



THE REBOUND CONTINUES

COMMERCIAL ACCOMMODATION SUPPLY-DEMAND DYNAMICS ARE RECALIBRATING AS AN EAGER INTERNATIONAL MARKET RETURNS.



WAYNE KEENE, BAYLEYS NATIONAL DIRECTOR HOTELS, TOURISM & LEISURE

DATA FROM COMMERCIAL accommodation providers is looking brighter, as global flight schedules rebound and northern hemisphere visitors join our Australian mates to boost New Zealand's tourism sector.

As expected, Queenstown, Wellington, Auckland and Christchurch have benefitted first with big jumps in leisure occupancy and average daily room rates compared to this time last year.

Industry insiders estimate that the number of room nights sold in August across New Zealand hotels was approximately 90 percent of pre-pandemic August 2019 levels which is heartening.

The tourism story can only get better from here on in – but in reality, how fast and how strong the recovery will be is still unknown.

Flight schedules are inching back on track, there are some exciting new accommodation projects in the works, and New Zealand's natural beauty and tourist pull are still intact, however, there are some handbrakes.

Staff shortages are proving challenging in the accommodation and hospitality sectors, with service delivery sometimes being compromised – particularly at crunch times like school holidays, major events and long weekends.

With changes to New Zealand's working visa processing and stay timeframes expected to ease, some of the staffing pressures being seen around the country and workforce challenges are expected to remain a pinch point going forward, especially as wages are rising on top of other inflationary headwinds.

Let's hope that by summer, staffing is back on track and operator efficiencies and bottom lines can keep edging upwards.

On the transactional side of the equation, Bayleys' hotels, tourism & leisure team (HTL) has remained consistently busy with strong levels of enquiry and some significant deals being inked.

There are owners and operators wanting to sell, and proactive buyers out there for businesses and HTL real estate with an encouraging level of confidence evident in the marketplace.

In this edition of Bayleys' Hotels, Tourism & Leisure, we present 24 new opportunities for your consideration, along with market commentary on the serviced apartment sector and Fiji HTL dynamics.

Talk to us today for an up-to-the-minute take on the market – we're across the country and have valuable insight to offshore interests, too.

SALES SNAPSHOT

Reef Lodge Motel, Rangiputa Beach, Karikari Peninsula: Eight self-contained suites, plus a 2bdrm residence with an adjoining ninth unit, and up to 14 campervans permitted, set on 1.1762ha of absolute waterfront land, sold for \$5,600,000. CV of \$1,240,000. (David Baguley, Bayleys Bay of Islands)



Anatoki Lodge Motel, Golden Bay: Business only for an 11-unit lodge with mix of 1bdrm and 2bdrm units, plus separate 2bdrm manager's accommodation, close to national parks and beaches, sold for \$325,000. (Gill Ireland, Bayleys Nelson)

Admirals Motor Inn, Nelson: Business only for a 22-unit inn with a range of 2-4bdrm units, plus separate and fenced 2bdrm manager's accommodation, established for over 50 years with a lease until 2046, sold for \$680,000. (Gill Ireland, Bayleys Nelson)

Hotel De Brett, Auckland: The business chattels, goodwill and remaining lease tenure expiring 2032 of this iconic 25-suite boutique hotel, with substantial food and beverage offering and including the Corner Bar under a separate tenancy, sold for \$1,000,000. (Gordon McGregor, Bayleys Auckland)

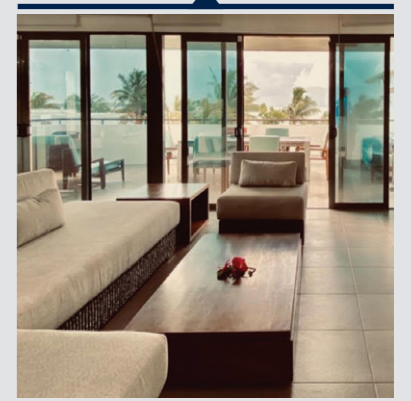
Camelot Court, Hamilton: 40-room motel on 5,101sqm sold as a freehold going-concern for \$12,625,000. (Steve Pett, Bayleys Hamilton)

Saxton Lodge, Stoke, Nelson: Extensive freehold-going concern comprising a 48-unit lodge with a total floor area of 2,415sqm, on a valuable 5,834sqm site with 98 on-site parks and space for further development sold for \$6,900,000. (Gill Ireland, Bayleys Nelson, Wayne Keene, Bayleys Auckland)



Hilton Villa, Denarau Island, Fiji: 2bdrm, beachfront, single-key villa sold for \$550,000. (Sapna Vithal, Bayleys Fiji)

Hilton Villa, Denarau Island, Fiji: 2bdrm, 285sqm penthouse sold for F\$675,000. (Sapna Vithal, Bayleys Fiji)



Baycrest Lodge, Taupo: Freehold investment with six luxury units and an executive owner's home, with geothermal heating throughout plus plunge and in-ground pool on a 1,892sqm elevated site, sold for \$4,375,000 at a 5.6% yield. (Wayne Keene, Bayleys Auckland Central; Brent Hannah, Bayleys Napier)