

FEATURE ARTICLE

A New Lease on Life:
How Burgess Rawson
is redefining
commercial leasing

INSIGHTS

Australia's
#1 Convenience
Retailer

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES



See how a childcare asset can grow your investment.

With more than a 60% market share of all childcare property sales in Australia, Burgess Rawson knows what works.

This growing sector is seeing increased stability and quality centres opening up with new programs and activities creating a competitive edge in the marketplace.

Couple that with the ongoing and increasing funding available to support early education and there's no question that this vibrant industry will deliver secure returns for years to come.

To grow your investments in childcare, contact your preferred state office today.

CONTENTS

What's inside

Industry Profile:
Industrial
p82



Q&A with
Pat Kelly
p85

A New Lease on Life: How Burgess Rawson is redefining commercial leasing06

ARTICLE BY BURGESS RAWSON DIRECTORS

Investment Portfolio Auction 132 11

7-Eleven Announce \$65 million National Sale-and-Leaseback Campaign 16

ARTICLE BY ADRIAN BALLANTYNE

7-Eleven Portfolio Auction 19

Listings 25

August/September National Results..... 70

Re-imagining Healthcare for Canberra..... 73

The Rise of Regional Gems..... 80

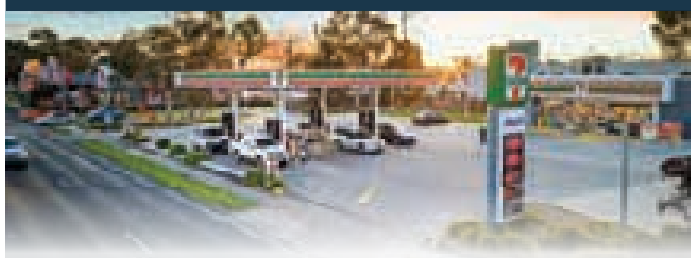
ARTICLE BY CRAIG CHAPMAN

Industry Profile: Industrial..... 82

ARTICLE BY BURGESS RAWSON SECTOR SPECIALISTS

Q&A: Pat Kelly 85

7-Eleven Portfolio Auction
p19



Investment Portfolio Auction 132
p11



A New Lease on Life:

How Burgess Rawson is redefining commercial leasing
p06

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

One of our most diverse portfolios featuring fifteen 7-Eleven outlets, a full-line Woolworths supermarket, numerous childcare investments, and a freestanding First Choice Liquor Market with a brand new lease to Coles Group:



Freestanding Melbourne Coles Investment p. 32

Location: Werribee VIC
Income: \$318,000 pa + GST
Auction



Top Performing KFC, 15 Year Lease to 2033 p. 56

Location: Emerald QLD
Income: \$108,637 pa + GST
Auction



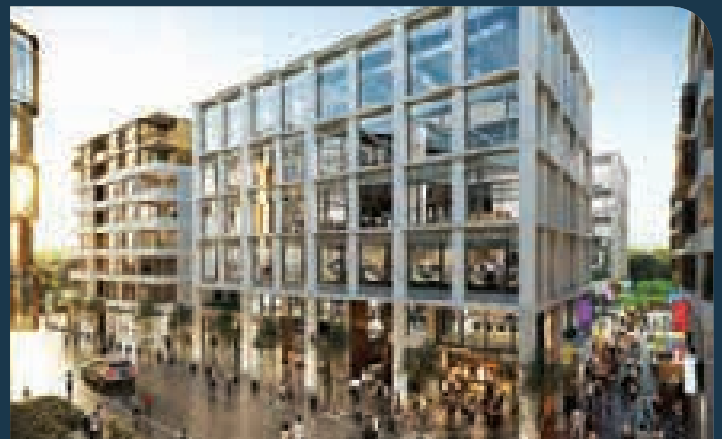
Booming South West Sydney Investment p. 43

Location: Leumeah (Campbelltown) NSW
Income: \$376,500 pa + GST
Auction



Dominant Freehold Woolworths Supermarket p. 26

Location: Seymour VIC
Income: \$800,000 pa + GST
Auction



Be Part of Canberra's Second CBD p. 38

Location: Dickson ACT
Income: Off Plan
Off Plan

Welcome



EDITOR Andrew McKerracher

 ANDREW.MCKERRACHER

Welcome to the latest edition of our Portfolio magazine - your exclusive insight into the trends and key property listings that are shaping our commercial property market.

