

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

Australia's largest privately-owned commercial property agency

INSIGHTS

Investors Rush to Quality



See how a fast food asset can be a sweet investment.

With more than 69% market share of all drive thru fast food asset sales in Australia, Burgess Rawson knows what works.

Fast-food restaurants are among the most-coveted assets for investors building a commercial portfolio or those wanting a stable investment within their self-managed superannuation fund. Food is a defensive asset class that is recession proof with three of the biggest global brands – McDonald's, KFC and Hungry Jack's – continuing to invest heavily in expansion plans.

To find out more about the Fast Food Sector, go to page 63.

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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 Fuel to Banking investment opportunities and everything in-between, our State Directors have compiled a list of our top properties:



Strategic Bendigo Fuel Investment

p. 49

Location: Kennington (Bendigo) VIC
Income: \$250,695 pa + GST
Auction



World Famous Bondi Beach Retail Investment

p. 22

Location: Bondi Beach NSW
Income: \$117,500 pa + GST
Auction



Affordable Prime Retail Investment

p. 46

Location: Nambour QLD
Income: \$96,180 pa + GST
Auction



Be Part of Canberra's Second CBD

p. 24

Location: Dickson ACT
Price: Off Plan
For Sale



Flagship Commonwealth Bank Investment

p. 54

Location: Morley (Perth) WA
Income: \$264,359 pa + GST
Auction

Welcome



EDITOR Simon Staddon

 SIMON.STADDON

Welcome to our third edition of Burgess Rawson's Portfolio Magazine, showcasing the best commercial property opportunities across this wonderful country.

We know from extensive experience that people like choice, and Burgess Rawson is here to offer its clients a full range of services. Whether you are seeking an investment property, leasing services, asset management, valuations or project marketing, Burgess Rawson can offer specialist knowledge and expertise across every facet of the industry.

So, how does Burgess Rawson differ from other commercial agencies?

We offer a truly unique platform in the marketplace, acting as a 'one stop shop' for national investment opportunities. Through our flagship Portfolio Auctions we present our clients with a diverse selection of options in various income brackets, locations and asset classes.

Our iconic Portfolio Auctions held every six weeks in Sydney and Melbourne provide an instant snapshot of market conditions for investors, media, and industry players alike. As the originator and market leader of these Portfolios, we are renowned in

the marketplace for selling brand name investments with a consistent track record in this space since 2001.

August's auction results are a great example of the power of our point of difference. In just 24 hours we transacted \$81 million in sales achieving an 80% clearance rate. Properties ranged from an \$18.68 million Bunnings in Queensland to a vacant \$1.45 million shop in western Sydney.

While we are a cohesive national team, we are unique in the industry in that each state office is independently owned, which makes us more passionate about what we do.

You can read more about the evolution of this great company in our feature article on page 6 titled 'Australia's largest wholly-owned commercial agency'.

Being a long-term director of Burgess Rawson's Sydney team, I am immensely proud of just how far we have come in our 44 years of business.

Please enjoy the extensive choice of opportunities in this month's edition, with everything from blue-chip investments to outstanding leasing opportunities. We look forward to seeing you at our next Portfolio Auction.



Portfolio Team

EDITOR Simon Staddon

ASSOCIATE EDITOR Guy Randell

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.

Australia's largest privately-owned commercial property agency

WRITTEN BY Adrian Ballantyne

> 1975

1975
MELBOURNE OFFICE
OPENS

> 1991

2001
1ST PORTFOLIO
AUCTION

1990
BRISBANE OFFICE
OPENS

1995
PERTH OFFICE
OPENS

> 2001

> 2010

2015
MELBOURNE AND
SYDNEY CELEBRATE
100 AUCTIONS
40TH BIRTHDAY

2010
\$1 BILLION IN
INVESTMENT SALES
ACHIEVED AT
AUCTION

> 2013

> 1980

1983
SYDNEY OFFICE
OPENS

> 1988

> 2003

2005
FIRST DIGITAL
MARKETING
CAMPAIGN

2007-2009
BURGESS RAWSON
EXPERIENCES RAPID
GROWTH DURING
GLOBAL FINANCIAL
CRISIS

> 2006

> 2016

2016
CANNBERRA OFFICE
OPENS

2019
NATIONAL REBRAND
LAUNCH

> 2019



Start small, dream big: How Burgess Rawson became a national player

There's always a pivotal moment in the evolution of any successful company.

For Australia's largest privately-owned commercial property agency, Burgess Rawson, that moment came in the mid 1990's when Westpac, ANZ and later NAB, came calling.

The three major banks instructed Burgess Rawson to facilitate the "sale and leaseback" of more than 200 of their freehold assets, which set in motion a series of events that culminated in a game-changing new concept.

Not only were those appointments the foundation of our agency's marketing database, they were also the catalyst for our iconic Investment Portfolio Auctions held every six weeks today.

"Following the success of several tranches of bank auctions we wanted to extend the concept to the wider

marketplace where we grouped a number of similar style assets owned by different vendors. And so, our Portfolio Auctions were born in September 2001, which in many ways paved the way for the business we are today," director Raoul Holderhead recalls.

The Portfolio Auctions powered the development of the full-service agency that exists today - one that has more than \$8.1 billion in funds under management and has a reputation as the unparalleled experts in a number of key asset classes.

But Burgess Rawson's roots run much deeper than the mid 1990's.

In fact, we've been selling commercial real estate in Australia since 1975 - we're about to celebrate our 45th birthday.

Founded in Melbourne by Chris Burgess and Gerald Rawson, our original directors may have long since moved on,



but an impressive proportion of our staff have been a part of our fabric for more than a decade – some for more than two.

Two of our Sydney directors Darren Beehag and Simon Staddon joined us in the mid-’90s and remember a very different agency to the multi-faceted national organisation that presents today.

“Reflecting on our history, it is incredibly rewarding that we have been able to compete head-on with all the major agencies in our key categories for over two decades,” Mr Simon Staddon says.

It’s the growing cohort of long-term staff that forms the foundation of what makes Burgess Rawson special, and has been fundamental to the company’s success and high percentage of repeat business

Brisbane office managing director Pat Kelly has called Burgess Rawson home since 1995, and says he counts many of his long-term clients as personal friends.

“It’s powerful and immensely satisfying to forge that level of trust,” he says.

But it was that decision to create the Portfolio Auction concept that propelled Burgess Rawson to the forefront of the commercial property movement in Australia.

The agency celebrated its 100th Portfolio Auction in October, 2015, and has since brought down the hammer on another 60 auction campaigns across Sydney and Melbourne with sometimes over 50 properties being offered in just one campaign.

Melbourne director Raoul Holderhead was instrumental in the development of the Portfolio Auction experience, and says the concept still gives him the same buzz today that it did when he joined the agency in 2001.

“I still get a kick out of selling a Queensland investment for an Adelaide vendor at a Melbourne auction, and it sells to a New South Wales investor sitting in our Sydney office.”

Top 10 Wesfarmers, Coles and Woolworths Freehold Sales

On-market freestanding investment sales over the last 12 months (ending 19 August 2019)



**Burgess Rawson
Sales**

Rank	Property	Sold	Yield
1	Glenorchy TAS Bunnings Warehouse	Sold Dec 2018	3.13%
2	Preston VIC Dan Murphy's	Sold Sep 2018	4.69%
3	Lawnton QLD Bunnings	Sold Aug 2019	5.13%
4	Victor Harbor SA Bunnings Warehouse	Sold Dec 2018	5.13%
5	Hamilton VIC Coles	Sold Dec 2018	5.13%
6	Alderley QLD Coles	Sold Jan 2019	5.13%
7	Silkstone QLD Coles Express	Sold Jun 2019	5.13%
8	Drysdale VIC Coles	Sold Dec 2018	5.13%
9	Kingaroy QLD Bunnings Warehouse	Sold Jun 2019	5.13%
10	Orana WA Coles	Sold Jan 2019	5.13%

Investors Rush to Quality

WRITTEN BY Adrian Ballantyne

Few things are more certain in the commercial property market than the popularity of Bunnings, Coles and Woolworths-leased properties.

As demand for long, stable leases to ASX-listed national tenants remains feverish, the sales results for properties leased to Australia's top three retailers continue to boom.

