



# Brendale Transaction Report 2024

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## RWC Gateway

Sales & Leasing Specialist  
-Ben Sands

Sales Associate  
– AJ Calvet



Ben Sands

0432 547 164

[Ben.sands@raywhite.com](mailto:Ben.sands@raywhite.com)



AJ Calvet

0488 113 270

[Teamsands@raywhite.com](mailto:Teamsands@raywhite.com)



# Welcome

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At Ray White, our entire family history has been based on creating competition to achieve the very best results for our clients.

We transform commercial real estate into real advantage for our clients, servicing their individual needs and delivering exceptional results.

Our national presence and local knowledge allows us to tap into the best expertise across our industry. As an owner-led business, we have a personal commitment to your success.



Brian White  
CHAIRMAN  
Ray White Group



Dan White  
MANAGING DIRECTOR  
Ray White Group

## RWC Gateway Team

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We have a team of experienced and enthusiastic agents and administrative staff who are committed to the sale and leasing of all types of commercial real estate for investors, owner occupiers and developers.





# Why RWC Gateway?

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## Unrivalled local knowledge

Buyers look to local experts to understand the local market, nuances of the location and town planning matters.

Depth of understanding of all relevant details for your property, as well as passion for its potential, helps to convert buyer interest into action.

Investors who want to invest in the TradeCoast area may not be in the market for any other location. Their knowledge and enthusiasm for the local property market means they frequently out- negotiate others.

## Personal Accountability

The successful sale of your property is important to us. It is not a business that sells your property; it is the people who connect with people.

You will not find that the work on your property has been delegated to a junior, as we pride ourselves in delivering the kind of knowledge and enthusiasm only an experienced agent can.

We see ourselves as still building a reputation rather than relying on one; this means you, and your property, matter to us.

## Access to National and Asian network

With a network of 50 strategically located commercial businesses across Australia, New Zealand & Asia, we have the connections to access a wide range of buyers and have multilingual staff who can help us connect effectively with prospects.

While many of our competitors have more people in their network, we 'punch above our weight' as evidenced by having achieved two of the largest commercial sales to occur in Australia in the last few years.

## Track record of recent sales

You have the benefit of working with people doing the business 'now'. We know current active buyers who are likely to have interest in your property.

Additionally, you have the comfort of knowing that working knowledge of all requirements is up-to- date.

We deploy a cohesive approach to the market by bringing together local and national resources ensuring you have the very best of both worlds working for you.

## Depth of Experience

Sophisticated buyers expect high standards of information and insights. Knowledge of local and state government requirements are well known to us, so the due diligence processes buyers need to go through are as timely and robust as possible, bringing greater certainty to the negotiation process.

We are accustomed to creating comprehensive Information Memorandums, as well as targeted marketing. Alongside White & Partners' deep understanding of the retail investment market, our proven resources can be deployed quickly and effectively for you.

## Client Focus

We understand that your experience matters more than our own. We know the confidence you have that the result achieved is the absolute best available in the

current market is what will give you peace of mind moving forward. We know quality communication matters as much as actions do.

Once appointed, we will develop with you a communication plan that is tailored to your preferences, as our experience suggests this is the best way to ensure you have a great experience working with us.

## RWC strength in *numbers*

We have  
**OVER 50  
BUSINESSES**  
across Australasia



RWC helping over  
**4,500**  
commercial clients  
achieve their goals each year



We held over  
389 commercial auctions  
with a clearance rate of  
**61.3%**



We help over  
**4,800**  
INVESTORS  
across Australasia  
manage their property



We transacted over  
**\$4.57B**  
in the last financial year



We manage over  
**10,500**  
LEASES  
of all asset classes right  
across Australasia

