

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

26 Laps of the Earth:
Numbers stack up
as agents hit the road

INSIGHTS

Where to next
for interest rates



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.

Sector Profile:
Retail Fuel
p39

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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

With assets available in every state across Australia, from a brand new childcare centre in Mount Barker, SA, a Bunnings Warehouse in Lawnton, QLD to a Domino's in Geraldton, WA, our State Directors have compiled a list of our top properties:



Childcare Centre – Award-winning Suburb p. 32

Location: The Ponds (Sydney) NSW
Income: \$185,000 pa + GST
Auction



New Impressive Childcare Investment p. 20

Location: Mount Barker (Adelaide) SA
Income: \$421,600 pa + GST
Auction



Be Part of Canberra's Second CBD p. 26

Location: Dickson ACT
Price: Off Plan
For Sale



Prime Brisbane City Fringe Retail Investment p. 42

Location: Milton (Brisbane) QLD
Income: \$281,323 pa + GST
Auction



Only Domino's in Geraldton WA p. 59

Location: Geraldton (Wonthella) WA
Income: \$56,886 pa + GST
Auction

Welcome



EDITOR Pat Kelly

 PAT.KELLY

Welcome to Portfolio Magazine 130 – your exclusive snapshot of Australia’s commercial property market.

With investor confidence in commercial property surging once again, we’re thrilled to bring you an outstanding collection of investment opportunities at our upcoming 130th Portfolio Auction, along with some key market insights to help guide you through your next property purchase.

It’s hard to believe that just months ago the Australian property market was staring down one of the biggest shakeups in its history, with uncertainty around the Federal election leaving many buyers and investors understandably gun-shy.

But after May’s election result, what we’ve seen instead has been immediate positive impacts and a very upbeat outlook for commercial property moving forward.

The re-election of the Liberal National Coalition, along with record low interest rates, has brought a degree of certainty to financial markets, which is directly benefiting our industry.

Commercial property is once again buzzing with optimism, which we’re seeing daily through an increase in property enquiries across our national portfolio of properties. With changes to negative gearing and capital gains tax no longer on the table, many property investors who had hit the pause button pre-election, are now active in the market again.

What does it all mean for you?

Put simply, there may be no better time to strike and reap the benefits of the lower interest rates and attractive yields that commercial properties are currently offering.

There’s something for everyone, from first-time investors to experienced buyers with large portfolios, so if you’ve ever considered commercial property as an investment, why not have a chat with us and find out what all the fuss is about.



Portfolio Team

EDITOR Pat Kelly

ASSOCIATE EDITOR Ingrid Filmer

PRODUCTION MANAGER Amanda King

ADVERTISING Stephen Lovison

CREATIVE & DESIGN Bryan Karman

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.



26 Laps of the Earth: Numbers stack up as agents hit the road



WRITTEN BY Adrian Ballantyne

Being a commercial property agent is about much more than ticking off marketing campaigns and working the phones.

Just ask some of our Burgess Rawson agents, who've racked up more frequent flyer miles in the last year than most people would accrue in a lifetime, while visiting commercial properties in the most remote corners of Australia - and everywhere in between.

We're always explaining to people that we're a 'national agency'.

Our **National Team** has covered almost **1,100,000 kilometres** locking in clients and deals



But you know what? Sometimes that fact might be a little lost on people. It's difficult to comprehend just how connected our agents and offices are, and the distances our staff cover to ensure we deliver the absolute best possible service to our clients.

Despite Burgess Rawson being a dominant player in capital city and metropolitan property markets, many people don't realise just how far and wide our agents travel.

Well what if we told you that in the past 12 months our agents travelled the equivalent of more than 26 times around the Earth in the pursuit of their everyday work?

Our national sales team alone has covered almost 1.1 million kilometres in the last year, locking in clients and deals from Perth to far north Queensland, touching every corner of Australia and even venturing to Singapore and Hong Kong and the bright lights of Los Angeles.

Why?

How else would we connect an investor from Perth with a Hungry Jack's in suburban Brisbane or a Guzman y Gomez at Coffs Harbour in New South Wales? Or how else would our team manage a Tasmanian property for a Melbourne client?

And what about that Los Angeles trip? Our Melbourne leasing director David Mark heard rumours that fitness chain Barry's Bootcamp was considering entering the Australian market, so he jumped on a plane to LA to chat with them about his knowledge of the retail and health and fitness sectors. Barry's has now appointed David to manage all of their real estate requirements, including securing sites and specialty advice, within Australia.

Clocking up big kilometres and time on the road and in the sky is all in a day's work for our agents, because while technology means we're all better connected than ever before,



we still understand that the importance of a friendly face and a real handshake.

Burgess Rawson director Darren Beehag says that while travel is a huge part of the agency's work, in the property game there's simply no better way than to have feet on the ground.

"Having that connection is a part of what gives an investor who's at their office in Perth the confidence to sit on the phone and bid on property at Silkstone in Queensland that's being auctioned in Melbourne"

When you look at our travel logs, it's not hard to see why those distances just keep stacking up. For example, one of our Sydney portfolio clients has properties in Mackay and Townsville, which is easy enough, but they also have one at Port Hedland in Western Australia, which had our agent traversing the country with three flights and a drive in 24 hours, just to reach the listing.

It's this approach that sees Burgess Rawson continue to attract international clientele, with sales to investors from Vietnam, Belgium, South Africa and New Caledonia, to name a few. And with such a diverse mix of staff across our five state offices, Burgess Rawson can offer unrestricted access to a broad range of investors, regardless of location.

Victorian managing director Ingrid Filmer believes it's this wide reach that sets Burgess Rawson apart. "It's about offering a collective approach as a national agency, which allows us to give our clients the much-needed confidence to work with Burgess Rawson to achieve their property goals." Filmer says.



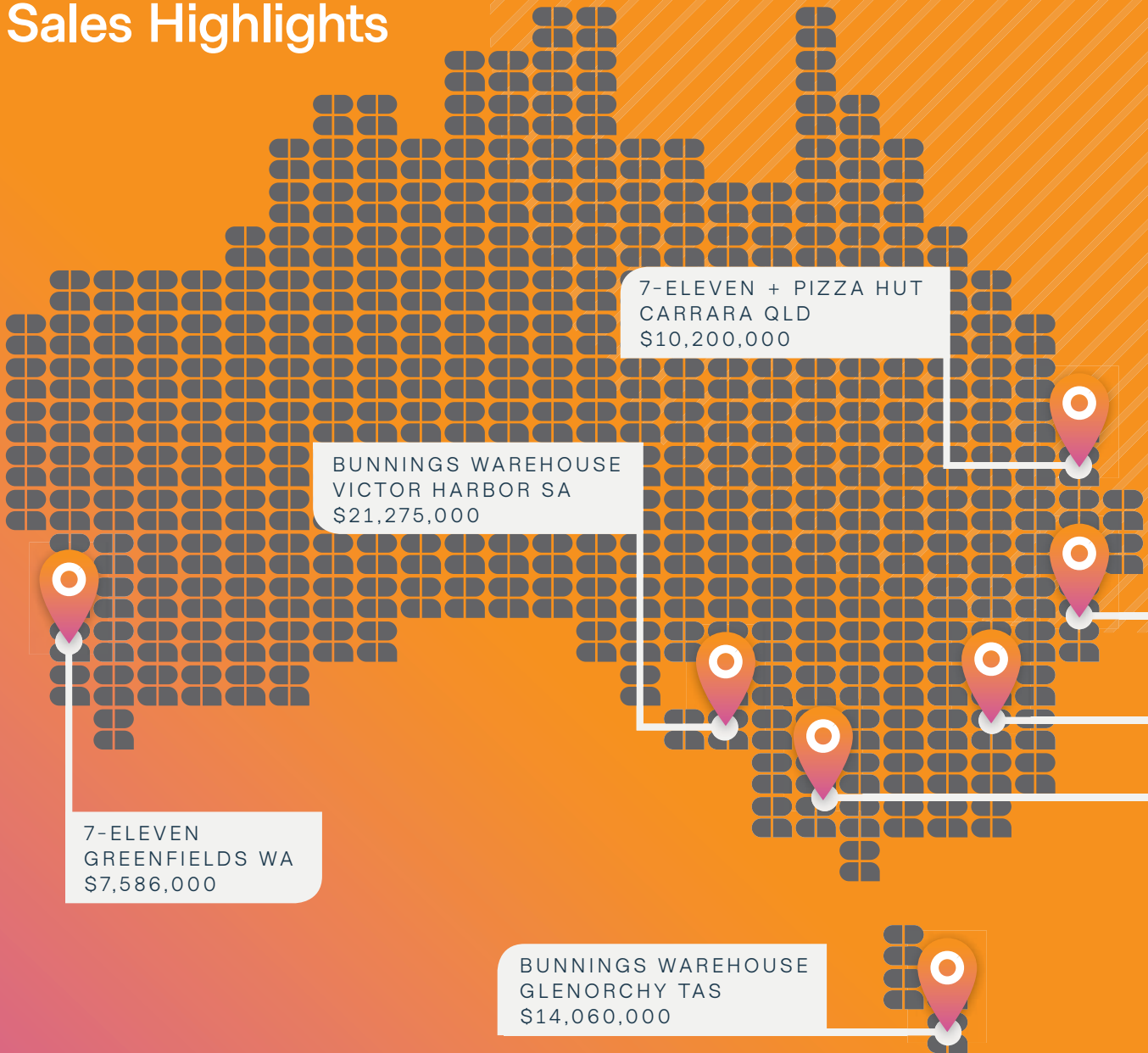
Our
agents have
travelled the
equivalent of

26x
around the
EARTH
in pursuit
of work

Register for our latest report

A market on the up

Sales Highlights



Sneak Peek

With the Federal Election and uncertainty around negative gearing and capital gains tax now in the rear-view mirror, the commercial property market is again in investors' sights.

