

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES



Next 500m

**Navigating to Success:
The Road to Regional Wealth**



The Ultimate Investment Property Arena

Burgess Rawson delivers unparalleled market expertise in commercial real estate, backed by the power of our huge national presence.

For the past 22 years, our iconic portfolio auctions have set industry benchmarks, offering the nation's best commercial investments for sale in one place.

Sydney

Sydney Opera House

Melbourne

Crown Casino

Brisbane

Hilton Hotel

25 June 2024

6 August 2024

17 September 2024

26 June 2024

7 August 2024

18 September 2024

27 June 2024

8 August 2024

19 September 2024

Bidding is available by phone, online or in person at our auction rooms.

For further details, visit burgessrawson.com.au

Welcome

Josh Scapolan
Senior Sales Executive

 JOSH.SCAPOLAN



Welcome to Portfolio Magazine 169.

As we approach the end of the 2023/24 financial year, the commercial property market is buzzing with activity, showcasing a surge of successful transactions. We've witnessed the ongoing frenzy for fast food, transacting a stunning \$28.375 million of these assets, in our May Portfolio campaign.

Notably, a McDonald's in North Rothbury NSW achieved an astounding yield of just 2.97%, highlighting the appeal of this asset class. Properties leased to global titans like McDonald's continue to be the crown jewels of portfolios due to their resilient nature, secure tenants and long term, favourable returns.

At our last Portfolio event, we saw an incredible 91% success rate achieved, with \$87 million worth of assets transacted in just 72 hours. It's clear that as we prepare for a new financial year, investor appetite for quality investments is stronger than ever.

We are thrilled to offer a range of premium investments in our upcoming Portfolio with a spotlight on premium regional assets. Our selection includes a range of the most sought-after quality investments including early education, large format retail, healthcare, fast food, and automotive.

We explore the phenomenal growth of our much-loved regional towns where tourists and residents alike have flocked. Under the spotlight in this edition's state series is sunny Queensland, which continues to offer great promise to commercial investors.

We also celebrate our recent successes, which don't just end with transactions; they're cemented in our commitment to growth and leadership.

Explore not just the vibrancy of regional towns but also our own growth story, intertwined with the accomplishments of our leaders like CEO Ingrid Filmer. We look forward to entering a new and promising financial year with existing and new clients alike.



Portfolio Team

EDITOR Olwyn Conrau
PRODUCTION MANAGER Chelsea Goodall
DESIGN Bryan Karman, Ty Layton, Ethen Curtis
PHOTOGRAPHY Various

BURGESSRAWSON.COM.AU

Burgess Rawson's Portfolio Magazine requires a creative collective committed to producing a premium property publication that people just won't want to put down.

Our diverse and forward-thinking Portfolio Team is drawn from Burgess Rawson's offices across Australia, working collaboratively and each contributing their unique skill set to bring you a magazine we're proud to call our own.

All areas and figures displayed in this magazine are approx only. All precaution has been taken to establish the accuracy of the above information but does not constitute any representation by the Vendor or Agents. The Retail Leases Act 2003 may apply.

In the spirit of reconciliation, Burgess Rawson acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.



Navigating to Success:

The Road to Regional Wealth



**Navigating to
Success:
The Road to
Regional Wealth**

Australia’s regional towns are experiencing an unprecedented boom, emerging as prime investment hubs fuelled by a surge in economic vitality and population growth. This momentum is propelled by a growing number of individuals relocating to regional areas, enticed by the allure of affordable housing, a serene lifestyle, and ongoing infrastructure enhancements.

Moreover, Australians are embracing domestic travel with unparalleled enthusiasm, infusing a staggering \$108 billion into the economy—an incredible 40% increase over the past five years. These evolving trends have catalysed substantial progress in key sectors like healthcare, education, and transportation within our flourishing regional communities, bolstered further by government initiatives aimed at fostering their expansion.

Unlocking the Value of Regional Commercial Assets

In particular, regional Australia is seeing significant growth in key commercial asset classes such as early education, healthcare, fast food, government facilities, and convenience retail. These sectors are not only crucial for community development but also represent lucrative investment opportunities with strong growth trajectories.

Early Education

Early education in regional areas has seen impressive growth, driven by increasing demand as more families relocate from metropolitan areas. According to recent statistics, regional childcare centres have experienced a 20% increase in enrolments over the past three years. This surge has translated into higher occupancy rates and increased land values, making these investments highly attractive.



Healthcare

Healthcare assets are another standout category, with regional medical centres benefiting from substantial government funding aimed at improving regional healthcare services. The Australian government’s commitment to enhancing regional healthcare infrastructure has resulted in a 15% annual growth rate in healthcare property values.



Fast Food

Fast food outlets in regional areas are capitalising on the increased domestic travel and tourism. The rise in road trips and regional tourism has boosted sales in these sectors, with fast food outlets reporting a 25% increase in revenue over the past two years. This trend highlights the robustness of this sector, driven by a steady stream of both local and travelling customers.



Convenience Retail

Similarly, fuel stations have seen a 30% rise in sales, driven by the growing number of tourists and locals traveling within regional areas. The consistent demand for fuel and convenience store products makes these properties a stable and profitable investment. Regional fuel stations are benefiting from increased traffic, ensuring high turnover and attractive returns for investors.

Government

Government facilities, are vital components of regional infrastructure. With ongoing decentralisation efforts, the government is relocating more services to regional areas, leading to a steady rise in the demand for commercial properties. This shift is expected to continue, providing investors with stable, long-term tenants and consistent rental income.

Large Format Retail

LFR in regional areas is experiencing significant growth due to increased local spending and the expansion of regional populations. With more consumers preferring to shop within their communities, retailers are seeing higher foot traffic and sales, and demand for LFR spaces is soaring, supporting low vacancy rates and stable rent growth. In 2023 alone, nearly 270,000sqm of new LFR space was scheduled for completion, reflecting the ongoing expansion and investment in this sector.



Industrial

The demand for industrial spaces in regional Australia is on the rise as companies capitalise on lower land costs and proximity to key logistics routes. This sector is supported by government initiatives, such as the \$1.7 billion Future Made in Australia Innovation Fund. This initiative supports the development of new industries, including advanced manufacturing, which bolsters the industrial property sector in regional areas.



Supermarkets

Supermarkets in regional areas are seeing robust growth, driven by the increasing population and local spending power. As more people move to regional towns, the demand for convenient access to daily essentials rises. Capitalising on this trend, with many chains are expanding their presence and upgrading existing stores. The consistent demand for supermarket services ensures a steady income stream for investors, while the appreciation of land values in these areas adds to the long-term investment appeal.

Investing in regional assets offers a compelling option for those who are either unable or prefer not to invest in metropolitan areas. Not only do regional properties tend to have higher yields due to lower entry costs, but they also benefit from significant capital growth driven by increased demand and infrastructure developments. Recent data indicates that regional land values have appreciated by an average of 10% annually, outpacing many metropolitan areas.

The regional market presents an unmatched opportunity for high returns and robust growth. By focusing on essential service sectors, investors can leverage the dynamic economic environment of regional Australia to build a resilient portfolio. With the continued expansion and appreciation of these asset classes, it's clear that the road to regional wealth is paved with golden opportunities.

Against this backdrop of remarkable growth, we've pinpointed top-tier investment opportunities in the most rapidly expanding regions, tailored to property investors seeking exceptional growth potential.





Powering Growth: Explore the key factors powering economic expansion in our thriving regional areas.

Townsville, Queensland

Population: 200,000
Annual Visitors: 1.2 million
Annual Economic Output: \$15 billion

Townsville stands as a major economic hub in northern Australia with its diverse economy strengthened by key sectors such as defense, education, health services, mining, and tourism, ensuring robust and sustained economic activity.

Tourism plays a pivotal role in Townsville’s economy, injecting approximately \$900 million annually. The city’s natural wonders, including close proximity to the Great Barrier Reef and Magnetic Island, alongside various cultural events and attractions, draw a substantial number of visitors each year. This influx of tourists supports a wide range of local businesses, from hospitality to retail, further invigorating the economy.