In this edition of Portfolio, we take an in-depth look at how Burgess Rawson's leasing department has evolved dramatically in recent years to encompass far more than just finding tenants for landlords. If you're new to the leasing game, you'll be stunned at just how many complementary services make up what a leasing team can do for you.

Read on and you'll also get a great look at one of the most significant commercial property offerings we've ever had the privilege of selling: a portfolio of 15 outlets for convenience and fuel retailer 7-Eleven in four states, which will be auctioned back-to-back in a very special auction event.

Make no mistake, 2019 has been a year of challenges for the investment community, with everything from the Federal Election to current stock market fluctuations causing concern among some investors.

What we know, though, is that in uncertain times property has always been something of a safe haven, and that is certainly the case in our current environment. At Burgess Rawson, we see this reflected in the increase in enquiries that we are receiving for investment grade properties across all price ranges in recent months.

With cash in the bank now receiving record low returns, even the lowest yielding commercial property investments provide a better continuity of cash flow. Many of these properties are secured by well-known national tenants on long-term leases, providing excellent future financial security.

As always, our upcoming Portfolio Auctions will feature a broad selection of investment opportunities throughout Australia.

If you've been observing our Portfolio Auctions for some time now and are thinking of buying or even featuring your property in a future campaign, we welcome you to attend to our Melbourne or Sydney auctions and experience our unique, customised approach to selling commercial property.

Burgess Rawson are considered market leaders in the sale of investment properties, with a national presence through all major cities and throughout regional Australia. A significant number of our buyers seek investments interstate, which ensures a broad cross-section of potential buyers for every property we list.

I hope you enjoy this edition of Portfolio. Should you have any questions or require advice about your next commercial property move, please don't hesitate to contact any of our directors or agents directly, as we'd be only too happy to assist you.



Portfolio Team

EDITOR Andrew McKerracher

ASSOCIATE EDITOR Pat Kelly

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.

