

# I N D U S T R I A L PROPERTY NEWS

**How to Correctly Price  
Industrial Property  
in 2025-2026**

**How Interest  
Rates Affect  
Industrial Sales**

**Sydney Industrial  
SME Activity  
Survey Results**

**What are Industrial  
Property users  
thinking about their  
space in 2025?**



*Only correctly priced properties are selling or leasing in today's cautious and cost-sensitive market.*



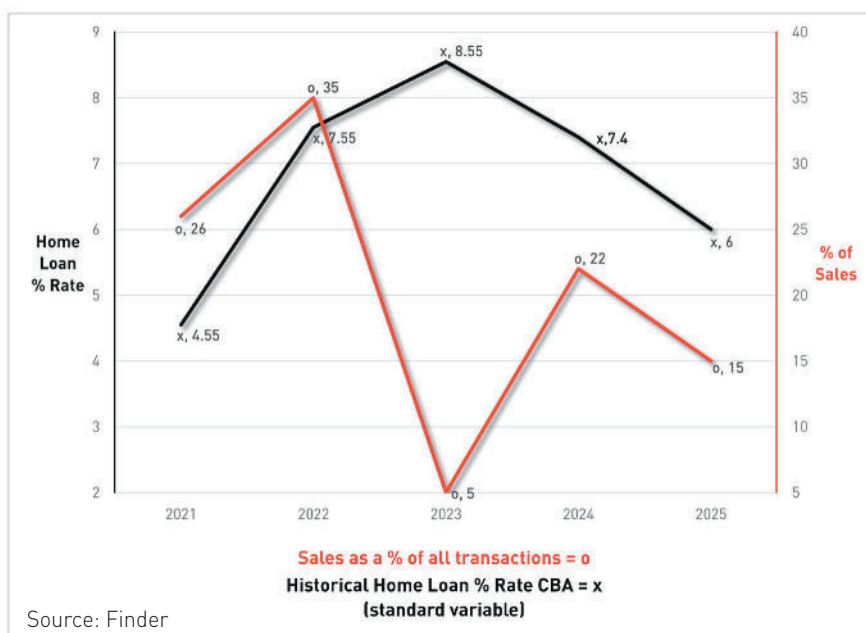
**Ben Rodriguez:** Director Asset Management, **Joumana Tarabay:** Director Asset Management, **Robert Ally:** Director and **Terry Saba:** Director

MARKET INSIGHT SPECIAL

# How to Correctly Price Industrial Property in 2025-2026

As we enter the new financial year, we asked leading corporate property agency Bawdens to provide their thoughts about the year ahead and identify why understanding the importance of correctly pricing real estate for sale and lease is going to be critical in the year ahead.

In a research paper recently released to clients, we examined the percentage of sales relative to total transactions completed, that is, sales and leases.



Paying particular attention to the years 2024 and 2025.

In this period, interest rates fell approximately from 7.4% to 6%, yet confidence fell, and so the number of sale transactions we completed fell from 22% to 15% as a percentage of all deals.

This is because as productivity fell and the exchange rate of the AUD fell, it cost more to run a business in Australia.

This has resulted today in business profit margins being reduced, creating a fall in business confidence. In this environment, competently managed businesses will not accept risk by paying more rent or a price for a property than what is acceptable to them. So it is very important to determine the correct price or rental for a property today. Only correctly priced properties are selling or leasing.





# Our 'Why' Story

As Real Estate Agents and Property Asset Managers, we conduct ourselves based upon a commitment to our vision to simplify, adapt, lead and grow our corporate property services. Our mission to connect people, organise, maximise and transact corporate property has meant as a group of professionals we have continued to thrive.

The reason we continue to be a growing company today is because we remain aware that our purpose is to proudly protect our clients and earn their honest appreciated trust and friendship.

