



# Time to thrive in 2025

A New Year and, dare I say it, the prospect of happy has much improved. Around the world, many CRE markets are gearing up for growth, now that inflation has largely been tamed, and the fear of a global post-COVID recession is abating. In fact, most developed nations managed to achieve a remarkably soft landing, with one notable exception... and even New Zealand is expected to make an economic comeback in 2025. More on this shortly.

But first, let's look back on the last quarter of 2024. Whilst overall enquiry levels were subdued, we started seeing investors becoming more decisive in their pursuit of income. Developers

have also returned, looking to take advantage of bottom-of-the-cycle asset prices in anticipation of the Auckland residential off-the-plan sales market picking up in 2025. This pre-Christmas flurry of activity resulted in a number of transactions being concluded, which are detailed in this brochure.

Moving into 2025, we are already seeing some encouraging signs of economic recovery. The three main indicators I'm looking at are market confidence, the OCR and bank funding. Starting with confidence, recent surveys by both NZIER and ANZ indicate that the prevailing business sentiment is on economic conditions improving this year. Sector activity has already begun to pick up (except for construction, lagging some 12 months behind). More businesses are now considering investing as and when spare capacity diminishes. Improved growth is similarly expected to generate more jobs, which should curtail the unemployment rate and thus give consumer confidence a boost. Ultimately, this is good news for property values, as business growth will drive stronger demand for office space and put upward pressure on rents. However, the drastic drop in our net migration may also create a return of skilled ▶



A handwritten signature in black ink that reads "Alan Haydock".

**Alan Haydock**  
Senior Director  
Auckland Metropolitan Markets

labour shortages, and with them, the risk of higher non-tradable inflation.

This brings me to the next point: predicted OCR cuts. In November last year, RBNZ announced their intention to lower the OCR again in early 2025. Our major banks have equally priced in further rate cuts over the next couple of years. This unfolding is imperative to drive national demand and, in term, push our GDP growth back into the black. Likewise, most of our trading partners, such as China, the US, Australia, and the EU, anticipate cutting their policy rates this year, but there is growing consensus around the new 'neutral rate' landing higher than in the past. For us this could mean an OCR between three and four percent. In general, central banks appear to be aiming for a rate that stabilises the moderate economic growth achieved in 2024. Easier said than done with the tariff-toting Trump back in the saddle. His policies could simultaneously fuel global inflation and depress demand, making robust rate-setting a challenging task indeed.

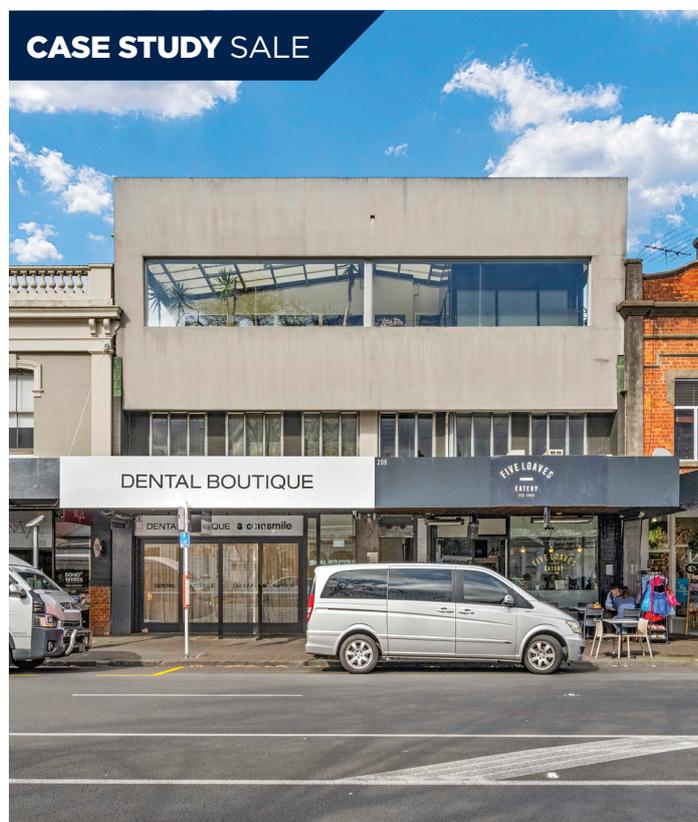
On a more positive note, Trump on his first day ordered all federal workers to return immediately to their respective offices – perhaps setting a precedent for companies worldwide?