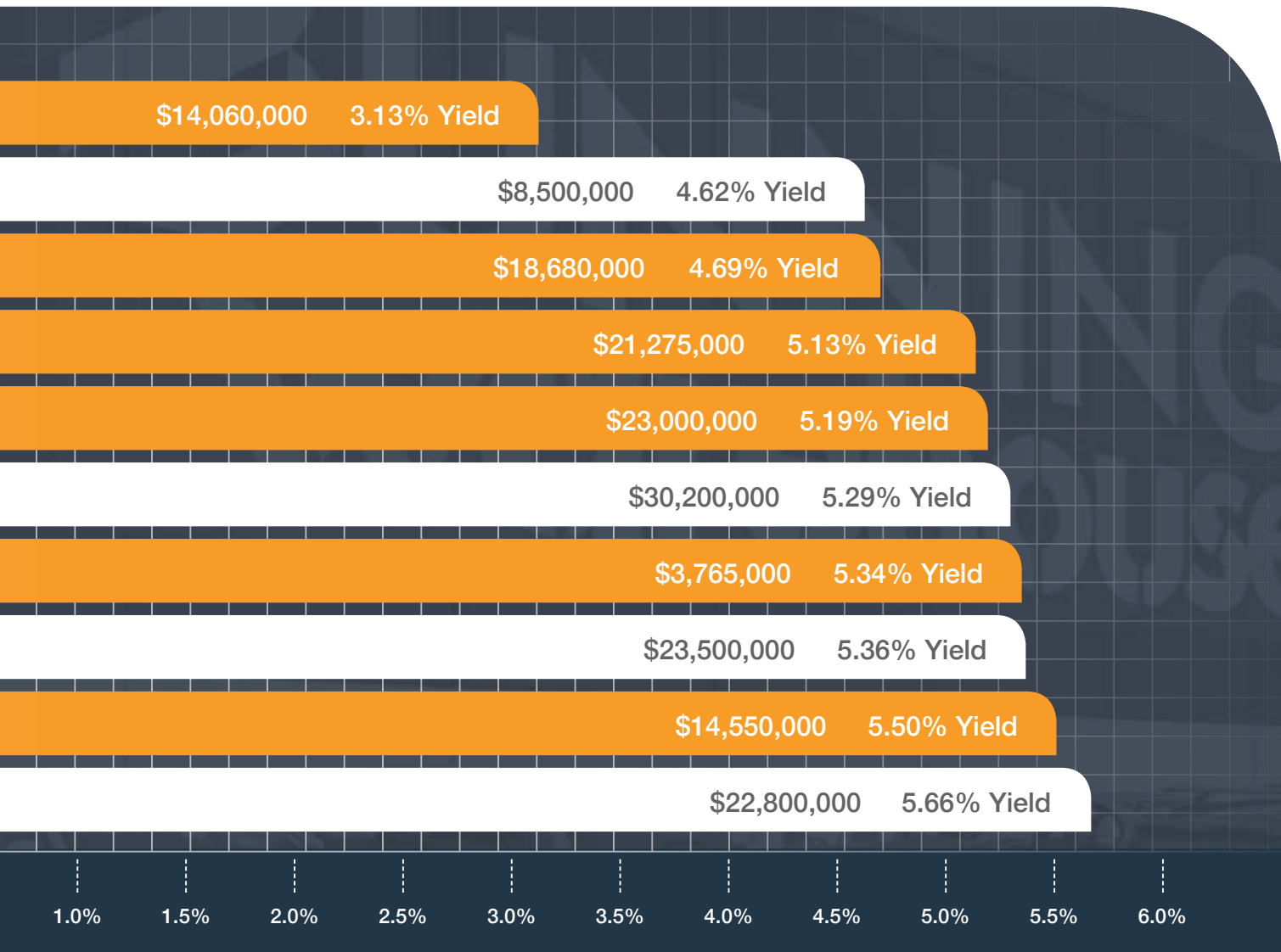
To understand just how sought-after they are, you need to look no further than the strength of the top 10 yields for freestanding investment sales leased to these majors over the last 12 months.

Burgess Rawson has dominated this niche market, with six of the top 10 results, including four of the five best results, according to yield.

They include the Bunnings in Glenorchy, Tasmania, which sold with a unique 25 year ground lease in December for \$14.06 million on a yield of just 3.13% - a record for a Bunnings Warehouse anywhere in Australia.

Two further Bunnings transactions by Burgess Rawson include the new store in Lawnton, Queensland, sold at Burgess Rawson's last auction for \$18.86 million on a yield of 4.69% - a record yield in Queensland - while another at Victor Harbor in South Australia traded for more than \$21 million, yielding 5.13%.

Assets leased to Coles are commanding a price premium, with one of their supermarkets in Hamilton, a four-hour drive west of Melbourne, sold by Burgess Rawson in December 2018 for \$23 million, while another in Alderley, Queensland, achieved \$30.2 million.



Nine of the top 10 investments came with leases of 10 years or more, with significant option periods that will likely see them occupied by their current tenants for decades.

Burgess Rawson director Billy Holderhead, who handled four of the top five sales, said the safety associated with long-term leases to identifiable, blue-chip tenants was the defining factor in the strength of the sales results.

“What all investors want is certainty, and that’s why we’re witnessing such heavy competition for these assets at our Portfolio Auctions,” he said.

“With uncertainty in most sectors of the economy, figuratively speaking, investors are rushing to quality... to brands (and lease covenants) that are going to stand the test of time. And everyone seems to agree that a 10-year lease to one of Australia’s best retailers is very good bet, so they’re prepared to invest their money accordingly.”

“The Bunnings in Glenorchy trumped the vendors’ expectations by more than \$6 million – that’s how highly regarded these properties are in the current investment climate, and we’re very confident they will continue to deliver huge returns for owners and investors.”

Burgess Rawson Sydney director Dean Venturato said holders of Woolworths properties need not be concerned at the lack of Woolworths’ representation in the top 10.

“The fact that only one Woolworths-leased asset is currently in the top 10 points to an opportunity on the sell side. With two interest rate cuts since the last freestanding Woolworths

investment sale and a very low supply environment, it’s a strategic opportunity for Woolworths landlords to take a very healthy profit,” said Mr Venturato.

Woolworths’ \$1.7 billion sale of its 540 fuel sites to UK-based EG Group in November 2018 significantly impacted the make-up of top 10 compared to years gone by.

“Woolworths Petrol’s long-term ground-lease freehold investments provided relatively affordable opportunities for ‘mum and dad’ investors and were always keenly sought-after. Over the same period 12 months prior, for example, two Woolworths Petrol freeholds sold by Burgess Rawson, in Jerrabomberra and Moruya (regional New South Wales), registered in the top 5 with yields of 4.86% and 4.87% respectively,” added Mr Holderhead.



Investment Portfolio Auctions

SYDNEY

11AM AEST
TUESDAY 17 SEPTEMBER 2019
DOLTONE HOUSE HYDE PARK,
181 ELIZABETH STREET, SYDNEY

MELBOURNE

11AM AEST
WEDNESDAY 18 SEPTEMBER 2019
RIVER ROOM, CROWN CASINO,
MELBOURNE

Sydney Portfolio Auction Listings

11am AEST Tuesday 17 September 2019, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
Retail/Commercial	Rozelle	NSW	\$438,500	18
Commonwealth Bank	Morley (Perth)	WA	\$264,359	54
Healius (Primary Healthcare)	Kogarah	NSW	\$185,484	27
Furniture One	Bathurst	NSW	\$158,836	28
Supercheap Auto	Parkes	NSW	\$153,830	29
Childcare Centre	Colyton (Western Sydney)	NSW	\$136,581	30
Bar & Restaurant	Parramatta	NSW	\$122,534	31
Childcare Centre	Middleton Grange (Liverpool)	NSW	\$116,537	32
Restaurant	Bondi Beach	NSW	\$115,470	22
Harvey Norman	Broken Hill	NSW	\$108,577	34
Westpac	Nambour (Sunshine Coast)	QLD	\$96,180	46
Subway & Metro Petroleum	Albury	NSW	\$93,277	36
Fast Food & Vacant Shop	Padstow	NSW	\$90,000	37
Red Rooster	Goulburn	NSW	\$84,633	38
Café & Residential	Cammeray	NSW	\$73,367	39
NSW Government	Moree	NSW	\$54,729	40
Westpac	Scone	NSW	\$48,000	41
Domino's	Parkes	NSW	\$45,412	42

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 132
29 October 2019

Portfolio 133
10 December 2019

Portfolio 134
25 February 2020

Portfolio 135
31 March 2020

Melbourne Portfolio Auction Listings

11am AEST Wednesday 18 September 2019, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Findex Group	Colac	VIC	\$448,285	16
Centrelink	Bega	NSW	\$407,398	26
Childcare Centre	Leopald	VIC	\$295,645	48
Childcare Centre	Southport	QLD	\$262,500	44
Woolworths Fuel	Kennington (Bendigo)	VIC	\$250,695	49
Sparklers Car Wash	Blackburn	VIC	\$236,541	50
Green Leaves Early Learning	Ashgrove	QLD	\$229,100	20
Metro Petroleum	Maryborough	QLD	\$195,355	45
Childcare Centre	Grovedale	VIC	\$162,445	52
Shell / VIVA Energy	Tocumwal	NSW	\$114,842	33
Woolworths Fuel	Ballarat	VIC	\$50,000	53

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 132
30 October 2019

Portfolio 133
11 December 2019

Portfolio 134
26 February 2020

Portfolio 135
1 April 2020

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN	Dickson	ACT	n/a	Expressions of Interest	24
Alpha Omega Education	Auburn	NSW	\$325,463	Expressions of Interest	43
Childcare Centre	Ringwood	VIC	\$341,045	Expressions of Interest	47
Former Bunnings Trade	Mitchell Park (Ballarat)	VIC	\$156,260	Auction On-Site	51
Award Winning Restaurant	Merimbula	NSW	n/a	Expressions of Interest	35

Portfolio Auctions

Find an investment opportunity in our nationwide 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.

Contact our sales team today.



