



# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

Meet the Directors showing  
Australian's real value

INSIGHTS

Changing the mindset  
of childcare





# We focus on the details, to get you big picture results.

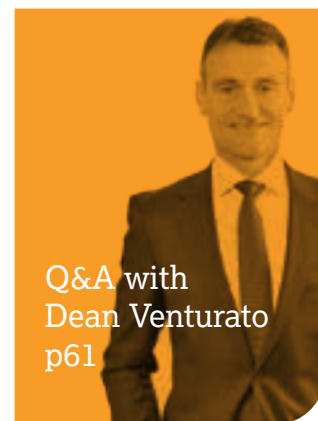
As Australia's property people, Burgess Rawson has helped thousands of everyday Australians maximise their wealth through property for more than 40 years.

Regardless of where you are at in your property investment journey, we have the reach, scale and capability of a big national brand; and the connections and knowledge of a local specialist to help you realise your goals.

Industry profile:  
Medical/Healthcare  
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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.



# Highlights

From a brand new Bunnings investment in Kingaroy Queensland to a Perth CBD office Investment, our State Directors have compiled a list of our top properties:



**New Bunnings Warehouse Investment** p. 18

Location: Kingaroy QLD  
Income: \$800,000 pa  
For Sale by Expressions of Interest



**Brand New Premium Grade Childcare** p. 28

Location: St Ives NSW  
Income \$550,000 pa  
For Sale by Expressions of Interest



**Be Part of Canberra's Second CBD** p. 24

Location: Dickson ACT  
Price: Off Plan  
For Sale



**Prestigious Perth CBD Investment** p. 56

Location: Perth WA  
Income: \$433,344 pa  
For Sale



**Immaculate Medical Centre Investment** p. 46

Location: Euroa VIC  
Income: \$285,073 pa  
Auction



# Welcome



EDITOR Ingrid Filmer

 INGRID.FILMER

Welcome to Burgess Rawson's new national portfolio magazine - your window into a world of commercial property insights, opportunities and unparalleled knowledge and expertise.

At Burgess Rawson, we know that commercial property no longer has boundaries. Whether investors are local, interstate or international, they're purchasing property everywhere, and are looking well beyond their own backyards for the best possible investment opportunities.

With that in mind, it's time to shake up the real estate industry and do things differently, which is why we've introduced this new magazine as part of our national re-branding.

It's your one-stop source of the best commercial property opportunities being offered nationwide, along with market-leading insights to help guide your future investment decisions.

As "Australia's property people", we understand that a property investment is so much more than bricks and mortar. It's tied up with ambitions, hopes, dreams and plans for the future.

Our genuine commitment to your investment journey, backed by the fact that we're Australia's largest privately owned commercial property agency, means we're perfectly placed to help fulfil your property goals.

Whether you're a vendor, investor or developer, we're here with solutions, expertise and services across every step of your property experience, from sales, property management, leasing and valuations, to development feasibility and tenancy coordination.

We hope you enjoy Burgess Rawson's new national portfolio magazine, and look forward to joining you on your next commercial property venture soon.



## Portfolio Team

EDITOR Ingrid Filmer

ASSOCIATE EDITOR Dean Venturato

PRODUCTION MANAGER Amanda King

ADVERTISING Stephen Lovison

CREATIVE & DESIGN Bryan Karman

PHOTOGRAPHY Various

[BURGESSRAWSON.COM.AU](http://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.

# Meet the Directors showing Australians real value.

WRITTEN BY Adrian Ballantyne

For more than 40 years, Burgess Rawson has helped thousands of everyday Australians maximise their wealth through property. While this unique level of commitment continues to set the company apart, times have changed and our business has evolved.







“ Being directly invested in every single decision or representation they make on behalf of our clients, our directors’ unmatched care and dedication, coupled with decades of industry experience is what makes Burgess Rawson the best in the commercial property business. ”



#### Meet Australia’s Property People

It’s time for a fresh face for Australia’s leading private commercial property agency. Introducing the new Burgess Rawson...

At Burgess Rawson, we’re “people people”.

That’s why for more than 40 years, an overwhelming number of our clients continue to trust us with their commercial property investments.

If you’ve sat down with any of our agents across Australia, from our directors right down to our newest additions, you’ll know what we’re talking about. We tell it like it is, we’re partial to a bit of banter and at the end of the day we love what we do. We’re ‘real’, and we want to make a difference in people’s lives through property.

As Australia’s largest private commercial real estate company, we’re also incredibly proud of our track record and success in delivering results for clients.

The statistics speak for themselves: an industry-leading 86% client retention rate shows vendors and investors turn to us time and time again as their trusted agents and consultants.

#### *But how best to capture those sentiments?*

While our orange, black and white branding is synonymous with commercial property in Australia, and our name carries a reputation we’re proud of, at Burgess Rawson the time is right for a rebrand that expresses who we are as people and as an agency.

As our Victorian director Ingrid Filmer says, “A brand is a promise to our clients, and our branding wasn’t communicating our full capabilities or who we are as a business today.”

After an six-month consultation within our business, which now covers seven states and incorporates five directors on our National Executive Committee, we’re incredibly excited to lift the veil on our new, refreshed identity.

#### *Why such an extensive process?*

We needed to reassess who we were as a company, looking at our vision, values, purpose, culture and how much more we can now offer our clients. Of critical importance to us, however, was ensuring that while we further strengthened the links between all of our teams in different states, each state should retain its local relevance and identity.





We took the time to make sure we got this right, and we're now thrilled to finally be able to present the results to our valued clients and the wider industry.

Visually you'll recognise our lettering and distinctive orange, but with a fresh accompanying colour palette providing a sophisticated and modern twist.

Our NSW director Darren Beehag says the new branding is also about speaking to our entire client spectrum, from 'mum and dad' investors to private and public corporations and government agencies.

"We're also seeing a new generation of clients emerge: well-educated professionals who know nothing about commercial real estate, but want to use their managed super funds to increase their wealth,"

"Consequently they're turning to us more and more for advisory services. So we needed a more contemporary brand that would appeal to this growing market and future-proof our business, without losing our people-focused heritage."

"A rebrand is a way of saying 'have another look at us because we're not what we used to be'."

Central to our re-brand are the values that we continue to hold close to our hearts, and we believe our new positioning statement speaks to who we are: a national agency built on trust, relationships and unmatched local knowledge throughout Australia.

***That's why as of today we're proud to call ourselves "Australia's Property People".***

## Meet the Directors at a glance

**Ingrid Filmer**  
Director, VIC

Ingrid's career spans more than 20 years. Specialising in commercial asset management, both her peers and clients regard her as an industry leader. Ingrid has grown the Burgess Rawson business as a full service agency in Victoria, Tasmania, South Australia and beyond.

**Andrew McKerracher**  
Director, WA

Andrew has been responsible for building Burgess Rawson's reputation as one of the most prominent commercial real estate companies in Perth.

**Pat Kelly**  
Director/Principal, QLD

Since launching Burgess Rawson Brisbane in 1996, Pat has grown the business to become a leading firm in investment sales throughout Queensland. Pat is well known and highly regarded by the investment community with key clients nationally and in South East Asia.

**Guy Randell**  
Director, ACT

Recognised as a leader in the commercial property sector in Canberra, Guy is engaged exclusively by developers and building owners to maximise their returns on both new and current projects.

**Darren Beehag**  
Director, NSW

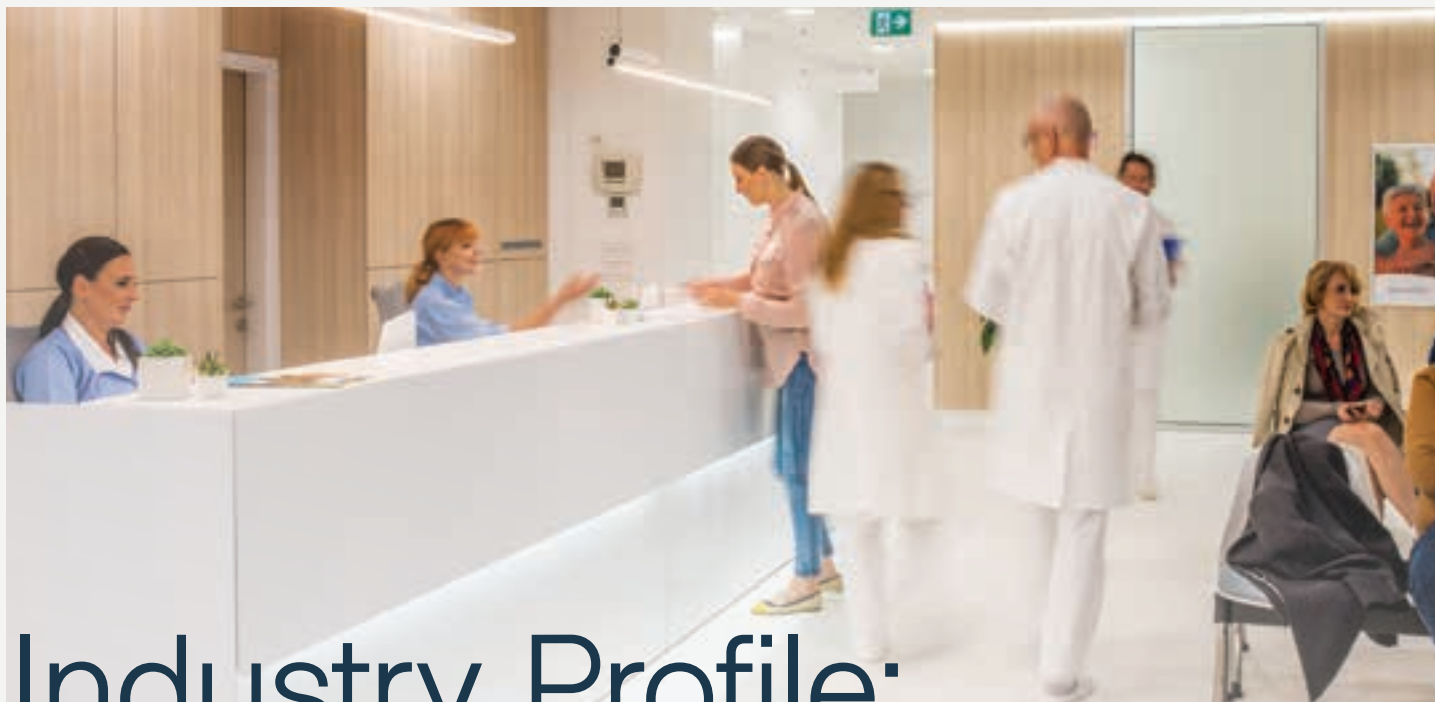
Darren has 24 years of experience providing his expertise in all states and territories across Australia, with a focus on eastern seaboard investments.



