest level recorded in five years.

FIGURE 1
**Melbourne CBD Net Absorption**
per six month period (000's m$^2$)




Source: Knight Frank/PCA

FIGURE 2
**Melbourne CBD Vacancy Rate**
Total Vacancy (%)




Source: Knight Frank

Over the six months to July 2014, prime grade office space vacancy remained steady at 6.7% with take up offsetting the refurbished space re-entering the market. Secondary office vacancy rates also recorded a fall, decreasing to 11.6% - its first decline since the second half of 2011. Despite the falls in prime and secondary office vacancy levels, all grades remain above their respective 10-year averages with the exception of D-grade space.

While sublease vacancy in the Melbourne CBD office market rose marginally from 0.7% in January to 0.8% as at July 2014; there remains an additional volume of sublease space that is being marketed but still occupied, thus indicating a slightly higher level of sublease vacancy than the official PCA statistics reflect.

Given the restrained labour conditions, CBD office precincts were impacted by significant leasing transactions and relocations. Vacancy in the Civic precinct fell to 6.8% as Australia Post and Cardno moved into 180 Lonsdale Street and 501 Swanston Street respectively. Elsewhere, vacancy in the Docklands precinct remains steady at 4.0%, its highest level since July 2008, impacted by an increasing amount of sublease vacancy.

## Anticipated Vacancy Levels

Looking forward, Deloitte Access Economics is forecasting white collar employment growth in the Melbourne CBD office market of 2.1% in 2014, increasing to 2.4% in 2015 and then 2.3% in 2016. Over the next three years, white collar employment growth in the Melbourne CBD office market is forecast to be driven by growth in the professional services, finance and government sectors. Boosted by the continued trend of tenants migrating into the CBD, net absorption is forecast to total 51,700m$^2$ this year before further rising to 88,500m$^2$ in 2015.

While over the next 12 months, new supply in the CBD office market is forecast to peak with almost 200,000m$^2$ delivered, increased levels of withdrawals and constrained backfill space will curb significant vacancy rises. Total vacancy in the CBD office market is forecast to rise to 9.2% in mid-2015; before trending down with a constrained development pipeline through to 2017.

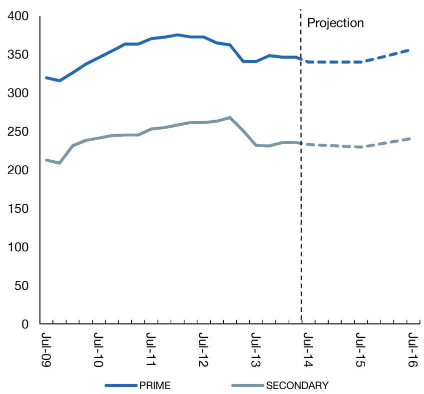
## Rental Levels

As a result of the subdued demand environment of the past four years incentive levels have steadily increased. As at July 2014, prime net face rents average $486/m$^2$, having increased by 5.3% over the last 12 months. However over the same period, average incentive levels have also increased, rising from 26% to 30%. As a result of the heightened incentive levels, net effective rentals decreased by 0.3%. Despite the continued decline of the prime net effective rental levels, the rate at which incentives have risen has eased, indicating that incentive levels are close to peaking. While over the next year, prime net face rent and incentive levels are forecast to remain steady, over the next five years on average prime net face rent growth of 3.6% is forecast with effective rental growth of 6.9%.

Similar to the prime market, the modest growth in secondary face rents has been exceeded by the growth of incentives leading to effective rental levels falling.

As at July 2014, secondary net face rents average $338/m$^2$. Looking forward the withdrawal of B-grade assets in particular, is likely to result in vacancy falling below their historical average. The fall in vacancy is expected to result in a gradual increase in secondary rents from 2016 onwards.

FIGURE 3
**Average Net Effective Rents**
Melbourne CBD ($/m$^2$)