Government investment in Townsville is substantial, reflecting a commitment to its growth and development. Recent allocations include \$1.3 billion for the expansion and modernisation of the Townsville Hospital, ensuring top-tier health services for residents and the wider region. Additionally, \$1.2 billion is being invested in infrastructure projects, including road upgrades, public transport improvements, and community facilities.

Sunshine Coast, Queensland

Population: 333,400
Annual Visitors: 4.2 million
Annual Economic Output: \$23.7 billion

With its glorious expansive beaches, the Sunshine Coast is a major tourism destination experiencing robust economic growth. Its population has steadily increased to an estimated 333,400 and is forecast to exceed 500,000 by 2041.

The region’s Gross Regional Product (GRP) has also been rising, reaching an estimated \$18-20 billion in 2021, bolstered by substantial investments in infrastructure, such as the \$350 million Sunshine Coast Airport expansion project completed in 2020.

Tourism remains a cornerstone of the Sunshine Coast economy, attracting over 3.5 million domestic and international visitors who contribute approximately \$3.5 billion in tourism expenditure annually.

The Sunshine Coast’s vibrant lifestyle, stunning natural attractions, and thriving arts and culture scene make it an appealing destination for both residents and visitors.

Hunter Valley Region, NSW

Population: 682,500

Annual Visitors: 1.5 million

Annual Economic Output: \$60 billion

The Hunter Valley Region is Australia's seventh largest centre and largest regional economy with significant exposure to resources, agriculture, energy production, defence and service industry bases. The region has an incredible economic output of \$60 billion and a strong population growth rate.

Beyond its thriving wine industry, the Hunter Valley features a diverse economic landscape, with sectors such as agriculture, mining, tourism, and manufacturing driving its growth.

Located in the Lower Hunter Valley, Maitland has emerged as one of the fastest growing areas in the Hunter Valley region and is a booming town with a population of more than 90,000 people with its main industry sectors including manufacturing, construction, real estate, mining and retail trade.

The region is renowned for its picturesque vineyards, gourmet food experiences, and rich cultural heritage, making it a sought-after destination for both tourists and new residents.

Central Coast, NSW

Population: 352,000

Annual Visitors: 5.7 million

Annual Economic Output: \$19.8 billion

The Central Coast of New South Wales, with a population of 352,000, is a dynamic region characterised by robust economic and tourism sectors. Attracting 5.7 million visitors annually, the area boasts an economic output of \$19.8 billion, reflecting its diverse economic activities and vibrant communities. The region's economic landscape is underpinned by significant contributions from towns like Tuggerah and The Entrance, which play pivotal roles in its overall development and prosperity.

Tuggerah, with a population of approximately 4,000 is part of this rapidly growing region. Economic growth in Tuggerah is fuelled by retail, education, and service industries, alongside a strong tourism sector. Visitors significantly support the local economy, driving thousands of jobs in retail, hospitality, and accommodation.

The Entrance, known for its scenic waterways, is another thriving tourism destination. The town's GDP grew by 2.6% in 2023, with tourism driving economic growth. The influx of visitors supports local businesses, job creation, and infrastructure development, enhancing the economic vitality of the Central Coast.





Mildura, Victoria

Population: 55,800
Annual Visitors: 287,000
Annual Economic Output: \$7.3 billion

Nestled in north-western Victoria, Mildura is a thriving agricultural epicentre, celebrated for its bountiful citrus fruits, grapes, and almonds and breathtaking wineries.

Beyond its agricultural prowess, the region has undergone a renaissance, heightened by a booming tourism industry and a robust economy boasting an impressive annual economic output of \$7.3 billion. An incredible \$1 billion stems from manufacturing output alone.

The region’s economic vitality is intertwined with its vibrant lifestyle attractions. Access to Australia’s premier wineries, the majestic Murray River, and a rich tapestry of cultural events serve as cornerstones of Mildura’s appeal.

Shepparton, Victoria

Population: 69,135
Annual Visitors: 1 million
Annual Economic Output: \$6.9 billion

Shepparton is synonymous with great food, wine, waterways and weather. The region appeals to a variety of lifestyles with urban centres and country towns all within a half hour drive of the CBD. The region has an international reputation for quality fruit and dairy products, and is also home to some of Victoria’s oldest and best wineries.

Greater Shepparton has about 6,525 businesses and a workforce of approximately 33,420 people. Health is the primary employment industry in the region, followed by retail trade, agriculture, forestry and fishing and manufacturing.

The region’s strategic location and infrastructure, including emergency response facilities, contribute to its economic growth and development.

Recent Regional Sales Highlights

North Rothbury NSW
McDonald’s



\$4,370,000 | 2.97% Yield

Ayr QLD
KFC



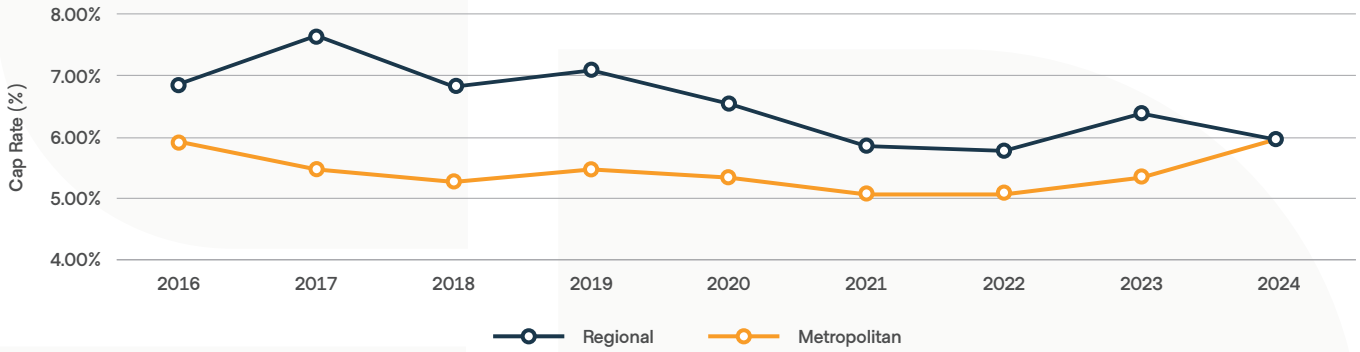
\$3,105,000 | 4.75% Yield

Port Macquarie NSW
Lumus Imaging



\$14,200,000 | 5.98% Yield

Regional and Metropolitan Cap Rate



Geelong and Surf Coast, Victoria

Population: 253,000
Annual visitors: 6.2 million
Annual Economic Output: \$23 billion

Undoubtedly, one of Victoria’s premier coastal and industry-led precincts, Geelong and surrounding coastal towns have emerged as a dynamic economic and cultural hub, experiencing significant growth and development in recent years. Greater Geelong has a population of 253,000 residents and welcomes approximately 6.2 million visitors annually.

Nearby towns including Torquay offer amazing potential and opportunities. Situated on the stunning Surf Coast of Victoria, Torquay serves as the gateway to the iconic Great Ocean Road. The town’s tourism industry supports around 2,500 jobs and generates an annual expenditure of around \$300 million. This coastal town has recorded strong growth driven by its enviable lifestyle and proximity to Melbourne. While Torquay’s economy thrives on tourism, it also has a thriving large format retail sector focused on popular surf and lifestyle brands.

The Eyre Peninsula, South Australia

Population: 59,000
Annual Visitors: 495,000
Annual Economic Output: \$4 billion

The Eyre Peninsula is one of South Australia’s most productive regions, generating almost \$4 billion in Gross Regional Product (GRP) annually. The region’s economy is primarily driven by established agriculture, manufacturing, mining, commercial fishing, and aquaculture industries, with additional opportunities emerging in health and community services, renewable energy, hydrogen, space, and tourism.

Situated on the eastern coast of the Eyre Peninsula in South Australia, Whyalla has a population of about 22,000. The town is experiencing steady population growth, supported by its significant industrial base. Whyalla’s inclusion highlights its importance in the regional landscape, showcasing its economic contributions and potential for growth.