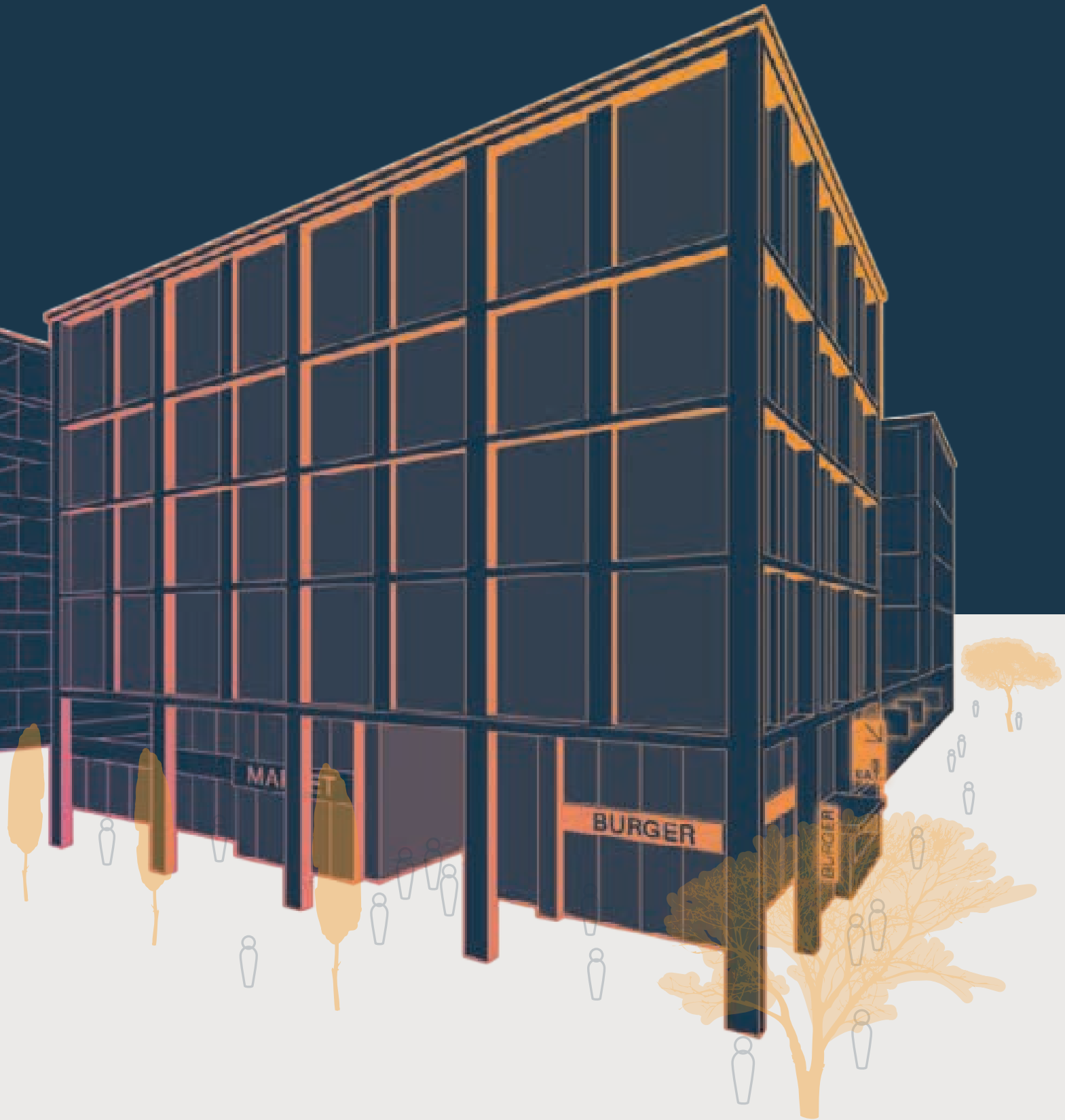
Our diverse and forward-thinking Portfolio Team is drawn from Burgess Rawson's offices across Australia, working collaboratively and each contributing their unique skill set to bring you a magazine we're proud to call our own.

A New Lease on Life:



How Burgess Rawson is redefining commercial leasing

WRITTEN BY Adrian Ballantyne



“That end-to-end expertise has become a major point of difference for the agency”



Hear the words “Burgess Rawson” and the first thing that probably comes to mind is our Portfolio Auctions.

And fair enough, too. The regular auction events held in Sydney and Melbourne have long been the agency’s calling card, and continue to drive the majority of Burgess Rawson’s business.

But what if we told you there was a part of our business that had quintupled in size over the past three years alone?

Burgess Rawson’s national presence might be dominated by our sales division and iconic auctions, but our leasing team’s reputation and results are making real noise in the commercial property industry.

Across our national office network, our team of leasing agents has changed the leasing landscape with unique service offerings that have seen the client base swell significantly.

Burgess Rawson has broken new ground in the project leasing space, where specialist agents are now often involved from before a block of land is purchased, guiding developers through the entire purchase, planning, approval, building and tenant acquisition processes.

That end-to-end expertise has become a major point of difference for the agency, and one that is seeing clients increasingly seeking it out.

“It’s the way we get involved from the very beginning, right through,” according to Melbourne director and head of leasing David Mark.

“Along with our regular leasing work, we’re also a ‘developer’s agent’ in that we’re engaged right from day one to ensure developers are able to get the highest and best use out of their land, and secure the best possible tenant mix as early as the planning phase.”

Mr Randell says the process is also resonating deeply with tenants.

“It’s more of holistic approach to project development and leasing, which more often than not will result in tenants signing on prior to a development approval even being lodged.”

It’s an approach that has seen Burgess Rawson tackle a number of long-term major projects in 2019, including the completion of the \$100m Craigieburn Junction large format retail centre in Melbourne’s north, along with the current development of 10 fuel and fast food “super sites” across the state.

In Canberra, the team is marketing a major fully-integrated healthcare precinct at Belconnen.

“We’re also really big in the childcare leasing space and particularly the development side of those. We’ve done about 18 in the last year and Perth now offers this service also,” Canberra managing director Guy Randell says.