**Source:** Knight Frank

TABLE 3
**Recent Leasing Activity Melbourne CBD**

| Address | Precinct | NLA (m$^2$) | Term (yrs) | Lease Type | Tenant | Start Date |
|---|---|---|---|---|---|---|
| 2 Collins Square | Docklands | 7,000 | 10 | New | Maddocks | Q4-16 |
| 2 Collins Square | Docklands | 27,000 | 15 | Precomm | KPMG | Q4-16 |
| 567 Collins Street | Western | 12,000 | 13 | New | Jemena* | Q3-15 |
| 120 Spencer Street | Spencer | 7,998 | 12 | New | Central Queensland Uni. | Q1-15 |
| 720 Bourke Street | Docklands | 4,400 | 12 | New | Viva Energy* | Q4-14 |
| 171 Collins Street | Civic | 6,805 | 9 | New | Wood Group PSN | Q3-14 |
| 360 Collins Street | Western | 1,900 | 10 | New | Vision Super | Q3-14 |
| 171 Collins Street | Civic | 2,700 | 11 | New | Vic Super | Q3-14 |
| 555 Lonsdale Street | Western | 1,286 | 10 | New | Regus | Q3-14 |
| 90 Collins Street | Eastern | 1,500 | 10 | New | Whitbread Insurance* | Q3-14 |
| 180 Lonsdale Street | Civic | 1,787 | 5 | New | RMIT | Q2-14 |
| 180 Lonsdale Street | Civic | 10,768 | 10 | New | Aust. Post* | Q2-14 |
| 575 Bourke Street | Western | 1,047 | 3 | New | Rheinmetall | Q2-14 |
| 570 Bourke Street | Western | 1,198 | 10 | New | Wood & Grieve | Q2-14 |
| 1 Collins Street | Eastern | 560 | 8 | New | AXF Group | Q2-14 |
| 600 Collins Street | Spencer | 2,300 | 6 | New | Sage Institute | Q2-14 |
| 40 Market Street | Western | 11,615 | 15 | Renewal | Powercor | U/D |

*Tenant relocating to CBD

**Source:** Knight Frank

# INVESTMENT ACTIVITY & YIELDS

Following a subdued first quarter, investment activity has surged in the second and third quarters, boosted by a number of major sales with six transactions above $100 million recorded between April and October.

Investment sales activity (above $10 million) in 2014 to date within the Melbourne CBD currently totals $2.02 billion across 21 properties. Sales in 2014 to date have exceeded all previous annual totals recorded with the exception of 2013. However, transactions in 2014 to date have surpassed those transacted over the same period in 2013 which set a record high annual level for the Melbourne CBD office market. (Note. Sales volume data excludes Melbourne CBD assets included in the $3.3bn DEXUS takeover of CPA).

Somewhat surprisingly, unlisted funds and syndicates lead all purchaser types accounting for 38% of sales by value, spending more than $769 million, already surpassing the level of transactions recorded in the entire year of 2013. Major acquisitions made by unlisted funds this year include: AMP Capital Wholesale Office Fund's purchase of 700 Bourke Street for $433.50 million and GPT Wholesale Office Fund's half share acquisition of the CBW office development for $304.05 million.

Offshore groups also continued their recent interest within the CBD office investment market, accounting for 37% of sales by value, spending more than $744 million, following on the $997 million acquired in 2013. In previous years, offshore investment has been led by Asian-based investors, however in 2014 to date, North American-based investors accounted for 54% of cross-border investment into the Melbourne CBD office market with European investors also active, accounting for 23% of cross-border investment.

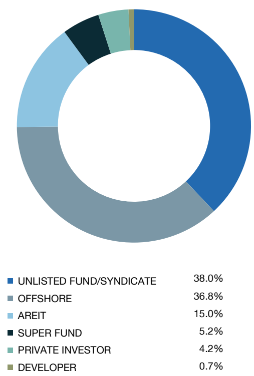
Investment appetite into Australia remains strong, attracted by the resilience of its economy, high transparency levels and higher returns in a global context. In fact, Melbourne attracted the sixth highest level of cross-border office investment in 2014 to date globally, behind only London, Paris, Sydney, Tokyo and Frankfurt.

After an active year in 2013, AREITs in 2014 to date have been relatively passive with GPT's purchase of the 50% stake of CBW for $304.05 million accounting for the entire spending activity of AREITs in 2014.