But just how well has the market performed over the past 12 months? While sentiment waned at times throughout the 2018/19 financial year, our data on both metropolitan and regional properties indicates sales volumes, yields and clearance rates are on the up.

Want to know why, and what to expect throughout the coming cycle? You'll find all this and more in this **Sales Investment Report 2018/19**, which we're very pleased to present to our valued current and future Burgess Rawson clients.



314
TOTAL SALES



\$27M
MAXIMUM SALE VALUE



\$884M
TOTAL SALE VALUE

Sector Highlights



Childcare
Number of Sales:
40



Automotive
Maximum Sale Value:
\$11.3 million



Fast Food
Total Sale Value:
\$67.89 million



Fuel
Total Sale Value:
\$116 million



Hardware/Home Improvement
Average Sale Value:
\$4.9 million

KFC
NORTHMEAD NSW
\$17,850,000

VERIDIAN
HUME ACT
\$10,300,000

SEN RADIO
RICHMOND VIC
\$27,000,000



To receive your free copy of the Sales Investment Report 2018/19, text REPORT to 0413 860 315



Investment Portfolio Auctions

SYDNEY

11AM AEST
TUESDAY 6 AUGUST 2019
DOLTONE HOUSE HYDE PARK,
181 ELIZABETH STREET, SYDNEY

MELBOURNE

11AM AEST
WEDNESDAY 7 AUGUST 2019
RIVER ROOM, CROWN CASINO,
MELBOURNE

Sydney Portfolio Auction Listings

11am AEST Tuesday 6 August 2019, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
NAPA Auto Retail	Slacks Creek	QLD	\$773,543	18
Two Hatted Restaurant	Bowral	NSW	\$298,555	24
CBA/Vinnies	Richmond	NSW	\$140,329	28
Caltex	Albion Park Rail	NSW	\$243,650	30
Oz Education	Auburn	NSW	\$223,300	31
Young Academics	The Ponds (Sydney)	NSW	\$185,000	32
Westside (VIVA Energy)	Yarramalong	NSW	\$149,500	33
Real Estate Office	Armidale	NSW	\$126,105	34
Oliver's	Buladelah	NSW	\$123,600	35
Rockmans (Noni B)	Deniliquin	NSW	\$50,004	37
Vacant	Ermington	NSW	N/A	38
Ribs & Rumps	Milton	QLD	\$296,334	42
Caltex	Wulguru (Townsville)	QLD	\$197,760	44
Lenard's Chicken	Capalaba	QLD	\$153,830	46
NAB	Laidley	QLD	\$49,350	48
Development Site	Gympie	QLD	N/A	49

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 131
17 September 2019

Portfolio 132
29 October 2019

Portfolio 133
10 December 2019

Portfolio 134
25 February 2020

Melbourne Portfolio Auction Listings

11am AEST Wednesday 7 August 2019, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Bunnings Warehouse	Lawnton	QLD	\$875,000	16
Paisley Park Early Learning	Mount Barker (Adelaide)	SA	\$421,600	20
Coles Express	Ayr	QLD	\$324,596	22
Only About Children	McDowall (Brisbane)	QLD	\$250,000	43
Walkerstone Daycare Centre	Walkerstone (Mackay)	QLD	\$169,000	45
Mackay Funerals	Mackay	QLD	\$107,000	47
Centrelink	Kings Meadows	TAS	\$376,964	50
Office Complex	Bendigo	VIC	\$277,885	52
Industrial	Bundoora	VIC	\$216,959	53
Startrack	Bendigo	VIC	\$146,775	54
Target	Hamilton	VIC	\$371,103	55
Crazy Asian	Ballarat	VIC	\$46,335	56
Kumon Education	Cranbourne North	VIC	\$29,870	57
Domino's	Wonthella (Geraldton)	WA	\$56,886	59

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 131
18 September 2019

Portfolio 132
30 October 2019

Portfolio 133
11 December 2019

Portfolio 134
26 February 2020

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN Development	Dickson	ACT	n/a	Expressions of Interest	26
Childcare (DA Approved Site)	Auburn	NSW	\$96,540	Expressions of Interest	36
Metro Petrol	Tingha	NSW	\$45,864	Expressions of Interest	38
Childcare Centre + Residential	Morningside (Brisbane Metro)	QLD	\$800,297	Expressions of Interest	40
Mobil	Casterton	VIC	\$205,000	Expressions of Interest	58

Portfolio Auctions

Find an investment opportunity in our nation-wide property portfolio. By bringing together exceptional commercial opportunities and matching them to active investors, our portfolio campaigns are the key to securing the right commercial property for you.



Brand New Freestanding Brisbane Bunnings Investment



Long Established Bunnings Site, 23km to CBD Completely Rebuilt and Reopened on 3 June

Brand new 10 year lease
plus 8 x 6 year options

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
- + Significant, high profile site supported by Super Cheap Auto, Amart, PETstock, BCF, Chemist Warehouse & Shopping Centre
- + Evolving precinct with train station & new 7 level apartment building within 750m, and 83,630 residents within 5km
- + Rare sub-\$20 million metropolitan Bunnings freehold investment opportunity, just 2 sold on-market since 2016
- + Lawnton: Gateway to Moreton Bay growth region, population up 39% since 2006

Proudly Developed by

deluca



Location

Lawnton (Brisbane) QLD
727 Gympie Road



Contact

Billy Holderhead 0422 817 696
Jamie Perlinger 0413 860 315
Glenn Conridge 0413 873 337
Pat Kelly 0412 244 456
Beau Coulter 0413 839 898



Auction

11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne



Net Income

\$875,000 pa + GST

Australia's Best Automotive Retail Location

20 Year Lease to 2037





NAPA – US Giant with 6,740 stores Australia’s Largest Single Auto Trade & Retail Store



NAPA plans to rollout up to 140 new locations becoming the largest auto retailer nationally

Attractive net lease with tenant responsible for all outgoings

Established auto retail business – 20+ yrs. as No.1 trader nationally

- + High growth location between Brisbane & Gold Coast with a population of 326,615
- + Tightly held, extremely busy location with 1,825,000 vehicles passing annually
- + Massive 6,759 sqm highly exposed site with 3 retail frontages
- + Immaculately presented 3,174sqm retail outlet over 3 buildings and 4 titles

Location
Slacks Creek (Logan City) QLD
60 Moss Street

Contact
Kieran Bourke 0417 418 007
Jamie Dewe 0410 350 273

Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney

Net Income
\$773,543 pa + GST

New Childcare Investment 20 Year Triple Net Lease





Impressive Childcare Investment New 20 + 10 Year Triple Net Lease

New Triple Net lease to Paisley Park to 2049

Minimum 3% pa rent increases plus market reviews with 'ratchet' provisions

One of Adelaide's fastest growth regions

- + Paisley Park: national early education provider with over 30+ years' industry experience and a network of 25 centres
- + Impressive purpose-built childcare adjoining character-filled heritage cottage and licensed for 136 LDC places
- + Tenant pays all outgoings including all maintenance (both capital and structural) insurances, rates and land tax
- + Substantial 3,588 sqm main road site within Mt Barker town centre
- + Significant depreciation benefits