### VISION

To simplify, adapt, lead and grow our corporate property services

### MISSION

We connect people, organise, maximise and transact corporate property

### PURPOSE

To proudly protect our clients and earn honest, appreciated trust and friendship

### VALUES

Integrity, Passion, Leadership and Trust

FOR SALE

## Fairfield East 3995m<sup>2</sup> approx.

### Multiple Buildings on Prominent Site

- Multi-tenanted asset
- Passing income of \$747,787 pa gross + GST
- Three (3) street frontages
- 6348m<sup>2</sup> total site area
- Five (5) industrial units ranging from 288m<sup>2</sup> to 1250m<sup>2</sup>

Robert Ally: 0413 758 658, Anthony Barbanera: 0410 914 662



BAWDENS NEWS



## Seven Hills – Still Achieving Record Prices

A Brisbane-based owner-occupier has secured a rare freestanding warehouse at 15 Artisan Road, Seven Hills.

The superb facility, located in the tightly held and highly sought-after industrial precinct of Seven Hills, features a high clearance warehouse space, air-conditioned office area, and container-height access. It comprises a building area of 528m<sup>2</sup> situated on a 933m<sup>2</sup> site.

The property was sold for \$3,200,000, reflecting a strong \$6,060 psm.

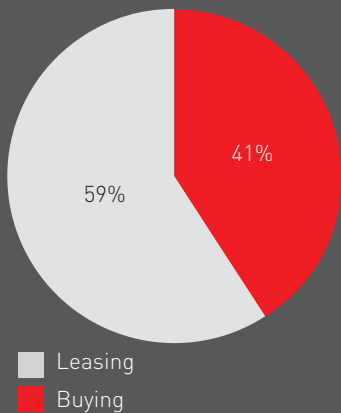
This deal was successfully negotiated by Bawdens Sales & Leasing Executive James Zerefos and Director Terry Saba.

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**PROPERTY INVESTOR** NEWS

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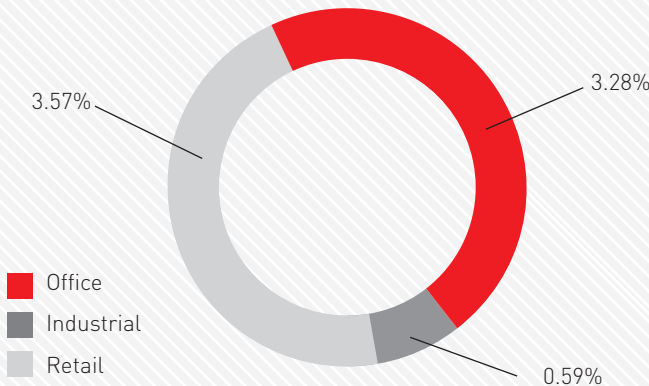
**Peter Pacetta:**  
0416 001 509

### Leasing or buying



BAWDENS ASSET MANAGEMENT

### Asset Management Vacancy Rate





Bankstown



Castle Hill



Rouse Hill



Rydalmere



Blacktown



Smithfield



Girraween



Auburn



Wetherill Park



North Parramatta

MARKET INSIGHT SPECIAL

# How Interest Rates Affect Industrial Sales

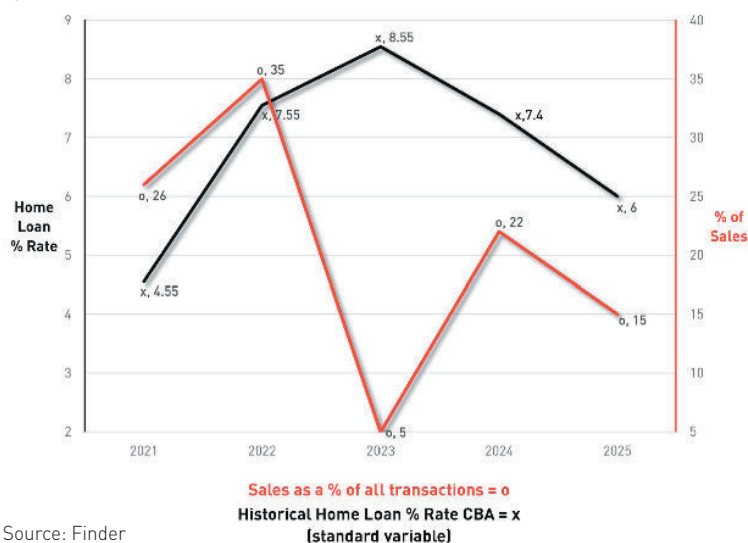
Bawdens is one of Sydney's leading specialist industrial property agents.