Australia's Property People
burgessrawson.com.au



Trophy Office Freehold Opposite New Coles





Impressive Modern Freehold Office Investment Brand New Lease to Leading Accounting Firm





FINDEX
GROUP

New 7 year net lease to 2026
plus options to 2036

Findex Group: recently
acquired (and rebranded)
Crowe Horwath, operating
110+ offices across Australasia

Longstanding and successful
70 year history in Colac

- + CPI rent reviews/Tenant pays outgoings
- + Immaculately presented modern 1,805 sqm office facility, constructed 2009 with 65 cars spaces – NABERS 4.5 stars
- + Prime 5,964 sqm landholding with premium Commercial 1 Zoning
- + Irreplaceable position directly opposite new Coles anchored shopping centre
- + Excellent tax saving depreciation benefits
- + Colac: Important Commercial Centre midway between Geelong & Warrnambool with a 32,000+ catchment extending to the Great Ocean Road

	Location Colac VIC 175 Bromfield Street
	Contact Shaun Venables 0411 860 865 Raoul Holderhead 0413 860 304
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Net Income \$448,285 pa + GST

Blue Ribbon Investment 4km from Brisbane CBD



*Outline/Boundaries Indicative Only





Rare Inner City Childcare Investment Highly Sought-After 15 Year Triple Net Lease



Desirable 15 + 5 + 5 year triple net lease to Green Leaves to 2044

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

Tenant pays all outgoings including maintenance (structural & capital), insurance & land tax

- + Green Leaves: established and successful high-end early education provider with 23 centres nationally
- + Premium 482 sqm double storey facility licensed for 54 LDC places
- + Prominent main road corner site metres from the ALDI, Coles and Woolworths-anchored Ashgrove Marketplace
- + Highly sought-after inner city location only 4km from the Brisbane CBD

	Location Ashgrove (Brisbane) QLD 42 Ashgrove Ave (cnr Kinnaird St)
	Contact Adam Thomas 0418 998 971 Natalie Couper 0413 856 983 Jamie Dewe 0410 350 273 Doug Doyle 0400 564 623
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Income \$229,100 pa + GST

Landmark Rozelle Investment Sydney's Inner West





*Outline/Boundaries Indicative Only







100% Leased Freehold Investment 4+ Year Lease WALE

100% leased freehold retail/commercial investment

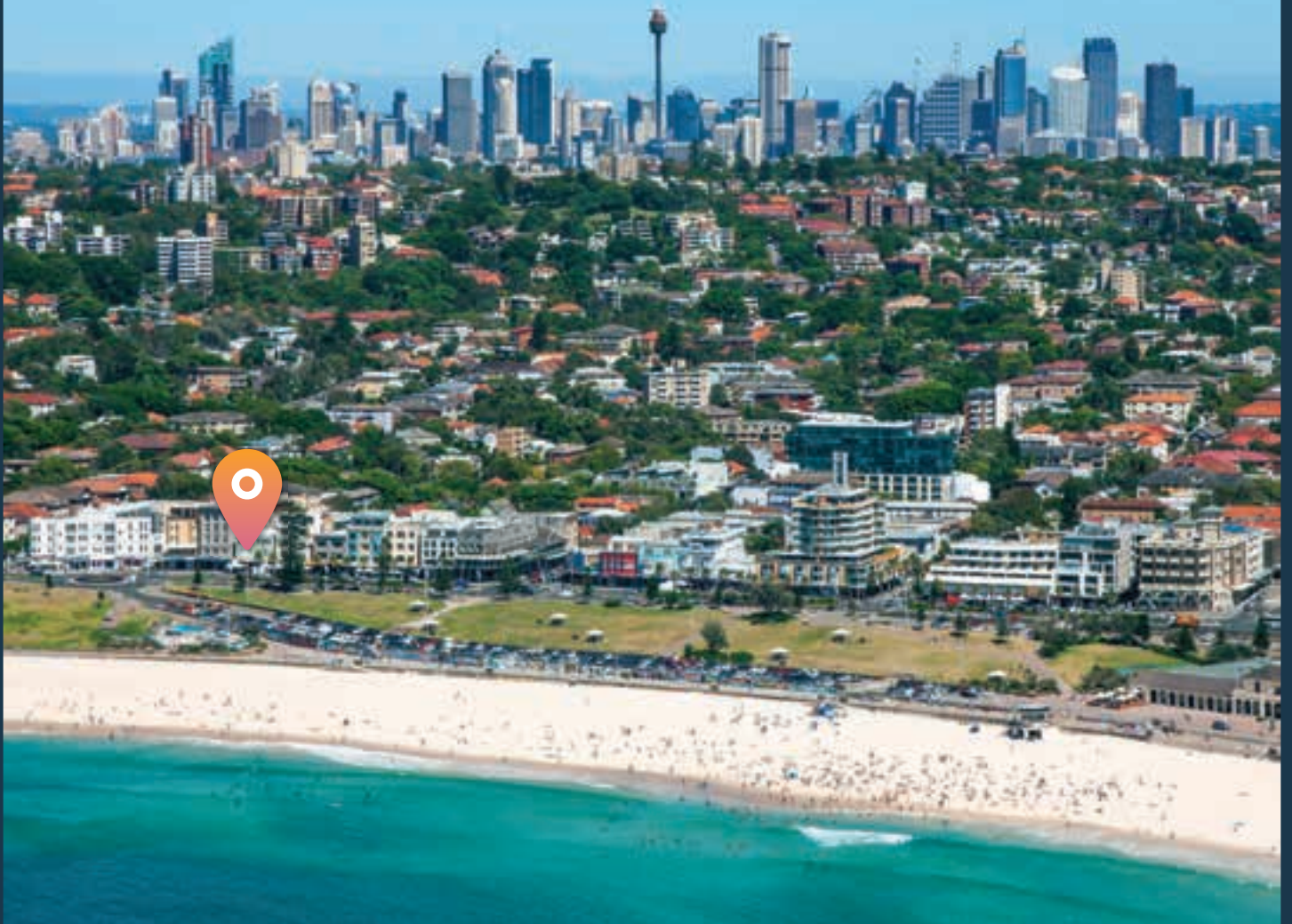
Gateway position to Balmain Village 100m off Victoria Road

Substantial 3 storey freehold building with CBD views from top level

- + Highly sought after position
- + Strong tenancy mix including Fashion, Physio/Pilates Studio, Beautician, ATM and Tilly's Art Supplies who have occupied building 36 years
- + Iconic heritage building (facade only) with strong visual identity
- + Major recent refurbishments including new lift servicing all levels
- + Prominent Darling St exposure adj. to PO
- + Bustling retail precinct just 4 km from CBD adjacent to Rozelle markets

	Location Rozelle NSW 661 Darling Street
	Contact Simon Staddon 0413 640 851
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$438,500 pa + GST

World Famous Bondi Beach Rare Investment





Rare Gem Investment – 5 + 5 Year Lease Iconic Bondi Beach Frontage

Australia’s most famous beachside address

5 year lease to Dec. 2023 + 5 year option

Attractive fixed 3% annual rent increases

- + One of Australia’s most tightly held real estate hotspots
- + Recent 5 + 5 year lease commencing 27 December 2018
- + Rental growth assured with fixed 3% annual rent increases
- + Experienced Italian restaurant operator with loyal Bondi Beach customer base
- + Prominent Campbell Parade retail premises with substantial Council licenced seating area directly in front of shop
- + Heart of Bondi Beach adjacent to Rip Curl in unrivalled food/retail hub

	Location Bondi Beach NSW 5/84 Campbell Parade
	Contact Nik Simonovic 0415 447 275 Simon Staddon 0413 640 851
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$115,470 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



Immaculate 3 Level Centrelink Complex Secure Net Leases, Fixed 3% Increases

Impressive 2,486 sqm 3 level building constructed 1999

100% leased to Federal and State Governments

18 secure basement car spaces

- + Commonwealth of Australia (DHS) – Secure 7 year lease plus options to 2031
- + NSW Government (Property NSW) – Renewed 5 year lease plus options to 2029
- + 1,242 sqm site with dual 50.55m frontage
- + Tenants pay all usual outgoings as per the lease documents including Land Tax
- + 4 Star Nabers Energy Rating
- + Strategic CBD location amongst CBA, NAB, ANZ, Australia Post, KFC and close to Sapphire Marketplace SC - Woolworths, Dan Murphy's etc



Location
Bega NSW
49-61 Church Street and Lucas Lane

Contact
Beau Coulter 0413 839 898
Raoul Holderhead 0413 860 304
Kieran Bourke 0417 418 007

Auction
11am Wednesday 18 September 2019
River Room, Crown Casino, Melbourne

Net Income
\$407,398 pa + GST



Top ASX Listed Medical Investment Directly Opposite Major Hospital Campus

Secure 10 lease to 2024 + options to 2034

Southern Neurology, 100% owned by Healius (formerly Primary Health Care)

Healthcare giant with 2,604 medical sites nationally

- + Ideal location in dedicated medical precinct near Kogarah Train Station
- + Directly opposite St George Hospital, \$385M upgrade in 2019
- + Ground floor medical suite, the best position in the building
- + Purpose built first class medical fitout, strong tenant commitment
- + Net lease, tenant pays outgoings, as per the lease
- + Attractive fixed 3% annual rental increases
- + 5 valuable on site car parks and two public car parks nearby



Location
Kogarah NSW
2/19 Kensington Street



Contact
Rhys Parker 0451 101 042
Darren Beehag 0411 226 223



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$185,484 pa + GST



*Outline/Boundaries Indicative Only



Renewed 6 Year Lease to National Brand Homewares Store – Prime Hub Location



Adjacent to recently expanded Bunnings, Officeworks, Good Guys, Supercheap & others

Tenant trading in centre since 2011

Furniture One: national brand retailer with 34 stores

- + Leased to December 2024 + options to December 2030
- + Kelso: Bathurst's major growth centre (population & bulky goods), substantial recent Govt. infrastructure investment
- + Bathurst: strong resident population of 42,231, generating GRP of \$1.97 billion; population expected to swell by 25% (10,000+ residents) by 2036
- + Substantial 1,275 sqm building area
- + Easily managed single tenant investment
- + Fixed 3.5% annual rent increases (net income \$182,267 in 2023)