# Our Asset Management team are here to help you.

Purchasing a property is only the start of your journey. It is essential that you remain at the forefront of the industry's ever-changing statutory requirements, case law, market requirements, tenant requests, assignment of leases and lease variations. With decades of property management experience, and in excess of \$11 billion assets in management across Australia, our dedicated Burgess Rawson asset management teams can increase your property's value, identify opportunities for growth and protect your returns.





# Industry Profile: Medical

For all their technological advances, computers can't fill a tooth or give you a health check-up.

And that's what makes commercial properties leased as medical centres, dentists, orthodontists and other allied health-based services such smart investments.

While some industries and commercial real estate classes are being disrupted amid the growing impact of technology, it's those businesses that will always require physical space that are coming into their own.

For that reason, medical and allied health services should be right at the top of many investors' lists.

At Burgess Rawson we've recently witnessed significant yield compression on medical and allied health-related properties. The non-discretionary nature of the assets means they continue to be highly sought-after by long-term passive investors, and recent sales results reflect that.

These types of businesses will always require office space, waiting rooms, reception areas and surgery rooms. They're businesses built on people, and people need space.

Medical tenants look for properties with parking and good access to allow them to best service their local clientele. With parking becoming harder and harder to come by, properties with their own spaces or easy access to spaces are at a premium.

The key to good investments is long-term certainty. Doctors can't simply shift their practice to the other side of the city – their success is dependent on their local clientele, most of whom won't travel great distances to access a doctor who moves away.

That's why we see medical tenants sign long, secure, investor-friendly leases: they're not going anywhere anytime soon.

These properties are increasingly being positioned in highly sought after locations near hospitals, and they're also taking advantage of opportunities to co-locate with complementary services, with GPs sharing space with pharmacies and pathology, for example.

“Many tenants are prepared to spend up to \$1 million on capital intensive fit-outs to their specifications, which can further enhance the value when it comes time to sell it.”

Importantly for long-term investors, significant value is usually added to the properties without a single dollar being spent by the owner. Medical operators will invest money on capital-intensive fitouts to their own specifications, often including expensive equipment, and as they're medical facilities the buildings are always maintained to an exceptional standard.

Medical-related businesses are also moving to franchise models in greater numbers, which again underpins their longevity. Securing a tenant such as Dental One, Eyecare Plus or a cosmetic brand means backing and support from a growing national company, which all adds more value to your property over time. These companies, like most medical practitioners, are in it for the long haul, meaning you're assured of a long-term lease and arguably the most stable tenants you'll find in any industry.

Underpinning it all is the simple fact that our population is ageing, meaning the need for doctors and medical services will continue to gather pace and, by extension, so will the need for commercial properties to house them. The Liberal Government's federal election win also adds weight, with its promise to remove the general practitioner cap set to take effect from July 1, as well as increased investment in the Pharmaceutical Benefits Scheme. There's also a \$187 million investment to increase patient rebates for 119 service items at your GP, which also begins on July 1.

While much of the current rhetoric is around the impact technology will have on some commercial asset classes, when making your next investment decision it pays to consider what the essential services are that we'll all continue to rely on.

# Medical/Healthcare Results



## Australia Wide Market

Medical investments are in great demand – stronger enquiry levels in first quarter of 2019.



**100%**

Australia wide listings **SOLD**



**High**

investor demand



**Low**

supply of property



**Strong**

enquiries up in 2019



**\$400m**

assets under management

## Outstanding results achieved



Medical Centre  
Point Cook VIC

**SOLD**

💰 \$7,600,000

📊 6.50%



Medical Centre  
Belconnen ACT

**SOLD**

💰 \$8,650,000

📊 5.58%



Priceline  
Pharmacy  
Concord NSW

**SOLD**

💰 \$7,650,000

📊 4.25%



Chemist  
Graceville  
(Brisbane) QLD

**SOLD**

💰 \$1,800,000


📊 5.93%





We've witnessed significant yield compression on medical and allied health related property given the non-discretionary nature of the asset and continue to be highly sought-after by long-term passive investors.

Adam Thomas, Director

**Medical Centre  
Wendouree VIC**

**SOLD**

💰 \$3,455,000

📈 5.83%

## Recent sales

	Sold price	Net Yield
Dental One, Craigieburn VIC	\$1,301,000	4.57%
Medical, Bondi Junction NSW	\$2,590,000	4.94%
Auburn Doctors, Auburn NSW	\$1,015,000	5.29%
PharmaSave, Deer Park VIC	\$1,360,000	5.37%
Medical Centre, Ararat VIC	\$1,477,000	5.86%
Star Pharmacy, Graceville QLD	\$1,800,000	5.93%
Medical Centre, Murdoch WA	\$2,420,000	5.94%
Orthodontics, Caroline Springs VIC	\$1,560,000	6.09%
Orthodontics, Broadmeadows VIC	\$1,451,000	6.20%
Fix Performance, Shepparton VIC	\$2,420,000	6.42%

## Australia's Medical Specialists



**Rob Selid**  
0412 198 294



**Glenn Conridge**  
0413 873 337



**Shaun Venables**  
0411 860 856



**Alicia Stephandellis**  
0416 039 654



**Dean Venturato**  
0412 840 222



**Guy Randell**  
0430 272 999



**Darren Beehag**  
0411 226 223



**Ingrid Filmer**  
0413 860 312



**Natalie Couper**  
0413 856 983



**Adam Thomas**  
0418 998 971



**Katie Goodall**  
0498 498 188



**Michael Vanstone**  
0403 580 528

# Changing the mindset of Childcare.

ARTICLE BY Natalie Couper

Australia needs to rethink its perception of childcare as just a child-minding service and view it more as “early education”, according to property specialists Burgess Rawson.

Studies have shown that early education leads to better social, learning and employment outcomes later in life. As a result, many parents seek centres that offer their children greater opportunities and experiences, with centres responding by offering a vast array of extracurricular activities such as cooking, sports, music and languages.

However, Burgess Rawson’s Natalie Couper, who is part of the national Childcare team which sells more than 80% of early education-leased properties Australia-wide, said a large percentage of families still see childcare centres as simply a place to drop a child off for the day, with some choosing not to send their children to preschool at all.

It’s a concerning trend that sees some children begin primary school well behind their peers in key developmental areas, Couper said.

“Studies show that children who miss out or aren’t engaged in childcare through that three or four-year-old period start Prep at a significant disadvantage to other kids. It’s around one in five kids, which is a tragedy in this day and age,” she said.

“The average child’s brain grows to about 90% of its adult size by the time a child is five, so the importance of those learning opportunities for children when they’re three and four years old is simply critical.”

“Other countries who’ve embraced early learning as a key tenet of their education system have seen huge benefits for their children further down the track, and yet in Australia around one in five of our children enter primary school well behind the baseline for where they should be as they start in Prep,” Couper said.

“As key childcare stakeholders, we need to continue to spark the conversation, educate people on the value of early childhood education, and ensure more families begin to foster early learning as one of the most vitally important phases of their children’s lives.”

“The evidence is in the name itself - childcare centres have become increasingly known as “early learning” or “early childhood education” facilities and with good reason”

Those families who do see the value in early childhood intervention are now presented with a wealth of opportunities that would have seemed fanciful only a few years ago, Couper said.

While structured classes like cooking and foreign languages were previously reserved only for primary school, they’re increasingly being incorporated into the offering at early education centres.

And that’s had a flow-on effect for the value of the properties that early learning centres call home.

Childcare centres have been a boom commercial property class in recent years, with government investment and financial assistance making early learning more affordable and accessible to greater numbers of families.

“Both new and established facilities are now worth millions of dollars – some in the tens of millions – partly because they almost always occupy prime sites, and partly because their long leases mean they’ll be a part of their community for decades,” Couper said.

“Our population continues to grow, meaning there will always be a heavy demand for early learning, and investors want to be a part of that.”





# Investment Portfolio Auctions

## SYDNEY

11AM AEST  
TUESDAY 25 JUNE 2019  
DOLTONE HOUSE HYDE PARK,  
181 ELIZABETH STREET, SYDNEY

## MELBOURNE

11AM AEST  
WEDNESDAY 26 JUNE 2019  
RIVER ROOM, CROWN CASINO,  
MELBOURNE

# Sydney Portfolio Auction Listings

11am AEST Tuesday 25 June 2019, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
Bunnings Warehouse	Kempsey	NSW	\$344,364	20
Woolworths Petrol	Unanderra	NSW	\$166,057	31
Government Funded Office	Ballina	NSW	\$50,153	32
ANZ Bank	Leeton	NSW	\$43,740	34
Fish & Chippery	Paradise Point	QLD	\$67,000	42
Mobil Truck Service Station	Wodonga	VIC	\$71,224	50

## Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 130  
6 August 2019

Portfolio 131  
17 September 2019

Portfolio 132  
29 October 2019

Portfolio 133  
10 December 2019



# Melbourne Portfolio Auction Listings

11am AEST Wednesday 26 June 2019, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Affinity Education	Maddingley	VIC	\$312,004	45
Medical Centre	Euroa	VIC	\$285,073	46
G8 Education	Curlewis (Geelong)	VIC	\$307,245	48
NAB	Hamilton	VIC	\$125,083	49
Healthcare Office	North Melbourne	VIC	\$122,701	51
Boutique Supermarket	Cranbourne	VIC	\$45,000	52
Retail	Cranbourne	VIC	\$32,400	52
Metro Petroleum	Ballina	NSW	\$305,000	30
NAB	Corowa	NSW	\$44,851	33
Green Leaves Early Learning	Albany Creek	QLD	\$354,250	38
Logan City Council	Beenleigh	QLD	\$290,000	39
Coles Express	Silkstone (Ipswich)	QLD	\$200,873	22
Foodworks & Subway	Hervey Bay	QLD	\$199,785	40
Coffee Club	Mount Isa	QLD	\$65,000	43

## Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 130  
7 August 2019

Portfolio 131  
18 September 2019

Portfolio 132  
30 October 2019

Portfolio 133  
11 December 2019

# For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN Development	Dickson	ACT	n/a	Expressions of Interest	24
A + A Development	Canberra	ACT	n/a	Off the Plan	26
Orchard Early Learning	St Ives	NSW	\$550,000	Expressions of Interest	28
Development Opportunity	South Grafton	NSW	n/a	Expressions of Interest	35
4 Pines Brewpub	Manly	NSW	\$213,000	Private Treaty	36
Westside / Viva Energy	Peak Hill (Dubbo)	NSW	n/a	Expressions of Interest	36
Superlots	South Jerrabomberra	NSW	n/a	Private Treaty	37
Bunnings Warehouse	Kingaroy	QLD	\$800,000	Expressions of Interest	18
Office Building	Brisbane Aiport	QLD	\$82,719	Expressions of Interest	41
Development Opportunity	Fairfield (Townsville)	QLD	n/a	Expressions of Interest	44
Office Building	Perth	WA	\$433,344	Private Treaty	53





# Our Portfolio Auctions help you see the real value.

By bringing together exceptional commercial opportunities and matching them to relevant investors, our Portfolio Auctions are the key to securing the right commercial property for you.



# Brand New Bunnings Warehouse Freehold Investment





## New 10 Year Lease Plus 8 x 6 Year Options Future Proof with Room For Expansion

Proudly Developed by



Brand new freestanding store, opened 31 May 2019

Annual 2.5% rent increases, ensuring strong rental growth

Bunnings pays all usual outgoings, including Land Tax

- + Bunnings: Arguably Australia's best retailer with 15.5% average annual sales growth since 1995
- + Strategic 24,200 sqm highway site including 3,190 sqm for potential future on-site expansion
- + Significant depreciation benefits, estimated 56% rent potentially tax free in first year
- + Complementary surrounding tenancy mix inc Harvey Norman, Ford, Nissan & Mitre 10
- + Kingaroy: Robust commercial hub 155km\* from Brisbane with 32,555 trade catchment, known as the Peanut Capital of Australia

**Location**  
Kingaroy QLD  
2 Walter Road (D'Aguilar Highway)

**Contact**  
Billy Holderhead 0422 817 696  
Glenn Conridge 0413 873 337  
Jamie Perlinger 0413 860 315  
Beau Coulter 0413 839 898

**For Sale**  
Expressions of Interest Closing  
Wednesday 19 June 2019 at 4pm

**Income**  
\$800,000 pa + GST & outgoings



# Rarely Offered Entry Priced Bunnings



McDONALD'S

KFC &  
SUBWAY

SUPERCHEAP  
AUTO

WOOLWORTHS  
& BIG W

LIBERTY

REECE & REPCO

BUNNINGS  
PROMINENT  
6,947 SQM SITE

PACIFIC HIGHWAY

\*Outline/Boundaries Indicative Only





## Top ASX Listed Tenant 3% Rent Increases

Highly prominent  
6,947 sqm site

Long established and  
successful Bunnings

12 year lease commenced  
June 2012 plus options to 2049

- + Bunnings Warehouse: arguably Australia's most dominant retailer
- + Wide 44 metre retail frontage with multi-directional Pacific Highway access
- + Modern facility of 3,297 sqm
- + Ample parking with 48 on-title car spaces
- + Growing Mid-North Coast trade catchment, of 30,000 people
- + Surrounding major brands
- + Guaranteed growth: 3% annual increases
- + Bunnings pay all usual outgoings, as per lease, including land tax (SHB)

**Location**  
Kempsey NSW  
123 Smith Street (Pacific Highway)

**Contact**  
Darren Beehag 0411 226 223  
Simon Staddon 0413 640 851

**Auction**  
11am AEST Tuesday 25 June 2019  
Doltone House Hyde Park, Sydney

**Net Income**  
\$344,364 pa + GST  
(June 2019)





# As New Coles Express Investment





## Prime Corner Site In Booming Ipswich Brand New 10 Year Lease Plus Options To Coles



Brand new 10 year lease direct to Coles Group to June 2029 plus options to 2049

Fixed annual 3% rent increases – including at exercise of option

Tenant pays usual outgoings as per the lease

- + Coles Express: 685+ outlets across the country & subsidiary of ASX Top 20 company Coles Group – Market cap \$17B
- + Blue chip PAD site within Silkstone Village Shopping Centre, anchored by high volume Coles plus 9 complimentary retailers including Liquorland and 275 car parking spaces
- + As new improvements constructed 2017 including double skin fibreglass tanks
- + Significant tax depreciation benefits
- + City of Ipswich: population to increase 143% to 520,000 by 2041. 95% of households owning at least one car^

**Location**  
Silkstone (Ipswich) QLD  
73 Blackstone Road (Cnr Grange Rd)

**Contact**  
Jamie Perlinger 0413 860 315  
Scott Meighan 0413 830 709  
Glenn Conridge 0413 873 337

**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

**Net Rent**  
\$200,873 pa

^(Source: City of Ipswich)





# Be A Part of Canberra's Second CBD Opening 2020







## Canberra’s Cultural Hub of the Inner North Exciting Blend of Diversified Tenancies

50 unique commercial opportunities

Office space from 220 sqm to 500 sqm

Retail and restaurant space from 8 sqm to 400 sqm

- + Exciting Eat Street and Electric Lane zones
- + Major transport hub delivering more than 15,000 daily commuters
- + 2000+ office workers
- + 450 residents
- + 285 space underground secure parking
- + High profile main road signage

# DKSN

**Location**  
Dickson ACT  
Northbourne Avenue

**Contact**  
Guy Randell 0430 272 999  
James Baker 0421 863 040

**For Sale**  
From \$65,000 to \$2.75M

**Income**  
Off Plan





## Commercial Opportunities Now Available

Located amongst over 8,000  
government & private employees

Within walking distance to  
Westfield shopping centre

- + Unique opportunity for retail, medical, health/fitness and food/beverage operators
- + Superior location in Woden town centre
- + A&A promise all of the amenities that make life easy — shops, transport, and convenience
- + Completion early 2020

# A&A



**Location**  
Woden (Phillip) ACT  
35-45 Furzer Street



**Contact**  
Guy Randell 0430 272 999



**For Sale**  
From \$300,000 to \$3.5M



**Income**  
Off Plan

# Retail fuel assets: Pumping the property market

ARTICLE BY Jamie Perlinger

Despite a much-hyped threat in the form of electrical vehicles, the retail fuel investment property sector has continued to thrive according to 2018/19 national sales figures by commercial property experts, Burgess Rawson.

Investors have historically turned away from the retail fuel sector due to ecological concerns and predictions that fuel stations would take a significant hit with the introduction of electric-powered vehicles. However, a modernisation of the industry coupled with stringent environmental controls has seen a dramatic turnabout in buyer demand.

Burgess Rawson Director and retail fuel industry expert, Jamie Perlinger, says the industry has outperformed even the most

optimistic estimates in recent years, proving the retail fuel sector as a highly desirable investment option amongst commercial property buyers.

“Commercial property buyers have increasingly displayed interest in the retail fuel investments, with Burgess Rawson transacting over 200 fuel assets with a combined total of \$424 million since January 2016” Mr Perlinger said.

“The retail fuel sector now ranks among the most sought-after and highly desirable commercial investments in Australia, largely due to landlord friendly long-term leases, fixed rental increases, potential depreciation allowances and strong lease covenants underwritten by major international companies and national fuel chains.

“Burgess Rawson has been at the forefront of this commercial property asset class’ growth, transacting various retail fuel sites to a broad range of investors nationally with over 50% market share from 2016,” Mr Perlinger says.

“Diversity in the retail fuel sector appeals to a number of buyer demographics – from ‘mum and dad’ investors seeking their first commercial asset to self-managed super funds, newly formed Real Estate Investment Trusts (REITs) and sophisticated institutional markets.”

Mr Perlinger believes 5 key elements drive strong investor interest in the retail fuel sector.

## 5 Key Elements That Drive Strong Investor Interest

- 1. Prime locations** – it rings true when we say ‘location, location, location’. Strategically positioned main road sites in well-connected areas have continued to launch to market. These properties offer huge exposure and longer-term development upsides, while maintaining the foot (and wheel) traffic necessary for tenants to thrive.
- 2. Investment security** – assets of this class are known for being highly secure investments, courtesy of the non-discretionary nature of fuel purchases alongside the continued uptake of petrol- and diesel-powered vehicles\*.
- 3. Impressive lease terms and tenants** – the long-term lease covenants to major international and national brands have a significant appeal for investors, who can often enjoy leases of more than ten years. These top-tier national retailers also typically boast vigorous maintenance practices, ensuring the buildings are maintained to a high standard of cleanliness which is a cost the tenant endures.
- 4. Attractive returns** – ongoing income growth is commonly secured by fixed annual rental increases throughout the term. Considering the typically long-leases, this is certainly a prized benefit of this asset class.
- 5. Tax depreciation benefits** – despite tenants often absorbing the costs of property upgrades, in many cases investors are awarded significant taxation depreciation benefits from purchasing newly developed sites.