And finally, the third ingredient needed to raise CRE values is available funding. For now, banks remain hesitant to take on the recession risk associated with commercial property lending, but they are biding their time... my guess is that development funding will be the purview of non-bank funders for a while yet; however,

well-performing commercial assets should become more attractive to our major banks as the year progresses. Lenders will start feeling more comfortable with risk, as the OCR drops, and Interest Cover Ratios begin to improve. With a strengthening economy, we also expect to see rents rise modestly and vacancies reduce, which, underpinned by the reduction in new offices being built over the coming years, should see the return of healthy CRE value growth, and firmer yields in the Auckland market.

A word of caution: this may not be true for secondary offices. As working-from-home goes out of style, and company balance sheets recover, businesses more broadly will be looking for well-located, high-quality office spaces, despite the premium rents they command. In this context, ESG could become an important differentiator, that elevates A-grade above secondary properties.

To sum up then, despite the uncertainty surrounding the early stages of the new economic cycle, we believe this is an opportune time to invest for those who want to get in early, are able absorb short-term risk, and have access to funding. Ultimately, the Auckland CRE market looks set for a resurgence in 2025, and the Metropolitan Markets team is here to provide you with fresh insights, and tailored advice. Time to thrive!



## CASE STUDY SALE

### Property Details

**Address:** 204-208 Jervois Road, Herne Bay  
**Lettable area:** 971.35sqm (approximately) plus 12 car parks  
**Land area:** 491sqm (more or less)  
**Tenure:** Freehold  
**Seismic rate:** 100% NBS  
**Zoning:** Business - Local Centre

### Sales Details

**Method:** Off-market  
**Sale price:** \$7,000,000 + GST (if any)  
**Yield:** 5.67%  
**Purchaser:** Local investor  
**Agents:** Alan Haydock and Damien Bullick  
**Summary:** This high-profile, fully leased property was sold off-market to a local investor

Herne Bay 204-208 Jervois Road

# Recent sales and leases completed by the Auckland Metro team



**SOLD**

**Avondale**  
1 Layard Street

**Sale price** \$8,600,000 + GST (if any)  
**Building rate** \$5,887 incl. GST/sqm  
**Method** Private Treaty  
**Purchaser** Investor  
**Agents** Damien Bullick and Phil Haydock



**SOLD**

**Herne Bay**  
204-208 Jervois Road

**Sale price** \$7,000,000 + GST (if any)  
**Yield** 5.67%  
**Method** Off-market  
**Purchaser** Investor  
**Agents** Alan Haydock and Damien Bullick



**SOLD**

**Herne Bay**  
213 Jervois Road

**Sale price** \$4,500,000 + GST (if any)  
**Land rate** \$4,518 + GST/sqm  
**Method** Private Treaty  
**Purchaser** Investor  
**Agent** Jill Downie



**SOLD**

**Grey Lynn**  
12-14 Pollen Street

**Sale price** \$3,900,000 + GST (if any)  
**Land rate** \$5,320 + GST/sqm  
**Method** Off-market  
**Purchaser** Investor  
**Agents** Alan Haydock and Damien Bullick



**SOLD**

**Auckland Central**  
4 Kingston Street

**Sale price** \$3,800,000 + GST (if any)  
**Building rate** \$4,491 + GST/sqm  
**Method** Tender  
**Purchaser** Owner-occupier  
**Agents** Alan Haydock and Phil Haydock



**SOLD**

**Auckland Central**  
30 Madden Street

**Sale price** \$3,265,000 + GST (if any)  
**Yield** 10.44%  
**Method** Tender  
**Purchaser** Investor  
**Agent** James Were