	Location Kelso (Bathurst) NSW Unit 6, 14 Stockland Drive (Great Western Highway)
	Contact Michael Gilbert 0430 024 790 Rhys Parker 0451 101 042
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$158,836 pa + GST



Superb Quality Investment 10 Year Lease to ASX Listed Tenant

Secure lease of 10 + 5 + 5 years
expiring in August 2037

Leased to Supercheap Auto, over
325 stores in Australia and NZ

Supercheap is part of ASX
listed Super Retail Group incl.
Rebel, BCF and Macpac

- + As new premises built in 2017
- + Prominent 1,854 sqm highway site with 22 car spaces
- + Fixed 3% annual rent increases
- + Parkes: prosperous NSW town, 365 km from Sydney with strong industries incl. agriculture, medical, tourism, mining and transport infrastructure development
- + Parkes is a critical node on Melb-Bris Land & Rail project – \$8.4 billion Government investment
- + Tenant pays all outgoings as per lease incl. management fees

**SUPERCHEAP
AUTO**



Location
Parkes NSW
14 Forbes Road (Newell Highway)



Contact
Dean Venturato 0412 840 222



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$153,830 pa + GST
(increasing to \$189,191 in 2026)



Thriving Western Sydney Growth Corridor Long 15 Lease to 2032 + 15 Year Option

14 km To Sydney's New Airport
(Badgery's Creek)

New 38 place childcare centre
completed in 2017

Within 2 km of schools and
138,000 population within 10
min. drive

- + Colyton has a young population with 26% more sub 5 year old's than Sydney's average
- + Ideally positioned to benefit from the massive infrastructure development pipeline from construction of the new Sydney airport
- + Valuable 2.5% annual rent increases – promoting excellent capital growth
- + New construction with significant income tax saving depreciation benefits
- + Tenant pays all usual outgoings, as per lease



Location
Colyton NSW
54 Ball Street



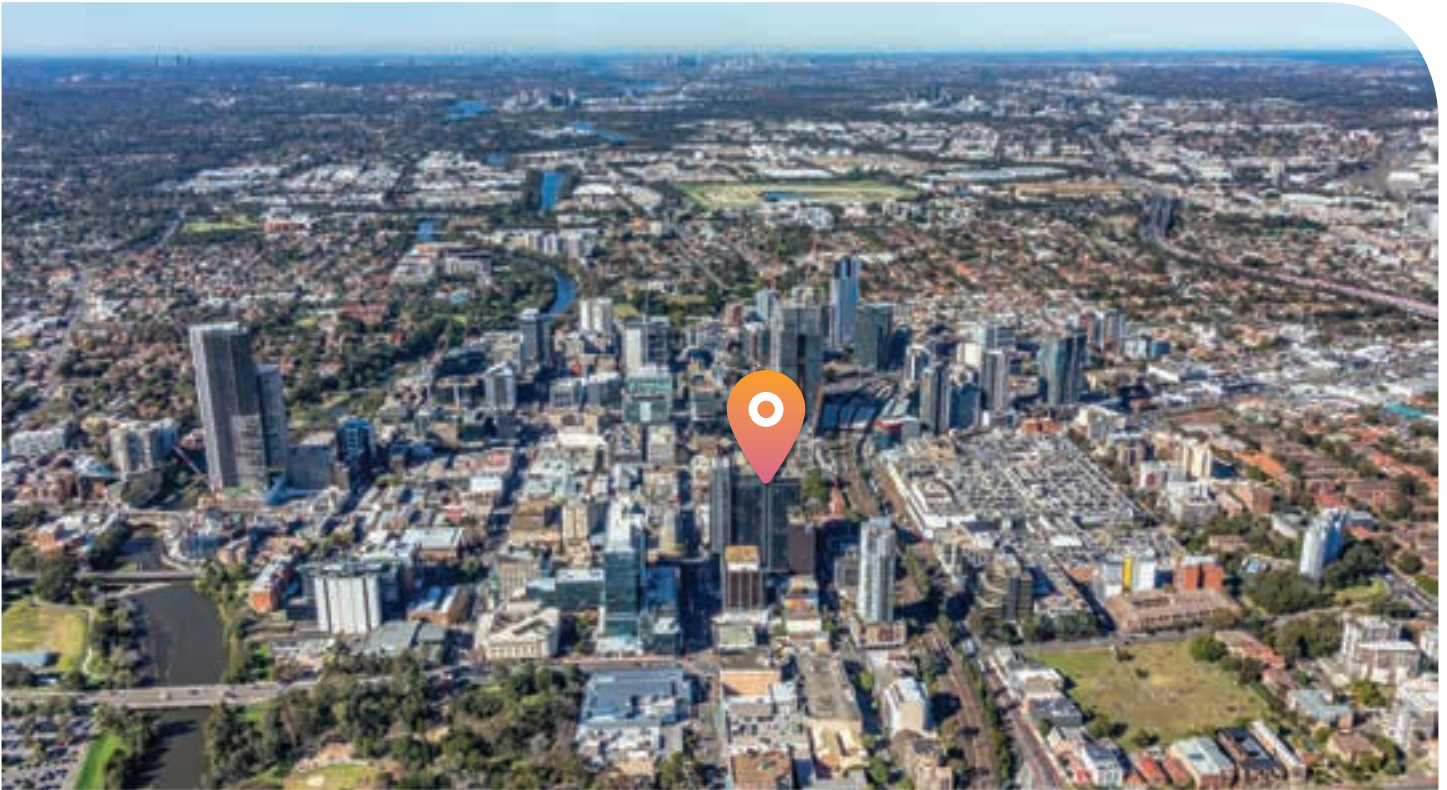
Contact
Michael Vanstone 0403 580 528



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$136,581 pa + GST
(rising to \$183,687 pa in 2032)



*Outline/Boundaries Indicative Only



Sophisticated Bar/Dining Investment Outstanding Parramatta CBD Location



5 + 5 year lease and options
expiring November 2027

Major “Eat Street” precinct
amongst dense office and
residential population

Extensive “New Age” fit out +
mezz floor + car space

- + Internal & alfresco seating for 82 persons
- + Located within the multi award winning and iconic V by Crown and Skye Hotel project
- + Parramatta: Sydney’s second CBD and currently undergoing unprecedented growth and development
- + As new construction with high depreciation allowances
- + Fixed 3% pa rental increases



Location
Parramatta NSW
Shop 3, 140 Marsden Street



Contact
Dean Venturato 0412 840 222
Tom Doran 0407 928 324



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$122,534 pa + GST
(as at 17 Nov. 2019)



South West Sydney Growth Corridor Securely Leased ASX Listed Childcare

10 year lease to 2023 + options to 2038

Long history of 100% occupancy plus waiting list

30 primary schools within a 10 min. drive

- + G8 Education Ltd: largest ASX listed early education provider with over 500 centres across Australia and Singapore
- + Outstanding connectivity moments from the M7 & M5 motorways
- + Impressive purpose built facility licenced for 50 places with a huge corner frontage of 63m
- + Middleton Grange suburb growth is 69% faster and has 40% more <5 year old's than Sydney's average
- + Established young family precinct, population 177,000+ within 10 mins. drive
- + Tenant pays all usual outgoings, as per lease



	Location Middleton Grange (Liverpool) NSW 10-12 Broadbent Avenue
	Contact Michael Vanstone 0403 580 528 Darren Beehag 0411 226 223
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$116,537 pa + GST



Renewed Lease to 2024 With No Options Hwy Location in Popular VIC/NSW Border Town



Leased to Viva Energy to February 2024

Annual rent reviews

Tenant pays all usual outgoings including land tax plus remediation responsibility

- + Single tenant, minimum management investment
- + Corner highway landholding of 1,922 sqm with total frontage of 88m plus adjoining corner site for overflow parking - 835 sqm
- + Viva Energy Australia: Single largest fuel retailer in the country with 1,250 service stations. Market Cap \$4.48B (Aug 2019)
- + Tocumwal: thriving Murray River town, significant holiday population and tourist visits



Location
Tocumwal, NSW
23 & 25-27 Dean Street (Newell Hwy)



Contact
Jamie Perlinger 0413 860 315
Scott Meighan 0413 830 709
Kieran Bourke 0417 418 007



Auction
11am Wednesday 18 September 2019
River Room, Crown Casino, Melbourne



Net Income
\$114,842 pa + GST



Rare Affordable High Yielding Investment Renewed Lease to Long Established Tenant

Harvey Norman

Harvey Norman, Australia's leading retailer boasting 220+ stores in 8 countries globally

Long established business in operation for 10 years from this location

High performing store with limited local competition

- + IMPORTANT: circa 8.5% net yield anticipated
- + Renewed 5 year lease to November 2022 + options to 2032
- + Broken Hill: established city with a population of over 18,000 people
- + Important economic hub, servicing large regional catchment
- + Large 1,312 sqm site with two street frontages + flexibility of 3 titles
- + High quality improvements including showroom, office & storage
- + Sensational CBD location near national retailers & major banks