\*Outline/Boundaries Indicative Only







## Brand New Premium Grade Childcare Centre 15 Year Triple Net Lease – Blue Ribbon Location



Established operator with  
20 year track record

“Off Plan” sale, completion  
due December 2019

13 schools within a  
3 km radius

- + 15 year lease to 2034 + 2 x 10 year options to 2054
- + Stunning 95 place childcare centre with best practice sustainable design – aiming to be a zero/low emission building
- + High exposure main road position in Sydney’s wealthy North Shore
- + Large land area of 2,020 sqm with 1,037 sqm facility (to be constructed)
- + Valuable 3% annual rent increases (net income \$842,477 in 2033)
- + Rare landlord friendly triple net lease



**Location**  
St Ives NSW  
318 Mona Vale Road



**Contact**  
Michael Gilbert 0430 024 790  
Rhys Parker 0451 101 042



Expressions of Interest  
Offers Closing 4pm AEST  
Thursday 4 July 2019



**Net Income**  
\$550,000 pa + GST





## Brand New Metro Service Station New 15 Year Net Lease, Assured Rental Growth



Brand new 15 year lease to 2034, plus options to 2054

Fixed annual 3% increases including lease renewals

Tenant pays all usual outgoings including Land Tax

- + Strategic 1,641 sqm main road corner site with 17,500 vehicles passing daily
- + Absolute brand new improvements – open for trade mid June 2019
- + Significant taxation saving depreciation
- + Thriving NSW North Coast region gateway to Byron Bay (30km north), trade catchment circa 44,000 plus year round holiday influx

	<b>Location</b> Ballina NSW 323 River Street cnr Brunswick Street
	<b>Contact</b> Raoul Holderhead 0413 860 304 Kieran Bourke 0417 418 007
	<b>Auction</b> 11am AEST Wednesday 26 June 2019 River Room, Crown Casino, Melbourne
	<b>Income</b> \$305,000 pa + GST





## Freehold Woolworths Service Station Opportunity for Major Income Growth

Modern double wall  
fibreglass tanks

Tenant responsible for  
all environmental

Guaranteed rental growth  
between 3-5% annually

- + 20 year lease to Woolworths to 2022 plus options to 2032
- + Opportunity for large rental increase at next market review
- + Busy Princes Hwy corner location opposite Woolworths Supermarket
- + Close to the northbound M1 junction & Five Islands Rd
- + National Brand name tenant, part of Global EG Group
- + Multi \$ billion petrol brand with 4,700 sites and 30,000 staff
- + Tenant pays outgoings, (excl. insurance) as per lease



**Location**

Unanderra (Wollongong) NSW  
110-112 Princes Highway



**Contact**

Rhys Parker 0451 101 042  
Dean Venturato 0412 840 222



**Auction**

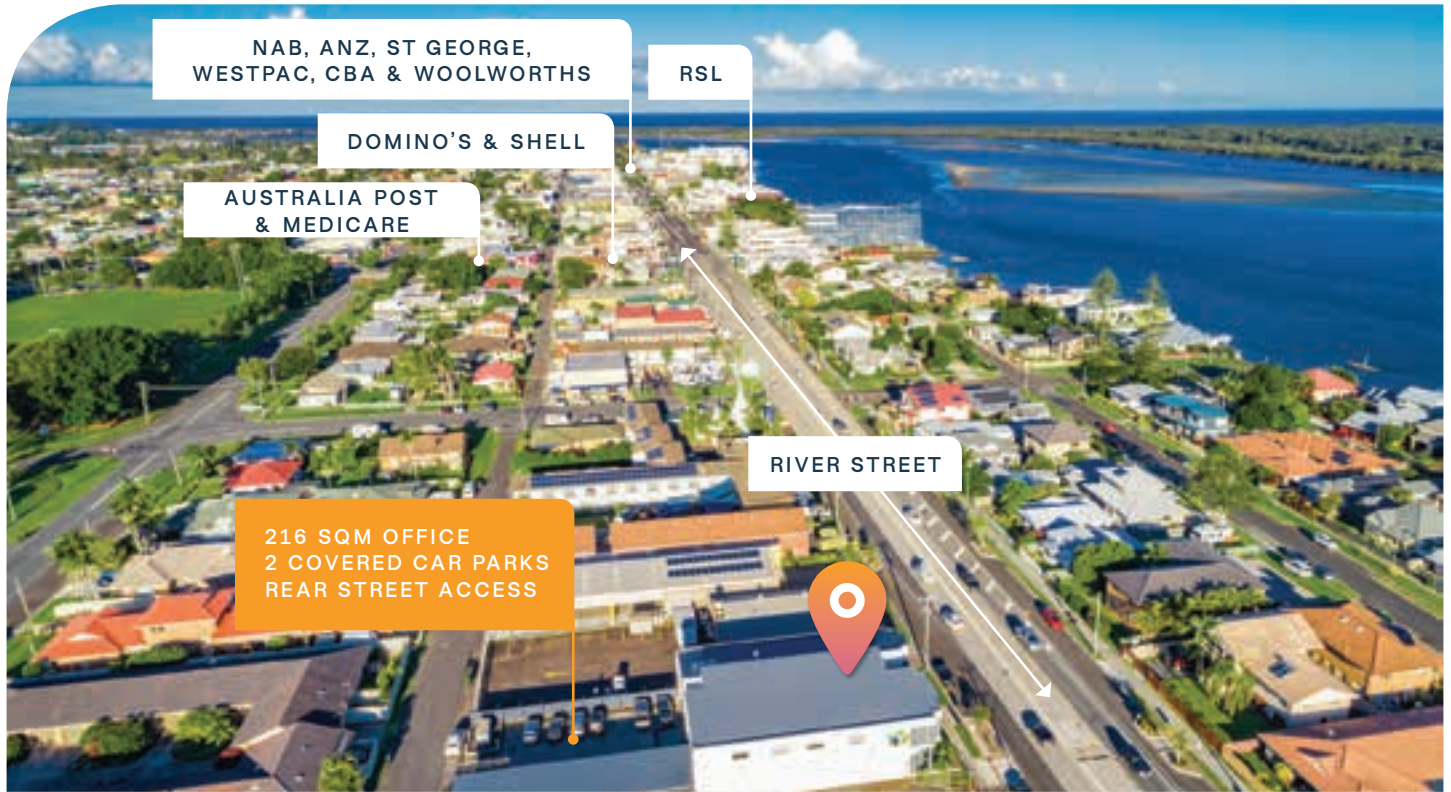
11am AEST Tuesday 25 June 2019  
Doltone House Hyde Park, Sydney



**Net Income**

\$166,057 pa + GST





## Federal Government Funded Tenant Established 30 Years, New 3 + 3 Year Lease

Secure longstanding  
Government funded tenant

Brand new lease just  
commenced in April 2019

Modern building with quality  
fitout updated this year

- + Family Centre Australia: essential community service provider
- + Long 30 year history serving the local and surrounding region
- + Ballina, important hub midway between Gold Coast & Coffs Harbour
- + Rapid growth: population forecast to soar by 16.5% to 51,238 by 2036
- + Large 216 sqm office + 2 valuable covered car parking spaces
- + Significant depreciation benefits available



**Location**  
Ballina (near Byron Bay) NSW  
2/317 River Street



**Contact**  
Rhys Parker 0451 101 042  
Darren Beehag 0411 226 223



**Auction**  
11am AEST Tuesday 25 June 2019  
Doltone House Hyde Park, Sydney



**Net Income**  
\$50,153 pa + GST





## Fully Leased Freehold, Anchored by NAB Amongst Woolworths, CBA & Target

Suits \$600k+ buyers

Brand new 3 year lease to  
ASX listed NAB, plus options

Tenants pay all usual outgoings  
as per lease agreements

- + Generous annual rent increases
- + NAB: Top 6 ASX listed company with \$72.81 billion market cap
- + Three Gables Pty Ltd: Local business operators in occupation 16+ years
- + Impressive 383sqm period style building with separate first floor access
- + Corowa: Capital township of the Federation Shire with a growing population of 12,392



**Location**  
Corowa NSW  
106 Sanger Street



**Contact**  
Beau Coulter 0413 839 898  
Kieran Bourke 0417 418 007



**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne



**Income**  
\$44,851 pa + GST





## Entry Level Freehold Bank Investment Absolute Prime CBD Location



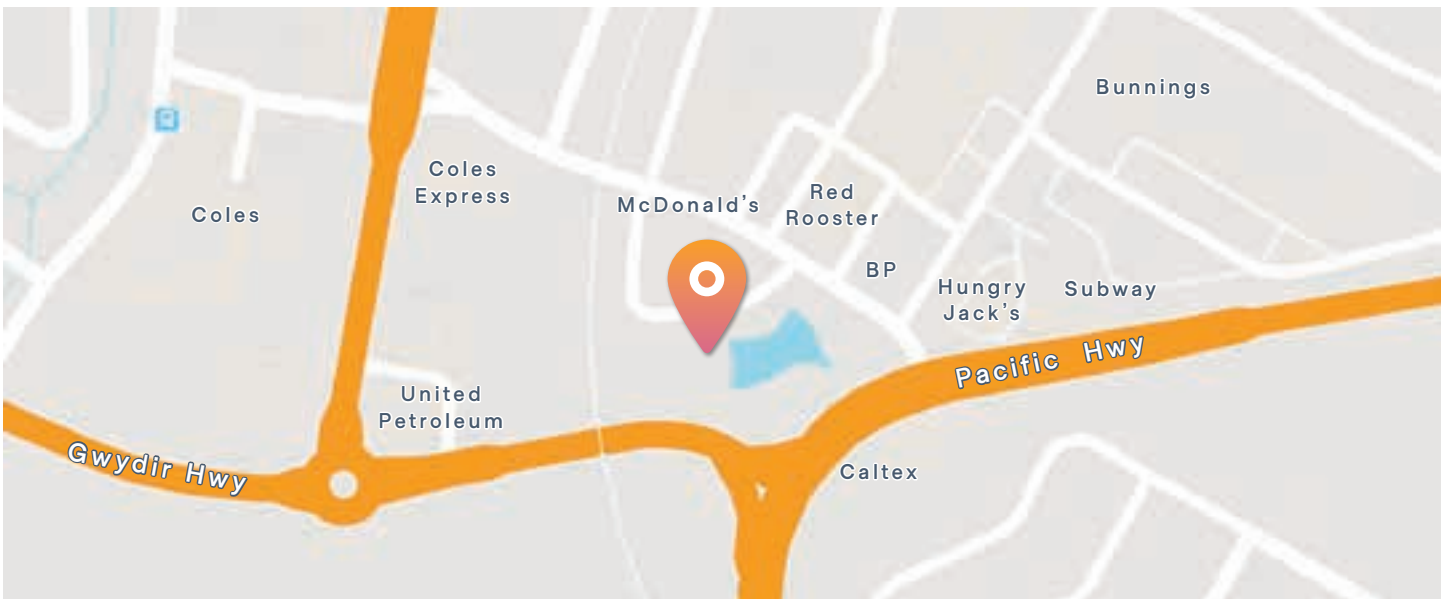
Long-term ANZ branch at this location since 1989