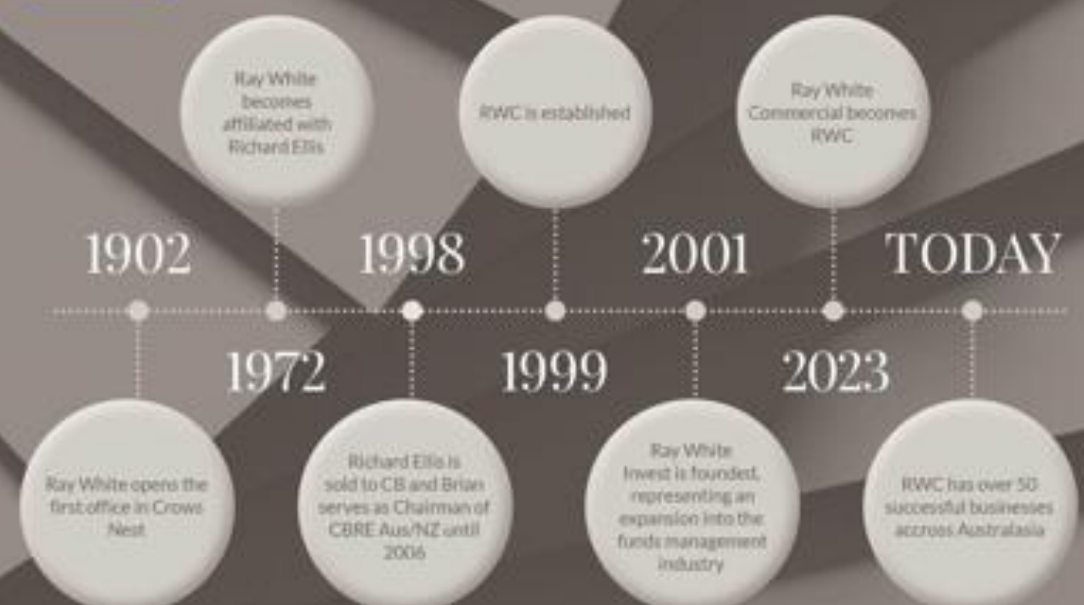


We receive over  
**2,800**  
media mentions,  
with a cumulative reach  
of over 53 million people



Over  
**88%**  
customers  
recommend RWC

## OUR GROWTH STORY





The RWC logo is displayed in a bold, italicized, sans-serif font. It is positioned within a white rectangular area on the left side of the overall image.

***RWC***

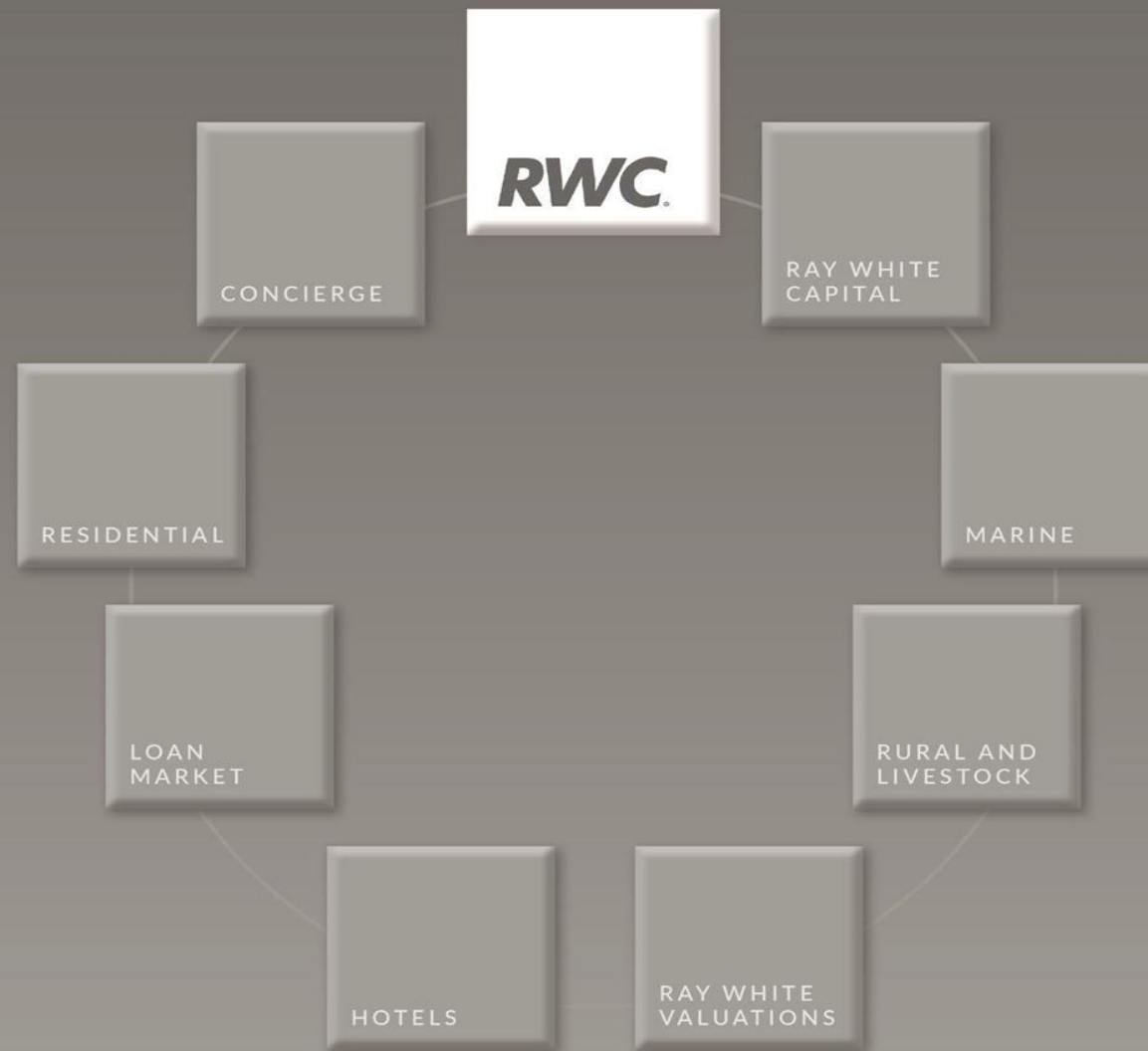
The background of the right side of the page is a photograph of a man in a grey suit jacket talking on a smartphone. He is seen from the side, looking towards a city skyline with tall buildings under a clear blue sky. The lighting suggests it's daytime.