**SOLD**

**East Tamaki**  
Unit 1, 41 Trugood Drive

**Sale price** \$3,100,000 + GST (if any)  
**Yield** 5.56%  
**Method** Auction  
**Purchaser** Investor  
**Agent** Mike Adams



**SOLD**

**Mount Eden**  
666 Dominion Road

**Sale price** \$3,070,000 + GST (if any)  
**Building rate** \$4,767 + GST/sqm  
**Method** Off-market  
**Purchaser** Investor  
**Agent** Phil Haydock



**SOLD**

**Wainuiomata**  
18 The Strand

**Sale price** \$3,054,900 + GST (if any)  
**Yield** 5.37%  
**Method** Deadline Private Treaty  
**Purchaser** Investor  
**Agents** Alan Haydock and Damien Bullick

# Recent sales and leases completed by the Auckland Metro team



**SOLD**

**Parnell**  
10 Heather Street

**Sale price** \$3,200,000 + GST (if any)  
**Building rate** \$5,526 + GST/sqm  
**Method** Tender  
**Purchaser** Part-occupier  
**Agent** James Were



**SOLD**

**Morningside**  
35 Morningside Drive

**Sale price** \$2,625,000 + GST (if any)  
**Building rate** \$4,044 + GST/sqm  
**Method** Auction  
**Purchaser** Owner-occupier  
**Agents** Grant Magill and Mike Adams

Boundary lines are indicative only



**SOLD**

**Parnell**  
8D Farnham Street

**Sale price** \$1,050,000 + GST (if any)  
**Building rate** \$2,370 + GST/sqm  
**Method** Private Treaty  
**Purchaser** Owner-occupier  
**Agents** Jack Kiely and James Were

Boundary lines are indicative only



**SOLD**

**Auckland Central**  
39 Chancery Street

**Sale price** \$350,000 + GST (if any)  
**Yield** 8.91%  
**Method** Private Treaty  
**Purchaser** Investor  
**Agents** Jack Kiely and Tommy Zhang

Boundary lines are indicative only



**LEASED**

**Grey Lynn**  
49 Great North Road

**Annual net rental** \$400,000pa + GST  
**Floor area** 644sqm (approximately)  
**Car yard** 1,913sqm  
**Agent** Mike Adams



**LEASED**

**Epsom**  
Level 1, 3 Margot Street

**Annual net rental** \$194,462.25pa + GST  
**Floor area** 570sqm (approximately)  
**Car parks** Sixteen  
**Agents** Damien Bullick and Alan Haydock



**LEASED**

**Mount Eden**  
379-381 Dominion Road

**Annual net rental** \$160,000pa + GST  
**Floor area** 1,401sqm (approximately)  
**Car parks** Nine  
**Agent** Ken Hu



**LEASED**

**Morningside**  
28 Ethel Street

**Annual net rental** \$114,907.44pa + GST  
**Floor area** 360sqm (approximately)  
**Car parks** Six  
**Agent** Ken Hu



**LEASED**

**Auckland Central**  
Unit A101, 2A-2B Courthouse Lane

**Annual net rental** \$80,070pa + GST  
**Floor area** 99.26sqm (approximately)  
**Car parks** N/A  
**Agent** Ken Hu

Boundary lines are indicative only

# The Auckland Metropolitan Markets team

The Bayleys Auckland Metro team has an unrivalled track record amongst all agencies in the Auckland CBD and City Fringe.

Together, this vastly experienced team has completed numerous transactions across a variety of asset classes, including investment property, add-value assets, development land and mixed use opportunities.

The team brings over 200 years combined experience in the commercial real estate industry and have been involved in over \$5 billion of sales and leasing transactions in the last 10 years.