ANZ: no. 2 ASX publicly listed company with \$77 billion market cap and over 180 year history

\$1.4M building upgrade (2008)

- + Lease to ANZ until July 2020 plus options to 2023
- + Substantial 1,012 sqm site with quality 271.5 sqm freehold building
- + Strategic location surrounded by other major banks and national retailers

	<b>Location</b> Leeton (Riverina) NSW 63-69 Pine Avenue
	<b>Contact</b> Kieran Bourke 0417 418 007
	<b>Online Auction</b> 11am AEST Thursday 27 June 2019 <a href="http://www.burgessrawson.com.au">www.burgessrawson.com.au</a>
	<b>Net Income</b> \$43,740 pa + GST



## Development Opportunity Near McDonald's 3 Street Frontages incl. Pacific Highway



Under instructions from  
Clarence Valley Council

High traffic area with  
McDonald's, Hungry Jacks,  
Red Rooster, Subway, BP,  
Caltex & many more

Significant value add potential  
for the right operator

- + Strategic, high profile 3,592 sqm land parcel
- + Existing 280 sqm building + 70 sqm covered area (former tourist office)
- + Man made pond can be filled in (STCA)
- + Suit a variety of uses incl. childcare, medical centre, fast food (STCA)
- + Grafton – population 18,500 and growing, centre for the thriving Clarence Valley
- + Closest traffic count in excess of 25,000 cars per day



**Location**  
South Grafton NSW  
Lot 2, Spring Street



**Contact**  
Michael Gilbert 0430 024 790  
Rhys Parker 0451 101 042



**Expressions of Interest**  
Offers Closing 4pm AEST  
Thursday 27 June 2019





Artist Impression

## Proposed Truck Stop & Roadhouse Site 50% Viva Energy Owned Tenant



15 year AFL plus  
5 + 10 + 10 + 10 year options

Massive 10 hectare site allows  
for further development

Attractive 3% annual  
rent increases

- + Agreement to Lease to Westside: now 50% owned by ASX listed Viva Energy an ASX listed \$15.5 billion energy giant
- + Strategic highway position will capture high volumes of light & commercial vehicles from the new Parkes bypass
- + State-of-the-art design comprising dual canopies, convenient store, restaurant, truckers lounge plus ample hardstand and parking
- + Rent: \$450,000 pa + GST



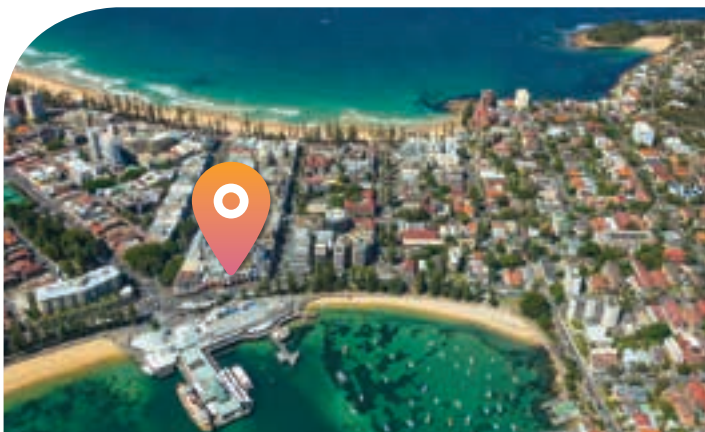
**Location**  
Peak Hill (near Dubbo) NSW  
Lot 494 Newell Highway



**Contact**  
Kieran Bourke 0417 418 007



**Private Treaty**  
\$650,000 + GST



## Iconic Manly Waterfront Bar & Microbrewery Leased to Subsidiary of Global Beer Giant



10 year lease to 2026 + 2 x 5  
years option to 2036

Trophy investment, irreplaceable  
tourist & nightlife destination

Substantial tenant fit-out with  
long term commitment

- + 4 Pines Brewery: incredible Australian success story now owned by the worlds largest beer company
- + Anheuser-Busch InBev: the world's largest brewer with over \$60bn in annual revenues selling 28% of the worlds beer
- + Spectacular waterfront location overlooking Manly ferry terminal
- + Net Income: \$213,000 pa + GST



**Location**  
Manly NSW  
29/43-45 East Esplanade



**Contact**  
Michael Gilbert 0430 024 790  
Rhys Parker 0451 101 042



**Deadline Private Treaty**  
Offers Closing 4pm AEST  
Thursday 27 June 2019





## 2 Superlots for Sale at New South Jerrabomberra Land Development

Located in South Jerrabomberra just 20 minutes from Canberra CBD

R2 Low Density Residential Zoning & B4 Mixed Use

Contract sunset date is approx. December 2020

- + Lot a/AK: 12,722 sqm (53 lots)  
Zoning R2 and B4  
Available at \$7,010,000
- + Lot a/AM: 16,428 sqm (60 lots)  
Zoning R2, RE2 & B4  
Available at \$7,400,000
- + Conveniently located off Tomsitt Drive in close proximity to community facilities, transport links and modern conveniences
- + Available sites are located on main entry road, immediately adjacent future community centre and town park
- + Future residents will benefit existing and future amenity in Jerrabomberra

**Location**  
South Jerrabomberra NSW  
Lots a/AK & a/AM

**Contact**  
Guy Randell 0430 272 999  
James Baker 0421 863 040

**For Sale**  
Lot a/AK: \$7,010,000  
Lot a/AM: \$7,400,000



## Stunning Childcare Investment Highly Sought-After 15 Year Net Lease



Secure 15 + 5 + 5 year lease to Green Leaves to 2044

3% annual rent increases plus 'ratchet' provisions at market review

Tenant pays all outgoings including land tax and management fees

- + Green Leaves: established and successful high-end early education provider with 23 centres nationally
- + Premium 848 sqm double storey facility licensed for 109 LDC places
- + Prominent 1,202 sqm main road site opposite new Hungry Jack's and established ALDI retail centre
- + Strategic position at the gateway to the popular Albany Creek retail precinct
- + New construction with significant income tax saving depreciation benefits



**Location**  
Albany Creek, Brisbane QLD  
16 Keong Road



**Contact**  
Adam Thomas 0418 998 971  
Natalie Couper 0413 856 983  
Pat Kelly 0412 244 456  
Jamie Dewe 0410 350 273



**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne



**Income**  
\$354,250 pa + GST





## Modern A-Grade Office Circa 10% Yield Anticipated

Leased to Logan City Council –  
3 years + options to 2024

Tenant pays all outgoings  
excluding land tax as per lease

Minutes from the  
Pacific Highway

- + Modern strata titled office with 903 sqm NLA
- + 22 exclusive use car parks attached to title
- + Existing tenant has been in occupation since 2013
- + Located in Corridor Business Centre, within Beenleigh CBD
- + CPI increase
- + Beenleigh: high growth suburb, 36 km south of Brisbane



**Location**  
Beenleigh (Brisbane) QLD  
Unit 304/58 Manila Street

**Contact**  
Craig Chapman 0427 110 132  
Shaun Venables 0411 860 865

**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

**Income**  
\$290,000 pa + GST





\*Outline/Boundaries Indicative Only



## Business and Pleasure Opportunity Beachfront Retail Investment with Residence



Renewed 5 yr. lease to Subway  
– fixed 3% rent increases

Renewed 10 year lease to  
Foodworks + options to 2039 –  
fixed 3% rent increases

Rarely offered high quality  
retail + residential investment

- + Rare offering of prime retail investment combined with an impressive 2nd level residence of 1st class quality
- + Massive 1,763 sqm site with rear street access and 37 on-site car parks
- + Potential multi-storey future re-development
- + The residence has ducted air-con, 6 beds, 4 baths, 3 living areas, 115 sqm tiled deck
- + Designed to be split into two residences with separate entries
- + Ideal holiday home and retail investment



**Location**  
Hervey Bay QLD  
430 Charlton Esplanade



**Contact**  
Glenn Conridge 0413 873 337  
Adam Thomas 0418 998 971



**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne



**Income**  
\$199,785 pa + GST





## Long Lease to Commonwealth Government Da Vinci Business Park – Brisbane Airport

7 year lease + options to 2029

Tenant in occupation since 2009

Modern commercial suite in strategic location at the Brisbane Airport hub

- + 303 sqm ground floor unit within the modern Da Vinci Business Park
- + Adjacent to International and domestic airports – circa 10 km from the Brisbane CBD
- + 4 Star Base Building Greenhouse Rating and a 4 Green Star rating from the Green Building Council of Australia
- + Easy access to the major northern arterials incl. Kingsford Smith Drive & the M1 Gateway Motorway
- + Outgoings recoverable as per lease
- + CPI increases, assuring growth