Location
Broken Hill NSW
329-331 Blende St & 330-332 Gawler Pl



Contact
Rhys Parker 0451 101 042
Darren Beehag 0411 226 223



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$108,577 pa + GST



Award Winning Bar & Restaurant Owner Occupiers and Investors

Unique opportunity to purchase the freehold property and business good will

Dulcie's Cottage, Winner of Regional bar of the year and up for nomination again in 2019

Boutique restaurant/bar includes courtyard/balcony with stunning water views

- + Prime 753 sqm site close to Woolworths, banks, McDonald's and Merimbula's scenic waterways
- + Scope to increase venue capacity and trading hours
- + Strong coastal town with established & growing residential population
- + Popular tourist destination for Sydney, Melbourne (both daily flights) and Canberra holiday makers



Location
Merimbula NSW
60 Main Street

Contact
Kieran Bourke 0417 418 007

Expressions of Interest
Offers Closing 4pm AEST
Wednesday 25 September 2019



Affordable Trophy Fast Food Service Centre Massive Strategic Site with Secure Leases

Subway: the world's largest fast food brand with 42,000 outlets in over 100 countries

Metro Petroleum: over 200 sites nationally, net lease with fixed 3% annual rental increases

IMPORTANT: state-of-the-art fibreglass tanks + tenant responsible for remediation, as per lease

- + Recently extended leases to 2021 + options to 2031
- + Albury/Wodonga, rapidly growing population forecast to soar by over 30% to more than 120,000 by 2036
- + Massive 3,035 sqm site with wide 40 metre frontage & rear street access
- + Near Aldi, Woolworths, Coles, Big W, Red Rooster, KFC and McDonald's
- + Surrounded by motels & rest stops, popular refuelling stop between Melbourne & Sydney
- + Possibly below market rent, it seems very cheap to us



	Location Albury (Lavington) NSW 407 Wagga Road
	Contact Rhys Parker 0451 101 042 Michael Gilbert 0430 024 790
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$93,277 pa + GST



*Outline/Boundaries Indicative Only







Two Prized Shops Opposite Station 7 Year Lease to Sushi Shop + Vacant Shop

Rare opportunity for investors &/or owner occupiers

Two prime retail shops in established Sydney suburb

High exposure corner on main “pedestrian path” from Padstow Station to shopping precinct

- + Shop 1A (56 sqm) established Sushi Shop leased to 2024– Rent: \$41,667 pa + GST
- + Shop 1 (100 sqm) vacant possession shop (ex convenience store) would suit retail & food uses – Potential Rent: \$50,000+ pa
- + Tightly held shopping village with extremely high occupancy
- + Large 346 sqm freehold site with wide double retail frontage of 11 metres
- + Rear access for deliveries and ample on-site parking

	Location Padstow (Sydney) NSW Shops 1 & 1A Padstow Parade
	Contact Rhys Parker 0451 101 042 Darren Beehag 0411 226 223
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Potential Income \$90,000+ pa + GST



Affordable Freehold Fast Food Investment Red Rooster in Prime CBD Location







Red Rooster, iconic fast food brand boasting over 360 stores across Australia

Strong trading store with latest Red Rooster fit-out

Secure 7 year lease to 2024

- + 4 x 5 year options, Red Rooster can stay until at least 2044
- + Goulburn, rapid growth region strategically set between Canberra and Sydney
- + Population forecast to soar by over 18% to over 37,000 people by 2036
- + Includes superbly renovated 3 bedroom apartment
- + High profile main street position near Shopping Centres & major banks
- + Guaranteed income growth, fixed 3% annual rental increases on Red Rooster

	Location Goulburn NSW 228 Auburn Street
	Contact Rhys Parker 0451 101 042 Michael Gilbert 0430 024 790
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$84,633 pa + GST



Trophy Lower North Shore Investment Thriving Café on 5 + 5 Year Lease



Strong trading café with
captive local market

Substantial tenant fit out
in place with popular
alfresco seating

Light filled oversized 1 bed +
study residence with city views

- + Rare affordable Lower North Shore price bracket
- + Cammeray: one of Sydney's most affluent and desirable locations – median personal income is double the NSW average
- + Potential future rental upside
- + 12 min. to Sydney CBD and 7 min. to North Sydney CBD



Location
Cammeray NSW
8 Carter Street



Contact
Tom Doran 0407 928 324
Kieran Bourke 0417 418 007



Auction
11am AEST Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Estimated Net Income
\$73,367 pa + GST



Brand New Lease to NSW Government Just Refurbished Building in Central Location





New 4 year lease (from 16 August) to NSW Government

Newly refurbished building in busy town centre location

Rare affordable premium tenant investment

- + 2 x 4 year options, Government tenant up to 2031
- + Moree: major agricultural centre, with a wealthy local demographic
- + Strategic 496 sqm central CBD land parcel
- + Service NSW internal area 250 sqm + 2 parking spaces
- + Valuable depreciation benefits
- + Generous fixed 3% annual rent increases (Net Income \$59,965 pa + GST in 2022)
- + Easily managed Govt. tenant investment

NSW Government

	Location Moree (New England) NSW 80 Ballo Street
	Contact Michael Gilbert 0430 024 790 Rhys Parker 0451 101 042
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$54,729 pa + GST



Securely Leased to Top 3 ASX Listed Giant High Profile 430sqm Free-standing Building

Secure 5 year lease to 2022 with options to 2032

Tenant pays all usual outgoings including land tax

Westpac has been on-site for 15+ years

- + Westpac: Top 3 ASX listed company with \$99.43 billion market cap (as at Aug 2019)
- + Substantial 790 sqm landholding with important 22 metre retail frontage
- + Irreplaceable CBD location amongst national retailers Coles, Woolworths, NAB, CBA, ANZ & Target
- + Scone: situated within the famous Hunter region, with a population of 650,000



Location
Scone NSW
170-172 Kelly Street



Contact
Beau Coulter 0413 839 898
Kieran Bourke 0417 418 007



Auction
11am Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$48,000 pa + GST



Entry Level Fast Food Investment 10 Year Lease to 2026 - \$600,000 Buyers

Tightly held main street retail location

Attractive net lease with tenant responsible for outgoings

Domino's Ltd: Australia's largest pizza chain now with 2,450 stores globally

- + Ideal 225 sqm site with rear lane access and valuable on-site parking
- + Modern freehold building refurbished 2016 to Domino's latest design
- + Prime main street location surrounded by national tenants including major banks, Big W, Telstra & Woolworths
- + Parkes: a strong NSW growth region, announced as a critical node on Melbourne – Brisbane Land & Rail project which recently received \$8.4b Govt. investment
- + Domino's: \$3.28b ASX listed company selling 180 million pizza's in 2017/18



Location
Parkes NSW
246 Clarinda Street



Contact
Jamie Perlinger 0413 860 315
Kieran Bourke 0417 418 007



Auction
11am Tuesday 17 September 2019
Doltone House Hyde Park, Sydney



Net Income
\$45,412 pa + GST



Prime Sydney Metro Education Investment Secure 10 + 10 Year Lease – For Sale

Outstanding school tenant –
Alpha Omega College ranked #35
in NSW, ranked #3 for English

Guaranteed rental growth, fixed
3% annual rental increases
(circa \$500,000 in 2026)

Indicative price \$5,200,000
(yield 6.25%)

- + Long 10 year lease to growing Alpha Omega College to 2027 + option to 2037
- + The new campus for Years 7 & 8 – opposite the Senior campus for years 9-12
- + Auburn: densely populated centre, home to over 37,000 people
- + Adjacent to Woolworths anchored shopping centre, ample customer parking
- + Generous 1,136 sqm internal area + parking
- + Net Income: \$325,463 pa + GST



Location

Auburn (Western Sydney) NSW
Shops P1 & 2, 62-72 Queen Street



Contact

Michael Gilbert 0430 024 790
Rhys Parker 0451 101 042



Deadline Private Treaty

Offers Closing 4pm AEST
Thursday 19 September 2019

Great news for property owners. Sydney's brand new leasing department has arrived.

We're proud to add to the national leasing capabilities of Burgess Rawson. Nik Simonovic and Dillon Frain come from years of experience in Sydney CBD, Inner City and Metropolitan Suburbs. As Australia's property people, we're looking forward to being of service to our owners across all our service lines including sales, leasing and asset management.