# Global reach

As part of the largest  
Australasia's real estate group,  
RWC has a collective reach that  
spans across a network of more  
than 12,000 professionals  
located across Australia, New  
Zealand, Asia and the Middle  
East.

**RWC**

We combine a cohesive local,  
national, and international  
marketing strategy in order to drive  
competition from every aspect.





# RWC

## SOLD BY RWC GATEWAY

Sale Address	7/18 French Ave, Brendale	
Sale Price	\$652,000	
Sale Date	August 2024	
Building Area	163 square metres	
Zoning	General Industry	
Analysis	Lettable Area Rate	\$4,000 /sqm
	Vacant Possession	

Sold by RWC Gateway by AJ and Ben.

This property was due to go to Auction on the 6<sup>th</sup> of September 2024, however, two weeks into the campaign we had received multiple strong, unconditional offers. It was clear this property was not going to make it to Auction. Within two weeks, we had this property under the Auction contract with no condition, for \$4,000/sqm which is record breaking for the area. This sale saw the demand for owner occupiers and the lack of stock on the market. Should you be considering selling in the future, we are more than happy to talk strategy in maximising the value of your property.

Prepared by RWC Gateway  
Agent: Ben Sands  
M 0432 547 164  
E Ben.sands@raywhite.com

Agent: AJ Calvet  
M 0488 113 270  
E Teamsands@raywhite.com







## SALES ANALYSIS

Sale Address	73-75 Kremzow Road, Brendale	
Sale Price	\$6,315,000	
Sale Date	02/05/2024	
Land Area	3,901 square metres	
Building Area	2,415 square metres	
Zoning	General Industry	
Analysis	Land Area Rate	\$1,619 /sqm
	Lettable Area Rate	\$2,615 /sqm
	Market Yield	5.45%
	WALE	2.39 years
* Approx		

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## SALES ANALYSIS

Sale Address	25 Robertson Street, Brendale	
Sale Price	\$7,000,000	
Sale Date	09/01/2024	
Land Area	5,225 square metres	
Building Area	2,583 square metres	
Zoning	General Industry	
Analysis	Land Area Rate	\$1,619 /sqm
	Lettable Area Rate	\$2,710 /sqm
	Market Yield	5.63%
	WALE	2.95 years
*Approx		

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## SALES ANALYSIS

Sale Address	8/60-62 Kremzow Road, Brendale	
Sale Price	\$1,850,000	
Sale Date	09/04/2024	
Building Area	580 square metres	
Zoning	General Industry	
Analysis	Lettable Area Rate	\$3,190 /sqm
		*Approx

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## SALES ANALYSIS

Sale Address	1/22-24 French Avenue, Brendale	
Sale Price	\$1,280,000	
Sale Date	09/04/2024	
Building Area	338 square metres	
Zoning	General Industry	
Analysis	Lettable Area Rate	\$3,787 /sqm
*Approx		

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## SALES ANALYSIS

Sale Address	67/109 Leitchs Road, Brendale	
Sale Price	\$525,000	
Sale Date	04/03/2024	
Building Area	124 square metres	
Zoning	General Industry	
Analysis	Lettable Area Rate	\$4,234 /sqm
		*Approx