The company routinely provides its clients with market insights.

In a recently released paper, the firm observed how changes in interest rates influenced the number of sales completed as a percentage of all leases and sales completed.

A study period of four years was observed for the period each year of 1 January to 31 March.

The results can be seen below.



Source: Finder

In 2021, when the variable rate was 4.55%, 26% of all transactions were sales.

In 2022 and 2023, as interest rates rose to a high of 8.55%, not surprisingly by late 2023, just 5% of all transactions were sales.

Since 2023, as interest rates have fallen to 6% today, the percentage of sales against all sale and lease transactions completed recovered to 22% in 2024 and has since fallen in 2025 to 15%.

The fall in sales of 22% to 15% from 2024 to 2025 cannot be attributed to rising rates as this has not occurred. This is more likely due to the lag effects of inflation and declining purchasing power of the Australian dollar.



FOR LEASE

## Smithfield 1165m<sup>2</sup> approx.

### Unique Opportunity – High Exposure & Great Office Space

- Multiple roller doors for convenient access to the high clearance warehouse
- Multiple offices including boardroom
- Several kitchenettes throughout the site
- Ground floor office located at the site entrance
- On-site visitor parking

Paul Chidiac: 0415 887 566, Robert Ally: 0413 758 658



BAWDENS NEWS



## Instyle Decor Secures New Headquarters in Silverwater

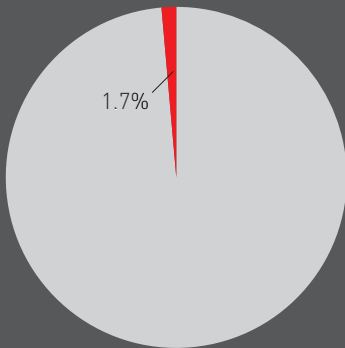
Established in 2013, Instyle Decor – renowned for crafting, curating, and transforming interiors with premium, custom-made furniture, artwork, and décor accessories – has secured a new freestanding premises at 69-71 Carnarvon Street, Silverwater.

The freestanding building, comprising approximately 1129m<sup>2</sup>, provides the business with the ideal platform to continue executing its growth strategy.

The lease was negotiated on a 5 + 5 year term, commencing at an annual rental of \$271,080 pa net. This reflects a rate of \$240 psm + o/g's & GST.

The deal was successfully completed by Bawdens Sales and Leasing Executives Monjer Khan and Jarrad Love.

### Vacancy by No. of Properties



Vacant Properties Managed

FOR LEASE

## Smithfield 305m<sup>2</sup> approx.

### High Clearance Warehouse in Strategic Location

- Great location next to shops
- Excellent truck and container access
- Clear span warehouse
- Well-presented office/showroom

Rishad Kharadi: 0405 732 041  
Rohit Kumar: 0434 309 788



## Follow us on LinkedIn

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- Be up to date with the current market offerings

[www.linkedin.com/company/bawdens-industrial](https://www.linkedin.com/company/bawdens-industrial)

