



Supply running out . . . an aerial view of Coomera Business Park

# The buyers are back

by Travis Lye

MORE than \$1.63 million worth of sales in the past three months at the Coomera Business Park has marked the return of buyers to the market, according to a Gold Coast industrial specialist.

Shane Airey and Graeme Salt, of Airey Industrial, have chalked four sales in the 34-lot Upper Coomera estate since May.

The biggest sale was \$650,000 for a 294sq m warehouse unit. It was sold by Australian Dental Implant Advisory Services, associated with Bruce and Robyn Gold, to Melissa and Ben Airey, who are not related to Mr Airey.

The tilt-panel unit is in a complex of three, at 24 Kohl Street,

and comprises two 4.8m-high roller doors, two undercover parking spaces and 30sq m of mezzanine office space.

Mr Airey said the owner intended to operate an office and shop fitout business, AC Fitouts, from the holding.

Ben Airey said they were attracted to the area because it was in a growth corridor and catered for their family's needs.

"Our children go to one of the local schools and we live nearby," he said.

Other sales at the estate include a 138sq m unit in the 23-warehouse Sierra Place development, undertaken by developer Kerry Baily and finished in 2007.

Mr Baily, through entity Coldgold Enterprises, still holds

nine of the units in the complex.

An undisclosed Gold Coast end-user bought the unit, at 2 Kohl Street, which will be used for storage.

Mr Airey and Mr Salt also have negotiated a \$305,000 deal in the same complex for a 141sq m unit, with a small courtyard.

Barry and Cora Guy bought the warehouse.

The third sale was a 171sq m unit at 14 Kohl Street.

Solevtop, a company associated with Marshall and Carol Turner, paid \$385,000 in a settled deal for the property.

Solevtop holds a contract to collect trolleys for the Coles Group, Woolworths and Big W.

The unit is in a tilt-panel complex developed by Donstone, linked to Ken and Sue Blood, and completed in January.

There are nine units available in the 2983sq m parcel.

They range from 177sq m to 257sq m and are priced from \$430,000.

Donstone has outlaid nearly \$1.1 million for property in the near-10ha Coomera Business Park since land developer Cliplyn Group, linked to Max Pearson, released the estate to the market in 2006.

Mr Airey said that the owner-occupiers were the prominent buyers at the moment.

He said that while the economic downturn had affected sales, interest had picked up.

"Once there is nothing left, the law of supply and demand will come into force and prices will rise," said Mr Airey.

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