Australian Government



**Location**  
Brisbane Airport QLD  
Unit 107, 3A Da Vinci Business Park



**Contact**  
Craig Chapman 0427 110 132  
Jamie Dewe 0410 350 273

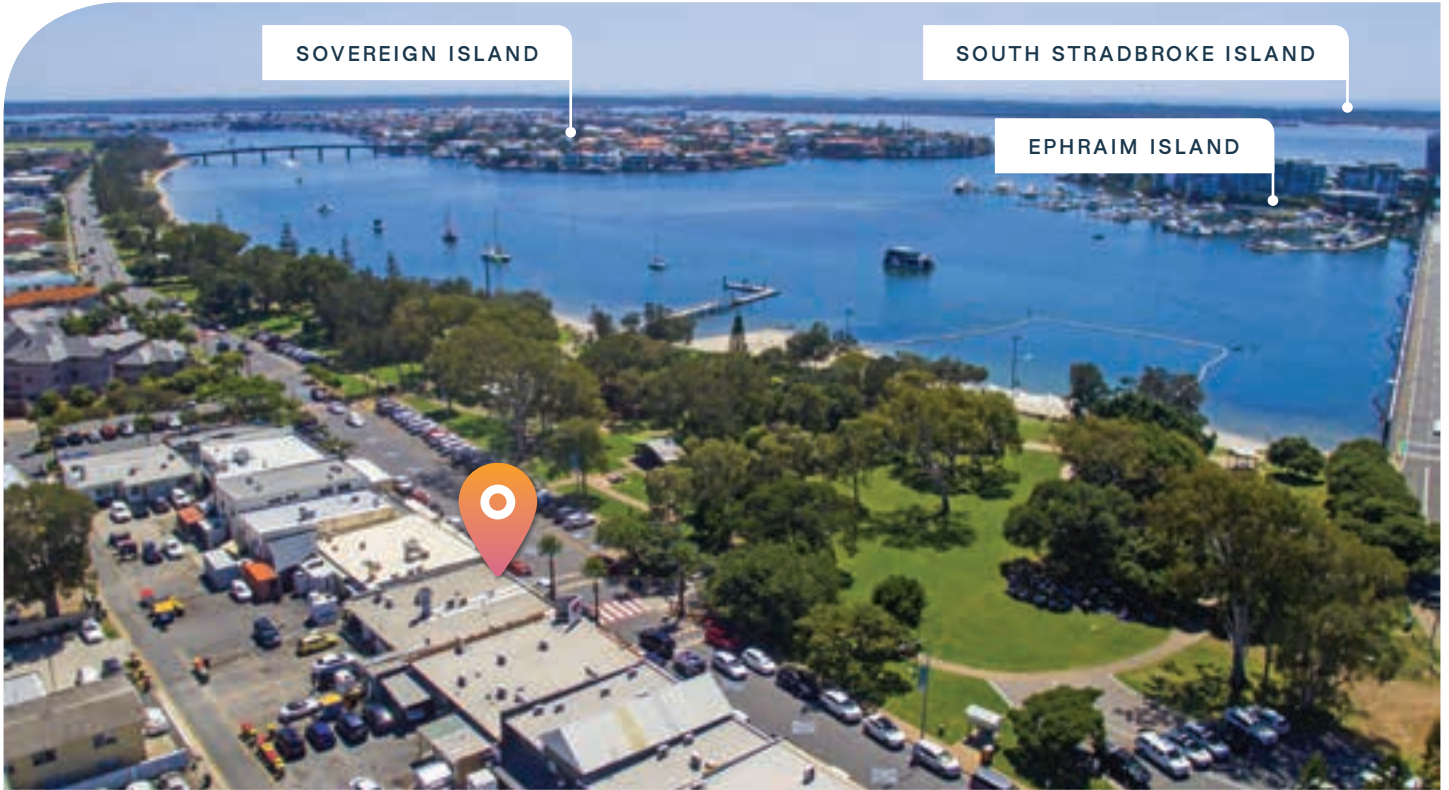


**Deadline Private Treaty**  
Offers Closing 4pm AEST  
Thursday 27 June 2019



**Net Income**  
\$82,719 pa + GST





\*Outline/Boundaries Indicative Only





## Prestigious Gold Coast Boutique Retail Investment Future Redevelopment – Water Views

Prestigious boutique retail precinct overlooking the water

Renewed 5 + 5 year lease

Future redevelopment site facing The Broadwater

- + Retail investment in exclusive waterfront enclave of boutique street-front dining and fashion precinct facing the famous Gold Coast Broadwater overlooking Sovereign and South Stradbroke Island
- + Established “Millie’s” Café & Takeaway with recent renewed 5 year lease + option
- + Subject property is one of four shops comprising a group title occupying 531 sqm of land with on-title parking at rear
- + Zoned for future re-development (STCA)
- + Tenant pays all outgoings, as per lease
- + Annual CPI rent reviews

	<b>Location</b> Paradise Point (Gold Coast) QLD Lot 2, 38 The Esplanade
	<b>Contact</b> Glenn Conridge 0413 873 337 Michael Gilbert 0430 024 790
	<b>Auction</b> 11am AEST Tuesday 25 June 2019 Doltone House Hyde Park, Sydney
	<b>Net Income</b> \$67,000 pa + GST





## Brand New 10 Year Lease – Fixed 3% Increases Successful Business since 2010







New 10 year head office company lease plus option through to 2034

Fixed 3% increases assuring growth

Tenant pays all usual outgoings as per the lease

- + Substantial 505 sqm CBD site with 25 metre frontage
- + As new immaculate 220 sqm building plus popular alfresco dining
- + 7 on-site car spaces
- + The Coffee Club established 1989 and currently operating 400 stores across 9 countries
- + Super location central to Woolworths, CBA, Bunnings and close to Mt Isa Council building

	<b>Location</b> Mount Isa City QLD 21A-21B Miles Street
	<b>Contact</b> Craig Chapman 0427 110 132 Raoul Holderhead 0413 860 304
	<b>Auction</b> 11am AEST Wednesday 26 June 2019 River Room, Crown Casino, Melbourne
	<b>Income</b> \$65,000 pa + GST





## Strategic Development Opportunity Adjoining Bunnings Warehouse and Beacon Lighting

Landmark retail site of 22,800 sqm approx

Prized exposure to Bruce Highway

Located in the centre of Townsville's largest growth pocket<sup>#</sup>

- + Booming retail location alongside Bunnings Warehouse (large format 13,645 sqm store), Fairfield Homemaker Centre, Kmart and Woolworths
- + Coles, Dan Murphy's and Carl's Jnr opening in the precinct in 2020
- + Key Queensland market with an estimated trade catchment of 122,385<sup>#</sup> residents
- + Suits variety of uses including large format retail, auto dealership, equipment hire and large medical centre

**Location**  
Fairfield (Townsville) QLD  
14 Darcy Drive

**Contact**  
Billy Holderhead 0422 817 696  
Glenn Conridge 0413 873 337

**For Sale**  
Expressions of Interest Closing  
4pm Wednesday 10 July 2019

<sup>#</sup> Deep End Services





## Childcare Investment in High-Growth Location Desirable 15 Year Triple Net Lease



15 year Triple Net lease to Affinity Education to 2029

Two further 5 year options to 2039

Min 2.5% pa rent increases plus 'ratchet' provisions at market review

- + Affinity Education: highly successful early education provider with over 150 centres nationally
- + Modern purpose-built facility licensed for 103 LDC places
- + Tenant pays all outgoings including capex, management fees and multiple holding land tax
- + Prominent 2,995sqm site with main road exposure

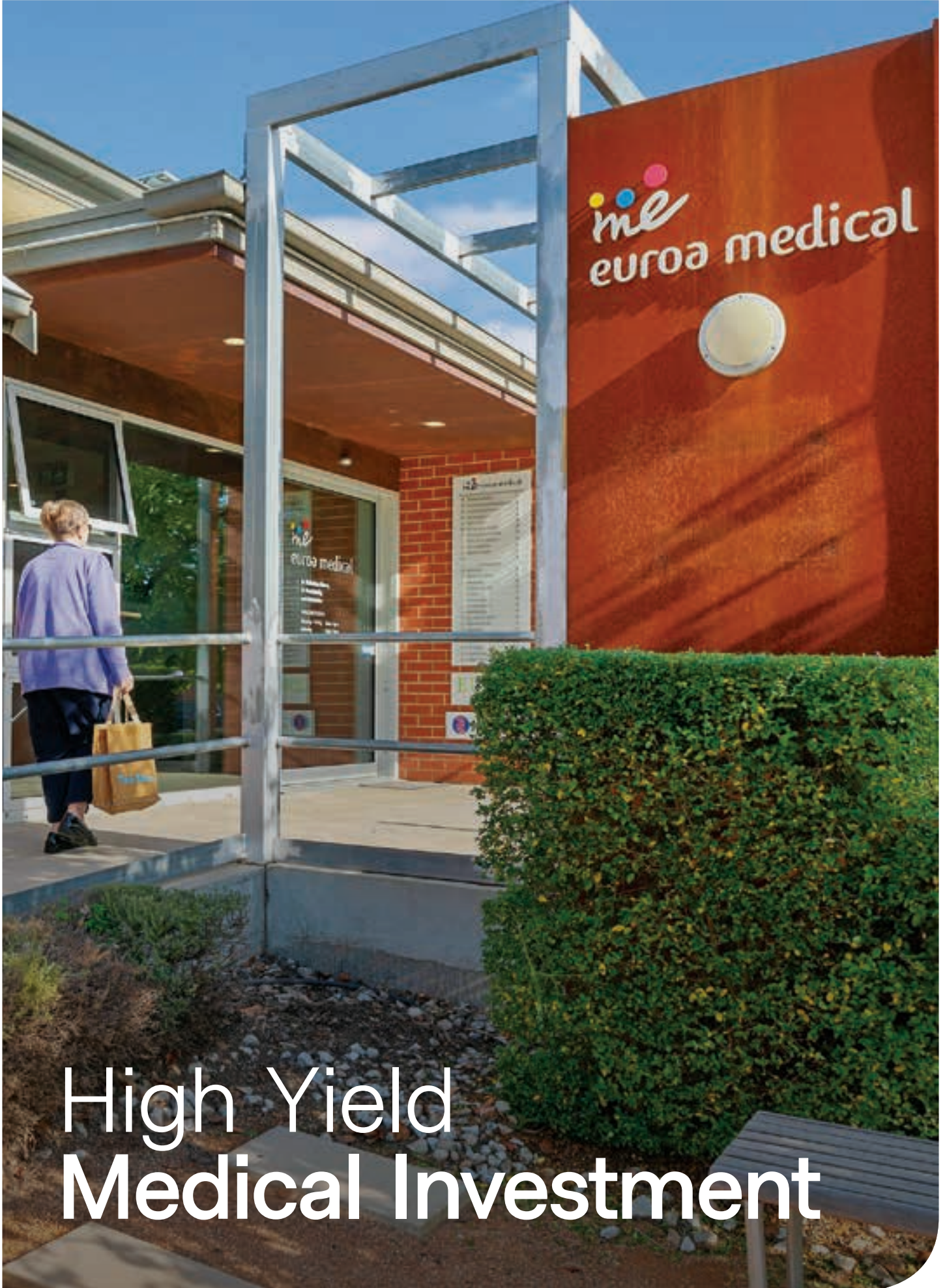
**Location**  
Maddingley, Bacchus Marsh VIC  
16-18 Harry Vallence Drive