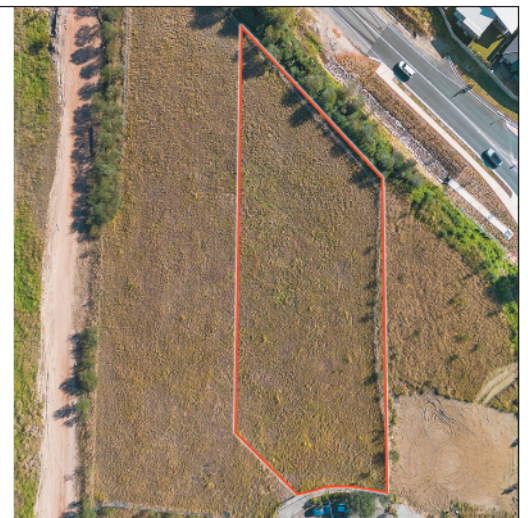
FOR SALE

## Rouse Hill 3,162m<sup>2</sup> approx.

### Prime Development Site with Exposure

- Zoned E3 Productivity Support permits a wide range of uses subject to council approval
- Build and occupy your own facility or develop to lease/sell
- Close proximity to growing residential & business communities
- Capitalise on approved plans and streamline development timeline
- Positioned within one of North-west Sydney's most rapidly expanding regions

Victor Zerefos: 0416 047 288 | Rohit Kumar: 0434 309 788





# Introducing Kevin Do

We are pleased to welcome Kevin Do to the Bawdens Asset Management team. Kevin joins us to work alongside Sarah Cha on the Commercial and Industrial Portfolio, bringing with him over a decade of experience across residential, commercial, and retail property management.

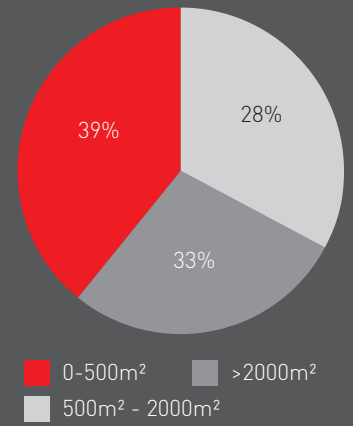
Most recently, Kevin was a Senior Property Manager, where for over five years, he managed a diverse portfolio of 150 properties, including industrial warehouses, office spaces whilst maintaining stakeholder relationships. Kevin gained hands-on experience across leasing, maintenance, inspections, and tribunal matters with his residential experience.

Kevin holds a Bachelor of Business and Commerce, an Advanced Diploma of Accounting, and a Certificate IV in Real Estate Practice. Fluent in Vietnamese with a reputation for proactive, solutions-based approach, Kevin is a strong addition to our team.

We look forward to the value Kevin will bring to the portfolio and our clients and his support to Sarah.



## Space in demand



## For the latest media releases & market trends

visit our website



[www.bawdens.com.au](http://www.bawdens.com.au)

FOR LEASE

## Northmead 1321m<sup>2</sup> approx.

### Prime Northmead Location

- High clearance warehouse
- Great truck access, wide roller door
- Modern, air-conditioned office
- Excellent onsite parking
- Nearby amenities (McDonald's, Bunnings, KFC)

Rohit Kumar: 0434 309 788  
Jarrad Love: 0408 817 025



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Simply search 'Bawdens' on YouTube.

FOR SALE

## Regents Park 2050m<sup>2</sup> approx.

### Impressive Warehouse with Yard

- Tenanted until 30 April 2026 with a passing rental of \$243,950 pa net + GST
- Approx. 200m<sup>2</sup> of secured rear yard
- Two (2) roller doors, with the front door measuring 9m in width
- 18 car spaces

Robert Ally: 0413 758 658  
Anthony Barbanera: 0410 914 662



# Padstow 1226m<sup>2</sup> approx.

## Prime Freestanding Building

- Rare street front opportunity
- High clearance clear span warehouse
- Two roller doors
- Close proximity to Fairford Road and M5 Motorway
- Convenient on-site parking with excellent truck and container access

