



# RETAIL SERVICES

Incorporating retail into  
everyday life

**Knight Frank**

INTERNATIONALLY  
KNOWN, LOCALLY  
RESPECTED.

# KNIGHT FRANK

Knight Frank is a leading global property consultancy, renowned worldwide for the highest benchmark of quality and integrity in property transactions, management and advisory services. Operating from 246 offices in 47 countries across the world, Knight Frank has retail property professionals in every office across Australasia. Knight Frank Australia currently employs over 800 people in over 20 offices, with partner offices and licensed businesses completing the group.

## OUR SERVICES

**At Knight Frank, we have it covered.**

From Retail Sales, Leasing Transactions and Planning Consultancy to Research and Marketing, Knight Frank's retail specialists provide a seamless integrated real estate service and a complete spectrum of retail property services.

Knight Frank's retail consultants are constantly innovating and refining market concepts and strategies to meet the diverse needs of their retail clients.

Knight Frank Retail draws from a full range of integrated services and capabilities, including:

- Investment analysis
- Advice on the most appropriate method of sale and leaseback
- Portfolio sales
- Positioning the property for sale
- Divesting strategies
- Market research
- Financial analysis
- Sellers due diligence
- Liaising with property management and other third parties
- Negotiating the best possible sale price and terms
- Valuations

## RETAIL MANAGEMENT

Our Retail Property Managers have a proven track record in this specialised area of management, and focus on the fundamentals of retail property management.

The service delivered to our clients achieves maximum occupancy, tenant retention, reliable forecasts and strong arrears performance.

It is through our experience and established procedures that we maintain high standards of service for shopping centres with onsite staff and those managed remotely.

## RETAIL SALES

- Knight Frank's Retail Sales team has transacted over \$3 billion worth of shopping centres and freestanding supermarkets nationally.
- Knight Frank offers the strongest link to private investors both locally and overseas.
- Our sales team has a track record spanning over 40 years of achieving premium results for freestanding supermarkets to dominant regional shopping centres.

**Some of our key clients include:** BlackRock, Centro, Charter Hall, APGF, Viento, MAB and Australian Unity

## RETAIL LEASING

We are the market leaders in the provision of Retail Consultancy services, national Retail Planning and Leasing, as well as Project Leasing, with a proven track record including;

- Approximately \$28 million in total annual rental generated from over 55 major prime retail leasing transactions in the past few years.
- The successful conclusion of a high number of national leasing deals, with rentals in excess of \$500,000 per annum.
- The exclusive engagement in regional and metro retail developments and project leasing through our significant management portfolio.

**Some of our key clients include:**

**Prestige/Retail:** Hugo Boss, Versace, Louis Vuitton, Coach, Valley Girl and EB Games

**Banks:** ANZ, Westpac, St George, National Australia Bank and Commonwealth Bank of Australia

**Major/Mini Anchors:** Priceline, Dick Smith, Rebel and Spotlight

**Developers:** Leighton Properties, Juniper Development Group and Parmac Property Group

## RETAIL VALUATIONS

Our national Valuations team annually values in excess of \$30bn of retail property.

**Some of our key clients include:** Westfield, GPT, AMP, Lend Lease, Dexus, ISPT and Colonial First State

## KEY DEALS COMPLETED



1. Centro Townsville, QLD  
March 2012 - \$36.5million



2. Centro Launceston, TAS  
Feb 2012 - \$26.6million



3. Cardiff Bi-Lo, NSW  
May 2011 - \$3.3million



4. Southern River Shopping Centre, WA  
July 2011 - \$25.5million

Introducing our team of highly experienced professionals specialising in all aspects of the retail sector...

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## Knight Frank Retail Services

While our reach is global, we focus on the needs of our clients at a local level. To discuss your requirements, please contact your local Knight Frank office.

### Australia

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