

# FINANCIAL REVIEW

SE **Property**  
HD **Clarence grabs a bargain deal**  
BY Matthew Cranston  
WC 343 words  
PD 30 October 2014  
SN The Australian Financial Review  
SC AFNR  
ED First  
PG 52  
LA English  
CY Copyright 2014. Fairfax Media Management Pty Limited.  
LP

Developer Peter Fahey's Clarence **Property Group** has bought a massive **residential** development **site** at Lennox Head from Royal Bank of Scotland for a 75 per cent discount to its 2007 **purchase** price.

The 80 hectare **site** on Hutley Drive was **purchased** by failed developer Petrac in a joint venture with Valad for \$60 million.

TD

When the global financial crisis hit, Petrac failed and RBS, which was the mortgagee, took possession of the **property** which has a master plan for more than 500 lots.

Clarence **Property Group** has just scooped up the **site** for \$15 million and is likely to develop both the **residential** lots and a small shopping centre on the **site**.

CBRE's Tim Grossman and Nicholas Heaton, alongside Byron Bay **Property** Sales' Jeremy Bennett and Graham Dunn, negotiated the deal.

The deal is a major win for Clarence **Property Group**, which will place the development into the Westlawn **Property** Trust.

Clarence **Property Group** managing director Peter Fahey declined to comment on the **transaction**.

Mr Fahey has been on a buying spree, picking up **residential** land bargains along the east coast of Australia at a time when there has been strong competition from both private and listed developers.

In 2012 he snapped up 21 hectares at Casuarina Beach, close to the Queensland-NSW border, for \$6.5 million in cash.

The former financier of that Casuarina land, Bank of Scotland International, was owed well over \$10 million. Mr Fahey then spent \$10 million on upfront infrastructure and has **sold** the majority of the lots at a profit.

Mr Fahey is developing a strata title office **park** at the Gold Coast's Robina Quays as well. Clarence **Property Group**'s Westlawn **Property** Trust has also been selling office towers, including its half share in the Octagon in Sydney's Parramatta for about \$83 million to **Hong Kong**'s Longbow Holdings this month. Last year it **sold** its 307 Queen Street office tower in Brisbane for about \$120 million to GDI **Property Group**, which listed.

IN ireest : Real Estate | icre : Real Estate/Construction

NS c182 : Asset Transactions | c18 : Ownership Changes | cactio : Corporate Actions | ccat : Corporate/Industrial News | ncat : Content Types | nfact : Factiva Filters | nfcpin : C&E Industry News Filter

**RE** austr : Australia | tasman : Tasmania | apacz : Asia Pacific | ausnz : Australia/Oceania  
**PUB** Fairfax Media Management Pty Limited  
**AN** Document AFNR000020141029eaau0001b