Rishad Kharadi: 0405 732 041 | Paul Chidiac: 0415 887 566

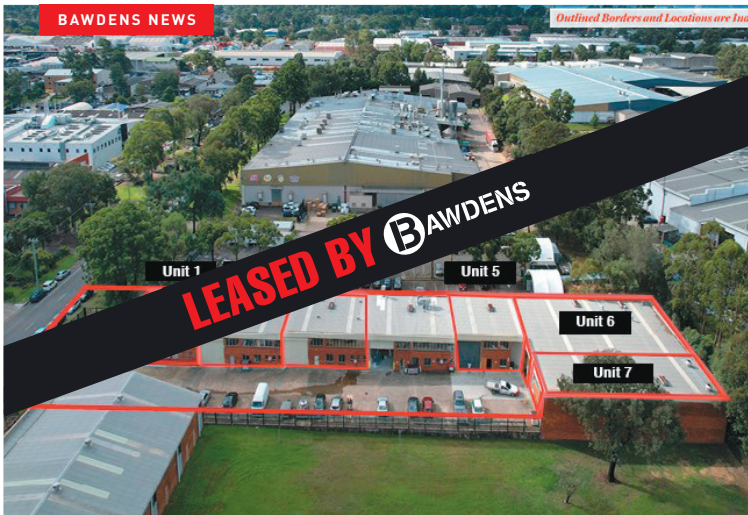


## Full Occupancy Achieved at Smithfield Complex in Just 3 Months

Bawdens has successfully leased all six units in a small industrial complex at 3 Britton Street, Smithfield within a 3-month period.

The units, ranging in size from 303m<sup>2</sup> to 490m<sup>2</sup> achieved net rentals between \$175 psm and \$185 psm + o/g's & GST. A diverse mix of tenants was secured across industries including joinery, vehicle repairs, wholesaling, warehousing, and distribution.

The leasing campaign was executed by Bawdens Sales & Leasing Executives Rishad Kharadi and Paul Chidiac, who achieved strong results in a competitive market.



## Charitable Foundation

We currently support the following organisations:





FOR LEASE

## Smithfield 2043m<sup>2</sup> approx.

### Functional Freestanding Warehouse

- A large awning of 283m<sup>2</sup> approx. provides extra cover from the weather
- E4 Zoning
- High power
- High levels of exposure to a main road provided at the rear of the property which allows occupants the opportunity to promote their business
- The site is fenced

Victor Zerefos: 0416 047 288



BAWDENS ASSET MANAGEMENT

## Maintenance that Matters: Keeping your Building Compliant and Performing

Preventative maintenance is more than just routine upkeep. It is a critical part of effective asset management that safeguards both the longevity of a property and compliance with lease obligations. At Bawdens, we recognise that regular servicing of essential building services such as fire safety systems, HVAC, lifts, and roller doors plays a vital role in preserving the integrity and value of commercial and industrial assets.

Failure to complete scheduled maintenance can lead to operational disruptions, costly repairs, and in some cases breaches of lease conditions. Many commercial leases place responsibility on either the landlord or tenant to ensure these systems are regularly maintained and compliant with relevant regulations. Proactive monitoring and documentation of these services not only protects all parties contractually but also mitigates risk in the event of system failure or emergency.

By investing in a structured preventative maintenance program, owners benefit from extended equipment life, reduced unplanned downtime, and improved tenant satisfaction. It also provides assurance that the building remains fit for purpose and aligned with modern compliance standards.

At Bawdens, our Asset Managers ensure that preventative maintenance schedules are adhered to, contractors are engaged appropriately, and records are maintained in an effort to deliver peace of mind to our clients and protecting the long-term value of their investments.