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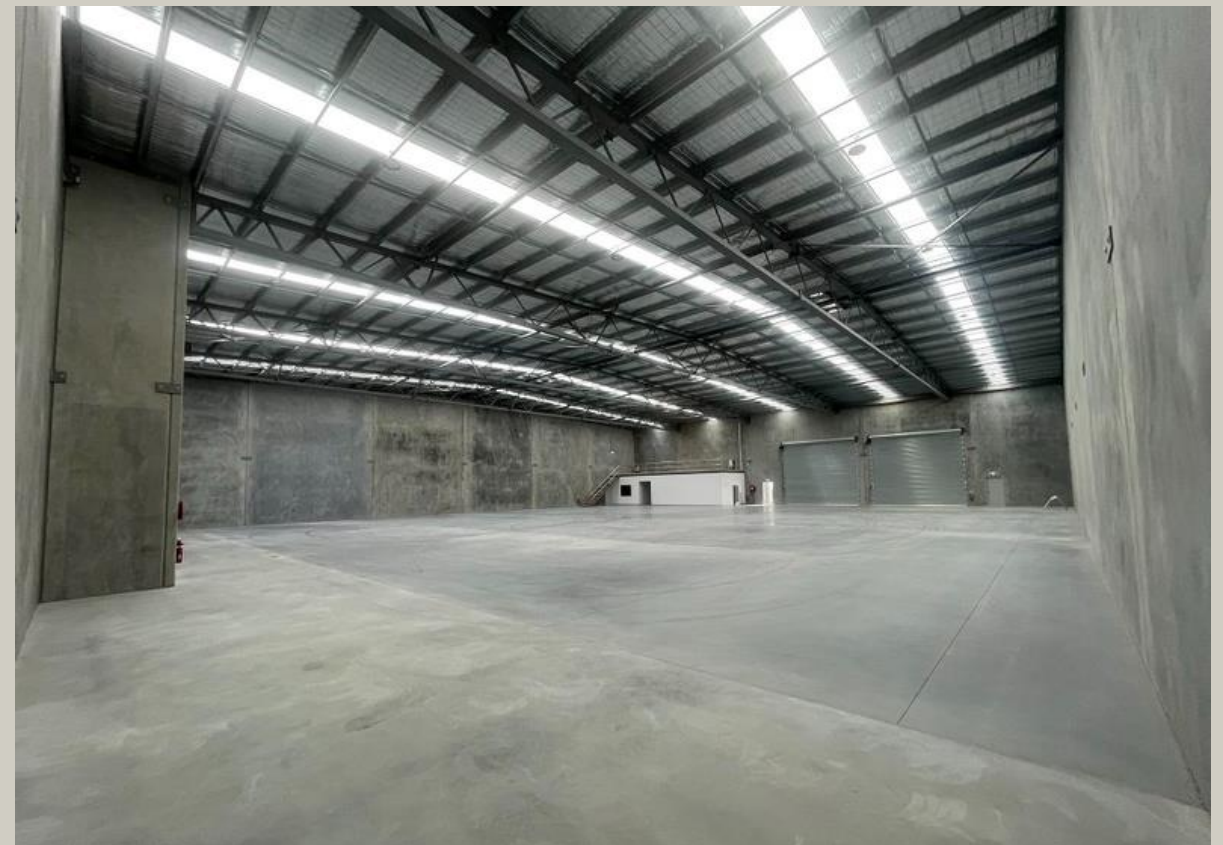


## LEASE ANALYSIS

Sale Address	52 Griffin Street, Brendale	
Sale Date	Feb 2024	
Building Area	1933 metres	
Zoning	General Industry	
Analysis	Rental Amount	\$318,945
	Rental Basis	Net
	Term & Option	5 yrs + (5+5yrs)
	Lettable Area Rate	\$165 /sqm

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## LEASE ANALYSIS

Sale Address	30 Leonard Crescent, Brendale	
Sale Date	Jan 2024	
Building Area	950 square metres	
Zoning	General Industry	
Analysis	Rental Amount	\$123,500
	Rental Basis	Net
	Term & Option	3 yrs + (3yrs)
	Lettable Area Rate	\$130 /sqm

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## LEASE ANALYSIS

Sale Address	2/260 Leitch Road, Brendale	
Sale Date	Jun 2024	
Building Area	427 square metres	
Zoning	General Industry	
Analysis	Rental Amount	\$70,000
	Rental Basis	Net
	Term & Option	3 yrs + (3yrs)
	Lettable Area Rate	\$164 /sqm