**Contact**  
Adam Thomas 0418 998 971  
Natalie Couper 0413 856 983

**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

**Income**  
\$312,004 + GST and outgoings





# High Yield Medical Investment





## Immaculate Medical Centre Investment Brand New Lease to Established Practice


Brand new 7 year lease to  
Euroa Medical Centre


5 year lease to Melbourne  
Pathology (Sonic ASX Top 50)

Annual rent reviews  
Tenants pay usual outgoings

- + Well presented 499 sqm building upgraded and extended in 2012
- + Prominent 1,168 sqm corner landholding with dual street frontage over 73 metres
- + Well located at the gateway to Euroa's main street, IGA, Aust Post
- + Euroa: Established Commercial Centre 150 km north of Melbourne

 **Location**  
Euroa VIC  
90 Binney Street (corner Brock Street)

 **Contact**  
Shaun Venables 0411 860 865  
Scott Meighan 0413 830 709

 **Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

 **Income**  
\$285,073 pa + GST





## Strong Trading Childcare Investment Business Recently Acquired by G8 Education





Secure net lease to G8 Education Ltd to 2028


Three further 10 year options to 2058


Fixed 3% annual rent increases

- + G8 Education: Australia's largest ASX listed early education provider with over 500 centres and a market cap of \$1.4B
- + Purpose-built 825 sqm facility, licensed for 93 LDC places
- + Prominent 3,365 sqm site 400 metres from Clifton Springs Primary School and 500 metres from Woolworths anchored SC
- + Located only 14km east from the Geelong CBD and a rapidly expanding suburb of the Bellarine Peninsula

 **Location**  
Curlewis, Geelong VIC  
148-156 Jetty Road

 **Contact**  
Adam Thomas 0418 998 971  
Natalie Couper 0413 856 983

 **Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

 **Income**  
\$307,245 pa + GST





## High Profile Banking Headquarters Significant Town Centre Commercial 1 Site





Renewed lease to NAB bank plus options to 2026


Fixed annual 3% rent increases

Tenant pays all usual outgoings as per the lease including Land Tax

- + Recently upgraded tenant fit-out incorporating business, agribusiness & retail banking centres
- + Absolute town centre, Commercial 1 site of 1,484 sqm – 100% leased to NAB
- + Hamilton: Important commercial service centre servicing 20,000+ trade catchment, geographically protected from competing commercial centres
- + Single tenant, minimum management investment

 **Location**  
Hamilton VIC  
131 Gray St (corner Corriedale Lane)

 **Contact**  
Jamie Perlinger 0413 860 315  
Scott Meighan 0413 830 709

 **Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne

 **Income**  
\$125,083 pa + GST (Sept 2019)



\*Outline/Boundaries Indicative Only



## Mobil Branded Truck Stop Service Station Secure 10 Year Net Lease to 2027 + Options



Recent 10 year lease to 2027  
+ options to 2037

Net lease, tenant pays  
outgoings, as per the lease

Mobil: global oil and gas  
leading brand

- + Australian owned Pacific Petroleum, established operator with 50+ sites
- + Albury/Wodonga, rapidly growing population forecast to soar by over 30% to more than 120,000 by 2036
- + Strategic position near the Hume Highway and Wodonga CBD
- + Massive 4,077 sqm landholding, easy truck turning area with high 5.2 metre canopy, convenience store, office and 2 bay shed
- + 24 hour car & truck refuelling available
- + IMPORTANT: tenant responsible for remediation, as per the lease

	<b>Location</b> Wodonga (near Albury) VIC 16-18 Hovell Street
	<b>Contact</b> Rhys Parker 0451 101 042 Michael Gilbert 0430 024 790 Jamie Perlinger 0413 860 315
	<b>Auction</b> 11am AEST Tuesday 25 June 2019 Doltone House Hyde Park, Sydney
	<b>Net Income</b> \$71,224 pa + GST <b>Indicative Price</b> Circa \$1,000,000 (7%+ Return)





## New 5 Year Lease to Global Healthcare Tenant Strategic Inner City Metro Location



Brand new 5 + 5 year lease to Health Careers International (HCI)

Fixed 3% rent increases

Includes 9 undercover, secure car spaces on title

- + HCI – Global provider of Healthcare, Education & Research established in 2007 and now located in Australia, Asia, India & Middle East
- + HCLA – Health Careers Language Academy, English courses for foreign medical students
- + Immaculate 376 sqm office with brand new fit-out, plus unique north facing terrace
- + Position perfect close to CBD and Hospital/Health precinct – easy access to all public transport

	<b>Location</b> North Melbourne VIC Suite 203, 187 Boundary Road
	<b>Contact</b> Raoul Holderhead 0413 860 304 Scott Meighan 0413 830 709
	<b>Auction</b> 11am AEST Wednesday 26 June 2019 River Room, Crown Casino, Melbourne
	<b>Income</b> \$122,701 pa + GST



## Modern Entry Level Commercial Investment Position Perfect Opposite Woolworths

5 year lease to 2023 plus option to 2028

Fixed annual 3% rent increases

Tenant pays usual outgoings

- + As new 72 sqm premises constructed 2017
- + Abundant parking at the shop front
- + High traffic location directly opposite Woolworths anchored shopping centre and supported by destination retailers including Chemist Warehouse, BWS, etc.
- + Single tenant minimum management
- + Income: \$32,400 pa + GST

---

**Location**  
Cranbourne North VIC  
6 Maksi Way

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**Contact**  
AI Bogdani 0413 830 707  
Shaun Venables 0411 860 865  
Zomart He 何梓轩 0488 220 830

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**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne



## High Profile Corner Retail Investment Booming Melbourne Growth Corridor

5 year lease to 2023 plus options to 2033

Modern (2017) 148sqm premises with dual retail frontage and exposure

Fixed 3% rent increases ensuring rental growth

- + VSP Grocers: Indian grocer strategically positioned and supported by Woolworths Supermarket
- + Tenant pays all usual outgoings
- + Ample car parking, excellent vehicle access
- + Rapidly expanding suburban growth area
- + City of Casey: 2016 population 299,301 & forecast to increase to 534,910 by 2041
- + Income: \$45,000 pa + GST

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**Location**  
Cranbourne North VIC  
8 Maksi Way

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**Contact**  
AI Bogdani 0413 830 707  
Shaun Venables 0411 860 865  
Zomart He 何梓轩 0488 220 830

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**Auction**  
11am AEST Wednesday 26 June 2019  
River Room, Crown Casino, Melbourne





## Prestigious Perth CBD Investment





Rare offering only second time in 90 years

Building area 840sqm

Land area 513sqm

Four retail and two office tenancies

- + Excellent inner CBD investment
- + Prime high profile corner location
- + Opposite the recently refurbished Melbourne hotel
- + Tenants include Tiisch Café and Subway
- + Owner invested over \$1.5m restoring/ refurbishing the property
- + Cultural heritage significance as it reflects Perth's building boom of 1920's

	<b>Location</b> Perth WA 938 Hay Street (cnr Milligan Street)
	<b>Contact</b> Rob Selid 0412 198 294 Luke Randazzo 0417 181 309
	<b>For Sale</b> \$6,975,000 (Going Concern)
	<b>Income</b> Fully Leased Net Income \$433,344 pa



# Burgess Rawson Bunnings Market Snapshot

ARTICLE BY Billy Holderhead

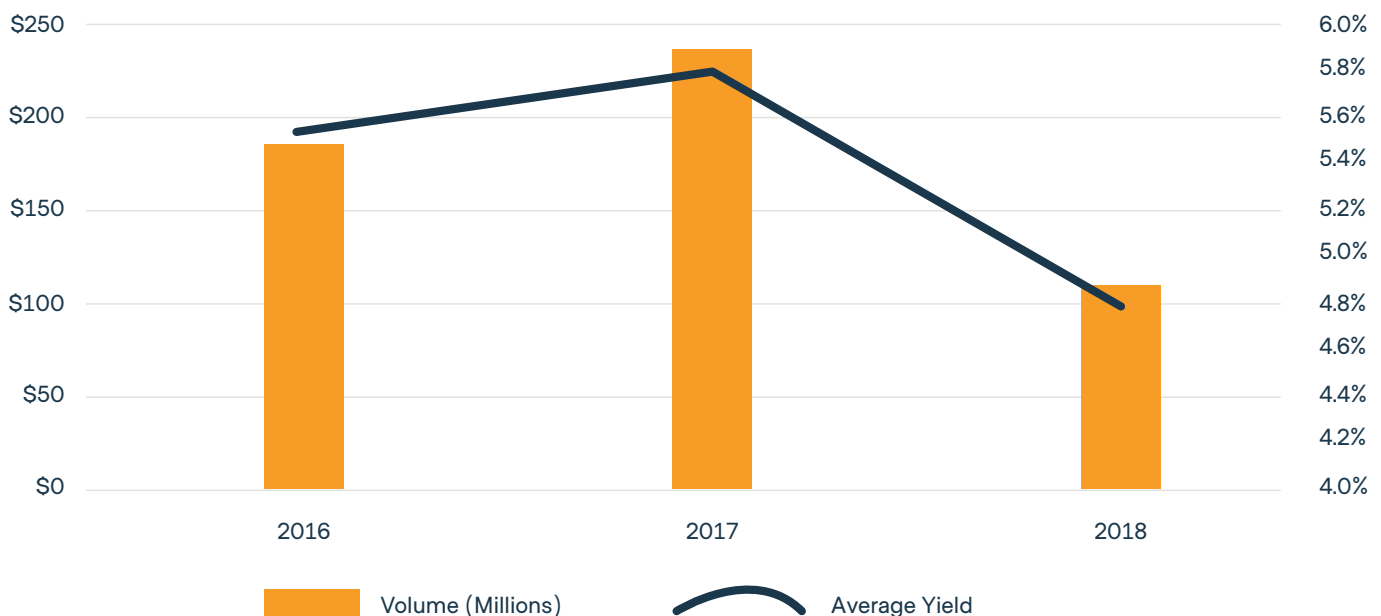
Demand for Bunnings-leased freehold investment property is at an all time high. For good reason; Bunnings is arguably the best retailer in the country averaging extraordinary annual sales growth of 15.5% since 1995.