“Whether it’s offices, retail, medical assets, childcare centres, industrial, fast food, mixed-use developments or any number of other asset classes, Burgess Rawson has every leasing need covered, from securing the best tenants for established commercial properties, to consulting on building a project from the ground up.”

Our Team

Hands-on, deeply knowledgeable and proudly successful, Burgess Rawson's leasing team provides innovative and effective solutions for landlords, investors, retailers and tenants.



Guy Randell
Canberra



James Baker
Canberra



Steve Burke
Canberra



Alexander Magliolo
Melbourne



Arton Meka
Melbourne



David Mark
Melbourne



Sam Fogarty
Melbourne



Tracey Talevska
Melbourne



Brent Griffiths
Perth



Tim Pittaway
Perth



Chris Carcione
Perth



Dillon Frain
Sydney



Naomi Venturato
Sydney



Nik Simonovic
Sydney

But Burgess Rawson is also changing the game when it comes to typical commercial property leasing, with investors now entrusting the future of their assets to the same agency they buy and sell with.

Burgess Rawson recently recruited a pair of dynamic new agents, Nik Simonovic and Dillon Frain, for its Sydney team, with their expertise in the food and beverage and retail spaces already proving a significant asset.

“Landlords and owners of major buildings are realising they need a new kind of expertise in the leasing area,” Simonovic says.

“We’re being engaged by groups that have traditionally given us buildings to sell, but now they’re recognising that Burgess Rawson has the expertise to solve their leasing issues too.”

Canberra
02 6152 9113

Melbourne
03 9613 0400

Perth
08 9288 0288

Sydney
02 9232 6288



Commercial property leasing: Where you come first

Commercial property leasing is about far more than simply finding tenants.

At Burgess Rawson, our national leasing team covers the full spectrum of leasing services, from assisting developers in securing the right site for their next property, to procuring the best tenant mix, and everything in between. We're renowned as one of Australia's leading agencies for project leasing, and our national team works collaboratively with you to ensure you get the most out of every aspect of your commercial property investment.

To find out how Burgess Rawson can assist with your leasing needs, contact us today.



Investment Portfolio Auctions

MELBOURNE

12 NOON AEDT
WEDNESDAY 30 OCTOBER 2019
RIVER ROOM, CROWN CASINO,
MELBOURNE

SYDNEY

11AM AEDT
THURSDAY 31 OCTOBER 2019
DOLTONE HOUSE HYDE PARK,
181 ELIZABETH STREET, SYDNEY

Melbourne Portfolio Auction Listings

12 noon AEDT Wednesday 30 October 2019, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Woolworths	Seymour	VIC	\$800,000	26
Explorers Early Learning	Williams Landing	VIC	\$494,000	28
First Choice Liquor Market	Werribee	VIC	\$320,000	32
Bluebird Early Education	Cranbourne East	VIC	\$272,750	59
Bupa/Pascoe Vale Dental Group	Pascoe Vale	VIC	\$151,343	60
Gippsreal	Leongatha	VIC	\$120,000	62
Vestas Wind Technology	Grovedale	VIC	\$95,000	63
Restaurant	Carlton	VIC	\$90,000	64
Ultratune	Truganina	VIC	\$87,550	65
Burson Auto Parts	Wangaratta	VIC	\$54,375	66
Dentist	Truganina	VIC	\$42,720	67
Precious Cargo	Welland	SA	\$280,000	58
Green Leaves Early Learning	Chapel Hill	QLD	\$437,720	30
Taylor's Hotel – Liquor	Mackay	QLD	\$277,689	54
The Infinity Pharmacy	Burpengary	QLD	\$190,550	55
KFC	Emerald	QLD	\$108,637	56