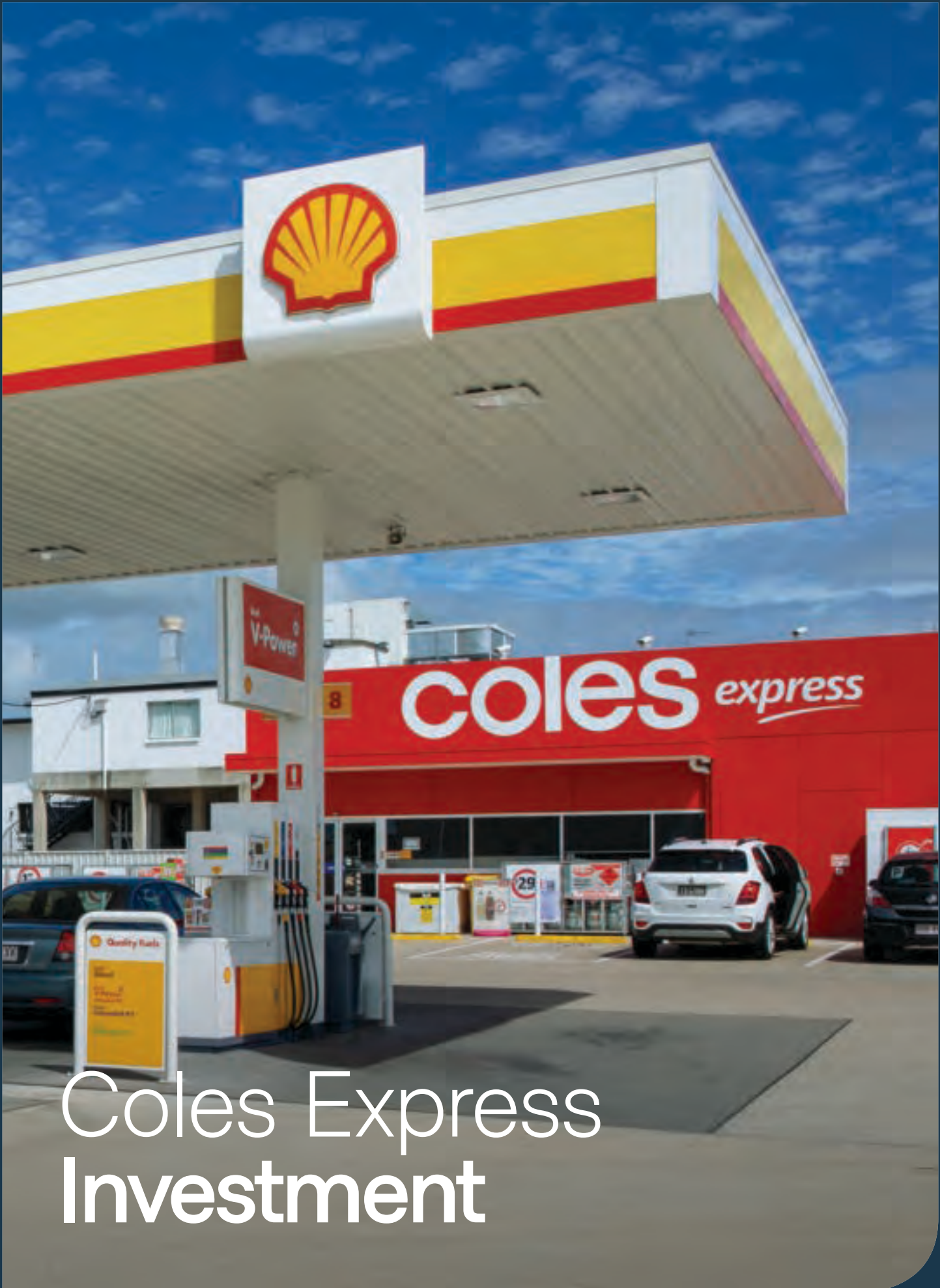


Location
Mount Barker (Adelaide) SA
43 Adelaide Road

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
RLA 293472

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Net Income
\$421,600 pa + GST



Coles Express Investment



Net Lease to Coles – Fixed Rental Growth 100m to Coles Supermarket – Central Location



15 year lease to 2029 plus options to 2044

Fixed annual 3% rent increases plus ratchet provisions at options

Tenant pays all outgoings including land tax

- + Coles Express: 685 outlets across the country and subsidiary of new ASX Top 20 company Coles Group – Market cap \$17b
- + Strategic town centre site between Woolworths and Coles supermarket
- + Significant 2,015 sqm corner site with dual frontage totalling 89m
- + Potential upside with previous Development Approval for fast food tenancy including drive-thru
- + Ayr: Commercial hub of the Burdekin Delta - Australia's largest sugar producing region

Location
Ayr (Townsville) QLD
130 - 132 Edwards Street (Bruce Hwy)

Contact
Jamie Perlinger 0413 860 315
Scott Meighan 0413 830 709
Doug Doyle 0400 564 623
Craig Chapman 0427 110 132

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Income
\$324,596 pa + GST

Rare Investment with Upside Affluent Southern Highlands Region

BOWRAL CBD

BOWRAL NSW
18 KANGALOO RD

*Outline/Boundaries Indicative Only



Iconic Two Hatted Restaurant + Accommodation Investment with Upside!

Biota comprises two restaurants plus 12 well presented queen rooms

Huge 6,042 sqm site with major residential development upside with potential for up to 36 dwellings (STCA)

Established tenant on long term lease with options to 2030

- + Biota fine dining is a highly awarded two hatted restaurant established in this location since 2010
- + Tenant undertook major refurbishment in early 2019 incl. launching Berthas Meats bar and grill which is a casual alternative to their fine dining
- + Generous fixed 3% annual rent increases
- + Attractive net lease with tenant paying outgoings, as per lease



	Location Bowral (Southern Highlands) NSW 18 Kangaloon Road
	Contact Simon Staddon 0413 640 851 Kieran Bourke 0417 418 007
	Auction 11am AEST Tuesday 6 August 2019 Doltone House Hyde Park, Sydney
	Net Income \$298,555 pa + GST



Be A Part of Canberra's Second CBD Opening 2020 75% Already Sold





*Artist's Impression

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





Fully Leased to Commonwealth Bank and St Vincent de Paul

Securely leased Commonwealth Bank anchored investment


CBA, banking giant and Australia's largest company


St Vincent de Paul, global charity operating in 136 countries worldwide


- + Renewed 3 year lease to CBA to 2021 + options to 2030
- + Main retail & business banking branch
- + Extended 10 year lease to St Vincent de Paul to 2023
- + Richmond, 1 hour from Sydney and 20 minutes from Penrith
- + Over half of Sydney's population will live west of Parramatta by 2036
- + Strategic 754 sqm freehold CBD corner, future development upside (STCA)
- + Valuable on-site car parking

CommonwealthBank  

 **Location**
Richmond NSW
14 East Market (Cnr Windsor Street)

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

 **Auction**
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney

 **Net Income**
\$140,329 pa + GST



High Profile Highway Caltex Service Station Renewed 5 Year Lease to Dec. 2022 + Options

Head lease to Caltex Australia, top 100 ASX listed company

First service station off the Illawarra Highway turnoff

High traffic flow, over 34,000 passing vehicles daily

- + Secure 5 year lease to 31 December 2022 + options to 2032
- + Strategic 2,239 sqm freehold landholding with 40 metre+ frontage
- + Albion Park Rail forms an integral part of the rapidly growing Shellharbour City Region
- + The population of the area is forecast to soar by around 30% to 94,877 by 2041
- + Quality improvements incl. large canopy, workshop & Star Mart convenience store
- + BWS, Bakers Delight, Oporto, McDonald's & Albion Park Train Station all located nearby



Location
Albion Park Rail (Shellharbour) NSW
172-174 Princes Highway



Contact
Rhys Parker 0451 101 042
Dean Venturato 0412 840 222



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$243,650 pa + GST



Purpose Built 58 Place Childcare Centre New 20 Yr. Lease until 2039 + 10 + 10 Yr. Opts.



100% occupied with long waiting list

Attractive 3.5% pa rental increases

Long term, multiple centre childcare operator

- + Leased to Oz Education: growing and progressive childcare provider with 8 current locations and 3 under construction
- + Substantial 3 level building including basement car park
- + Level 920 sqm site with 12 car spaces
- + Located close to 15 primary schools within 3 km radius
- + Young family area with 54% higher fertility rate than national average
- + Tenant pays all usual outgoings as per lease

Location
Auburn NSW
115 Harrow Road

Contact
Dean Venturato 0412 840 222
Michael Vanstone 0403 580 528

Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney

Net Income
\$223,300 pa + GST
(rising to \$429,295 pa in 2039)



Brand New Sydney Childcare Investment Long 20 Year Lease to 2039 + Options to 2049



100% occupancy plus long waiting list

Large experienced childcare operator

Booming North Western Sydney location – 34% more children <5 years old than NSW average

- + Young Academics an established innovative childcare operator currently with 15 centres across NSW and QLD
- + Brand new 43 place centre less than 1 km from 3 schools
- + The Ponds: new award-winning suburb attracting young aspirational families
- + Rare 4% annual increases – promoting excellent capital growth
- + Brand new construction with significant income tax saving depreciation benefits
- + Tenant pays all usual outgoings, as per lease

	Location The Ponds (Kellyville) NSW 37 Barrington Street
	Contact Michael Vanstone 0403 580 528 Dean Venturato 0412 840 222
	Auction 11am AEST Tuesday 6 August 2019 Doltone House Hyde Park, Sydney
	Net Income \$185,000 pa + GST



New 15 Year Lease to Westside Petroleum Just Refurbished Service Station, as New

Fully refurbished with new tanks, bowsers, lines, canopy & fully fitted convenience store

