

RESEARCH & CONSULTING TRACK RECORD



Residential Consultancy Project

Client: Beijing Capital Land

Our Client required a micro due-diligence report in respect of an existing residential development site in Sydney. With certain Sydney suburbs recently experiencing a large pick-up in apartment construction, gaining a view on the level and format of potential future supply and pricing was vital to our Client.

Brief

With the release of the new 2016 Census data it was important for the client to assess the supply and demand dynamics within a particular local market catchment and to gain an understanding of the demographics within that local catchment. The report included micro market analysis and commentary on the subject site, area demographics, economy and residential market. The residential market analysis included information on the sales cycle; current and historical median pricing and sales transactions.



Office & Hotel Consultancy Project

Client: Sydney Olympic Park Authority

Sydney Olympic Park has become a key contributor towards the economic output of Sydney and was identified by the NSW Government in 2014 as a strategic centre. Knight Frank Research & Consulting provided the Client with two independent investor reports highlighting real estate market trends and key demographic indicators for the launch of a marketing campaign for a development site within the precinct.

Brief

The primary aim was to provide an independent market report highlighting the future growth drivers and demand generators of SOP. The report was to also summarise the current market conditions and trends of both the office and hotel sectors and to provide a performance outlook.



Industrial Consultancy Project

Client: Platino Properties

Knight Frank Research & Consulting provided our Client with a detailed, structured and factual argument to submit to council in regard to a new residential development application at the subject site. The subject site is heavily underutilised (from an original land zoning perspective), highlighted by the current provision of non-industrial based tenants occupying the space including a gym, art school and furniture restorer. While the site is currently tenanted at under market rents, it is not being fully utilised under its current IN2 Light Industrial zoning and businesses seeking similar space have gravitated to precincts along major roads and within centres instead.

Brief

The basis of the report was to examine current commercial vacancy and form a view on commercial tenant demand within a particular Sydney suburb and the surrounding suburbs.



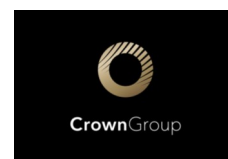
Student Accommodation Consultancy Project

Client: Dysin Investment Partners

The Purpose Built Student Accommodation (PBSA) sector is growing in size and maturity. Our Client has a site in Inner Melbourne and wanted to increase their knowledge of the PBSA demand and supply dynamics in relation to a potential redevelopment.

Brief

An assessment to inform an understanding of the Inner Melbourne area, providing a necessary insight into the key indicators and drivers of the PBSA market. Analysis included key university relevant facts and trends (student growth, rankings, etc.), existing and future purpose built student housing provision, headroom analysis, rental profile and variations compared with the mainstream residential housing market.



Residential Consultancy Project

Client: Crown Group

An independent and factual residential investment report for the inclusion within a marketing brochure for the launch of a new apartment scheme.

Brief

The report was to include local market analysis and commentary on the subject site, area demographics, economy and residential market. The residential market analysis was to include information on the sales and the rental market (apartment pricing).



Cross Sector Consultancy Project

Client: Primewest

Our Client required an independent research document for the purposes of inclusion within an annual update document, sent to investors. The annual document provides real estate market commentary, asset specific information and details on returns and distributions for the coming financial year.

Brief

The report was to provide an Australian economic update (GDP, cash rate, unemployment, sentiment, etc.), a national retail market update (focusing on neighbourhood shopping centres), a large format retail update, a CBD office market update and an Industrial market update.



Hotel Consultancy Report

Client: Folkestone

Our client required an independent report on the Sydney Airport / South Sydney hotel sector for internal and capital raising purposes (Investment Memorandums, etc.).

Brief

The report provides detailed analysis and commentary on the major demand drivers/generators (leisure, tourism, business and corporate), infrastructure improvements, supply and development, hotel trading performance and a market outlook.