Sourced from ABS, economy.id and Local Government

Cardiff NSW McDonald’s



\$5,530,000 | 3.25% Yield

Wendouree VIC St John of God Health Care



\$3,930,000 | 5.54% Yield

Mount Hutton NSW Goodstart Early Learning



\$1,910,000 | 4.67% Yield



Queensland population growth is driving the property sector with the big money eyeing SEQ



Population growth has put Queensland on the map for major property investors, and the Sunshine State is set to continue to attract big money at the expense of its southern rivals.

Despite yields across all sectors softening in line with the rest of Australia because of higher interest rates, Consolidated Properties Group chief executive Don O'Rorke still believes "Queensland is the place to be".

"That will continue up to at least the 2032 Olympic and that's evidenced by population growth that won't abate," he said.

"What that means for the property industry is that there's significant demand for all of our products – places to live, places to work, places to shop and places to recreate.

"We will very much have a demand driven property market for at least the next decade."

Queensland's population rose 2.7% over the 12 months to September 30, according to the Australian Bureau of Statistics.

The state government has forecast the state's population to be 5.54 million in 2024 and 6.895 million by 2041 with interstate migration from New South Wales and Victoria being a major source of arrivals.

Queensland's population gain from net interstate migration exceeded the gain from natural increase for the third consecutive year, which has underpinned the rise in house and apartment prices.

Queensland's so-called Golden Decade has been backed up by a recent JP Morgan Australian REITs report, which said the state had the best performing real estate market in the country.

The report estimated that large cap Real Estate Investment Trusts have \$16bn of investment assets in Queensland, or about 16% of their trust assets.

Much of this investment in Queensland stemmed from demand driven by elevated population growth and the \$89bn being spent on infrastructure to cater for it, as well as the upcoming 2032 Olympics.

However, there has also been a spike in construction costs which has seen building supply being pulled or deferred across most real estate asset classes, which in turn sparked price increases.

In the Brisbane CBD, there were only three premium office towers under construction – 205 North Quay which will be completed by the end of 2024; the 360 Queen tower by the middle of 2025 and the North Tower of Waterfront Brisbane will be finalised in 2028.

The lack of a supply means Brisbane has comfortably the strongest CBD office market in Australia with vacancy of just 11%, well below Melbourne (18%), Perth (15.8%) and Sydney (14.3%).

Brisbane's vacancy has fallen in the past seven consecutive quarters, and there was effective rent growth of 19.2% year-on-year.

According to JP Morgan, demand in the industrial sector in South East Queensland has “tapered a touch” particularly for third party logistics.

“Twelve months ago space was being taken up six to eight months prior to being available, today it is about three to four months prior, yet still very healthy,” the report said.

“The rate of rent growth is expected to moderate to a still strong at about 10% in 2024 and incentives are tight.”

Written by
Chris Herde, RealCommercial

“Queensland is the place to be. That will continue up to at least the 2032 Olympic and that’s evidenced by population growth that won’t abate.”

Don O’Rorke

Chief Executive Officer
Consolidated Properties Group





June Portfolio Campaign

SYDNEY
10:30AM AEST
TUESDAY
25 JUNE

MELBOURNE
10:30AM AEST
WEDNESDAY
26 JUNE

BRISBANE
10:30AM AEST
THURSDAY
27 JUNE

There are three ways to bid. Via phone, online or in-person.

Discuss with our agents which bidding option is the best for you and available in-person bidding locations.

New Properties For Sale



Medical, Pharmacy & Health

Tenant	Location	State	Income pa	Page
Pacific Smiles Group & Good Health Greehills	East Maitland (Hunter Valley)	NSW	\$465,131	30
Family Doctor & Chemsave	Echuca	VIC	\$436,208	43
Focus Radiology	Engadine (Sydney)	NSW	\$128,016	33
Pacific Smiles Dental	Nowra (South Coast)	NSW	\$102,972	34
Pascoe Vale Veterinary Hospital	Pascoe Vale (Melbourne)	VIC	\$80,600	44
Vet Partners	Moonee Ponds (Melbourne)	VIC	\$78,144	45
Asleep Dental	Portland	VIC	\$46,208	48



Fast Food

Tenant	Location	State	Income pa	Page
Grill'd	Subiaco (Perth)	WA	\$103,626	53
The Pizza Studio	Epping (Melbourne)	VIC	\$54,600	47



Large Format Retail

Tenant	Location	State	Income pa	Page
Supercheap Auto	Banksia (Sydney)	NSW	\$396,502	31
TJM	Frankston (Melbourne)	VIC	\$298,700	28
Harvey Norman	Renmark (Riverland Region)	SA	\$288,527	40

New Properties For Sale



Automotive

Tenant	Location	State	Income pa	Page
Ford	Sunbury (Melbourne)	VIC	\$538,445	18



Convenience Retail

Tenant	Location	State	Income pa	Page
Viva Energy	East Rockingham (Perth)	WA	\$437,750	22
7-Eleven	South Lismore	NSW	\$335,000	26
BP / X Convenience	Northfield (Adelaide)	SA	\$316,273	39



Retail

Tenant	Location	State	Income pa	Page
Retail Complex	Everton Park (Brisbane)	QLD	\$121,368	38
Ham Kerr Property	Balwyn (Melbourne)	VIC	\$35,425	50



Government & Office

Tenant	Location	State	Income pa	Page
Queensland Government	Kingaroy	QLD	\$234,147	37
Parliament of Victoria	Mill Park (Melbourne)	VIC	\$63,004	46
Atlantic College	Pakenham (Melbourne)	VIC	\$45,500	49



Early Education

Tenant	Location	State	Income pa	Page
Guardian Childcare & Education	Abbotsford (Melbourne)	VIC	\$606,616	42
Journey Early Learning	Kawana (Rockhampton)	QLD	\$543,000	36
Elles Belles	Ormond (Melbourne)	VIC	\$464,130	20
Affinity Education/ Kids Academy	Killara (Sydney)	NSW	\$323,213	32
Family Tree Childcare Development Centre	Baldivis (Perth)	WA	\$238,815	52



Industrial

Tenant	Location	State	Income pa	Page
EHI Australia	Wangara (Perth)	WA	\$680,000	51
PFD Food Services	Kawana (Rockhampton)	QLD	\$342,205	24
PFD Food Services	Devonport	TAS	\$271,593	24
RE:TURN IT	Frankston (Melbourne)	VIC	\$97,850	28



Development Site

Tenant	Location	State	Page
Development Site	Tuggerah (Central Coast)	NSW	35



Long 15 Year Triple Net Lease to 2036 + Options

Trophy Set-and-Forget Freehold Investment



\$2.8 Million Tenant Upgrade (2021) Ford New Car Sales up 71.3% YOY²



Sunbury (Melbourne) VIC
101-107 Horne Street

+ Triple net lease: tenant responsible for all outgoings including land tax, structural maintenance and repairs

Sunbury Ford: long established and award winning dealership

+ Booming Car Sales Industry: 97,202 new cars sold in April 2024 up 18.3% YOY²

Gateway 4,687sqm* site between Sunbury and Calder Freeway

+ Booming growth location, 34km* north of Melbourne CBD, primary trade area population of 42,494 forecast to grow 138% by 2041³

Net Income: \$538,445 pa* + GST¹



Contact

Beau Coulter 0413 839 898
Jamie Perlinger 0413 860 315
Zomart He 何梓轩 0488 220 830



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹As at 1 September 2024
²FCAI & JP Morgan ³Forecast id

Impressive Childcare within Prestigious Education Catchment

ST PETER'S
PRIMARY SCHOOL

BENTLEIGH
SECONDARY COLLEGE

VALKSTONE
PRIMARY SCHOOL

MCKINNON
PRIMARY SCHOOL

NORTH RD





15 Year Net Lease + Options to 2057 High Exposure Main Road Location



Ormond (Melbourne) VIC
730-734 North Road

Annual rent increases to the
greater of 3% or CPI

Tenant pays all outgoings
including land tax

Net Income: \$464,130 pa* + GST

- + Elles Belles: boutique operator with a further strong-trading centre in Cheltenham
- + Impressive 94 LDC place centre with basement parking for 20 cars
- + Strategic main road 'city-bound' site, situated within the sought-after LGA of Glen Eira
- + As new construction with significant depreciation benefits



Contact

Natalie Couper 0413 856 983
Justin Kramersh 0460 349 605
Zomart He 何梓轩 0488 220 830