FOR LEASE

## Seven Hills 182m<sup>2</sup> approx.

### Modern Industrial Unit

- High clearance warehouse
- Good truck access
- Air-conditioned office
- Easy access to main roads
- Café onsite

Terry Saba: 0416 175 009  
Monjer Khan: 0422 753 262



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- Stay informed: view our monthly Industrial Property News, weekly Market Brief and bimonthly Commercial Property News & Property Investor News
  - Find out what transactions we have just completed
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## AUCTION WITH US

### Are you looking to sell your property in 2025?

With a 100% success rate, utilising this method of sale you will achieve a price better than you expected, which will allow you to realise your new ambitions.

Our In-Room auction facility delivers you the highest probability of an exceptional price.

Let Bawdens present your property professionally and use our negotiation skills to deliver you the highest possible price.

**Register your Interest: Call 9630 8000**

or contact your preferred Bawdens Agent.

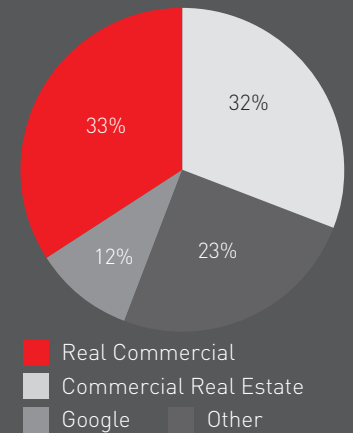


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**COMMERCIAL  
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**Peter Pacetta:**  
**0416 001 509**

### Website Enquiry



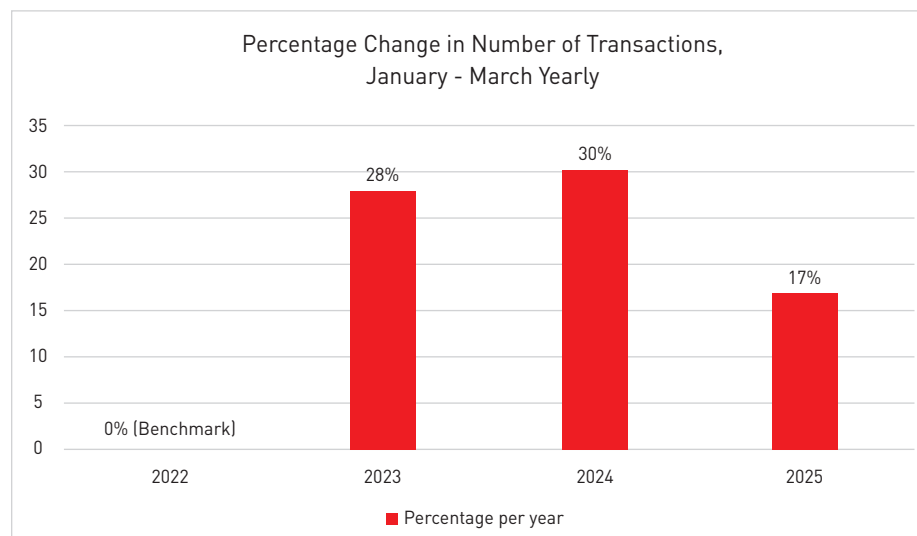
#### MARKET INSIGHT SPECIAL

# Sydney Industrial SME Activity Survey Results

Leading industrial property agency Bawdens released the results of a recently completed study for its private clients.

The firm routinely provides unique research about SME behavior to clients.

The results can be seen in table A below:



The company totalled all Sale and Lease transactions completed by the firm for the third quarter for each of the years 2022-2025, inclusive.

Adopting 2022 as the benchmark year, the results revealed that the years 2023 and 2024 were respectively more active than in 2022 with the number of deals completed 28% and 30% higher than in 2022.

This is not surprising as inflation increased the demand for warehouse space driving both leasing rentals and sale prices upwards during these years.

In 2025, activity is still 17% higher than in 2022, but down from transaction volumes recorded in 2023 and 2024, the reduction in transaction activity reflecting the higher rentals, sale prices and outgoings increases.