## Alan Haydock

### Senior Director and Senior CRE Broker

BSc. (Chemistry, Mathematics) Dip Tchg.  
+64 21 532 121 | alan.haydock@bayleys.co.nz

A market-leading CRE sales agent at Bayleys for more than two decades, Alan has completed transactions worth over one billion dollars. He is an exceptional negotiator, a creative deal-maker, and has a passion for servicing his loyal client base. Alan leads the dedicated Auckland Metropolitan Markets team of agents with expertise in all facets of the Auckland CRE market.



## Layne Harwood

### Director and Senior CRE Broker

+64 278 060 868 | layne.harwood@bayleys.co.nz

Layne joined Bayleys in 2018 after having the previous role of owner and managing director of Knight Frank New Zealand for 8 years. With strong relationships, Layne's primary focus includes key client liaison, capital market asset sales, structured transactions, and hotel advisory.



## Damien Bullick

### Associate Director and Senior CRE Broker

BMS (Finance)  
+64 22 420 6845 | damien.bullick@bayleys.co.nz

After more than a decade in the CRE sector, Damien ranks regularly in the Top 10% of Bayleys salespeople. He is a skilled networker who uses his professional background in marketing, including a stint at renowned Christie's Auction House, to deliver exceptional campaign results for clients.



## James Were

### Associate Director and Senior CRE Broker

+64 21 740 032 | james.were@bayleys.co.nz

James has over 17 years experience in the CRE industry. James's knowledge and experience gained in negotiating various sale transactions, in both buoyant and difficult markets, has seen him become an invaluable resource and trusted advisor to long-term repeat clients. Getting James involved early in a potential transaction has proven to ensure maximum values are achieved.



## Mike Adams

### Associate Director and Senior CRE Broker

+64 21 977 527 | mike.adams@bayleys.co.nz

Mike joined Bayleys in 2005 after more than 20 years in the motor industry, including as a general manager for Giltrap Group. Mike has a substantial and diverse client base and specialises in successful auctions and tender campaigns across a wide range of properties and locations.



## Kate Kirby

### Senior CRE Broker

+64 21 469 479 | kate.kirby@bayleys.co.nz

With over 17 years of experience in the CRE industry, Kate has cemented relationships with a wide range of asset classes and offers a complete range of commercial property services. Kate has strong negotiating skills and has an extensive knowledge of commercial property throughout Auckland. Kate possesses a strong work ethic and places a strong emphasis on a team approach in order to achieve the best results for her clients.



## Ken Hu

### Senior CRE Broker, MFin, BEcon

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Since joining Bayleys after a career as a corporate analyst, Ken has successfully translated his qualified financial, economic and analytical expertise into value for his CRE clients. A fluent Mandarin speaker, Ken also has a strong grasp of both the Chinese and Auckland CRE markets.



## Phil Haydock

### Associate Director and Senior CRE Broker

BCom (Marketing, Information Systems)  
+64 21 192 2233 | phil.haydock@bayleys.co.nz

During Phil's more than 19 years in the CRE sector, he has been involved with over \$400 million of transactions. Phil is respected by clients for his professionalism and strong work ethic, traits which he refined in London, UK, and is now bringing to bear on the Auckland market.



## Tova Haydock

### CRE Broker, MSc. (Physics), MBA (Strategy, Finance)

London BS  
+64 21 392 782 | tova.haydock@bayleys.co.nz

Tova joined Bayleys in 2017 after more than a decade working as a management consultant across Europe, the US, and New Zealand. She specialises in strategy, project management, and marketing, having worked with government and large corporates at an executive level.



## Tommy Zhang

### Director and Senior CRE Broker, MBA

+64 21 760 889 | tommy.zhang@bayleys.co.nz

With over 7 years industry experience, Tommy has concluded numerous Kiwi-Chinese property transactions. Having worked with law firms, property development, business broking, banking, and the wider Asian marketing channels/database, Tommy ensures continuity and maximum values are achieved for local and foreign property investors.