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 E Ben.sands@raywhite.com

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 E Teamsands@raywhite.com



## LEASE ANAYLSIS

Sale Address	1/50-52 Kremzow Road, Brendale	
Sale Date	Apr 2024	
Building Area	290 square metres	
Zoning	General Industry	
Analysis	Rental Amount	\$55,000
	Rental Basis	Net
	Term & Option	3 yrs + (3yrs)
	Lettable Area Rate	\$190 /sqm

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## SUBURB FREEHOLD SALES

Address	Sale Price	Date	Total Area	Lettable Area	Site Utilisation	\$ /sqm Land	\$ /sqm Lettable	Market Yield	WALE
73-75 Kremzow Road, Brendale	\$6,315,000	2/05/2024	3,901	2,415	62%	\$1,619	\$2,615	5.45%	2.39 years
25 Robertson Street, Brendale	\$7,000,000	9/01/2024	5,225	2,583	49%	\$1,340	\$2,710	5.63%	2.95 years
47 Griffin Street, Brendale	\$5,500,000	4/12/2023	4,629	2,282	49%	\$1,188	\$2,410	6.50%	2.56 years
11 Duntroon Street, Brendale	\$2,750,000	19/10/2023	2,198	1,201	55%	\$1,251	\$2,290	VP	N/A
4 Strathwyn Street, Brendale	\$6,300,000	20/10/2023	10,226	2,745	27%	\$616	\$2,295	VP	N/A

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## SUBURB STRATA UNIT SALES

Address	Sale Price	Date	Lettable Area	\$ /sqm Lettable	Market Yield	WALE
1/6 Johnstone Road, Brendale	\$1,122,000	8/05/2024	375	\$2,992	4.90%	N/A
7/19 Terrace Road, Brendale	\$450,000	16/04/2024	195	\$2,308	VP	N/A
8/60-62 Kremzow Road, Brendale	\$1,850,000	9/04/2024	580	\$3,190	VP	N/A
2/36 Kenworth Place Brendale	\$720,000	26/03/2024	200	\$3,600	VP	N/A
1/22-24 French Avenue, Brendale	\$1,280,000	19/03/2024	338	\$3,787	VP	N/A
67/109 Leitchs Road, Brendale	\$525,000	4/03/2024	124	\$4,234	VP	N/A
3/10 Combarton Street, Brendale	\$620,000	15/02/2024	172	\$3,605	5.27%	1.04 years
5/19 Terrace Road, Brendale	\$510,000	29/01/2024	195	\$2,615	VP	N/A

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SUBURB LEASES

Address	Commencement Date	Term & Options	Total Rent (pa)	Rental Basis	Lettable Area (sqm)	Overall Rate (\$/sqm)	Incentives	Gross Analysed Rent (PA)
5/9, 133 South Pine Road, Brendale	Aug - 24	5 yrs	\$77,056	Net	448	\$172	Nil	N/A
52 Griffith Street, Brendale	Feb-24	5 yrs + (5+5yrs)	\$318,945	Net	1933	\$165	3.00%	\$160
30 Leonard Cresent, Brendale	Jan-24	3 yrs + (3 yrs)	\$123,500	Net	950	\$130	Nil	\$130
48 Griffin Crescent, Brendale	Oct-24	5 yrs + (5 yrs)	\$284,000	Net	1896	\$150	2.00%	\$147
2/260 Leitchs Road, Brendale	Jun-24	3 yrs + (3 yrs)	\$70,000	Net	427	\$164	Nil	\$164
1/50-52 Kremzow Road, Brendale	Apr-24	3 yrs + (3 yrs)	\$55,000	Net	290	\$190	3%	\$184
17D/17 Bult Drive, Brendale	Apr-24	3 yrs + (3 yrs)	\$75,120	Net	470	\$160	Nil	\$160
2/18 French Avenue, Brendale	Mar-24	3 yrs	\$30,000	Net	163	\$184	Nil	\$184
3-4/1 Combarton Street, Brendale	Feb-24	3 yrs	\$95,000	Net	646	\$147	Nil	\$147
2/44 Kremzow Road, Brendale	Jan-24	3 yrs	\$144,000	Net	731	\$197	Nil	N/A
2/53 Kremzow Road, Brendale	Jan-24	5 yrs + (5yrs)	\$197,570	Net	859	\$230	Nil	N/A

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## Ben Sands – Sales and Leasing Specialist

With expertise in commercial asset valuation, acquisition due diligence, disposal advice, finance, and commercial property management, Ben has developed his own unique approach to commercial agency.