For Sale by Expressions of Interest

Closing 3pm AEST
Thursday 27 June 2024

*Approx



New 15 Year Lease to 2038 to ASX Listed Viva Energy Ltd 2,941sqm* Gateway Site



Significant Depreciation Benefits Annual Fixed 3% Rent Increases



East Rockingham (Perth) WA
115 Dixon Road (cnr Day Rd)

Viva Energy Ltd (ASX: VEA):
blue-chip \$5.4B ASX200 company

Viva Energy recently purchased
Coles Express & OTR for \$1.5B*,
boasting 1,500+ sites nationally

Net Income: \$437,750 pa* + GST¹

- + Tenant pays all usual outgoings inc land tax & management fees
- + Gateway to East Rockingham & Perth's industrial & logistics growth corridor with major tenants Toll & QUBE Logistics, Elders, Reece, Feener & Veolia
- + Major arterial location, 26,000 cars & 2,197 trucks passing daily*, connection to Kwinana Fwy
- + Rockingham: population forecast to grow 55% to 231,000 by 2046²



Contact

Jamie Perlinger 0413 860 315
Rick Jacobson 0413 830 083
Rob Selid 0412 198 294



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹As at August 2024
²forecast.id

Secure Net Leases to Woolworths Group Subsidiary: PFD Foods



*Outline/Boundaries Indicative Only

Two Rare-to-Market Freestanding Cold Storage and Logistics Investments - 15 Year Net Leases

Secure leases to ASX Listed, Woolworths-owned PFD Foods, one of Australia's largest food service distributors

Part of Woolworths' B2B Food division, H1 FY24 EBIT up 45.7% to \$71 million^{2*}

To be sold individually

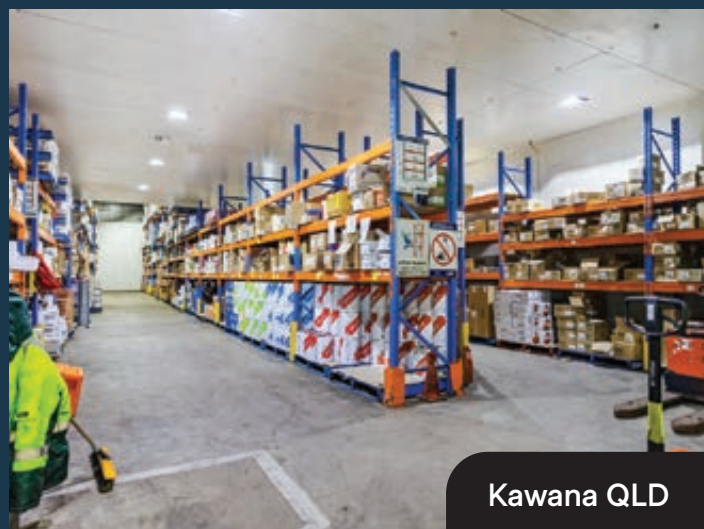
- + Tenant pays rates, land tax, management fees, insurance, repairs and maintenance
- + Attractive fixed 2.8% annual rent increases
- + Highly desirable opportunity to purchase assets at below replacement value
- + Significant landholdings up to 19,530sqm* with low site coverage
- + Strategic sites within core logistics and distribution precincts
- + Net Incomes range between: \$271,593 - \$342,208 pa* + GST¹



Devonport TAS



Kawana QLD



Kawana QLD

Devonport TAS
28 Hillcrest Road

- + 15 year net lease to 2036 plus options to 2071
- + Expansive 19,530sqm* landholding
- + Large 3,198sqm* facility with low 16% site coverage
- + Devonport: TAS third largest city and major service centre, port and tourism link to mainland
- + **Net Income: \$271,593 pa* + GST¹**

Kawana (Rockhampton) QLD
4-6 Hemenstall Street

- + 15 year net lease to 2036 plus options to 2071
- + 4,046sqm* site within core logistics precinct
- + Well presented 2,058sqm* freehold facility
- + Rockhampton: urban centre of the sunshine coast and logistics hub of central Queensland
- + **Net Income: \$342,208 pa* + GST¹**



Contact
 Yosh Mendis 0434 413 188
 Beau Coulter 0413 839 898
 Craig Chapman 0427 110 132

 **Investment Portfolio Auction**
To be sold individually
 10:30am AEST
 Tuesday 25 June
 Sydney Opera House

¹Approx ²Incomes as of May 2024
³Woolworths Half Year Results



Brand New Freestanding 7-Eleven Investment

Built 2024 – Maximum Depreciation Benefits



Impeccable Corner Freehold Investment Global Convenience Retail Giant



South Lismore NSW
135 Union Street (Bruxner Hwy)

Brand new 12 year lease to 2036
plus options to 2056

Tenant pays all usual outgoings

Fixed 3% annual rent increases

Net Income: \$335,000 pa* + GST

- + 7-Eleven: Australia's #1 convenience retailer, 700+ stores
- + Prime roundabout corner location with 95m* of combined frontage to Elliot Rd & Union St
- + Built 2024 - Latest specification designed purpose built facility, significant depreciation benefits
- + South Lismore: strategic Northern Rivers Region location with population expected to grow by over 12% through 2041



Contact

Yosh Mendis 0434 413 188
Geoff Sinclair 0451 462 759



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

*Approx



*Outline/Boundaries Indicative Only



Trophy Large Format Retail Investment Tenant Pays all Outgoings Inc. Land Tax



Frankston (Melbourne) VIC
126 Dandenong Road West

10 year lease to 2033 plus
one further option

Fixed 3% annual rent increases

Tenant pays 100% of outgoings
including land tax

Net Income: \$298,700 pa* + GST

- + TJM 4x4: wholly owned subsidiary of Eastern Polymer Group (BBK:EPG), TH-listed giant with a market cap of \$773m*
- + Immaculate 1,113sqm* retail building, capital intensive fit-out
- + Strategic 2,127sqm* C2Z hwy site amongst LFR & auto dealership tenants, exposure to 14,000+¹ VPD¹
- + Frankston: population forecast to grow 40% by 2041²



Contact

Matthew Wright 0458 290 588
Jamie Perlinger 0413 860 315
Sam Mercuri 0413 830 709
Mark Foster 0475 454 431



For Sale by Expressions of Interest
To be sold Individually
Closing 3pm AEST
Thursday 4 July 2024

*Approx ¹Vehicles passing daily
²forecast.id



Affordable Freehold Industrial Investment Established Metro-Melbourne Location



Frankston (Melbourne) VIC
4-8 Donald Avenue

As new 3 year lease to 2027
plus additional option

Fixed 3% annual rent increases

Tenant pays 100% of outgoings
including land tax

Net Income: \$97,850 pa* + GST

- + RE:TURN IT: wholly owned subsidiary of Re.Group, offering recycling services for 4+ million people across 35 LGA's
- + Well maintained 516sqm* container collection centre with capital intensive tenant-funded fit-out
- + Versatile 661sqm* C2Z metro site with exposure to 14,000+ VPD¹
- + Frankston: capital of the Mornington Peninsula, annual economic output of \$14.2B²



Contact

Matthew Wright 0458 290 588
Jamie Perlinger 0413 860 315
Sam Mercuri 0413 830 709
Mark Foster 0475 454 431



For Sale by Expressions of Interest
To be sold Individually
Closing 3pm AEST
Thursday 4 July 2024

*Approx ¹Vehicles passing daily
²REMPlan



Prime Freehold Medical Centre & Corporate Headquarters



East Maitland (Hunter Valley)
NSW, 6 Molly Morgan Drive

Opposite Stockland Green Hills
and less than 2km* to new
Maitland public hospital

Tenants pay outgoings as
per leases

Net Income: \$465,131 pa* + GST

- + Pacific Smiles Group Ltd: ASX listed dentist with 120+ locations
- + Good Health Greenhills: long established medical centre offering multiple health services
- + Expansive 2,400sqm* landholding with 100% occupancy since the buildings inception
- + Maitland: \$14.29 billion economic output, largest industry by employment is Healthcare



Contact

Darren Beehag 0411 226 223
Flynn McFall 0481 187 191



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

*Approx



*Outline/Boundaries Indicative Only



100% Leased Sydney Freehold with Upside First Time Offered to Market in 56+ Years