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 133
11 December 2019

Portfolio 134
26 February 2020

Portfolio 135
1 April 2020

Portfolio 136
13 May 2020

Sydney Portfolio Auction Listings

11am AEDT Thursday 31 October 2019, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
Monkey Mania Children's Play Centre	Leumeah	NSW	\$376,500	43
Gym & Physio	Forresters Beach	NSW	\$214,805	44
Subway & BWS	Engadine	NSW	\$191,000	34
GB Auto (Industrial)	Gunnedah	NSW	\$150,000	45
The Reject Shop	Narrabri	NSW	\$149,694	46
Westpac	The Entrance	NSW	\$138,607	47
Cummins Diesel	Tamworth	NSW	\$132,718	48
G8 Childcare Centre	Horningsea Park	NSW	\$130,768	49
Target	Forbes	NSW	\$130,000	50
Elders	Gundagai	NSW	\$80,500	51
Freehold Restaurant	Taree	NSW	\$79,000	52
NAB	Cooma	NSW	\$50,919	53
Vacant Restaurant	Surry Hills	NSW	n/a	25
Showroom/Industrial	Fyshwick	ACT	\$219,087	40
East Pizza	Kingston	ACT	\$37,440	41

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 133
10 December 2019

Portfolio 134
25 February 2020

Portfolio 135
31 March 2020

Portfolio 136
12 May 2020

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN	Dickson	ACT	n/a	Off Plan	38
The Seymours	Chatswood	NSW	n/a	Expressions of Interest	36
G8 Childcare Centre	Harrington Park	NSW	\$451,837	Expressions of Interest	42
Office Building	Toowoomba	QLD	n/a	Expressions of Interest	57
Crossroads Industrial Estate	Forrestdale	WA	n/a	Private Sale	69
Childcare Centre	Syndicate		n/a	Private Sale	68

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.

 Burgess Rawson

7-Eleven Portfolio Auction

Wednesday 30 October 2019



10:30 am AEDT, Auction Works, 50 Margaret Street, Sydney

Location	State	Site Area	Income pa
Clyde	NSW	1,499 sqm	\$170,331
Liverpool	NSW	4,234 sqm	\$255,497
Seven Hills	NSW	1,739 sqm	\$147,215
St Marys	NSW	3,938 sqm	\$243,817
Colyton	NSW	3,521 sqm	\$158,165
Toongabbie	NSW	2,030 sqm	\$148,432
Marks Point	NSW	2,380 sqm	\$243,331
Braddon	ACT	2,783 sqm	\$291,997
Holt	ACT	2,701 sqm	\$243,331

12 noon AEDT, River Room, Crown Casino, Melbourne

Location	State	Site Area	Income pa
Mornington	VIC	3,430 sqm	\$209,264
Campbellfield	VIC	8,084 sqm	\$395,193
Rockbank	VIC	17,300 sqm	\$328,983
Ferntree Gully	VIC	2,677 sqm	\$249,414
Croydon	VIC	5,412 sqm	\$364,996
Ellenbrook	WA	3,033 sqm	\$370,989

Interstate Bidding and Live Video Broadcast Available at:

Canberra: The Realm Hotel, Ballroom, 18 National Circuit, Canberra ACT

Perth: Level 10, 225 St Georges Terrace, Perth WA

Brisbane: Level 24, 324 Queen Street, Brisbane QLD



7-Eleven Announces \$65 million National Sale-and-Leaseback Campaign

ARTICLE BY Adrian Ballantyne

Strategic Sydney, Melbourne, Canberra and Perth Locations

National convenience and fuel retailer 7-Eleven is set to sell 15 of its properties across Australia on the same day in a one-of-a-kind auction event.

The blue-chip properties in Sydney, Melbourne, Canberra, Perth and Newcastle are expected to sell for as much as \$65 million.

With very little supply in the freestanding retail investment market in the major capitals, interest for the portfolio is expected to be very strong.

Headlining the portfolio is the 7-Eleven at Clyde in Sydney, with the recently upgraded Parramatta Road store occupying a prime 1,499sqm landholding with significant underlying value.

Another highlight property is the ACT's most high-profile fuel site at Braddon in the Canberra CBD, which presents as a shrewd long-term landbank opportunity. The prime 2,793sqm property sits opposite the Canberra Centre, Telstra Civic HQ, the \$300 million Civic Quarter development and several major government department offices, attracting an annual rent of \$291,997.