FIGURE 4

**Melbourne CBD sales by purchaser**

$10 million+ sales YTD2014




Source: Knight Frank

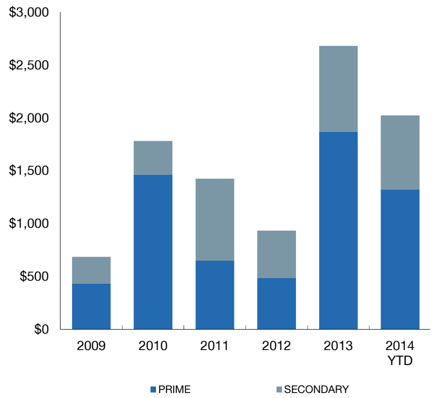
TABLE 4

**Recent Sales Activity Melbourne CBD**

| Address | Price ($ mil) | Core Mkt Yield (%) | NLA ($m^2$) | $/m² NLA | WALE (yrs) | Vendor | Purchaser | Sale Date |
|---|---|---|---|---|---|---|---|---|
| 40 Market Street | 105.00 | ~6.25* | 12,011 | 8,742 | 15.0 | DEXUS (DXS) | MTAA Superannuation | Sep-14 |
| 231-235 Swanston Street | 25.30 | 4.24¥ | 2,352 | 10,757 | 5.6 | Offshore Private | Offshore Private | Sep-14 |
| 459 Little Collins Street | 45.50 | 7.79* | 9,940 | 4,577 | N/A | Uniting Church | Private Investor | Sep-14 |
| CBW, 181 William Street & 550 Bourke Street | 608.10 | 6.50≈ | 81,453 | 7,466 | 5.2 | Cbus Property | GPT (50%) / GPT (GWOF) (50%) | Sep-14 |
| 700 Bourke Street | 433.50 | 5.75 | 63,000 | 6,881 | 13.6 | Cbus Property | AMP Capital (AWOF) | Sep-14 |
| 18-38 Siddeley Street | 120.40^ | 9.30* | 53,301 | 3,226 | N/A | Private Investor | Abacus / KKR | Aug-14 |
| 22 William Street | 21.60 | 6.16* | 5,700 | 3,789 | N/A | Private Investor | Offshore Private | Aug-14 |
| 321 Exhibition Street | 208.00 | ~6.25 | 30,200 | 6,887 | ~7.5 | Cromwell | Invesco | Jul-14 |
| 555 Collins Street† | 78.00 | VP | 22,273 | 3,502 | 0.0 | Private Investor | Fragrance Group | Jun-14 |
| 628 Bourke Street | 129.60 | 7.10 | 24,674 | 5,252 | 6.9 | Investa (IOF) | M&G Real Estate | May-14 |
| 50 Queen Street | 40.70 | 7.55 | 9,241 | 4,404 | 2.2 | Centuria Property Funds | Fidinam | May-14 |
| 277-279 Flinders Lane‡ | 16.20 | N/A | 3,826 | 4,234 | N/A | Private Investor | Wake Up! Hostels | Apr-14 |
| 699 Bourke Street | 73.00# | 6.80# | 19,317 | 7,558 | 9.8 | Mirvac | TIAA-CREF | Apr-14 |

Source: Knight Frank * initial yield ≈ reported capitalisation rate ‡ bought for potential hotel redevelopment † bought for potential residential redevelopment
# 50% share with core market yield adjusted for acquisition cost savings ^ 70% share ¥ reflects retail space income accounts for 50% of building's market rent

FIGURE 5
**Melbourne CBD Sales $10 million+**
By grade ($m)




Source: Knight Frank

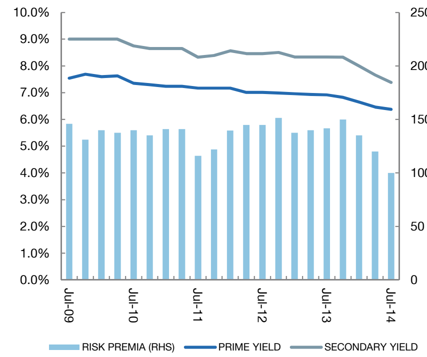
Not only were CBD transactional levels in 2014 boosted by a number of major sales, but Cbus Property's disposal of the CBW office development (comprising two office buildings at 181 William Street and 550 Bourke Street) for $608.10 million, was Melbourne's highest office transaction on record. As part of Cbus Property's strategy to recycle capital into the next development cycle, the group also sold 700 Bourke Street for $433.50 million—Melbourne CBD's second highest office transaction on record.

Inflated by the significant sales activity, prime grade offices accounted for the majority of transactional activity by value; secondary assets however made up 76% of the number of transactions. Encouraged by the record levels of population growth recorded within the Inner Melbourne region, many of these secondary assets were purchased with the intention of conversion to some alternative use in the medium term. Singaporean Fragrance Group purchased 555 Collins Street for $78.00 million and is now seeking minister approval to build 1,000 apartments and 300 hotel rooms on the site. Elsewhere, 277-279 Flinders Lane was purchased by Wake Up! Hostels for $16.20 million who plan to refurbish the heritage-listed office building as a hostel.

The significant weight of capital seeking Melbourne CBD office investments from all buyer groups has resulted in continued compression of both prime and secondary yields. Over 2014 to date, average prime office yields have compressed a further 27 basis points to range between 5.75% and 7.00%. Average prime yields now stand 75 basis points lower than the 10-year average of 7.13%. As demonstrated with the recent sales of 700 Bourke Street and CBW, prime yields for quality stock are now approaching the previous Melbourne CBD office benchmark lows of late 2007.

However with prime investment transactions relatively scarce coupled with increasing investor appetite seeking potential residential development opportunities, greater yield compression has occurred in the secondary market over the past six months. Average secondary yields tightened by 62 basis points in the first half of 2014 to range between 7.00% and 7.75%. Although yet to match the peaks of 2007, the spread between prime and secondary CBD office yields continues to narrow now to their closest margin in five years (see Figure 6).