Dillon Frain 0416 867 155

Nik Simonovic 0415 447 275



Australia's Property People
burgessrawson.com.au



Established Gold Coast Childcare Investment New 15 Year Net Lease to 2034







Two further 10 year options to 2054

Fixed 3% annual rent increases

Tenant pays all usual outgoings including Land Tax

- + Global Sky Education: experienced and successful early education provider with a network of 10 centres nationally
- + Prominent 2,627 sqm main road corner site with favourable Medium Density Residential Zone and metres from Southport's CBD and Australia Fair Shopping Centre
- + Well maintained two storey purpose-built facility licensed for 105 LDC places
- + Southport: major residential and commercial centre of the City of Gold Coast

	Location Southport (Gold Coast) QLD 190-200 Scarborough St (cnr North St)
	Contact Natalie Couper 0413 856 983 Adam Thomas 0418 998 971 Doug Doyle 0400 564 623 Jamie Dewe 0410 350 273
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Net Income \$262,500 pa + GST + Outgoings



Secure 10 Year Lease to Metro Petroleum to 2028 Strategically Positioned Fuel Investment



10 year lease to June 2028 plus options to 2048

Fixed 3% annual increases

Tenant pays usual outgoings excluding land tax

- + Metro Petroleum: Growing network of 200 plus sites across Victoria, New South Wales and Queensland
- + Significantly refurbished and modernised, completed June 2018
- + Prominent 1,456 sqm corner landholding with dual 75m street frontage and access
- + Prime main road position amongst destination retailers including Aldi, McDonald's, Bunnings, Coles etc
- + Maryborough: Important Fraser Coast Commercial Centre servicing a growing catchment population over 30,000

Location
Maryborough QLD
71 Ferry Street (corner Albert Street)

Contact
Shaun Venables 0411 860 865
Beau Coulter 0413 839 898
Craig Chapman 0427 110 132

Auction
11am Wednesday 18 September 2019
River Room, Crown Casino, Melbourne

Net Income
\$195,355 pa + GST



Affordable Prime Retail Investment New Lease to Westpac – Fixed 3% Increases



Leased to 28 February 2023
plus options to 2033

Bluechip tenant,
Market Cap of \$99.08Bn

Bustling Sunshine Coast
retail precinct

- + Nambour: administrative hub of Sunshine Coast 101 km north of Brisbane CBD
- + Excellent exposure in Nambour's thriving retail precinct opposite Chemist Warehouse & major shopping centre anchored by Woolworths
- + Growth location with strong residential catchment of circa 346,500 population
- + Generous 3% fixed annual rent increases assuring future rental growth
- + 100% leased to Westpac with tenant paying all usual outgoings as per lease
- + 242 sqm net lettable area + 6 car spaces

	Location Nambour (Sunshine Coast) QLD 4/2 Ann Street
	Contact Doug Doyle 0400 564 623 Simon Staddon 0413 640 851
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$96,180 pa + GST



State-of-the-Art Childcare Opportunity New 10 Year Net Lease Plus Option to 2050

10 year net lease to 2030 with two further 10 year options to 2050

Fixed 3.5% annual rent increases

Scheduled opening: Q3 2020

- + Architecturally designed 663sqm double-storey facility, licensed for 99 LDC places
- + Prominent 1,241sqm site, within 550m from Mullum Primary and Ringwood North Shopping Centre
- + Designed by industry leaders-Perkins Architects
- + Highly experienced early education provider with 30+ years industry experience
- + Sought-after eastern metro location only 2.5km from Eastland Shopping Centre and 23km from the Melbourne CBD

	Location Ringwood VIC 64 Wonga Road (corner Major Street)
	Contact Zomart He 何梓轩 0488 220 830 Adam Thomas 0418 998 971 Natalie Couper 0413 856 983
	Expressions of Interest Closing 4pm AEST Thursday 25 September 2019
	Net Income \$341,045 pa + GST and Outgoings



Impressive Childcare Investment New 15 Year Net Lease with Options to 2054



Sought-after 15 year net lease with 4 further 5 year options

Fixed 4% annual rent increases

Significant depreciation benefits

- + Leopold Early Learning: industry leading early education provider with 4 further centres
- + Impressive 776 sqm facility, licensed for 114 LDC places
- + Prominent 2,392 sqm main road site with favourable Mixed Use zoning
- + Located only 200 metres from Coles and K-mart - anchored shopping centre, 500 metres from Leopold Primary School and 7km south east from the Geelong CBD

Location
Leopold (Geelong) VIC
688 Bellarine Highway

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

Auction
11am Wednesday 18 September 2019
River Room, Crown Casino, Melbourne

Income
\$295,645 pa + GST and Outgoings



*Outline/Boundaries Indicative Only



Strategic Bendigo Fuel Investment 80% Income from Woolworths/EG Group

10 year lease to Woolworths/
EG Group to 2026 plus options

4 year lease plus options to
Fusion Physiotherapy

Brand new fibreglass tanks
and store refurbishment
completed in 2015

- + EG Group: Recent acquisition of WOW fuel business for \$1.725B - circa 4,700 retail and fast food sites across Europe and North America
- + Highly strategic Commercial 1 land parcel of 5,068sqm with 40m frontage to Condon St, access to Edwards Rd and amongst two major shopping centres servicing the growing eastern Bendigo population
- + Greater Bendigo: Vic's third largest urban centre, a growing population of 116,000+, forecast to increase to 155,000 by 2036



	Location Kennington (Bendigo) VIC 123-125 Condon Street
	Contact Jamie Perlinger 0413 860 315 Scott Meighan 0413 830 709
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Net Income \$250,695 pa + GST (Jan 2020)



Established Car Wash – Secure 10 Year Lease Strategic Golden Mile Precinct



Secure 10 year lease to 2027
plus options through to 2037

Long established successful
car wash location circa 20 years

40,000 vehicles passing daily

- + Fixed 4% increases – assuring growth
- + Lessee pays outgoings as per the lease
- + 1,356 sqm site with retail frontage of 44.5 metres
- + Commercial 1 Zoning
- + Combined 161 sqm improvements including drive-thru car wash and plant room plus cafe with alfresco dining
- + Premier 'Golden Mile' precinct surrounded by a mix of high profile national retailers & excellent lifestyle & transport amenities

	Location Blackburn VIC 129-131 Whitehorse Road
	Contact Raoul Holderhead 0413 860 304 Al Bogdani 0413 830 707 Zomart He 何梓轩 0488 220 830
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Net Income \$236,541 pa + GST



Former Bunnings Trade Facility Plus Land Offered with Vacant Possession

Bunnings relocating to larger premises (lease expires 8/11/19)

Anticipated price point provides opportunity to acquire at well below the cost of replacement

Modern high clearance building of 2,288 sqm with extensive hardstand and car parking

- + Suit owners/occupiers, developers and/or investors
- + Office showroom plus 3 module warehouse, ideal for subdivision (STCA)
- + Accessible corner site of 6,738sqm with 180m combined frontage & triple access points
- + Mitchell Park: Ballarat's leading industrial/commercial precinct with strategic connection to Western Victoria's highway network
- + Prominent neighbouring occupants include Toll, TNT, Haymes, Volkswagen etc
- + Ballarat: regional city servicing 100,000+

Location
Mitchell Park (Ballarat) VIC
19 Waringa Drive corner Patanga Court

Contact
Graeme Watson 0419 717 171
Shaun Venables 0411 860 865

Auction On-Site
12 noon Thursday 19 September

Expiring Income
\$156,260.50 pa to (8/11/2019)



Established & Affordable Childcare Investment New 10 Year Net Lease + Options to 2038



10 + 5 + 5 year net lease to 2038

Fixed 3% annual rent increases

Tenant pays all usual
outgoings including
management fees

- + Modern purpose-built child care facility licensed for 95 LDC places
- + Huge 3,023 sqm main road site metres from ALDI and only 7km south from the Geelong CBD
- + Greater Geelong: current resident population of 251,540 with forecast growth of 29% to 325,779 by 2036 (source: profile.id)



Location
Grovedale (Geelong) VIC
189-195 Torquay Rd (Surf Coast Hwy)



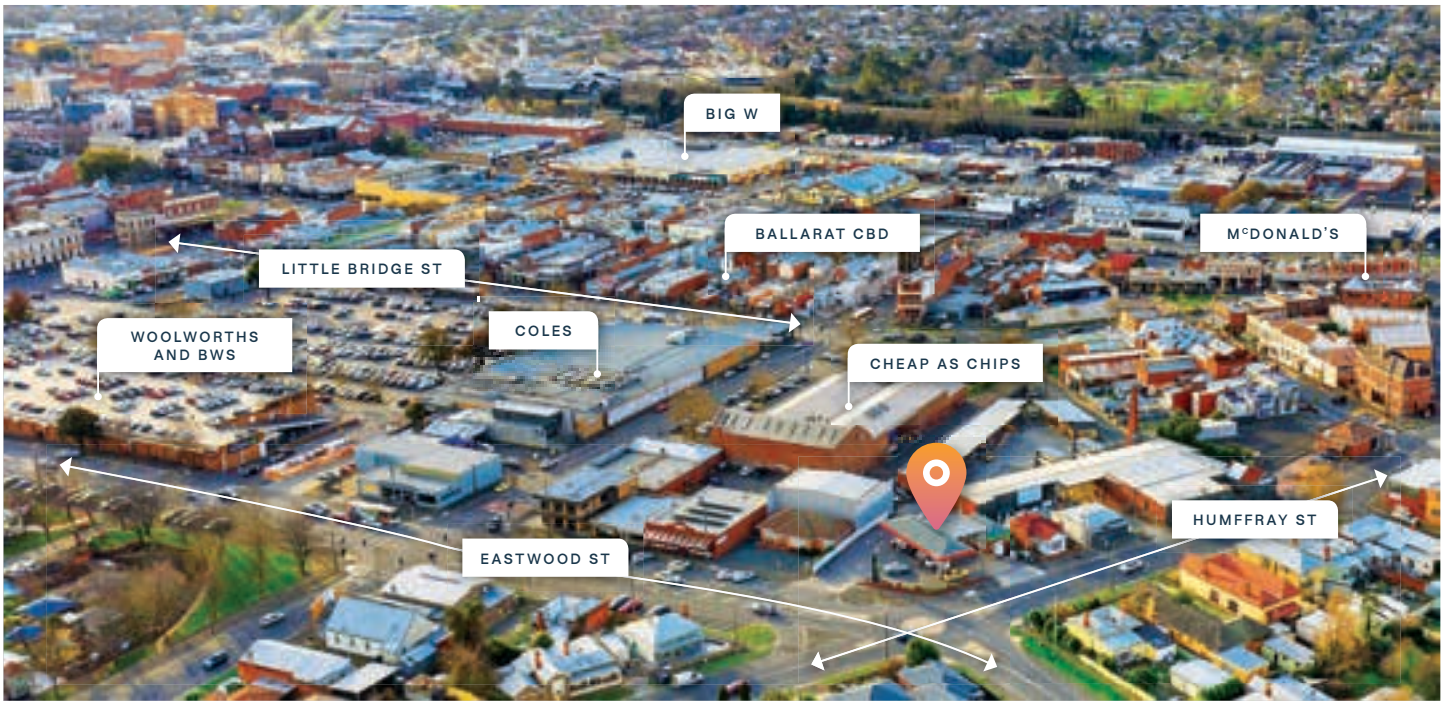
Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983