Near monopoly position in popular tourist/equestrian town

Tenant 50% owned by ASX listed Viva Energy, exclusively Shell products

- + 15 year lease to 2033 plus options to 2068
- + High profile 2,085 sqm land parcel with convenience store & café
- + Yarramalong: blue ribbon location popular with premium horse studs, citrus growers & tree changers
- + Fixed 3% annual increases (net income \$222,129 in 2032)
- + Valuable depreciation benefits
- + Easily managed premium grade investment



Location
Yarramalong (Central Coast) NSW
1625 Yarramalong Road



Contact
Michael Gilbert 0430 024 790
Rhys Parker 0451 101 042



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$149,500 pa + GST



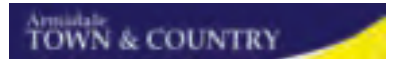
Affordable Freehold Retail Investment High Yielding, Circa 8.5% Anticipated

Strategic CBD position in
growth centre of Armidale

80% of income secured by
established Real Estate Agency

Fully leased with anchor tenant
to Nov. 2024 + opts. to 2034

- + Armidale, an economically diverse & sophisticated urban centre – capital of New England (pop. 30,594)
- + Popular Armidale Pedestrian Mall location with rear lane access
- + Substantial triple fronted retail/commercial building
- + Large 832 sqm landholding with 20 valuable on site car parking spaces
- + Net lease, tenant pay outgoings (incl. management fees), as per lease
- + Guaranteed rental growth, fixed 3% annual rental increases



Location
Armidale NSW
182-184 Beardy Street



Contact
Rhys Parker 0451 101 042
Simon Staddon 0413 640 851



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$126,105 pa + GST



15 Year Lease ASX Listed Food Retailer High Performing Retail Outlet

Long 15 year lease to 2033 plus options to 2048

Attractive 3% minimum annual rent increases

Tenant pays all outgoings, as per lease

- + Oliver's Real Food: a public company, listed on ASX, which offers a healthy alternative to traditional fast food and has 19 locations
- + Quality 270 sqm freehold building recently undergone major \$800K tenant upgrade + refurbishment to Oliver's high corporate standards
- + 1,024 sqm site with 12 on-site car spaces
- + Bulahdelah: a busy highway service town only 2 km from the M1 Motorway (circa 5 million passing vehicles annually)
- + Strategic location at gateway to retail precinct and adjacent Aus Post and IGA



Location
Bulahdelah NSW
90 Stroud Street



Contact
Kieran Bourke 0417 418 007
Jamie Perlinger 0413 860 315



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$123,600 pa + GST



*Artist Impressions

Sydney Metro Childcare Site Modern Design, DA Approved + CC Ready

DA Approved 70 places +
Construction Certificate ready

22 primary schools within a
5 min. drive of property

Fast Growing Metro location
only 20 km from Sydney CBD

- + Densely populated area with a population (5 min. drive) of circa 151,000 and an average household size 26% larger than NSW
- + Just 400m from two primary schools – St Joseph the Worker Catholic & Auburn West
- + Valuable 1,220 sqm landholding to develop or land bank with existing residential houses leased on an income of \$96,540 pa
- + Ideal opportunity for developers or owner occupiers to build a childcare facility and create business value



Location
Auburn NSW
18-20 Ettalong Street



Contact
Kieran Bourke 0417 418 007
Michael Vanstone 0403 580 528



Expressions of Interest
Offers Closing 4pm AEST
Thursday 25 July 2019



Rent
\$96,540 pa (Existing Residential)



Outline/Boundaries Indicative Only



Entry Level Main Street Investment Recent Lease to National Giant



Rockmans, over 300 stores nationwide and part of the Noni B Group

Noni B Group boast over 1,350 stores nationally including Millers, Katies and Rivers

Bonus residential apartment, lease out for extra income

- + Deniliquin forms an integral part of the rapidly growing Riverina Region
- + Population forecast to soar by over 14.5% by 2036
- + Ideal main street retail location near Target and major banks
- + Strategic freehold site which backs onto large council carpark
- + Substantial improvements including retail shop, rear storage garage and 3 bedroom apartment
- + Guaranteed rental growth, Rockmans pay fixed 3% rental increases per year

	Location Deniliquin (Riverina) NSW 255 Cressy Street
	Contact Rhys Parker 0451 101 042 Darren Beehag 0411 226 223
	Auction 11am AEST Tuesday 6 August 2019 Doltone House Hyde Park, Sydney
	Net Income \$50,004 pa + GST (1 September 2019)



Entry Level Service Station Investment \$500k Price Bracket – Circa 9% Yield Anticipated



10 year lease to May 2028 + options to 2043

Metro Petroleum
Company Head Lease

Metro Petroleum –
200+ locations across NSW

- + Substantial 2,023 sqm site comprising service station and convenience store with recent upgrades done by the tenant
- + Recent environmental reports available
- + Tenant responsible for majority of outgoings
- + Tingha: a town within the Armidale Region with a population of 29,449
- + Estimated Net Income: \$45,864 pa + GST



Location
Tingha (Near Inverell) NSW
2 Opal Street



Contact
Kieran Bourke 0417 418 007



Deadline Private Treaty
Offers Closing 4pm AEST
Friday 9 August 2019



Rare Vacant Shop in Vibrant Shopping Centre

70 sqm strata shop

Additional 77 sqm on title
(suitable for 3-4 cars/courtyard)

May suit owner occupiers
& investors, will suit a wide
variety of uses (STCA)

- + 62,000 residents within 3 km with 29,000 cars passing daily
- + Perfectly positioned in the middle of extremely busy shopping centre
- + Opposite convenient customer parking for 100+ cars



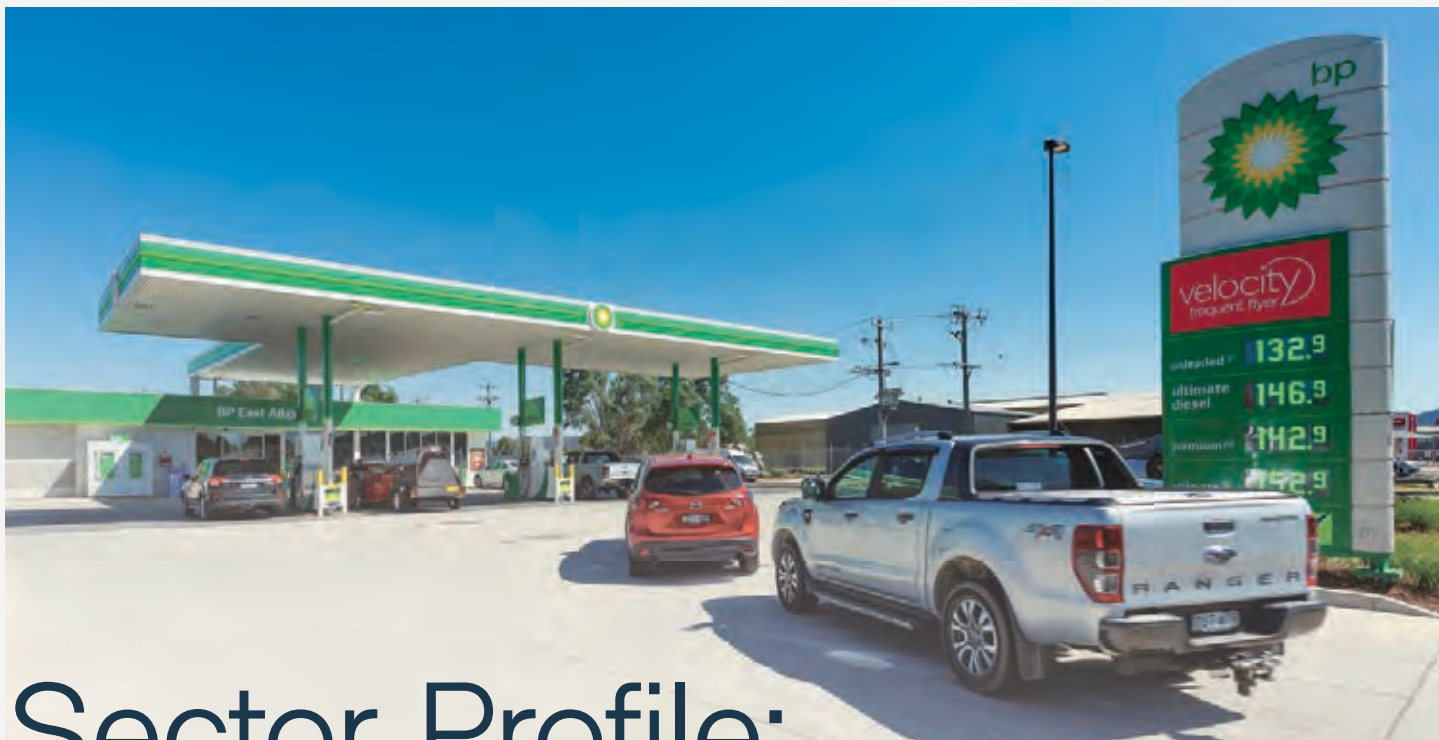
Location
Errington NSW
Shop 11, 531-537 Victoria Road



Contact
Tom Doran 0407 928 324



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Sector Profile: Retail Fuel

ARTICLE BY Jamie Perlinger

Any questions about the future of the retail fuel property market were answered unequivocally at Burgess Rawson's most recent Investment Portfolio Auction.