FIGURE 6
**Melbourne CBD Yields & Risk Spread**
Core Market Yields & Prime vs Secondary Spread (bps)




Source: Knight Frank

## Outlook

- Victorian state economic activity is forecast to gain momentum in 2014-15 and beyond, as infrastructure spending lifts. Deloitte Access Economics forecasts Victorian Gross State Product to grow by 1.90% in 2014-15 and on average by 2.60% per annum over the next five years.
- Looking forward, white collar employment growth within the Melbourne CBD office market is forecast to continue to recover. Deloitte Access Economics is forecasting white collar employment growth of 2.3% in 2014-15, up from 2.0% in 2013-14. Over the next five years, white collar employment is forecast to grow by 34,300 jobs.
- Although organic growth of sitting CBD tenants remains modest, aided by the migration of non-CBD tenants such as Jemena and Victoria Police, net absorption levels are forecast to be one of the healthiest in Australia.
- Over the next 12 months, new supply is forecast to pick up with gross supply 210,685m$^2$. Beyond July 2015 however, only one development is scheduled for completion in the following two years.
- Total vacancy is forecast to rise to (and peak in the short term) at 9.2% in mid-2015, before steadily falling. Despite the trend of tenants upgrading their office accommodation, the withdrawal of B-grade assets in particular will support a fall in secondary office vacancy rates.
- With vacancy predicted to remain above the 10-year average until mid-2016, incentives are expected to remain at their elevated levels in the short term.
- With sales activity in 2014 on track for a record year, there remains scope for further yield compression.

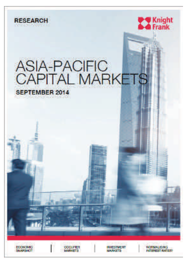
Knight Frank Research provides strategic advice, consultancy services and forecasting to a wide range of clients worldwide including developers, investors, funding organisations, corporate institutions and the public sector. All our clients recognise the need for expert independent advice customised to their specific needs.

## RECENT MARKET-LEADING RESEARCH PUBLICATIONS


Melbourne Retail Strips Market Brief September 2014


Melbourne Industrial Vacancy Analysis July 2014


Melbourne Apartments Residential Market Brief October 2014




Asia Pacific Capital Markets September 2014

Knight Frank Research Reports are available at **KnightFrank.com.au/Research**

**© Knight Frank 2014** This report is published for general information only. Although high standards have been used in the preparation of the information, analysis, views and projections presented in this report, no legal responsibility can be accepted by Knight Frank Research or Knight Frank for any loss or damage resultant from the contents of this document. As a general report, this material does not necessarily represent the view of Knight Frank in relation to particular properties or projects. Reproduction of this report in whole or in part is not permitted without prior consent of, and proper reference to Knight Frank Research.

COMMERCIAL BRIEFING
For the latest news, views and analysis of the commercial property market, visit knightfrankblog.com/commercial-briefing/

**RESEARCH & CONSULTING**

**Richard Jenkins**
Director
+61 3 9604 4713
Richard.jenkins@au.knightfrank.com

**Matt Whitby**
Group Director
Head of Research and Consultancy
+61 2 9036 6616
Matt.whitby@au.knightfrank.com

**VICTORIA**

**James Templeton**
Managing Director, Victoria
+61 3 9604 4724
James.templeton@au.knightfrank.com

**CAPITAL MARKETS**

**Paul Henley**
Head of Commercial Sales—Australia
+61 3 9604 4760
Paul.henley@au.knightfrank.com

**Stephen Imrie**
Director, Institutional Sales
+61 3 9604 4634
Stephen.imrie@au.knightfrank.com

**Langton McHarg**
Senior Director, Commercial Sales
+61 3 9604 4619
Langton.mcharg@au.knightfrank.com

**Marcus Quinn**
Director, Commercial Sales
+61 3 9604 4638
Marcus.quinn@au.knightfrank.com

**OFFICE LEASING**

**Hamish Sutherland**
Senior Director, Head of Division
+61 3 9604 4734
Hamish.sutherland@au.knightfrank.com

**Michael Nunan**
Director
+61 3 9604 4681
Michael.nunan@au.knightfrank.com

**Ben Ward**
Director
+61 3 9604 4677
Ben.ward@au.knightfrank.com

**James Pappas**
Director
+61 3 9604 4635
James.pappas@au.knightfrank.com

**VALUATIONS & CONSULTANCY**

**Joe Perillo**
Joint Managing Director—Victoria
+61 3 9604 4617
Jperillo@vic.knightfrankval.com.au

Knight Frank

Newmark Knight Frank Global