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13 July 2018

Boyd Wilson  
Bonisch Consultants  
PO Box 1262  
**Invercargill 9840**

Dear Boyd

### **CBD DEVELOPMENT RETAIL IMPACT**

As requested I have considered the likely impact that the proposed HWCP retail development will have on the overall retail dynamics of the Invercargill CBD.

The Invercargill retail CBD is currently very spread out and rather run down and disjointed and potentially unattractive to larger national and certainly international retailers.

Internationally the regeneration and redevelopment of inner city CBD's has added considerable vitality and life to the overall CBD precinct and attracted new retailers. This is evident in many cities worldwide, but particularly in Australia with Sydney's Pitt Street and Brisbane's Queen Street where major retail CBD developments have improved the city environment.

Even in New Zealand this is evident in particularly Auckland with the development of the commercial bay precinct and in Christchurch following the earthquakes.

The relativity of scale needs to be taken into account, however in Auckland retailers such as H&M, Zara, Uniglo and others have been attracted to the CBD by the new developments and this encourages other national retailers to coexist with them. The same has happened in Christchurch with the new The Crossing development encouraging H&M, Rodd & Gunn, Country Road, Witchery, Seed and others into a prestige development in the CBD.

In my opinion, but perhaps with not some of the same high profile brands the same will happen with the new development in Invercargill whereby it will reinvigorate and revitalise the CBD and attract top brand names not currently in the city and also potentially give the city a heart and centrepiece which may mean some retailers will relocate from fringe areas into the CBD, but those fringe areas will not necessarily become a vacancy, as retailers who perhaps cannot justify in being in such a high profile CBD location will move into those fringe locations.

This strengthening of the retail heart and giving it an identity then has a positive effect on the whole city by creating a critical mass centre point which attracts office development, entertainment uses and possibly not applicable in Invercargill, but in many larger cities residential usage to co locate in a vibrant retail heart.

In summary the development will be positive for the Invercargill CBD as a whole by generating new retailer interest and while providing for some redistribution of current tenants will not lead to an exodus from secondary areas to the new development, but will have an overall positive impact in both the primary and secondary retail areas.

Regards

Yours sincerely

**COLLIERS INTERNATIONAL REAL ESTATE MANAGEMENT**

A handwritten signature in black ink, appearing to read "Evan Harris".

**Evan Harris**

National Retail Director

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