While our agency has been endorsing the underlying strength of the fuel market for some time, the sale of a Coles Express fuel station at Ipswich in Queensland shone a spotlight on just how highly sought-after these assets have become.

Of the 28 fuel stations Burgess Rawson sold Australia-wide in the 2018/19 financial year – worth a combined \$116 million – the 5.34% yield on which the Ipswich asset traded was close to lowest of them all, confirming that investor appetite for the retail fuel sector is showing no signs of easing, and in fact is likely gathering steam.

17 of the stations sold through Burgess Rawson over the past 12 months were snapped up on yields in the 6% range, and what's most encouraging is that metropolitan and regional assets are in equal demand.

In Western Australia, where challenges for a number commercial property asset classes have been well documented, fuel stations are doing far more than just bucking that trend. Four of the six lowest yields recorded on fuel assets sold by Burgess Rawson throughout 2018/19 were located in Western Australia, with three of them purchased by private Victorian investors.

What does this tell us?

Burgess Rawson director Jamie Perlinger says the underlying investment fundamentals of fuel stations are as solid as ever, and probably more so.

“Australians are more reliant on cars than we've ever been, and this makes fuel stations one of the safest commercial property propositions you'll find anywhere in the market,” Perlinger says.

“An overwhelming proportion of fuel stations are tenanted by major national and international operators, with most of them on long leases and even longer option periods.”

“Put simply, the tenants aren't going anywhere and this drives that underlying value now and into the future.”

The procession of 2018/19 deals also demonstrated that buyers will invest their money anywhere, if the asset appeals.

Of those four Western Australian stations, three were sold to Victorian syndicates, while Victorian buyers also picked up properties in New South Wales and in their home state. Meanwhile, New South Wales investors bought locally, as well as in Queensland and Western Australia, while Asian buyers were also active, buying an asset at Marion in South Australia.

With the 28 stations achieving prices from \$650,000 to \$10.2 million, Perlinger says the fuel investment market continues to be affordable for any budget.

“The range of investment opportunities run the full gamut, from large metropolitan stations to smaller regional operations that could suit first-time or 'mum and dad' investors looking for a safe, long-term investment that they won't have to think about.”





Valletta Highlife – Artist's Impression



New Diversified Investment, Childcare & Residential 15 Yr. Lease to Award Winning Childcare Operator



Outstanding location in Brisbane's affluent eastern suburbs (4 km to CBD)

Highly exposed corner site, just 100 m from train station

New building – 110 place childcare centre & 15 furnished residential apartments

- + Expected completion Q3 2020
- + Purchase on a 'Fund Through' allowing for substantial stamp duty savings
- Childcare (on completion):
- + Secure 15 year lease + 2 x 10 year options
- + Valuable 3.25% annual rent increases – promoting excellent capital growth
- + Kids Club: established, high-end early education provider with 13 centres
- + 13 schools within a 3 km radius



Location
Morningside (Brisbane) QLD
2–8 Richmond Road



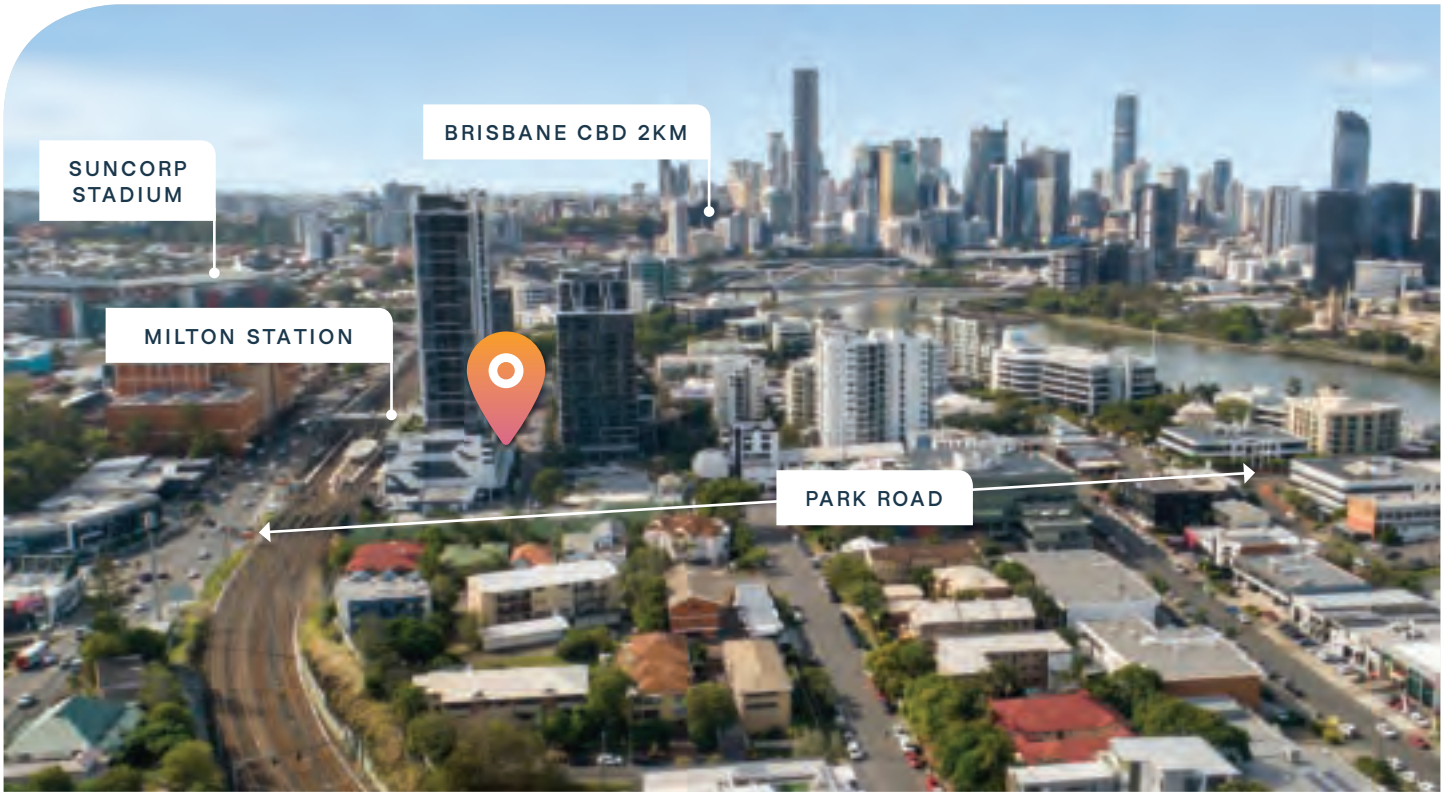
Contact
Michael Vanstone 0403 580 528
Jamie Dewe 0410 350 273



Expressions of Interest
Offers Closing 4pm AEST
Thursday 22 August 2019



Estimated Total Net Income
\$800,297 pa excl. GST (on completion)
(Childcare: \$472,175 + Resi: \$328,122)



Prime Brisbane City Fringe Retail 10 + 10 Year Lease to National Tenant

10 year lease plus 10 year option to November 2035

National tenant with 13 stores in Australia, 2 internationally & over 400 employees

Fixed 3.5% annual rent increases

- + Quality A-grade presentation and fit-out with alfresco dining and bar areas
- + 2km stroll from the CBD in “The Milton” complex adj. new Railway Transit Centre with massive pedestrian traffic flow
- + One of the first suburbs to undergo urban revitalisation, originally Brisbane’s “Little Europe”, with a flurry of restaurants, cafe’s, bars and shops
- + Building area 434 sqm
- + Tenant pays outgoings, as per the lease
- + Minor DKL Food Group is the franchisor of The Coffee Club, Ribs & Rumps with a combined 450 stores in 9 countries



ribs and rumps



Location
Milton (Brisbane) QLD
Lot 5, 55 Railway Terrace



Contact
Glenn Conridge 0413 873 337
Rhys Parker 0451 101 042



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$296,334 pa + GST



New 15 + 10 + 10 Year Net Lease to 2053 Australia's Premier Early Education Provider



New 15 year net lease to Only About Children

Two further 10 year options to 2053

Established and highly successful business recently acquired by OAC

- + Only About Children: Australia's premier early education provider with a network of 72 centres nationally
- + Impressive purpose-built childcare facility (constructed 2014) and licensed for 90 LDC places
- + Tenant pays all outgoings including rates, maintenance, insurance and land tax
- + Strategic 2,007 sqm main road, city bound site opposite McDowall Primary School & only 9km from the Brisbane CBD