Auction
11am Wednesday 18 September 2019
River Room, Crown Casino, Melbourne



Net Income
\$162,445 pa + GST and Outgoings
(as at September 2019)



Affordable Ballarat Fuel Investment 6 + 6 Year lease to Woolworths/EG Group



Secure 6 + 6 year lease through to December 2030

1,004sqm Commercial 1 corner site with 46m total frontage

All structural repairs, maintenance and remediation obligations are responsibility of the tenant

- + EG Group: Recent acquisition of WOW fuel business for \$1.725B - circa 4,700 retail and fast food sites across Europe and North America
- + Established fuel outlet at gateway to Ballarat CBD - 200 metres from complimentary Woolworths Supermarket and BWS Liquor
- + Annual CPI rent reviews
- + Ballarat: The capital of Western Victoria & one of Australia's fastest growing regional cities with projected 19% population growth by 2026

	Location Ballarat VIC 110 Humffray St Sth, cnr Eastwood St
	Contact Scott Meighan 0413 830 709 Raoul Holderhead 0413 860 304
	Auction 11am Wednesday 18 September 2019 River Room, Crown Casino, Melbourne
	Rent In excess of \$50,000 pa + GST



Flagship Commonwealth Bank Investment Gateway Entrance to Galleria Shopping Centre



Landmark corner adjacent to Galleria – Western Australia’s 5th largest shopping centre

Surrounded by nationals: ANZ, NAB, Dan Murphy’s, McDonald’s & Bunnings

City of Bayswater, a growing population just 7km from Perth CBD

- + Long established Commonwealth Bank including regular branch and business banking
- + Modern high grade fit-out with 3 ATM’s indicating a strong customer base
- + Additional 1st floor commercial tenancy leased to AEC Consulting
- + Large strategic site of 615 sqm
- + Quality two storey premises including valuable onsite parking (100% leased)
- + 3 street frontages providing easy access and high profile exposure

	Location Morley (Perth) WA 14 Old Collier Rd (Corner Bishop St)
	Contact Darren Beehag 0411 226 223 Andrew McKerracher 0411 611 919
	Auction 11am AEST Tuesday 17 September 2019 Doltone House Hyde Park, Sydney
	Net Income \$264,359 pa + GST

Benefits of bidding at auction

ARTICLE BY Scott Meighan

If you thought auctions for inner-city terrace homes were action-packed, try attending an auction for a commercial property leased to Coles, 7-Eleven or Bunnings. You'll be stunned at just how hot the competition can be to secure these assets.

In fact, many buyers and investors much prefer to purchase at auction as opposed to through expressions of interest and other methods, and with good reason.

Here are five key benefits of bidding, buying and attending a Commercial property Auction.

Transparency

Want to know exactly what (and who) you're up against? An auction is far and away your best bet.

Participating in an auction affords you absolute transparency when it comes to price and the number of interested parties, as well their location.

Buying through expressions of interest or other non-transparent methods means you'll never know if you overpaid by \$100,000, as there's no way of telling who the other buyers are and where they might be positioned on price.

There's also confidence to be gained from seeing other bidders vying for your property. If someone else wants it, chances are you're onto a good thing.

Buying unconditionally

There's no waiting around when it comes to auction results. It truly is a case of, 'you bid for it, you bought it'.

Each bid is effectively an immediate unconditional offer to purchase that property, and provides other potential buyers with the chance to immediately better that offer – or not.

At auctions, if you've got the money and the winning bid, you effectively own the property at settlement and can move onto planning with certainty for future opportunities, rather than missing out on other properties because your money is tied up in a protracted negotiation.

Bid from anywhere

Can't attend the auction in person, or is the property interstate? No problem.

It's never been easier to bid at a commercial property auction remotely, with Burgess Rawson operating fully integrated systems in each of our state offices.

Prospective bidders can attend those offices and bid on properties in real time, or from anywhere in Australia or internationally. In fact, a large percentage of the properties sold through our iconic Portfolio Auctions are purchased by interstate bidders.

There's no excuse not to get involved!

A market snapshot

There's almost no better way to get an instant snapshot of the commercial property market and sentiment than to attend one of these auctions, held every six weeks.

At our Portfolio Auctions we put as many as 50 commercial properties under the hammer across a 48-hour period, capturing multiple asset classes.

This effectively provides a 'live' snapshot of the national market. Investors wanting to know which asset classes are in the greatest demand need look no further than the results from each auction, with multiple classes auctioned side by side within minutes of each other.

The clearance rates from our auctions can also be a good indicator of overall market sentiment and the general appetite for commercial property throughout the year.

Testing the value

It's the big question constantly facing commercial property owners: what is my property worth?

While there's no hard and fast formula for calculating a property's current value, you can get a very good indication of where it might be positioned by attending an auction and using similar properties as a barometer for yours.

You'll very quickly be able to define what your likely buyer demand might be, how big the buyer pool is and whether there's competition for similar assets. Even if you have no intention of selling, it will help you to determine if now is a good time to have your property revalued, if you're hoping to leverage and expand your holdings.

Meanwhile, for budding commercial investors, attending an auction and speaking to agents about particular properties - or the market in general - is a great way to expand your knowledge and put you in a better position when it comes time to buy.

Q&A

with Lawyer Jacob Duane

AND BURGESS RAWSON DIRECTOR STEVE LOVISON

Sales and Marketing Director Steve Lovison shares Five Minutes with Bennett & Philp Property Lawyer Jacob Duane, on the topic of purchasing property in a company structure.

Steve Lovison (SL): Jacob, many potential buyers ask us about purchasing entities, often once the hammer has fallen!

How common is it for people to buy a commercial property investment using a company name?

Jacob Duane (JD): This is very common Steve. Whether the property is purchased in a self-managed superannuation fund, a trust or just in the company entity, this allows greater asset protection for the individuals involved.

SL: Why do people purchase property using a company entity?

JD: There are various reasons why people purchase property in a company – two of which include asset protection and taxation. By using a company, an individual can place a layer between them as an individual and any creditor. The company tax rate in Australia is 27.5%, which is generally less than the individual earning more than \$115,000 per year.

SL: If you want to establish a company with the intention of purchasing a property through that vehicle, where do you start? How long does it take to set up? Why can't I buy the property (say at an auction) and then work out what entity to place it in? Do you require an ABN?

JD: You can typically establish a company within 24 hours, provided you have all the necessary information readily available and the directors are present to sign the necessary documents.

It is generally unwise to sign a contract for the purchase of a property either at auction or otherwise and then request a change, because the seller may not agree. In addition, changing the contract could result in the payment of double transfer duty. There is a way to have someone purchase as an agent but that requires very specific advice. Generally, it is safer to have the entity established before a contract is signed.

Requiring an ABN depends on the type of property you purchase and if the income

from the property reaches the GST threshold of \$75,000. If your GST turnover is less than \$75,000, registering for GST is optional.

SL: Can you explain GST a little further and does GST apply on the purchase?

JD: It depends on the type of property and what your plans are. Residential properties are input-taxed sales and do not include GST. However, if you have purchased the property with plans to develop it and on sell it, you may be liable for GST as it could be considered that you are carrying on a business. If you purchase a commercial property that is leased, you may satisfy the going concern exemption which means that GST would not be payable. If you purchased a vacant commercial property, it is very likely that GST would be payable. The issue of GST is complex, and it is important to seek professional advice beforehand.

SL: What are two pieces of advice you have for people considering buying a property in a company?

JD: As with all proposed property purchase decisions, you should do your homework. Study the market thoroughly and obtain structuring advice from your solicitor and accountant. Obtain the advice early in the process, as a company may not be the best structure after all, and there are several other considerations to make when buying commercial property.

SL: Finally, who can you speak to for more information on your property buying options?

As a property lawyer with more than two decades of specialised experience in the real estate industry, you can speak to me or Bill Purcell, the other director in Bennett & Philp's property team. Contact your accountant and introduce the accountant to your solicitor. The earlier you do that will result in direct cost savings.

Note: The above article is general information only and potential buyers should make their own enquiries with their solicitors, financial planners or accountants.