Other properties at Mornington, Rockbank, Campbellfield, Croydon

and Ferntree Gully in Melbourne, Seven Hills, Colyton, Liverpool, Toongabbie and St Marys in Sydney, Holt in Canberra, Ellenbrook in Perth and Marks Point in Newcastle will also be sold.

Commercial property agency, Burgess Rawson will auction all 15 properties consecutively across two auction events in Sydney and Melbourne on Wednesday, October 30, with Charter Keck Cramer acting as transaction advisor on behalf of 7-Eleven.

Jimmy Mouzakiotis, Group Head of Property at 7-Eleven said the divestment campaign would free up capital to reinvest in its business.



The portfolio is anchored by several blue-chip landholdings, including a 2,783 sqm, triple-frontage site in Braddon, right on the fringe of Canberra CBD.

“7-Eleven is expanding by around 30 stores annually across four states in Australia and has a healthy store investment program, with 293 planned store upgrades across the network, the roll-out of the Parcel Mate program across 400 stores, and has earmarked 13 fuel infrastructure upgrades all this financial year.”

Burgess Rawson director Billy Holderhead commented that the timing of the sale campaign was perfect.

“Interest rates are at record lows and there is an urgency from investors in the market to park their money safely in well-located freehold investment property leased to top tier tenants. But in reality, there has been very little put to market in recent times, particularly at the price points we are expecting for the 7-Eleven sites.”

Burgess Rawson director Simon Staddon expected that the six properties in Sydney would be hotly contested. “Good quality investment property has been very tightly held across the country, but especially in New South Wales.

Investors chasing quality, standalone investments in Sydney have been completely starved in the last 12 to 18 months.”

Fuel specialist and Burgess Rawson director Jamie Perlinger said 7-Eleven is now the most sought-after tenant in the fuel and convenience market.

“To maximise stability, commercial property investors are shifting their focus to the market leaders in each sector. In the fuel sector, 7-Eleven freeholds are at the top of everyone’s wish-list because they are the best retailers in the market. If you watch the customer activity at their fuel sites, the amount of customers shopping at a 7-Eleven but not necessarily buying fuel is completely unique to the brand.

Continued 



Another highlight of the 7-Eleven portfolio is this 8,084 sqm Hume Highway site in Campbellfield, Melbourne, which is underpinned by a long term sub-lease to McDonald's..

And they are constantly evolving by offering new products and services thereby increasing the foot-fall and visitation to their sites within their local markets.”

Mr Perlinger pointed to one of 7-Eleven’s most recent announcements as an example. “The new Parcel Mate roll-out to a further 220 stores by Christmas announced last week will add even more non-fuel customer flow and traffic to their sites.”

As Australia’s largest convenience and independent fuel retailer in Australia, 7-Eleven currently operates 700 outlets across its franchise and corporate network, and accounts for approximately 38% of Australia’s convenience market.

Each of the 15 properties features a 12-year lease plus four further five-year options, and includes sought-after net lease terms, with 7-Eleven paying all rates, repairs, maintenance, building and public liability insurance.

Fixed annual 3% rent increases ensure investors will achieve consistent income growth.

The 7-Eleven portfolio auction will be held on Wednesday, October 30 from 10.30am at 55 Margaret St in Sydney, and continue at 12pm in the River Room at Crown Casino in Melbourne. Investors can also bid from central CBD venues in Canberra, Perth and Brisbane.

“The leases have been structured to minimise risk for investors, whereby 7-Eleven is responsible for all fuel tanks and equipment, including replacement and site clean-up at the end of the lease. They truly are set-and-forget investments.”

– Jamie Perlinger
Burgess Rawson director

7-Eleven Portfolio Auction

Wednesday 30 October 2019
Sydney and Melbourne



15 Blue-Chip,
Freestanding
Retail Investments

Brand New
12 Year Leases

Strategic Sydney,
Melbourne, Canberra
and Perth Locations

- + The most desirable tenant in the fuel and convenience sector, 7-Eleven
- + Landlord-favourable, net lease terms
- + Annual, fixed, compounding 3% rent increases
- + Tenant responsible for maintenance and replacement of fuel tanks and equipment plus site remediation
- + Significant, high-profile sites with strong underlying land values and future development and/or landbank upside
- + Commencing rents from \$147,215 pa*