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FOR SALE

## Seven Hills 1106m<sup>2</sup> approx.

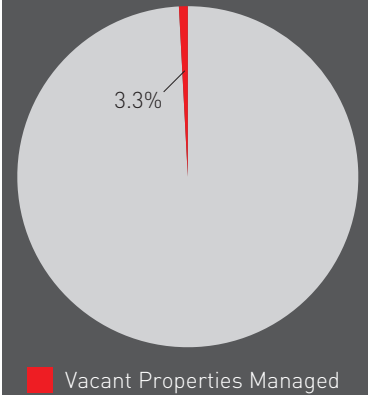
### Rare Investment Opportunity

- Secured site
- Good truck container access
- Air-conditioned offices
- 3 phase power
- 16 car spaces

Terry Saba: 0416 175 009



## Vacancy Rate by m<sup>2</sup>



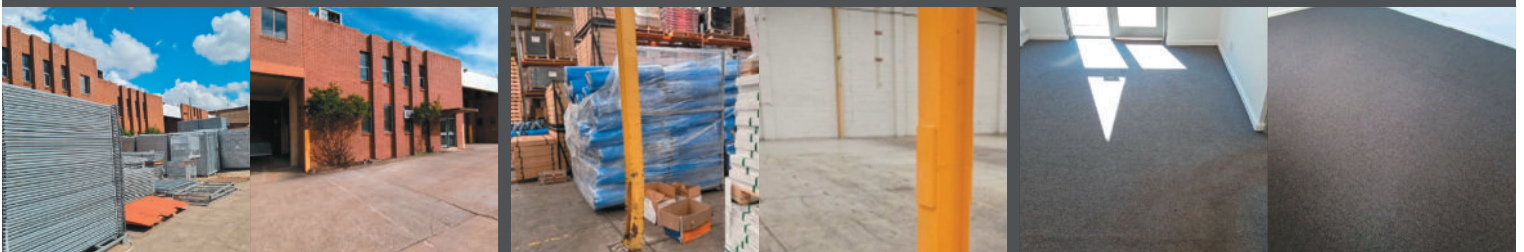
BAWDENS ASSET MANAGEMENT

# Bawdens Project Management

Bawdens Asset Management is proud to acknowledge the outstanding work completed by Senior Asset Manager Sarah Cha in successfully delivering a complex make good project on behalf of our valued client.

The project involved a broad scope of works, including structural repairs requiring the engagement and coordination of a qualified structural engineer. Sarah oversaw the full process, from scope definition through to completion, ensuring compliance with lease obligations and minimising delays. Additional works included internal office repainting, professional carpet cleaning, detailed general cleaning, and a thorough exterior pressure clean to restore the property to its original standard.

Through proactive project management, clear communication with contractors, and diligent attention to detail, Sarah achieved a timely and seamless outcome for both the lessor and lessee. Her coordination ensured the property was presented at its best for the new tenant who will take occupation while upholding the client's interests throughout the make good process.



FOR LEASE

## Smithfield 5300m<sup>2</sup> approx.

### Yard with Great Truck Access

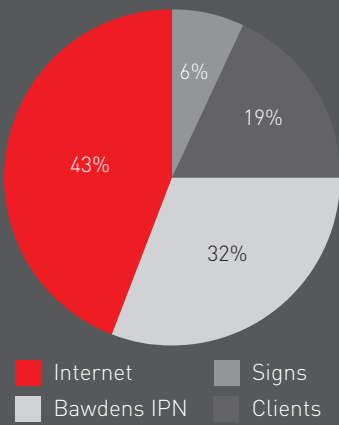
- Hardstand yard
- Suitable for a variety of uses
- Level, secured site with excellent truck access
- Up to 35 car spaces
- Easy access to major motorways

Paul Chidiac: 0415 887 566, Robert Ally: 0413 758 658





## Where it all came from



## MARKETING



Bawdens use their e-cloud technology to complete behavioural marketing that identifies the buyers or tenants who will pay the highest price or rental.