Location
McDowall (Brisbane) QLD
1035 Rode Road

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Jamie Dewe 0410 350 273
Doug Doyle 0400 564 623

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Net Income
\$250,000 pa + GST



Strategic Highway Roadhouse Investment Long Secure 10 Year Lease



Gateway position in rapidly growing Townsville

Population forecast to soar by nearly 50% to 2041

Near Shopping Centre, Bunnings, Army Base & University

- + Recent 10 year net lease from 2018
- + Two further 5 year options to 2038
- + Strong trading Caltex branded service station operating 24 hours, 7 days a week
- + Large 1,738 sqm landholding with wide highway frontage
- + Substantial improvements including large canopy & convenience store
- + Fixed 3% annual increases
- + IMPORTANT: tenant responsible for remediation, as per lease

Location
Wulguru (Townsville) QLD
8 University Road (Bruce Highway)

Contact
Rhys Parker 0451 101 042
Simon Staddon 0413 640 851

Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney

Net Income
\$197,760 pa + GST



New 10 Year Net Lease + Options to 2039 Modern Two Year Old Childcare Facility

New 10 year net lease to 2029 plus options to 2039

Well designed childcare facility constructed 2017

Fixed 3% annual increases

- + Prominent 2,757 sqm corner landholding only 150 m from Woolworths anchored Shopping Centre
- + Modern 539 sqm purpose-built childcare facility with service approval for 94 LDC places
- + Walkerston: key residential growth area 12 km from the Mackay CBD
- + Mackay: one of the fastest growing areas in QLD, population of 120,000 underpinned by agriculture, mining & tourism
- + Tenant pays all outgoings, as per lease
- + Excellent depreciation allowances



Location
Walkerston (Mackay) QLD
22 Creek Street



Contact
Glenn Conridge 0413 873 337
Adam Thomas 0418 998 971



Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne



Net Income
\$169,000 pa + GST



Outline/Boundaries Indicative Only



Brisbane Industrial Investment 7 Year Lease to Iconic National Brand



7 year lease plus option to October 2031

Direct lease to Lenard's Chicken established 30 years with over 300 stores nationally

6 months rental bank guarantee

- + Capalaba: tightly held Brisbane bayside suburb only 22 km to Brisbane CBD
- + Important metropolitan logistics and distribution location
- + Modern warehouse office building with rare cold storage and freezer room facilities
- + Substantial tenant fitout costs incurred
- + Land area 1,045 sqm
- + Building area 550 sqm
- + On-site parking for 8 vehicles
- + Fixed annual 3% rent increases



Location
Capalaba QLD
14 Tombo Street



Contact
Glenn Conridge 0413 873 337
Michael Gilbert 0430 024 790



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$153,830 pa + GST
(as at October 2019)



Renewed 10 Year Lease Plus Options to 2038 Listed Public Company Tenant – Invocare Ltd.







Mackay Funerals established 1881, the largest funeral business in Mackay

Renewed 10 year lease to Dec 2028 plus 2 x 10 year options

Tenant pays all outgoings as per the lease

- + The tenant is a wholly owned subsidiary of Invocare Ltd, the largest funeral provider throughout the Asia Pacific region, over 290 locations & 1,800+ employees & growing
- + Modern freehold site with solid construction including 50 seat chapel, \$450,000 renovation by tenant in 2018
- + Building area 287sqm, Land area 609sqm
- + Near the heart of Mackay CBD, 1km to Mackay Airport and 2km to Bruce Hwy
- + Mackay: fast growing commercial centre underpinned by agriculture, mining, tourism population 120,000

	Location Mackay QLD 189 Alfred Street
	Contact Glenn Conridge 0413 873 337 Raoul Holderhead 0413 860 304
	Auction 11am AEST Wednesday 7 August 2019 River Room, Crown Casino, Melbourne
	Net Income \$107,000 pa + GST



Superb Bank Investment Renewed Lease to NAB + Options to 2031



Assuring growth –
fixed 3 % annual rent increases

Net lease with tenant paying all
usual outgoings, as per lease

- + This branch incorporates business, agribusiness and retail banking
- + NAB: top 6 ASX listed company with \$72.81 billion market cap
- + Laidley: located in the heart of the Lockyer Valley, rated among the top 10 most fertile farming areas in the world
- + Tenant pays all usual outgoings, as per lease
- + Single tenant, minimum management investment



Location
Laidley QLD
143 Patrick Street



Contact
Craig Chapman 0427 110 132
Tom Doran 0407 928 324



Auction
11am AEST Tuesday 6 August 2019
Doltone House Hyde Park, Sydney



Net Income
\$49,350 pa + GST
(June 2019)



Highway Mixed-Use Development Site Strategic Position with Massive Frontage

Main road exposure
(Bruce Highway)

Total site area of 2,743 sqm
with 60 m frontage

Favourable District
Centre Zoning

- + Total area of 2,743 sqm with potential for subdivision STCA
- + Within 25 m of a State controlled road and within 100 m of a State controlled intersection
- + 3 levels of assessment possible for particular development proposals – Accepted Development, Code-Assessable Development and Impact-Assessable development
- + Potential uses incl. motel, offices, healthcare/medical, shops, showrooms and mixed use development

	Location Gympie QLD 84-88 River Rd & 1 Stanley Street
	Contact Craig Chapman 0427 110 132 Tom Doran 0407 928 324
	Auction 11am AEST Tuesday 6 August 2019 Doltone House Hyde Park, Sydney



Commonwealth Government Facility Rare Net Lease with Guaranteed Growth

7 year lease to July 2023 with options to 2029

Modern Centrelink call centre facility occupied by Federal Government since 1997

Fixed annual 3.5% rent increases

- + Government pays all usual outgoings including land tax
- + Well maintained 1,440 sqm building with recent upgrades and undergoing further Government funded improvements
- + On-title parking for 110 car spaces
- + Substantial 1.444ha site surrounded by complimentary tenants Westpac, TasRail and Forico
- + Easily managed single tenant investment
- + Launceston: capital of Northern Tasmania experiencing record capital growth with GDP of \$4.3 billion



Location
Kings Meadows (Launceston) TAS
5 Techno Park Drive

Contact
Shaun Venables 0411 860 865
Beau Coulter 0413 839 898
Zomart He 何梓轩 0488 220 830

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Income
\$376,964 pa + GST



Landmark Development for Malvern

Melbourne is about to gain a new iconic landmark with the development of the Malvern Collective, a unique commercial and retail project at the corner of Dandenong and Glenferrie Roads.



Known as a “transit-oriented development” site, the concept has been enormously successful overseas for decades. It is one of only a handful of such sites in Melbourne and Malvern is an inspired choice of location.

“It’s quite rare to have this sort of development away from the city centre,” said Sam Fogarty, lead leasing agent for Burgess Rawson. “With its prime location in a highly sought-after and affluent suburb, it’s not surprising we’ve been inundated with interest from retailers over the past few months.”

Developer Kokoda Property has appointed Burgess Rawson to lease the project’s commercial component, with more than 3,000 sqm of flexible floorspace on offer to a variety of potential operators.

Mr Fogarty said a commercial and residential mix of this calibre is very rare, and would ensure A-grade Commercial offerings. The complex will have 17 levels and a total of 265 apartments.

“In Malvern, generally the apartment developments are smaller and appeal to downsizers with no commercial offering, but here you’ve got everything right on the doorstep.”

Located alongside Malvern Station, one of Melbourne’s busiest transport hubs, more than one million commuters are expected to pass the property annually. In addition, an estimated 60,000 vehicles pass the site daily.

“Commercial tenants will benefit from a ready-made customer base of hundreds living above, along with the tens of thousands who frequent the area or pass this site directly every day.”

“We will be seeking to secure a convenience supermarket with bottle shop offering, a specialty grocer, health, fitness, wellbeing and beauty operators, medical suites, shared office and cafes and restaurants from some of Australia’s most exclusive hospitality operators.”

The popular Angel Tavern, which adjoins the property, is being revamped as part of the development, with the designers behind St Kilda’s Village Belle Hotel and The Esplanade engaged to create an unforgettable dining destination that will add to the property’s appeal.

Construction on the site is due to start in late 2019.