burgessrawson.com.au/7eleven

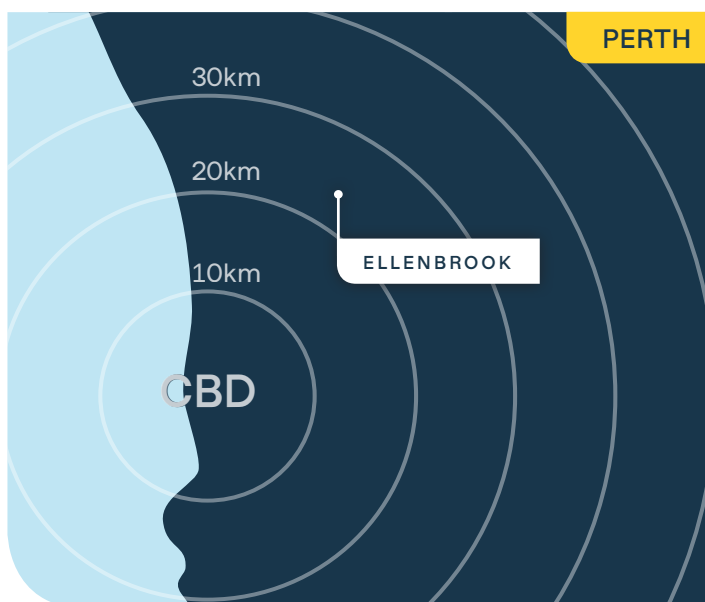
7-Eleven Profile

- + Australia's largest convenience retailer with over 700 stores nationally, accounting for approximately 38% of the market
- + Australia's leading independent fuel retailer with over 550 sites
- + More than 228 million transactions a year through its network, serving an average seven customers per second

Lease Summary

Initial Term:	Brand new 12 year lease
Further Terms:	Four further terms of five years
Rent Reviews:	Annual fixed compounding 3% increases
Outgoings:	Tenant responsible for council rates, water rates and building and public liability insurances
Repairs and Maintenance:	Tenant responsibility
Replacement of Fuel Equipment and Tanks:	Tenant responsibility
Environmental:	Tenant responsibility

*All areas and figures approx only. All boundaries are indicative only. Rents stated are commencing rentals as per the lease. Land tax is not payable by the tenant. All precaution has been taken to establish the accuracy of all information but does not constitute any representation by the Vendor or Agents.



WA : Perth

Ellenbrook
324 The Broadway
(Cnr Maffina Parade)

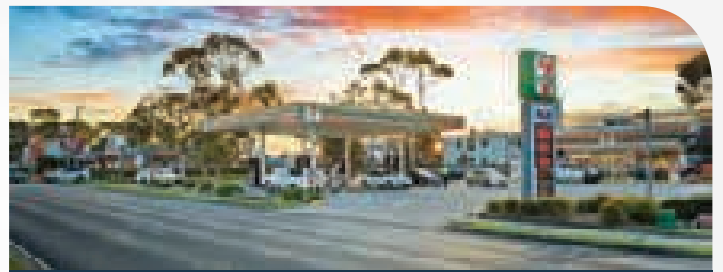
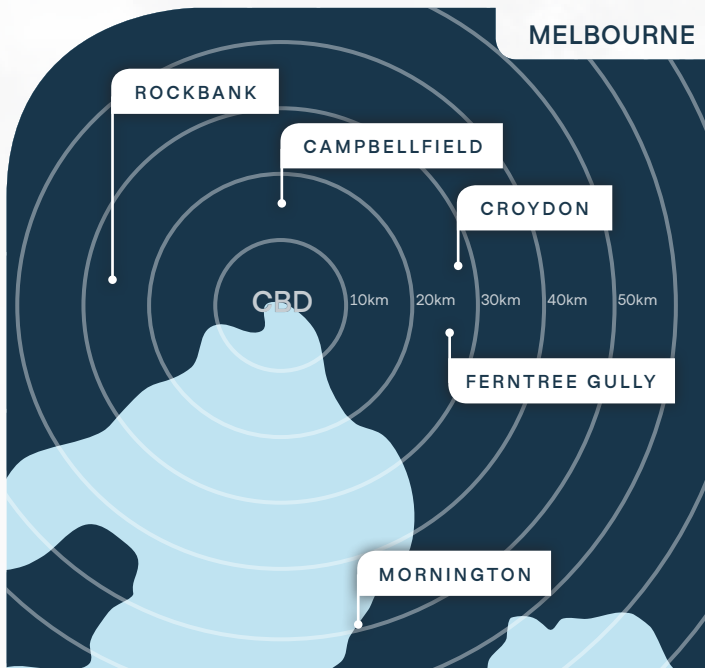
^forecast.id