Banksia (Sydney) NSW
328-336 Princes Highway

Prime 1,734sqm* site with
58m* Princes Highway frontage

Ideal short term holding
income / WALE

Net Income: \$396,502 pa* + GST

- + Strong trading anchor tenant Supercheap Auto in occupation 31+ years (81% of total income)
- + E3 Zoning: allows fast food, childcare, medical, fuel, hotels, LFR or a zoning change may allow 48 units + retail (STCA)
- + Strategic retail hub close to Rockdale Station & national brands
- + Rockdale: within Bayside LGA supporting 191,385+ residents



Contact

Kieran Bourke 0417 418 007
Rhys Parker 0451 101 042
Flynn McFall 0481 187 191



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

*Approx



Blue Ribbon North Shore Trophy Childcare 15 Year Lease, Strong 3.5% pa Rent Increases



Killara (Sydney) NSW
101 Fiddens Wharf Road

Secure 15 year lease to 2035
plus options extending to 2055

Compounding 3.5% fixed
annual rental increases

Net Income: \$323,213 pa* + GST¹

- + Kids Academy: Affinity Education Group with 225 centres nationally
- + Prestigious centre rated 'Exceeding'² serving affluent local demographic
- + Education-rich area 5km* to Chatswood & 250m* from closest primary school, 15 within 3km*
- + Large 1,088sqm* landholding with 3 street frontages
- + Modern purpose-built facility, generous depreciation benefits



Contact

Michael Vanstone 0403 580 528
Rhys Parker 0451 101 042



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

¹Approx ²As at Sept 2024
³National Quality Standard



Medical Freehold Adjoining McDonald's 5 Year Lease to Radiology Centre + Options to 2042

Engadine (Sydney) NSW
1-3 Station St (cnr Princes Hwy)

Sensational Princes Highway
corner freehold landholding

Significant future development
upside (STCA)

Net Income: \$128,016 pa* + GST

- + Anchored by Focus Radiology: established comprehensive diagnostic medical imaging practice with 4 locations in NSW¹
- + Prime 588sqm* corner site with future 20m* height mixed-use development potential (STCA)
- + Immaculate 400sqm* double storey building with 8 on-site car spaces
- + Engadine: booming Southern Sydney Metro suburb, 33km* from the CBD



Contact

Zomart He 何梓轩 0488 220 830
Rhys Parker 0451 101 042
Luke Easton 0472 546 001



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

*Approx ¹focusrad.com.au



Freestanding ASX Medical Powerhouse Long Tenure, Superb Dental Fit-out

**PacificSmiles
DENTAL.**

Nowra (South Coast) NSW
64 Junction Street

Prominent 677sqm site with
wide 18 metre* street frontage

Greater of CPI or 3% annual rent
increases, ensuring rental growth

Net Income: \$102,972 pa* + GST

- + Pacific Smiles Dental: 120+ locations across eastern seaboard
- + Longstanding dental practice occupied by Pacific Smiles since 2010
- + Prime location surrounded by supporting local & national brands
- + Shoalhaven Region: South Coast location, population of 142,000+* expected to surge 30% by 2051



Contact

Darren Beehag 0411 226 223
Flynn McFall 0481 187 191



Investment Portfolio Auction

10:30am AEST
Tuesday 25 June
Sydney Opera House

*Approx



Rare Land Parcel of 5,686sqm* Important Business & Industrial Precinct

Tuggerah (Central Coast) NSW
6A Reliance Drive

Significant 5,686sqm* site with
expansive 55m* street frontage

Attractive SP4 Zoning enabling
a wide range of uses (STCA)

- + Situated 900m* to Tuggerah Train Station & close to Westfield plus other major landmarks
- + Previous approved DA for 3 level building of 3,847sqm* including 100 car spaces
- + Central Coast: population of 352,000+ people located 80km* from Sydney with strong Gross Regional Product of \$19.79 billion¹



Contact

Darren Beehag 0411 226 223
Kieran Bourke 0417 418 007
Luke Easton 0472 546 001



**For Sale by
Expressions of Interest**

Closing 3pm AEST
Wednesday 3 July 2024

¹Approx ¹profile.id



Long-Established Childcare Investment New 15 Year Net Lease to 2039 + Options



Kawana (Rockhampton) QLD
188 Farm Street

Three 12-year options to 2075
Fixed 3% annual rent increases
Centre operating at capacity
with extensive wait-list
Net Income: \$543,000 pa* + GST

- + Journey: premium tenant with a network of 38 centres and growing
- + Tenant pays all outgoings
- + Large 3,775sqm* corner site with designated staff parking to rear
- + 151 LDC place dual centres with both significant recent and imminent future capital upgrades
- + Rockhampton: beef 'capital' of Australia & logistics hub of Central QLD with a GDP of \$5.71B (FY 23)



Contact

Adam Thomas 0418 998 971
Josh Scapolan 0484 229 829



For Sale by Expressions of Interest

Closing 3pm AEST
Wednesday 5 June 2024

*Approx



*Outline/Boundaries Indicative Only



High Yielding Government Investment Circa 8% Yield Anticipated



Kingaroy QLD
180 Haly Street

86% of income underpinned by recently renewed 5 year QLD Government lease through to 2028 plus options to 2032

Fixed 3% & CPI rent reviews

Net Income: \$234,147 pa* + GST

- + Fully leased modern CBD building with dual income
- + Supported by long term retail tenant - Healthy Noodle, on-site since 2016
- + Impressive 681sqm* NLA building on an expansive 1,838sqm* site
- + South Burnett Region: a key growth corridor of Queensland with a diversified economy boasting a GRP of \$2.11 billion*



Contact

Craig Chapman 0427 110 132
Tom Lawrence 0428 626 117



Investment Portfolio Auction

10:30am AEST
Thursday 27 June
The Hilton, Brisbane

*Approx



*Outline/Boundaries Indicative Only



*Outline/Boundaries Indicative Only

Rare High Profile Brisbane Metro Opportunity First Time Offered To Market In 40+ Years

Everton Park (Brisbane) QLD
514 South Pine Road

961sqm* freehold site

Significant future rental upside

Genuine value add or
development opportunity

Holding Income:
\$121,368 pa + GST

- + Long term tenants providing significant holding income over 464sqm* NLA
- + Flexible 'DC1 District Centre' zoning (4 storeys) STCA
- + Important 15 on-site car parks with dual street access and 50,000 vehicles passing daily*
- + Everton Park: blue-chip inner-city suburb only 7km* from CBD



Contact

Tom Lawrence 0428 626 117
Craig Chapman 0427 110 132



Investment Portfolio Auction

10:30am AEST
Thursday 27 June
The Hilton, Brisbane

*Approx



*Outline/Boundaries Indicative Only



Stamp Duty Free Investment

As New, 15 Year Lease to 2036 + Options Newly Acquired by \$82B* British Petroleum¹



Northfield (Adelaide) SA
24-36 Briens Road (cnr Lang St)

Tenant owns and is responsible to monitor, maintain, service, repair & replace all fuel equipment

Tenant pays all usual outgoings incl. insurance and mgmt. fees

Net Income: \$316,273 pa* + GST²

- + BP Australia: one of Australia's largest store networks (1,468), recently acquiring X Convenience & its 50 sites across SA and WA¹
- + 31,000+ vehicles passing daily³
- + Gepps X Home HQ, Woolworths DC, McDonald's & KFC within 1.3km*
- + Significant depreciation benefits
- + City of Port Adelaide Enfield: SA's 3rd largest LGA, generating \$11.2B* in economic output pa⁴



Contact

Rick Jacobson 0413 830 083
Jamie Perlinger 0413 860 315



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

¹Approx ²Pending ACC Approval

³As of August 2024 ⁴GapMaps

⁴Economy.id

Rare Harvey Norman Investment SA's Thriving Riverland Region





No Stamp Duty Payable

Recently Refurbished Building Large Freehold Landholding

Renmark (Riverland Region) SA
165 Fourteenth Street

7 year lease to 2030 plus 6
further 6 year options to 2066

Harvey Norman: Australian
retail icon, 270 stores, 8
countries, market cap of \$5.42B*
Net Income: \$288,527 pa* + GST