Leasing Opportunities

Malvern Collective – Malvern VIC	58
Botanical Medical – Jerrabomberra NSW	60
Logis Connect – Dandenong VIC	61
Boutique Retail – Darlinghurst NSW	62
Restaurant + Outdoor Courtyard – Potts Point NSW	62

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



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



2nd floor office or gym space



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



60% have higher than average Australian income



83% professionals



Median home price: \$2.7M



65,000 vehicles passing the site daily



Close Proximity to Cabrini Hospital, multiple primary & secondary schools and Universities

Contact: Sam Fogarty 0413 830 808

David Mark 0413 860 316



For Lease

Botanical Medical



Size: Tenancies ranging from 100 sqm - 800 sqm



Location: Jerrabomberra NSW 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





For Sale or Lease
Logis Connect

Construction Commenced
 Occupy 2020 – 65% Committed



Seeking Office, Supermarket, Medical Centre, Gymnasium and Retail uses



Floor areas from 77sqm



Simple floor plans offering ample opportunities



17,000+ vehicles passing daily



2 minutes to Eastlink, 10 minutes to South Gippsland Highway, 18 minutes to Dandenong Station

Dandenong VIC
Logis Boulevard

Logic Connect is an all-in-one retail, commercial and office precinct, offering endless possibilities to grow your business. Well connected by Eastlink and South Gippsland Highway within a thriving community, it offers the perfect work/ life balance.

Contact: Arton Meka 0413 860 305
 David Mark 0413 860 316



For Lease

Well Appointed Retail Boutique



Retail Opportunity in Densely Populated Locale

- High levels of passing trade
- Tightly held retail precinct
- Highly sought after suburban location



Versatile 85 sqm retail shop located on the renowned Oxford Street retail strip



Address: 143 Oxford Street, Darlinghurst NSW



High levels of passing trade throughout all times of the day/night



Located in one of the most renowned late night precincts in Sydney



Price On Application

Contact: Nik Simonovic 0415 447 275
Dillon Frain 0416 867 155

For Lease

Potts Point Restaurant + Outdoor Courtyard



Sydney City Fringe Leasing Opportunity

- Existing restaurant approvals
- High tourist & residential population
- Flexible blank canvas opportunity



Size: 87 sqm (47 sqm internal + 40 sqm external)
Sited in the exclusive dining precinct



Address: Lot 15/24-30 Springfield Avenue, Potts Point NSW



Neighbouring a wide range of cuisines & operators



Next to some of Sydney's most colourful and well known operators



Price On Application

Contact: Dillon Frain 0416 867 155
Nik Simonovic 0415 447 275



Industry Profile: Fast Food

There's no question that Australians love their fast food, and it's no different for commercial property investors.

In fact, such is the appetite for fast food-tenanted properties, they consistently rank among the most sought-after investments in the country, and are quickly snapped up whenever we list one for sale.

Why?

The “Golden Arches” and the “Colonel’s” face carry heavy weight in Australia’s retail market. You can never underestimate the appeal of having an iconic, globally-branded tenant, along with the stable, long-term leases that those companies favour.

Restaurants like McDonald’s and KFC are renowned for leasing prime local sites and remaining there, sometimes for generations, so in many respects these assets are as close to iron-clad as anything you’ll find in the market.

Couple that with research that shows around 24 million Australians enjoy takeaway food an average of two to three times a week, and you’ve got an industry that’s all but bulletproof.

“That’s why among the 23 fast food properties that Burgess Rawson sold throughout the 2018/19 financial, we saw a McDonald’s at Northmead in Sydney fetch an astonishing \$17.85 million, while a KFC just next door sold on a very tight yield of only 3.55%.”

For investors considering fast food as an investment, it’s important to make a couple of key distinctions between the sub-markets that exist within this asset class.

Firstly, you have the freestanding, drive-through style properties that we all traditionally associate with fast food. These properties usually command a price premium and the sharpest yields, and typically occupy large, freestanding sites on major arterial roads.

They enjoy long leases – predominantly to Australia’s four main fast food brands - and often even longer option periods, and if you have the chance to secure one you’d better be quick, because they’re exceptionally tightly held and rarely last long on the market.

Alternatively, you’ve also got fast food restaurants positioned in high street convenience retail locations, such as internal malls or local shopping strips. Here you’ll find a broader range of smaller national players with a wide range of tenancy requirements.

Compared to the retailers that surround them, these assets often trade at premium prices, again because they offer the best stability and great growth potential of any shop in the street.

So whether you’re a first-time investor or an established buyer of premium property, you’d be well advised to consider taking a bite out of Australia’s booming fast food market.

Fast Food Results



Australia Wide Market

Fast Food investments are in great demand – stronger enquiry levels in 2019.



\$67.8m

Value of all sales



High

Investor demand



Low

Supply of property



Strong

Enquiries up in 2019



93.3%

Metro clearance rate

Outstanding results achieved



SOLD

KFC,
Northmead NSW

💰 \$6,700,000

📊 3.55%



SOLD

Nandos,
North Hobart
TAS

💰 \$3,292,000

📊 5.56%



SOLD

Hungry Jack's,
Albany Creek
QLD

💰 \$4,200,000

📊 4.43%



SOLD

Hungry Jack's,
Grafton
NSW

💰 \$2,800,000

📊 5.44%

“ Auctioned in February, the Hungry Jacks at Caroline Springs VIC was the first ‘metropolitan’ fast food freehold put to market since Sept 2016.

The campaign generated 277 enquiries with the property selling under the hammer on 4.06% yield. ‘The market is desperate for more properties of this calibre...!’

Raoul Holderhead, Director ”



 **SOLD**

**Hungry Jack's,
Caroline Springs
VIC**

 \$2,955,000

 4.06%

Recent sales

	Sold price	Net Yield
Grill'd, Darlinghurst NSW	\$2,925,000	5.21%
Phillip Island Bakery, Cowes VIC	\$1,600,000	5.07%
Coffee Club, Redcliffe QLD	\$2,680,000	5.82%
Domino's, Geraldton WA	\$800,000	7.11%
KFC, Muswellbrook NSW	\$2,835,000	5.02%
Fish and Chips, Paradise Point QLD	\$1,100,000	6.09%
Oporto and Hungry Jack's, Meadowbrook QLD	\$5,000,000	6.68%

Australia's Fast Food Specialists



Jamie Perlinger
0413 860 315



Glenn Conridge
0413 873 337



Rob Selid
0412 198 294



Guy Randell
0430 272 999



Dean Venturato
0412 840 222



Billy Holderhead
0422 817 696



Darren Beehag
0411 226 223



Ingrid Filmer
0413 860 312



Raoul Holderhead
0413 860 304



Pat Kelly
0412 244 456



Simon Staddon
0413 640 851



Andrew McKerracher
0411 611 919

Q&A

with Guy Randell

MANAGING DIRECTOR CANBERRA

Q: How important is the development of new infrastructure to the commercial property market?

A: “With new large residential estates coming on widely in growth corridors throughout Australia, there is a great demand for the commercial infrastructure and services to keep up. The opportunities require careful consideration around masterplans to ensure that commercial opportunities are delivered and not just restricted to town centres. This will help with the movement and growth of these regions as they become closer and closer to the main cities. Transport (in particular Rail) services are key and the need to have strong investment up front to ensure we can keep up with the population growth and provide lower cost housing options with employment opportunities in locations up to 1 hour away from capital cities. We have seen some remarkable growth in areas such as the Sunshine & Gold Coasts, Western Melbourne and Sydney, and Canberra/Goulburn regions.”

Q: What makes a new development a strong investment?

A: “A development can have strong upside because you are not just looking for a yield return but also planning for capital growth. If your metrics are right throughout planning and you control your land and build costs then the ability to produce better investment returns come into play. In a diversified investment portfolio, development can provide the upside you may be looking for but with a higher element of risk associated and a higher level of capital upfront. Burgess Rawson have experts throughout the country to work with you from land acquisition through to management or divestment of the asset. The key is also ensuring you have a strong commercially savvy development team with experience in property development including Lawyer, Accountant, Banker and Agent.”

“ Q: What advice would you have for first time investors?

Research, Research, Research. Understanding your financial position is key and not being afraid to take a risk for the right asset. Commercial investments will provide you with longer term leases and income growth through fixed or CPI increases, which provides capital growth throughout the lease term. With record low interest rates, entry is more affordable. Upfront research and a key team of advisers with strong commercial acumen will help you navigate the myriad of options. ”



Download your free report

Investment Sales Report 2018/19 Financial Year

Commercial property is poised for a bumper year, having successfully weathered volatile financial markets and political uncertainty over the past 12 months. Our report shows commercial property activity remained strong throughout the last financial year, with a number of key asset classes in very high demand and continuing to transact heavily. Hardware, fast food, childcare and medical centres were among the properties to continue experiencing peak demand, according to the report, as investors chase the long-term security of bricks and mortar real estate.

Burgess Rawson Melbourne managing director Ingrid Filmer said the findings were an indication that the best was yet to come for commercial property, and had already been very well received.

“Commercial property is absolutely back on the menu for investors in 2019, we’re already seeing an increase in clearance rates and sales volumes since the start of July, as buyers and vendors return to the market with confidence.” Filmer said.



To receive your free copy of the Investment Sales Report 2018/19, visit: burgessrawson.com.au/report



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

AUSTRALIAN CAPITAL TERRITORY

T 02 6152 9113
A Unit 152, Level 1, 41 Eastlake Parade
Kingston ACT 2604
E canberra@burgessrawson.com.au

NEW SOUTH WALES

T 02 9232 6288
A Level 18, 15 Castlereagh Street
Sydney NSW 2000
E sydney@burgessrawson.com.au

QUEENSLAND/NORTHERN TERRITORY

T 07 3220 3611
A Level 24, 324 Queen Street
Brisbane QLD 4000
E brisbane@burgessrawson.com.au

VICTORIA/TASMANIA/SOUTH AUSTRALIA

T 03 9613 0400
A Level 7, 140 Bourke Street
Melbourne VIC 3000
E melbourne@burgessrawson.com.au

WESTERN AUSTRALIA

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