All enquiries contact Sam Fogarty on 0413 830 808

For further Leasing Opportunities go to page 60



*Outline/Boundaries Indicative Only



Impressive 3 Level Office Complex ASX Listed + Local Authority Tenants

Renewed 5 year lease to Coliban Water to 2024

Secure 5 year lease to Dorevitch to 2022 plus options

Fully redeveloped and upgraded in 2007 – Circa \$1.5m

- + Tenants pay all usual outs incl land tax
- + Large 1,036 sqm Commercial 1 zoned site with dual frontage & 16 on-site car spaces
- + Impressive 999 sqm 3 level building redeveloped in 2007
- + Important location opposite Coliban Water head office, Bendigo Base Hospital recently undergone \$630m upgrade
- + Greater Bendigo: Vic's third largest urban centre, a growing population of 116,000+, forecast to increase to 155,000 by 2036



Location
Bendigo VIC
30-32 Bridge Street

Contact
Jamie Perlinger 0413 860 315
Scott Meighan 0413 830 709

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Estimated Income
\$277,885 pa + GST



Immaculate Retail/Office/Warehouse Complex 5 Titles to be Sold in One Line – 100% Occupied

Established commercial tenants plus proven tenancy mix

Tightly held northern metro precinct

Long term hold and or easy individual on sell

- + Entire complex comprising 5 units with combined NLA 1,727 sqm
- + Secure net leases, with 3-4% rent increases assuring rental growth
- + 2,680 sqm site approx. with 26 on-site car spaces
- + Significant taxation saving depreciation benefits
- + Established northern business precinct metres from busy Grimshaw Street

Location
Bundoora VIC
1-5, 37 The Concord

Contact
Raoul Holderhead 0413 860 304
Beau Coulter 0413 839 898
Al Bogdani 0413 830 707

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Income
\$216,959 pa + GST (Nov 2019)



Modern Purpose Built Logistics Facility Strategic Bendigo Distribution Location

Renewed 5 year lease to 2023
to Startrack Express

Guaranteed rental growth –
Fixed annual 3% rent increases

Tenant pays all usual
outgoings as per the Lease

- + 1,368 sqm despatch centre and warehousing facility incl high clearance warehouse, office, truck wash + drive around rigid access & extensive hardstand
- + Future proof design with potential for expansion & addition of three loading bays
- + Significant landholding of 6,142 sqm – ideal logistics location with easy access to major transport routes & Bendigo Airport
- + Startrack: Australia’s largest delivery network. 16,000+ vehicles on the road, 11.9 million delivery points across the Australia Post network



Location
Bendigo VIC
6 Alstonvale Court

Contact
Jamie Perlinger 0413 860 315
Scott Meighan 0413 830 709

Auction
11am AEST Wednesday 7 August 2019
River Room, Crown Casino, Melbourne

Income
\$146,775 pa + GST



Freestanding Wesfarmers Investment Rare Sub-\$4 million Opportunity



Securely leased to September 2022 plus options to 2032

Significant depreciation, 42% of rent potentially tax free

High yield investment, blue-chip tenant

- + Target: Iconic 93 year old retailer, wholly owned by \$41 billion Wesfarmers
- + Modern 2,081 sqm* retail development, built 2007, with 17 basement car spaces plus exclusive rights to a further 55 car spaces
- + Generous 20.7 metre* frontage to Gray Street, the key retail strip in the region
- + Strategic location surrounded by Woolworths, Coles, IGA, Harvey Norman and all major banks
- + Hamilton: Important commercial service centre servicing 20,000+ trade catchment

	Location Hamilton VIC 119-123 Gray Street
	Contact Billy Holderhead 0422 817 696 Beau Coulter 0413 839 898
	Auction 11am AEST Wednesday 7 August 2019 River Room, Crown Casino, Melbourne
	Estimated Net Income \$371,103 pa + GST *Approx.



*Outline/Boundaries Indicative Only





Secure 5 Year Lease to Long Term Tenant Fixed 4% Annual Rent Increases

5 year lease to 2022 plus option to 2027

Fixed 4% annual rent increases assuring rental growth

Tenant pays all usual outgoings as per lease

- + Crazy Asian Restaurant: Popular long running restaurant with loyal local customer base
- + Prominent part two story building with dual access
- + Located within Ballarat's key food retail precinct, recently approved \$15 million in upgrade works
- + Ballarat: The capital of Western Victoria & one of Australia's fastest growing regional centres with projected 19% population growth by 2026

	Location Bakery Hill (Ballarat) VIC 5-7/107 Bridge Mall
	Contact Jamie Perlinger 0413 860 315 Beau Coulter 0413 839 898
	Auction 11am AEST Wednesday 7 August 2019 River Room, Crown Casino, Melbourne
	Net Income \$46,335 pa + GST



Global Giant – Education Sector Commanding Dual Street Frontage







5 year lease to January 2023
plus 5 year option to 2028

Kumon Education, established
1958 with 4.25 million student
enrolments across 50 countries
worldwide

Tenant pays all outgoings

- + 2017 constructed 124 sqm premises with dual retail frontage commanding great street presence and exposure
- + Positioned centrally within one of Melbourne’s most rapidly expanding corridors & surrounded by national tenants
- + Ample car parking and excellent vehicle access with great street visibility
- + Annual fixed 3% rent increases ensuring rental growth
- + Targeted tenant specific demographic. Forecast age structure 5 to 9 (years) was 19,157 in 2011, set to grow to 29,607 by 2026

	Location Cranbourne North VIC 10 Maksi Way
	Contact Al Bogdani 0413 830 707 Shaun Venables 0411 860 865 Zomart He 何梓轩 0488 220 830
	Auction 11am AEST Wednesday 7 August 2019 River Room, Crown Casino, Melbourne
	Income \$29,870 pa + GST



Fully Refurbished Service Station & Truckstop Investment – Long 15 Year Lease



New 15 year lease to 2034 + options to 2069

Fixed annual 3% rent increases

High Yield Anticipated
Opening August 2019

- + Mobil branded service station and truckstop plus convenience store and workshop
- + Lessee pays usual outgoings as per lease
- + Fully refurbished site with fibreglass tanks, new lines and pumps providing substantial depreciation benefits
- + Recent environmental reports available
- + Significant 3,472 sqm Commercial 2 Zoned landholding – gateway to Casterton's town centre
- + Estimated Net Income: \$205,000 pa + GST



Location

Casterton (Near Mount Gambier) VIC
2 Racecourse Road



Contact

Kieran Bourke 0417 418 007
Scott Meighan 0413 830 709



Expressions of Interest

Offers Closing 4pm AEST
Thursday 15 August 2019

Our asset management team is 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.



Australia's Property People
burgessrawson.com.au



6 Year Lease – Only Domino’s in Geraldton High Profile Location – Fixed 3.5% Increases



Renewed 6 year lease to 2023 plus option to 2028

Guaranteed rental growth – fixed 3.5% annual rent increases

Tenant pays all usual outgoings including land tax

- + Gateway location opposite busy Bunnings Warehouse with 16,000+ vehicles passing daily
- + Modern building with 8 on-site car parks
- + Prominent 1,012 sqm corner site
- + Geraldton: Major economic hub, Mining, Tourism, Aquaculture & Agriculture including Australia’s largest grain export terminal. By 2036 population growth is forecast to grow more than 35% to 65,000
- + Domino’s \$3.28 billion ASX listed company with 2,450 stores globally selling 180 million pizzas in 2017/18

	Location Geraldton (Wonthella) WA 201 First Street (Coastal Hwy)
	Contact Rob Selid 0412 198 294 Jamie Perlinger 0413 860 315
	Auction 11am AEST Wednesday 7 August 2019 River Room, Crown Casino, Melbourne
	Income \$56,886 pa + GST



Leasing Opportunities



CIMAC Development – Beleconnen ACT	62
Southlakes – Southlakes (Dubbo) NSW	64
Ascot Village – Craigieburn VIC	65
Malvern Collective – Malvern VIC	66



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

Canberra's Largest Long Hour/Late Night Allied Health Centre

Secure a tenancy for lease in Belconnen's most prominent and dedicated specialist medical/wellbeing precinct. With 24 hour facilities, open the door to 100,000+ new potential clients in the booming town centre.

Suit: Doctors Groups, Pharmacy, Physiotherapy, Ophthalmology, Dentistry, Orthodontistry, Specialist Healthcare, Cardiology, Surgery, Nutritionists & more...

Contact: Guy Randell 0430 272 999
James Baker 0421 863 040
Steve Burke 0428 434 464



*Outline/Boundaries Indicative Only



*Artist's Impression



For Lease

Childcare Centre

Expressions of Interest
Closing 22 August 2019

*Outline/Boundaries Indicative Only



128 place DA approved childcare centre with 32 car spaces allocated



36 Azure Avenue, Southlakes Estate Dubbo NSW



Located minutes from schools, sporting facilities, shopping malls and the CBD



High female labour force participation rate >70%, well above NSW average



79% estimated average childcare occupancy rates across catchment



4,000 residential houses already sold in Southlakes catchment with a further release of 2,500 lots to meet demand

DA Approved Childcare Development in Dubbo's Growth Hub

Dubbo's has a growth rate 66% higher and 18% more 0 – 5 years than NSW average

Strategic component of the new Southlakes Shopping centre development, once built will include a Supermarket, Gym, specialty shops, Cafe's and 350 car spaces

Opportunity for an incoming tenant to work with the developer to tailor a 'turn-key' centre, designed to their specific needs

Contact: Michael Vanstone 0403 580 528
Dean Venturato 0412 840 222



For Lease

Aston Village

Construction Commencing Q1 2020



Seeking food & beverage, health, beauty and retail uses



Tenancies ranging from 60 sqm to 400 sqm



Flexible floor plans with tenant design and input welcomed



Neighbouring childcare centre, sporting grounds and school



Moments away from Craigieburn Junction, Craigieburn Central and Splash Aquatic Centre

Craigieburn VIC Corner Elevation & Vantage Blvd

Forming part of the Aston estate which consists of 1,700 new housing lots, Aston Village will offer a multitude of retail uses servicing the immediate catchment.