- + Refurbished 2,865sqm* building constructed circa 1990 includes 229sqm* secondary tenancy leased to Carpet One
- + 6,867sqm* freehold landholding with 146 sealed and lined car spaces on title
- + Riverland Region: permanent catchment population of over 35,000 residents plus seasonal tourist surges

Harvey Norman[®]



Contact

Shaun Venables 0411 860 865
Beau Coulter 0413 839 898
Romanor Falconer 0413 830 808
RLA 327401



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx



Dominant Childcare Investment In Highly Populated City Fringe Location



Abbotsford (Melbourne) VIC
3 Flockhart Street

15 year net lease plus a further 10 year option to 2042

Annual 4% rent increases, ensuring future rental growth

Net Income: \$606,616 pa* + GST¹

- + Guardian: premium early education provider with 174 locations nationally
- + Tenant pays all usual outgoings
- + Established & successful childcare centre licensed for 120 LDC places
- + Located within close proximity to Victoria Gardens Shopping Centre, underpinned by Coles, IKEA & Kmart, & just meters from train & tram transport options, providing easy connectivity to the city



Contact

Natalie Couper 0413 856 983
Zomart He 何梓轩 0488 220 830



For Sale by Expressions of Interest

Closing 4pm AEST
Thursday 20 June 2024

*Approx ¹As at 1 July 2024



Leading Essential Service Facility Land Rich 3,995sqm* Freehold Site

Echuca VIC, 212-218 Ogilvie Ave
(Murray Valley & Northern Hwys)

Family Doctor: 10 year net lease
plus options to 2042

Pharmacy: 10 year net lease
plus options to 2039

Annual CPI & 3% rent reviews

Rent: \$436,208 pa* + GST¹

- + Impressive 1,202sqm* integrated medical centre & pharmacy, plus two x 2 bedroom dwellings
- + Super 3,995sqm* Hwy site with triple frontage & 53 car spaces
- + Only metres from Echuca Regional Hospital – recent \$66 million+ redevelopment
- + Significant tax saving depreciation
- + Echuca: trade catchment of circa 50,000 people plus holiday influx



Contact

Justin Kramerish 0460 349 605
Raoul Holderhead 0413 860 304



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹As at Oct 2024



Established Clinic 50+ Years

Longstanding Vet Clinic Over 50+ Years Renewed Lease to Vet Partners: 270+ Clinics



Pascoe Vale (Melbourne) VIC
24-30 Kent Road (cnr Derby St)

Renewed 5 year lease to 2029 plus options
Fixed 3.25% annual rent increases
Tenant pays usual outgoings
Net Income: \$80,600 pa* + GST

- + Vet Partners: wholly owned by Swedish private equity group EQT with £210 billion euros under management
- + Long established and thriving Veterinary practice over 50+ years
- + Well maintained clinic on large 994sqm* corner landholding with 10 car spaces on title
- + Pascoe Vale: capital growth suburb 9km from Melbourne



Contact
Shaun Venables 0411 860 865
Romanor Falconer 0413 830 808
Raoul Holderhead 0413 860 304



Investment Portfolio Auction
10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx



Established Clinic 50+ Years

Renewed Lease to Vet Partners to 2029 Longstanding Clinic Refurbished in 2022



Moonee Ponds (Melbourne) VIC
89 Buckley Street

New 5 year lease plus options

Fixed 3.25% rent increases

Tenant pays usual outgoings

Net Income: \$78,144 pa* + GST

- + Established clinic for 50+ years
- + VetPartners: Australia & NZ leading vet network, 270+ practices & specialty hospitals
- + Well presented 200sqm* building refurbished 2022, 4 cars on-title
- + Prime 375sqm* site boasting 12.5m* frontage to 8,800 VPD¹*
- + Strategic position close to Essendon Station & 'high end' Rose Street shopping strip



Contact

Shaun Venables 0411 860 865
Raoul Holderhead 0413 860 304
Romanor Falconer 0413 830 808



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹Vehicles passing daily



High Profile Victorian Government Investment Renewed 4 Year Lease to 2028

Mill Park (Melbourne) VIC
Unit 30 Oleander Drive

Renewed 4 year lease to Jan 2028 plus option to 2031

Fixed 3% annual rent increases

Net Income: \$63,004 pa* + GST

- + Leased to Victorian State Government since 2016
- + Modern 145 sqm* premises with 11.5m* frontage + 4 car spaces
- + Surrounded by Woolworths, KFC, Bunnings, Westfield, Hungry Jack's, Domino's & multiple schools
- + City of Whittlesea: population of 245,000, \$27.52B economic output¹
- + Mill Park: top 10 suburb to invest²



Contact

David Napoleone 0417 308 067
Sam Mercuri 0413 830 709



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹REMPlan ²Canstar.com.au



*Outline/Boundaries Indicative Only



Attention \$900K+ Buyers

Licensed Pizza Restaurant Café Long 7 Year Lease to 2031 Plus Options



Epping (Melbourne) VIC
7/145 Gateway Boulevard

New 7 year lease to 2031 + opts
Fixed 3.5% annual rent increases
Tenant pays usual outgoings
Net Income: \$54,600 pa* + GST

- + The Pizza Studio: licensed pizza restaurant with dine in, takeaway and delivery options
- + Immaculate 91sqm* corner premises with AAA tenant fit-out & licensed alfresco area
- + Supported by complementary national retailers KFC, Carl's Jr., Ampol, Superior Healthcare & more
- + Whittlesea Council: population forecast to surge 56% to 388,000+ residents by 2041



Contact

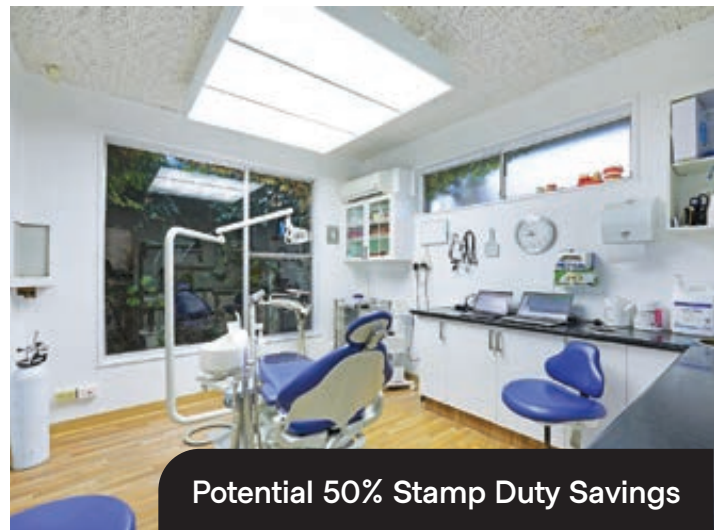
Shaun Venables 0411 860 865
Romanor Falconer 0413 830 808
David Napoleone 0417 308 067



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx



Potential 50% Stamp Duty Savings

Attention \$475K Buyers - 10% Net Yield Reserve Longstanding Dental Clinic & Residence

Portland VIC
19 Hurd Street

Tenant on-site since 2013, two year lease recently expired, currently month-to-month

Tenant responsible for council rates and water rates

Net Income: \$46,208 pa* + GST

- + Dental Clinic: improvements include two operating rooms, reception, laboratory sterilization room and patient toilet
- + Residence: 3 bedroom, 2 bathrooms
- + Annual CPI rental reviews
- + Prime 911sqm* landholding with General Residential Zone 1 (GRZ1)
- + Central amongst national retailers including Woolworths, ALDI, IGA, Kmart and major banks