# The Auckland Metropolitan Markets team



## Ian Hall

**Director and Senior CRE Broker**

+64 21 451 411 | [ian.hall@bayleys.co.nz](mailto:ian.hall@bayleys.co.nz)

Having joined Bayleys in 2022, Ian has worked in commercial property since he was 19, and now specialises in larger city and city fringe assets, institutional grade investments, complex transactions, and development sites in Auckland.



## Ward Kamo

**National Director - Tu Whenua**

+64 27 659 5360 | [ward.kamo@bayleys.co.nz](mailto:ward.kamo@bayleys.co.nz)

Since joining Bayleys in 2018, Ward Kamo has been National Director of Tu Whenua – Bayleys Maori business division. Iwi have a plethora of opportunity in front of them as a result of their treaty settlements. He has the most extensive network of fund managers, developers, property advisers, valuers, and research specialists available today.

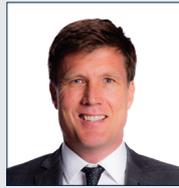


## Jill Downie

**CRE Broker**

+64 21 448 777 | [jill.downie@bayleys.co.nz](mailto:jill.downie@bayleys.co.nz)

Jill Downie boasts an impressive 25-year plus career working in residential and commercial real estate across New Zealand and Australia. Jill has established many long-term client relationships through her professionalism and strong work ethic.



## Stephen Scott

**Director and Senior CRE Broker**

+64 27 406 0298 | [stephen.scott@bayleys.co.nz](mailto:stephen.scott@bayleys.co.nz)

Since joining Bayleys in 2009, Stephen is a trusted adviser, having gained many real estate accolades throughout his career. Stephen works with the Bayleys network of colleagues to maximise opportunities for clients, and he is adept at juggling various stakeholder interests.



## Grant Magill

**Senior CRE Broker**

+64 21 664 345 | [grant.magill@bayleys.co.nz](mailto:grant.magill@bayleys.co.nz)

With more than 27 years in Auckland's CRE market, Grant joined Bayleys in 2022. His deep knowledge, passion for property, and dedicated approach has earned Grant a loyal client base who value his advice and consistent results.



## Rick Kermode

**Senior CRE Broker**

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Rick joined Bayleys after previously working for international affiliate Knight Frank, with a background in a range of sectors within commercial sales and leasing.



## Paul Dixon

**Director and Senior CRE Broker**

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Having worked in commercial property for 20-plus years, Paul holds huge success in focusing on the selling of hotel, tourism, waterfront and business sale properties with a committed NZ-wide client base, building a strong reputation in the marketplace.



## Jack Kiely

**CRE Broker**, BCom (Economics, Management)

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Joining Bayleys in 2022, Jack works collaboratively with market-leading agents in his team, harnessing the extensive expertise in his office, to facilitate highly successful commercial property transactions for his clients. Jack brings a positive point of difference generating better than expected results.



## Natasha Sathyan

**Executive Assistant**, BProp.

+64 21 127 2495 | [natasha.sathyan@bayleys.co.nz](mailto:natasha.sathyan@bayleys.co.nz)

Natasha joined Bayleys in 2018, after completing her property degree. She uses her knowledge of the CRE industry and marketing skills to support the Auckland Metropolitan team in all aspects of the business, including communications, marketing collateral and campaigns.



## Amber Rees

**Sales and Marketing Administrator**

BA (Event Management)

+64 21 154 4560 | [amber.rees@bayleys.co.nz](mailto:amber.rees@bayleys.co.nz)

Joining Bayleys Head office in 2023, Amber uses her skills gained from an events and marketing degree to support the Auckland Metropolitan team, assisting with the sales and marketing campaigns.



## Alesha Pulevaka

**Sales and Marketing Administrator**

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Since joining Bayleys in October 2022, Alesha has worked across three divisions in the company. Alesha uses her wide knowledge of the business to help best support the agents in all aspects.



## Chloe Hoi

**Sales and Marketing Administrator**

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Chloe joined the Bayleys Head office at the end of December 2023 after working in the yachting industry. She is well-travelled and has experienced living life overseas in the UK. Chloe brings a high-level of drive and enthusiasm to her sales and marketing role.