Contact: Sam Fogarty 0413 830 808
Arton Meka 0413 860 305



Join the Collective

Commercial space at the heart of an iconic fashion, food and design scene





MALVERN COLLECTIVE

| MELBOURNE |

Malvern Collective heralds a new era of sophistication, for this Transit-Oriented Development site.

Offering commercial space suited to supermarkets, cafes, wine bars, eateries, boutiques, offices and a gym, this is your opportunity to tap into a wealthy, high density neighbourhood, supported by 265 apartments.



Location: Malvern, Melbourne



60% have higher than average Australian income



12 retail spaces available for lease 80 – 1,000sqm



83% professionals



2nd floor office or gym space



Median home price: \$2.7M



Anchored by Malvern Train Station, with more than 1,000,000 passengers passing through every year



60,000 vehicles passing the site daily

Contact:

Sam Fogarty 0413 830 808

David Mark 0413 860 316

Where to next for interest rates?

ARTICLE BY Michael Gilbert

The Reserve Bank of Australia (RBA) decided on 2 July to lower the cash rate by 0.25% to 1.00%. Analysts immediately predicted further interest rate cuts ahead with NAB and others forecasting a cut of 0.25% by the end of the year to give a cash rate of 0.75%.

This is great news if you are a borrower and your bank decide to pass this on, but this is not great news if you have cash on deposit.

Then there is inflation. In its minutes published after the meeting, the RBA stated the central scenario remains for underlying inflation to be 1.75% this year, 2% in 2020 and a little higher after that. So essentially based on the RBA cash rate of 1.25% money on deposit loses 0.5% of its real value year on year. For those with large cash deposits the situation is not as bad as, say, Germany where the central bank offers minus 0.35% (yes, you read that right) but it is clear that the message from the RBA is: "Go out and invest!"

The next problem investors have is that right now the Big 4 banks are proving very reluctant to lend on commercial property and who can blame them—they are able to borrow very cheaply from the RBA and can happily sit back with these funds in the money market, taking an overnight clip as well as through consumer finance and other high margin activities.

Into this vacuum has charged a number of 2nd tier lenders anxious to get a return on their own funds, entrepreneurial players who are keen to lend on good real estate. Stamford Capital in Sydney report they have been able to lend up to 70% Loan to Value (LVR) with interest cover ratio (ICR) of 1.5%. And the interest rate for this loan? 3%.

According to Stamford Capital's Michael Hynes "Interest Cover Ratio (ICR) is now the key metric for most banks in their credit assessments. Banks typically require a 2 x ICR, whilst the non-bank and second tier banking markets are able to allow an ICR as low as 1 – 1.5 x. Overall credibility of an investment and strength of sponsor are obviously important aspects, but strong yield and a dependable lease are at the forefront of the credit assessment."

Looking ahead in the medium term there are reports the RBA may well indulge in "quantitative easing (QE)"—that is, outright money printing via the bond markets, the aim of which is to push the major banks back into the lending market.

QE is not unusual in overseas markets. The US Federal Reserve, European Central Bank and Bank of England for example have all done the same since the Global Financial Crisis and the Bank of Japan has done this since the 1990s. The RBA will just be playing catch up with the rest of the world which is understandable given the underlying strengths of the Australian economy. In global terms, the GFC barely touched these shores.

What does this mean to you as a potential property investor? With low and falling interest rates and new lenders happy to take a view and back good real estate, if you see the right opportunity then you really should speak to a Burgess Rawson agent and get in before the rush.

Q&A

with Ingrid Filmer

MANAGING DIRECTOR MELBOURNE

Q: What challenges do asset managers currently face?

A: "A number of crucial incidents have brought to the forefront the issue of combustible cladding. Combustible cladding has been widely used on commercial and residential buildings throughout Australia. This is fast becoming the most important, and costly issue for building owners, as it has flow-on effects for insurance costs and fire maintenance costs.

Owners, with little warning, are being issued compliance notices, with the rectification costs in the hundreds of thousands of dollars. As asset managers, we are finding and facilitating the best and most cost-effective solutions for owners, while also putting the safety of tenants and the public at the forefront."

Q: How are asset managers playing a role in sustainability?

A: "The property industry's attitude towards environmental issues is changing rapidly. Ensuring buildings are built and operated more sustainably and cost effectively is top of mind.

Energy costs are fast becoming one of the largest expense items for tenants and landlords. We are actively implementing solar solutions. Australia has the highest average level of solar radiation per square metre of any continent in the world, making our buildings prime candidates for solar energy technology, particularly as it becomes increasingly cheaper and more accessible.

While embracing sustainability and positively impacting climate change will inevitably incur some initial capital costs, we're convinced that through prudent planning and good management, we can help our clients achieve savings over a longer cycle, without compromising their building's performance."

“ Q: What makes a great asset manager?

A: "There's so much more to being an asset manager than purely collecting rent, although that does form a large part of it! At the end of the day, the property is someone's investment, so managing it well means finding ways to maximise and underpin value.

One of our asset managers' key aims is to minimise our clients' expenditure on their property and make sure every dollar counts. Managing expenditure now can save long term cost. A well-managed and well-implemented maintenance lifecycle plan is key for effectively forecasting expenses and also avoiding costly building maintenance & compliance issues that inevitably arise when a building is poorly managed."

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Top tips for budding commercial property investors

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With the property market ever evolving, investors are beginning to shift their focus, with traditional residential buyers beginning to recognise the attractive underlying attributes that many commercial property investments offer.

For many, it's the 'set and forget' nature of commercial properties, often leased to ASX-listed tenants on long, secure leases, that draws them in.

From extensive tenant fit-outs to tenants relying on a consistent location for their client base, a commercial property is typically occupied by the same business for three to five years – far longer than a residential investment.

“The benefits of owning well-leased commercial properties are attractive and include longer lease terms, better quality tenants and favourable lease provisions such as fixed annual rental increases,” Burgess Rawson’s Sydney director Simon Staddon explains.

“They also commonly offer net terms, where the tenants are responsible for the payment of all outgoings including statutory expenses and insurance and, most importantly, higher returns with yields typically between 4-8%.”

“What has traditionally stopped private investors with modest budgets from investing in commercial real estate?”

It primarily comes down to the perceived high cost of entry, the common lack of understanding around the sector’s fundamentals, and concern over losing a tenant. But if you do your homework, those risks can be minimised with proactive management, Simon says.

Given the typical apartment price in Sydney is around \$650,000 and the median house price more than \$1 million, there are a host of commercial properties on offer at similar price points.

Burgess Rawson recently sold an entry-level investment at Sydney’s northern beaches on Narrabeen’s Pittwater Rd. The strata property was leased to a popular café on a seven-year lease returning \$31,000 net per annum, with the tenant paying annual fixed 3% rent increases and all outgoings including strata levies. The property sold for \$536,000, returning yield of 5.8% and making this a perfect commercial investment for first-timers.



Here's Burgess Rawson's top tips for budding commercial property investors eager to delve into the market.

1. Educate yourself on basic commercial lease terms

Becoming proficient in reading and understanding key commercial lease terms could be the difference between investing in a successful property or not.

2. Adjust your mindset

A 'location specific mindset' is often the primary driver with residential investment but that's not always the case for commercial properties. Key components to consider for commercial include the type of asset class - whether it be fast food, childcare or government-tenanted - the strength of the tenant profile and the lease terms in place.

3. Attend auctions to understand the market

When it comes to upskilling yourself in commercial property fundamentals, attending auctions allows you to gain a greater understanding of the market's prices, yields, product quality, buyer interest and demographic.

Burgess Rawson's Portfolio Auctions are hosted every six weeks in both Sydney and Melbourne, and are a unique platform for this education process. There are a large variety of commercial investments on offer in diverse income brackets and geographical spread, which provides an instant snapshot of the market and the type of property you might like to invest in.

4. There is no such thing as a "one size fits all" yield

A commercial yield is all-encompassing and reflects the attributes specific to the property investment on offer, such as location, strength of tenant profile, length of lease, land size, development potential, vacancy factor and rent review structure.

5. Expect competition

Blue-chip investments garner increased interest and inevitably plenty of competition. Don't hold back if this is the case and accept that other parties will also fight hard to secure it. Remember the reasons you like the investment are the same as why others do too.

6. Consider all locations

Quality properties are often limited in supply, so it's important not to narrow your search. Widen the net and explore metropolitan, regional or interstate locations on their own merit. Regional properties also usually have the benefit of offering higher returns.



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