Contact

David Napoleone 0417 308 067



For Sale by

Expressions of Interest

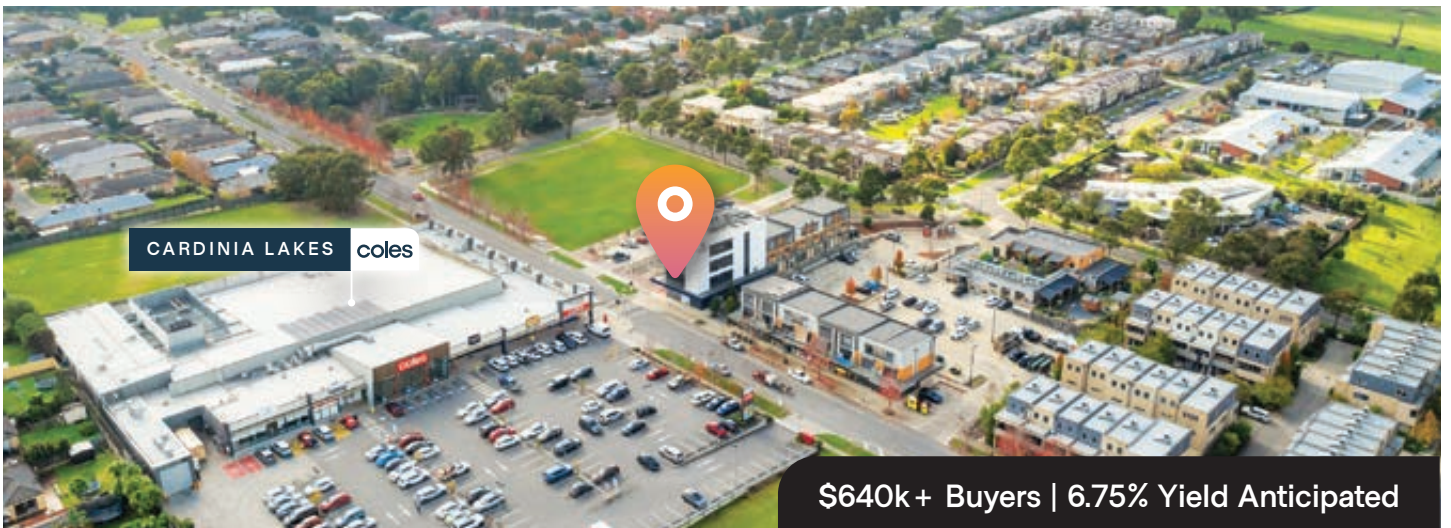
Closing 3pm AEST

Wednesday 3 July 2024

*Approx



*Outline/Boundaries Indicative Only



CARDINIA LAKES coles

\$640k+ Buyers | 6.75% Yield Anticipated

National Education Group With 3 Locations Brand New 5 Year Lease to December 2027



Pakenham (Melbourne) VIC
1st Floor, 2/4 Pacific Promenade

New 5-year net lease to
December 2027

Fixed 3% annual rent increases

Tenant pays usual outgoings

Net Income: \$43,500 pa* + GST

- + Atlantic College: certified education and training provider with 3 locations nationally
- + 174sqm* premises incorporating 7 classrooms, adjacent to Coles and 178 public car spaces
- + Strategic location surrounded by 5 schools accommodating 1,846 full-time students within 3km*
- + Melbourne's south eastern growth corridor estimated increase 59.9% to 94,954 by 2041



Contact

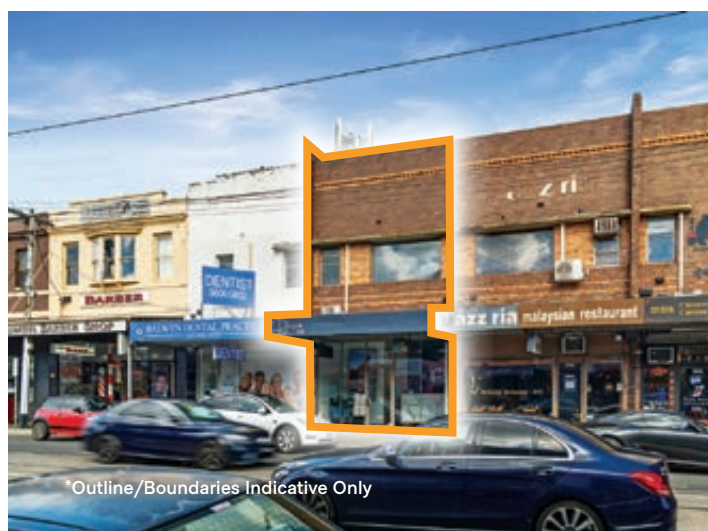
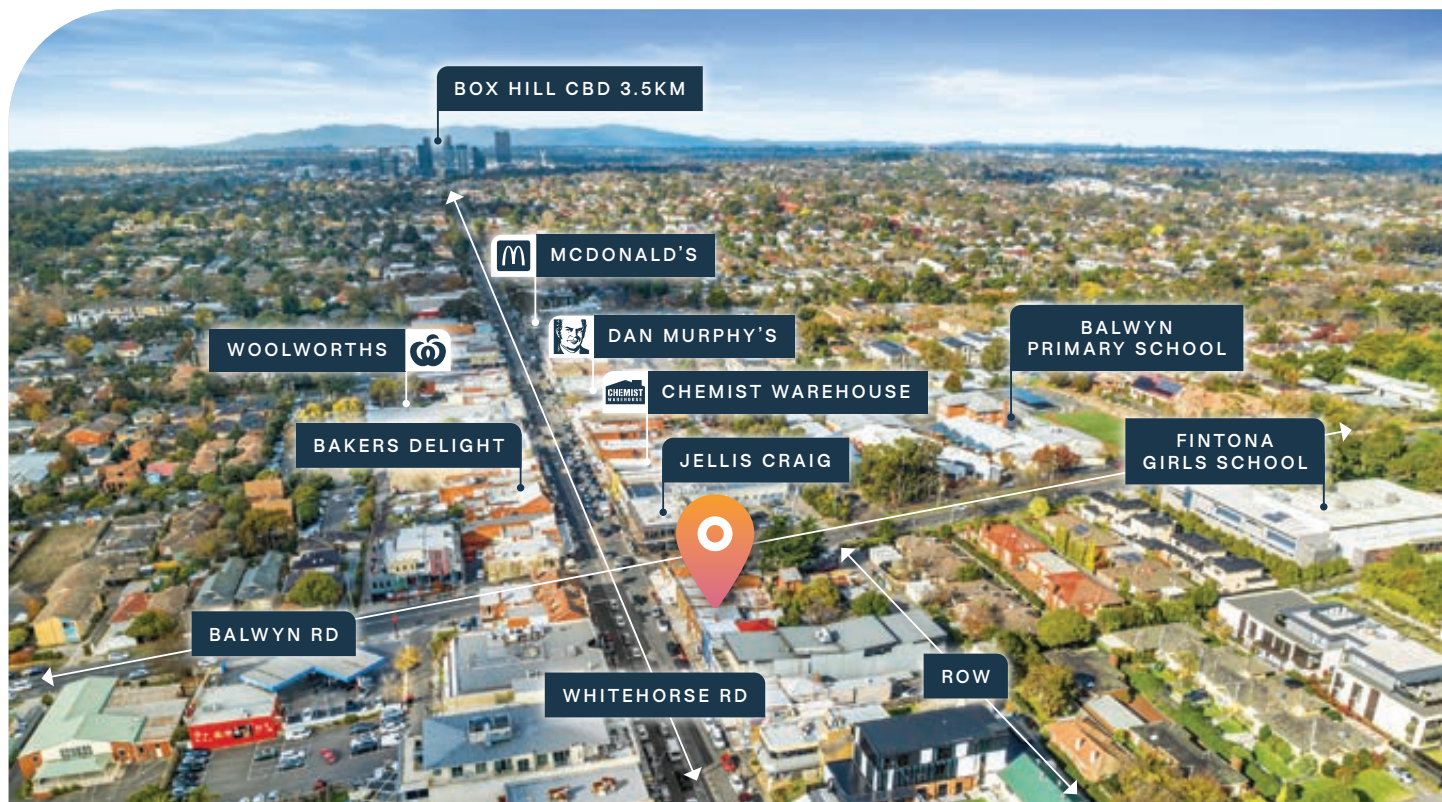
Shaun Venables 0411 860 865
Romanor Falconer 0413 830 808
David Napoleone 0417 308 067



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx



Prized Freehold Investment with Upside Prime Position in Dominant Retail Precinct

Balwyn (Melbourne) VIC
230 Whitehorse Road (& ROW)