We are Sydney's only Industrial Agency utilising behavioural marketing.

## Bawdens AUCTION DAY

No Marketing Costs | Lower Selling Fees | Higher Prices (T&C's apply)

### Thinking of selling?

- Expose your property to one of the **largest buyer databases** in Sydney
- Use our auction **negotiation skills** to achieve the sale price you want

*Register your Interest: Call 9630 8000*

or contact your preferred Bawdens Agent.

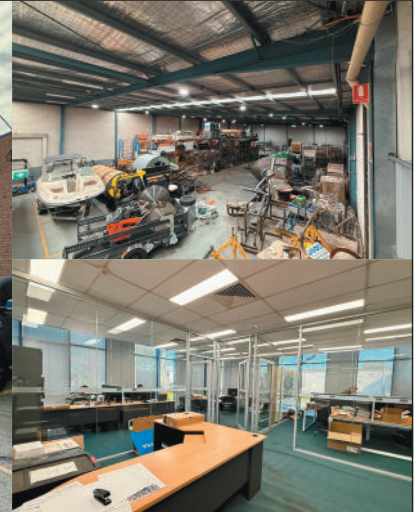
## FOR SALE

# Silverwater 1272m<sup>2</sup> approx.

## Prominent Freestanding Building

- Clear span warehouse
- Container and truck access
- Corporate style office
- Fully air-conditioned
- Secured site

**Anthony Barbanera: 0410 914 662**  
**Jarrad Love: 0408 817 025**



*Our asset management team can maximise the value of your asset.*

- |                    |                        |
|--------------------|------------------------|
| Lease Negotiations | Transaction Management |
| Rent Reviews       | Make-Good Management   |
| Outgoing Audit     |                        |

## BAWDENS NEWS



# Nelson Capital BT Pty Ltd Capitalises in Blacktown

Relocating from Seven Hills, Nelson Capital BT Pty Ltd has acquired Unit 1/40-42 Bessemer Street, Blacktown. The street-front industrial unit, comprising 347m<sup>2</sup>, features a modern office fit-out.

The property was sold for \$1,490,000 reflecting a competitive rate of \$4,293 psm.

This deal was successfully negotiated by Bawdens Sales & Leasing Executive James Zerefos and Director Terry Saba.

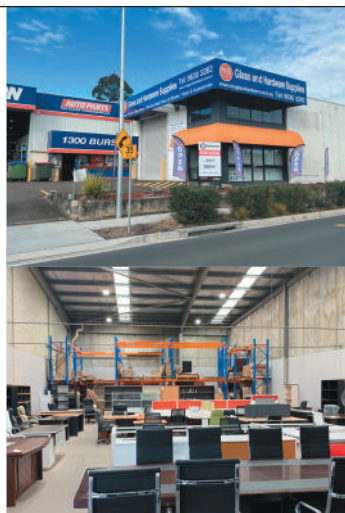
## FOR LEASE

# North Parramatta 550m<sup>2</sup> approx.

## Exposure North Parramatta

- High clearance warehouse
- Modern air-conditioned office
- Great signage
- Parking at front door for customers
- Exposure to Church Street

**Rohit Kumar: 0434 309 788**  
**Terry Saba: 0416 175 009**



# What are Industrial Property users thinking about their space in 2025?

Leading Industrial Property Agency Bawdens recently released the results of a user survey of their client tenants.

The company asked the question: "What challenges, if any, do you face with your current premises?"

The results can be seen in the graph below.



Interestingly, 50% of respondents identified size constraints as an issue affecting productivity and/or growth plans.

Perhaps not surprisingly, 37.5% of respondents identified high operational costs as an issue, noting the substantial increases in land tax and insurances experienced over recent years.

For the first time, outdated facilities featured prominently as many users identified buildings providing 5 to 5.5 metre warehouse clearance were not as cost efficient as those providing 8.5 to 9.0 metre clearances.

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