As a certified property valuer with over five years of experience in the industry, Ben has developed a solid understanding of the commercial market in South East Queensland. He is highly skilled in reviewing an existing property's performance against the market and identifying opportunities to increase returns and add value. Ben's transition to agency enables him to integrate this knowledge into structured and proactive investment strategies for his clients.

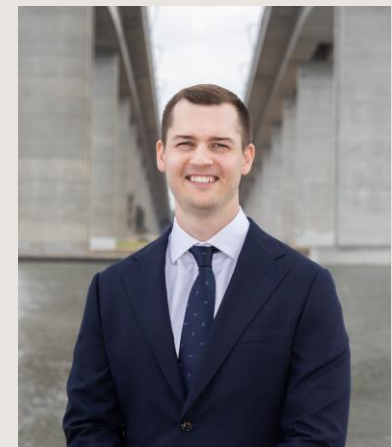
Ben approaches each investment with a long-term perspective, taking the time to fully understand his client's goals and objectives. His personable and transparent communication style fosters trust and results in enduring relationships with all key stakeholders.

Whether you are choosing to occupy or invest in commercial property, Ben's diverse expertise will lead you to profitable property decisions.

### RWC

- Australasia's largest real estate group
- 47 Commercial offices
- Over 1,000 offices across 11 countries
- Annual turnover exceeding \$46 billion
- Australia's most "Google-ed" real estate company
- Over 12,000 property professionals

We look forward  
to working with  
you



Ben Sands

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## AJ Calvet – Sales Associate

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AJ started his transition out of school by going to QUT as an Aeronautical Engineer before ultimately deciding to pursue a career within the Australian Defence Force. For just under four years, he served as an Infantry Soldier for the mighty 5th Battalion, otherwise known as the Tiger Battalion. After several shoulder reconstructions, AJ decided it was time for a career change.

Whilst his time in the Army, AJ has developed the tools to effectively communicate, problem solve, time management, and to be extremely resilient and dedicated to all facets of life. Fascinated by Commercial Real Estate and what it has to offer, the job naturally gravitated towards him. Working with Ben Sands as a sales associate, AJ takes pride in everything he does and treats every property transaction as if it was his own.

In AJ's spare time, he loves supporting the Brisbane Lions with his younger brother and going to the range to shoot.

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# Hear what our clients have to say about Ben:

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Professional, reliable and a pleasure to work with.  
I recommend Ben to all my clients

Testimonial Truman McColm

Thanks, Ben, for your patient, professional approach in assessing and preparing our industrial property for lease and potential sale. Your understanding of the commercial lease and sale process has been second to none. Again, we greatly appreciated your assistance. Thank you.

Testimonial Dugald McIntyre

Ben's attention to detail in what he does is unparalleled. He handles all aspects with precision and professionalism. Highly recommended for his dedication and excellent service.

Testimonial Jamie Orr

Ben is a great bloke and very experienced, made the selling of our property so easy.

Testimonial Steven Borgmeyer

Thanks to the guidance of Ben Sands, we recently purchased our first commercial property. We'd worked with Ben previously during his time as a Property Valuer and found him to be well-researched with practical and objective advice. When this opportunity on Dulwich Street presented itself, we were quick to approach Ben and engaged him as our buyer's agent.

He successfully negotiated the property to contract well below the asking price and secured a due diligence and finance term. He then assisted us with the management of the finance and due diligence period, referring us to quality professionals where needed. We've now settled on the property and are extremely happy with the service. We would recommend Ben to anyone looking to buy, sell, or lease a commercial property.

Testimonial Max Brunner and George Boxall

From the initial consultation to finalising the negotiation, Ben exhibited unwavering dedication and expertise. He has exceptional knowledge and understanding of the commercial market. His commitment to transparency and integrity instilled confidence throughout the process, ensuring a smooth and successful sale of my commercial property. Without hesitation, I would highly recommend Ben to anyone looking to sell their property.

Testimonial Amanda Harris



# Working hard for your investment

We appreciate that properties need constant attention and strategic analysis. Tenants are 'gold'. You can rely on us to manage your administrative requirements, supported by the latest in real estate technology.



Asset Management



Property Management



Leasing - negotiations, administration, assignments



Tenancy coordination



Due Diligence



Asset disposal / divestment



Make good summary of obligations and reports



Projects and delivery management

***RWC***