Renewed 3 year lease to Dec 2026 plus options to 2032

Tenant pays all usual outgoings

Annual CPI rent reviews

Net Income: \$35,425 pa* + GST

- + Ham Kerr Property: long-term occupant since 2006
- + Modernised 188sqm* two-level building with on-site parking
- + Prime 242sqm* C1Z freehold site with important ROW access
- + Scope for future development STCA & significant rental uplift
- + Balwyn: affluent metro suburb with \$3,153,000 median house price¹



Contact

Beau Coulter 0413 839 898
David Napoleone 0417 308 067



For Sale by Expressions of Interest

Closing 3pm AEST
Thursday 27 June 2024

*Approx ¹realestate.com.au



Trophy Industrial Investment | 10,016sqm* Site Renewed 7 Year Lease to 2031

Wangara (Perth) WA
29 Excellence Drive

Renewed 7 year lease to 2031

Fixed 3.25% annual increases

Tenant pays all usual outgoings

Net Income: \$680,000 pa* + GST

- + EHI Australia: wholly owned by Colson Group, the largest manufacturer of castor and wheel products in the world
- + Substantial 10,016sqm* freehold located within the tightly held Wangara Industrial precinct
- + Current capital upgrades offering depreciation benefits
- + Wangara: one of Perth's busiest industrial areas approximately 20km* north of the Perth CBD



Contact

Zomart He 何梓轩 0488 220 830
Beau Coulter 0413 839 898
Sam Mercuri 0413 830 709
Rob Selid 0412 198 294
Ben Flanagan 0405 929 167



For Sale by Expressions of Interest

Closing 3pm AWST
Thursday 27 June 2024

*Approx



Boutique Childcare Investment New 15 + 10 Year Lease to 2049



Baldivis (Perth) WA
1-5 Linott Close

Brand new facility offering
significant depreciation benefits
Annual 3% rent increases

Large 1,410sqm* landholding
with triple street frontage

Net Income: \$238,815 pa* + GST

- + Family Tree: established and successful operator with five Perth locations and growing
- + Impressive 420sqm* centre licensed for 61 LDC places
- + Prominently positioned with 10 schools within 2.7km*
- + City of Rockingham: high-growth location situated 44km* from the CBD, with over 54.3% of the population consisting of families



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Rob Selid 0412 198 294



For Sale by Expressions of Interest

Closing 3pm AWST
Wednesday 3 July 2024

*Approx



*Outline/Boundaries Indicative Only

Rare Affordable Metro Fast Food Investment New 5 Year Head Office Lease



Subiaco (Perth) WA
Lot 54, 20-38 Subiaco Square

New 5 year lease to 2028 plus options to 2038

Attractive 4% pa rent increases

Tenant pays out incl land tax

Net Income: \$103,626 pa* + GST

- + Grill'd: major fast-food chain with over 170 stores nationally
- + Strategic corner retail position opposite Subiaco Train Station (14,000 travellers daily¹) and main thoroughfare through to Rokeby Rd
- + Tenant funded, state-of-the-art restaurant fitted out to Grill'ds latest corporate layout
- + Subiaco: affluent inner city Suburb 3km* from Perth CBD



Contact

Jamie Perlinger 0413 860 315
Rob Selid 0412 198 294
Rick Jacobson 0413 830 083
Luke Randazzo 0417 181 309



Investment Portfolio Auction

10:30am AEST
Wednesday 26 June
Crown Casino, Melbourne

*Approx ¹Public Traffic Authority

Q&A

with James Bergman

LEASING EXECUTIVE

As a distinguished graduate of Burgess Rawson's successful Cadet Program, James refined his skills under the expert mentorship of our esteemed national partners.

Gaining invaluable exposure across all commercial property sectors, James' recent promotion to Leasing Executive is a testament to the skills he has acquired through the program. His adeptness in handling complex transactions and dedication to client satisfaction position him as an indispensable asset in elevating the Burgess Rawson team.

Can you walk us through your journey with Burgess Rawson, detailing how you progressed from joining as a cadet to your current role as Leasing Executive?

"My journey with Burgess Rawson has been transformative, to say the least. From day one, this experience has not only expanded my knowledge of commercial real estate but also highlighted the significance of prioritising client satisfaction and maintaining meticulous attention to detail.

My promotion to Leasing Executive represents a milestone in my career at Burgess Rawson. It signifies the culmination of dedication and expertise cultivated through the Cadet Program, empowering me to deliver exceptional leasing solutions to our clients.

In this role, I aspire to leverage my experience and insights to optimise lease agreements, ensuring they align with our clients' objectives while maximising value for all parties involved."

What do you find most rewarding about your role as a Leasing Executive in the commercial real estate industry?

"The most rewarding aspect of my role is undoubtedly the opportunity to build meaningful relationships with a diverse range of clients. Every day presents a new opportunity to connect with individuals from different backgrounds, each at a unique stage of their property journey. As a leasing executive, I am passionate about partnering with tenants and landlords alike to help them realise their business aspirations and dreams, contributing to their success and growth."

Could you share with us your primary responsibilities and objectives as a leasing executive? Additionally, how do you approach leasing negotiations and building relationships with clients and tenants?

"My primary responsibilities revolve around facilitating successful leasing transactions while nurturing strong relationships with clients and tenants. This entails a multifaceted approach, including proactive client engagement and strategic negotiation tactics.

Through my training at Burgess Rawson, I have learnt how crucial it is to tailor bespoke solutions for each client in order to optimise value for landlords and tenants alike."

How do you stay informed about industry trends and market developments? Are there any emerging trends or opportunities that you find particularly exciting or promising?

“My recent promotion represents a significant milestone in my career at Burgess Rawson. My training through the Cadet Program has refined my skills; and I feel both empowered and excited to partner with our clients, helping contribute to their success.”

“I stay updated on industry trends by immersing myself in the Australian Financial Review and other relative industry updates each morning. This practice not only keeps me informed but also provides insights into economic intricacies shaping the market.

I’m particularly interested in the opportunities arising from the booming regional market. The demand for flexible office spaces and sustainability initiatives is especially pronounced in these areas. Businesses are seeking adaptable workspaces, while sustainability is becoming increasingly important, especially in regional developments.

By monitoring trends, I aim to provide valuable insights and guidance to my clients, ensuring they can capitalise on the opportunities presented.”

Lastly, what advice would you offer to aspiring professionals looking to pursue a career in commercial real estate, especially those starting out as cadets?

“My advice is simple: embrace the unique opportunities and challenges that this industry presents. Real estate offers amazing diversity and the chance to make a meaningful impact on clients’ property journeys.

As for those starting out as cadets, I encourage them to seize every opportunity for growth and learning, leveraging the mentorship and support provided to propel their success in the industry.”





With offices across Australia,
Burgess Rawson has a truly
national understanding and
unparalleled collective expertise.

AUSTRALIAN CAPITAL TERRITORY

T 02 6152 9113
A Level 5, 23 Challis Street
Dickson ACT 2602
E canberra@burgessrawson.com.au

SOUTH AUSTRALIA

T 03 9613 0400
A Level 20, 150 Lonsdale Street
Melbourne VIC 3000
E melbourne@burgessrawson.com.au

VICTORIA/TASMANIA

Melbourne
T 03 9613 0400
A Level 20, 150 Lonsdale Street
Melbourne VIC 3000
E melbourne@burgessrawson.com.au

Mildura
T 03 5022 1377
A Suite 3, 76 Lime Avenue
Mildura VIC 3500
E mildura@burgessrawson.com.au

QUEENSLAND/NORTHERN TERRITORY

Brisbane
T 07 3062 7325
A Level 12, 127 Creek Street
Brisbane QLD 4000
E qld@burgessrawson.com.au

Townsville
T 07 3184 0139
A Ground Floor, 61-73 Sturt Street
Townsville QLD 4810
E qld@burgessrawson.com.au

NEW SOUTH WALES

T 02 9232 6288
A Level 11, 9 Castlereagh Street
Sydney NSW 2000
E sydney@burgessrawson.com.au

WESTERN AUSTRALIA

T 08 9288 0288
A Level 10, 225 St Georges Terrace
Perth WA 6000
E perth@burgessrawson.com.au