With very low levels of supply in the market and record demand, average yields for freestanding Bunnings property have compressed 5.79% in 2017 to 4.79% in 2018.

The low-supply, high-demand environment was highlighted by Burgess Rawson’s recent landmark campaign for the Bunnings Warehouse freehold in Glenorchy TAS which was sold by Portfolio Auction at Melbourne’s Crown Casino.

Thanks to one of our most strategic marketing campaigns ever, 49 bidders were assembled at auction with an estimated combined buyer pool of \$518 million, resulting in a \$4.86 million or 53% premium over our vendor’s reserve and new Bunnings record yield of 3.13%.

## Freestanding Bunnings Investment Trends On-Market Sales Since 2016

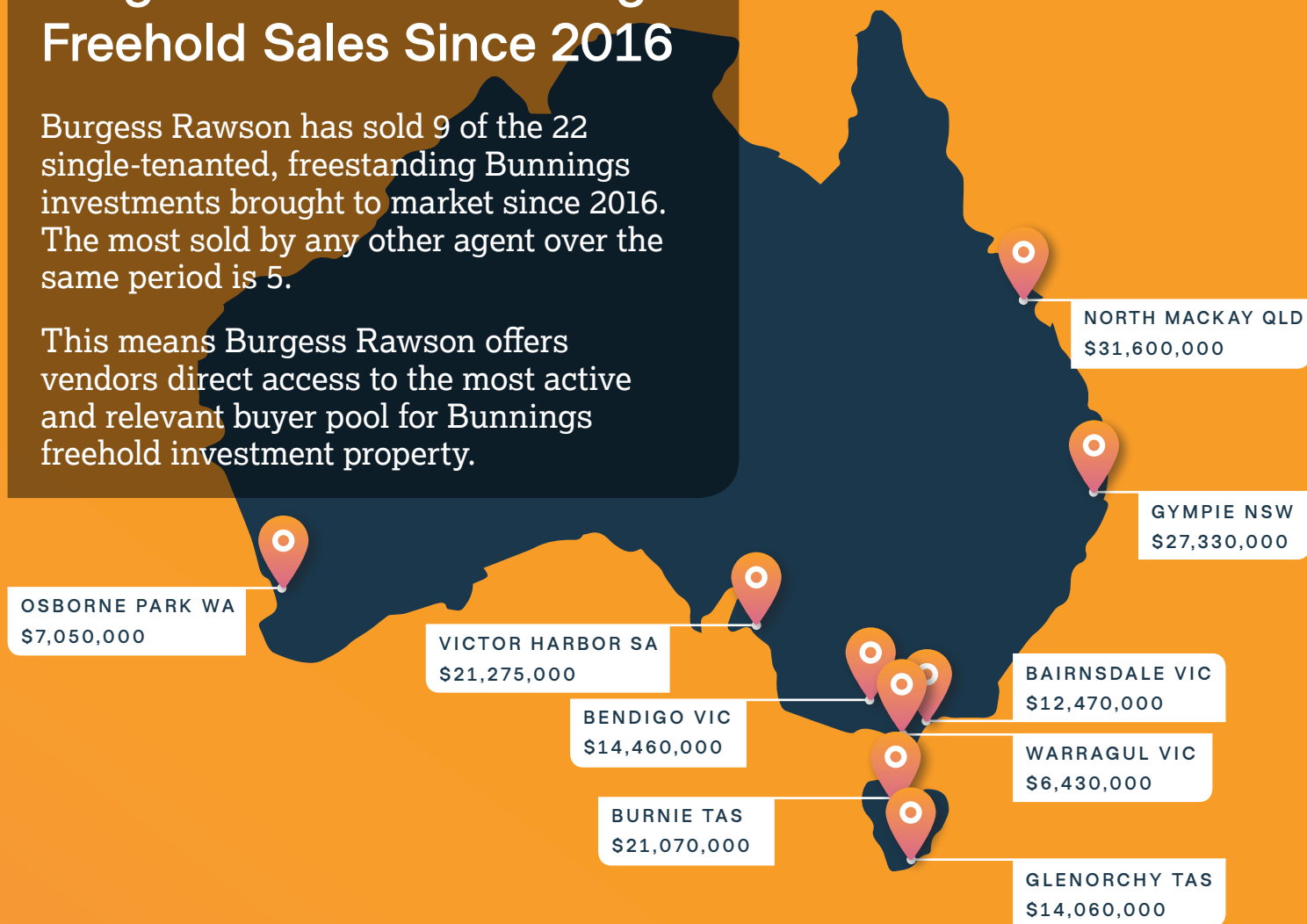




# Burgess Rawson Bunnings Freehold Sales Since 2016

Burgess Rawson has sold 9 of the 22 single-tenanted, freestanding Bunnings investments brought to market since 2016. The most sold by any other agent over the same period is 5.

This means Burgess Rawson offers vendors direct access to the most active and relevant buyer pool for Bunnings freehold investment property.



## The two most recent sales in the market:



Bunnings Warehouse, Victor Harbor SA

SOLD by Burgess Rawson  
 \$ \$21,275,000  
 % 5.13%



Bunnings Warehouse, Glenorchy TAS (Ground Lease)

SOLD by Burgess Rawson  
 \$ \$14,060,000  
 % 3.13%

### Investment Sales



Billy Holderhead  
0422 817 696



Darren Beehag  
0411 226 223



Pat Kelly  
0412 244 456



Jamie Perlinger  
0413 860 315

### Asset Management



Katie Goodall  
0498 498 188



Dee Paras  
0413 830 527



# Leasing Opportunities

<b>Botanical Medical</b> – Jerrabomberra NSW .....	57
<b>CIMAC</b> – Canberra ACT .....	58
<b>Manningham Medical Centre</b> – Lower Templestowe VIC .....	60
<b>Langwith Medical Centre</b> – Boronia VIC .....	60





For Lease

# Botanical Medical



\*Outline/Boundaries Indicative Only



Size: Tenancies ranging from 100 sqm - 800 sqm



Location: Jerrabomberra NSW (Queanbeyan), Near Canberra



Long term leases (with turnkey fitouts provided)



Bordering the wider Tralee Development with future population growth to 14,500 (current population of 9,500)



Dental, Pathology & Priceline Pharmacy already secured



Generous Incentives Available!

## New allied health development

Opportunities exist for an Allied Health Group, Physiotherapy, Chiropractor, and associated medical providers

Completion mid 2020

Contact: Guy Randell 0430 272 999



Artist Impression



UNIVERSITY OF CANBERRA  
STUDENT HOUSING

WESTFIELD

CANBERRA  
INTERNATIONAL SPORT  
& AQUATIC CENTRE

FUTURE CIMAC

For Lease

# CIMAC

Specialist Health and  
Wellbeing Opportunities



Tenancies available  
from 80-2,000sqm



Location: Belconnen, Canberra



Super Clinic – 24 hour facilities



10,000 sqm of GFA



Parking: 600+ new spaces



Population: 98,000 residents  
growing by 15,000+ residents in  
the next 5 years

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\*Outline/Boundaries Indicative Only



Artist Impression

For Lease

# Manningham Medical Centre



## Leading Medical Precinct

Strategically located Medical Centre between Austin and Box Hill Hospital

Long leases available

Abundant car parking



Sizes: Individual Suites and areas up to 300sqm



Location: Templestowe Lower VIC



Long leases available



Strategic corner location between major hospitals



Flexible fit-out options

Contact: Ingrid Filmer 0413 860 312  
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For Lease

# Landwith Medical Centre in Boronia

Priced from only \$750 per week



## Established Medical Centre Two Suites Available

Anchored by LAP Surgery

Seeking medical related uses

Available Immediately



Size: Suites from 90sqm to 200sqm available



Location: Boronia VIC



Long term leases available



Complementary tenants include:  
LAP Surgery and Melbourne Pathology



Suits medical and specialist services



Flexible floor plan

Contact: Arton Meka 0413 860 305



# Q&A

## with Dean Venturato

MANAGING DIRECTOR SYDNEY

Q: What can we expect to see for the remainder of 2019 in the commercial investment space?

A: "Looking to the second half of 2019, Burgess Rawson sights several areas of blue sky.

The recent relaxation of bank lending criteria by APRA and increased competition from non-bank lenders should see a loosening of the current tight lending practices and assist buyers to source needed finance.

Economists are also spruiking that the low interest rate regime will continue for some time and this has been confirmed recently by the Reserve Bank of Australia commenting that we should see a drop in official cash rates very soon. This will help fuel the purchase of blue-chip investments at low net yields and provide a valuable stimulus to the economy.

We think buyers will flock to good assets which always sell in any market."

Q: How did you respond to the recent election results and what advice do you have for commercial property investors who are uncertain about the outcome?

A: "The Liberal National Party election win was an unexpected surprise for Australians. It has removed uncertainty on negative gearing and capital gains tax legislation and paves the way for improving conditions to the challenged national housing market. It helps to ensure that bricks and mortar will remain a favoured form of investment.

“

It is expected that the prevention of higher tax rates and greater incentives for business will encourage development and investment across the property sector.

Buyers have always found comfort in well-leased and secure property investments... this has rarely been challenged and a 'business minded' government should ensure strong demand in the coming months. ”





With offices across Australia,  
Burgess Rawson has true national  
understanding and expertise.

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