Rent pa*: \$370,989

Site sqm*: 3,033

Auction: MEL

- + As new improvements, built 2016 with strong depreciation benefits
- + Strategically located nearby Aveley Secondary College (70m) Ellenbrook Sports Hub (410m) and Community Pavilion (440m)*
- + Thriving growth suburb, 24km north east of Perth CBD, forecast population growth of 61% by 2051[^]



VIC : Mornington Peninsula

Mornington
893 Nepean Highway (Corner Spray Street)

- + Prime highway corner site with 30,000 vehicles passing daily^Δ and land for potential expansion (STCA)
- + Supported in the immediate vicinity by KFC, Hungry Jack's, McDonald's, Toyota and Ford all within 300m*

^xbusiness.vic.gov.au
^ΔVicRoads

Rent pa*:	\$209,264
Site sqm*:	3,430
Auction:	MEL

- + Gateway to Mornington Peninsula, booming drive holiday market with domestic overnight spend up 31.4% to \$707 million^x



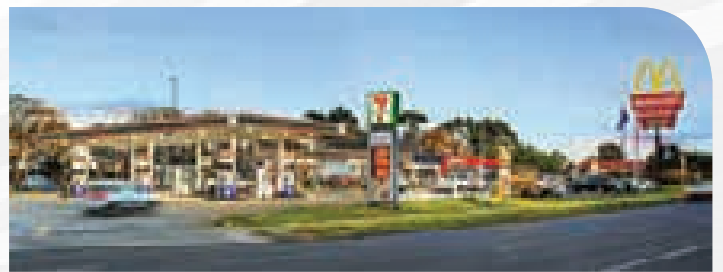
VIC : Melbourne

Rockbank
1593 Western Highway (Corner Derrimut Road)

- + Extremely unique convenience site, with direct access/egress to Western Freeway and Derrimut/Hopkins Rd
- + Extraordinary exposure with over 82,000 vehicles passing daily^Δ
- + Underutilised site with outstanding long-term development potential
- + Melton growth pocket (including Truganina and Fieldstone), forecast population growth of 1,936% by 2051^Δ

^Δforecast.id
^ΔVicRoads

Rent pa*:	\$328,983
Site sqm*:	17,300
Auction:	MEL



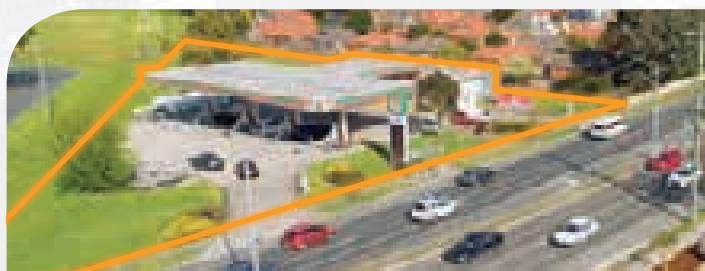
VIC : Melbourne

Campbellfield
1603 Sydney Road (Hume Highway)

- + Thriving convenience centre with integrated drive-thru McDonald's on a 16 year sub-lease
- + Strategic home-bound site with 120m frontage and 60,000 vehicles passing daily^Δ
- + Major Melbourne industrial and logistics hub with proximity to major northern and western freeways and arterials

^ΔVicRoads

Rent pa*:	\$395,193
Site sqm*:	8,084
Auction:	MEL



VIC : Melbourne

Croydon
341-343 Dorset Road

- + Prominent site with 92m* frontage, easy vehicular access/egress and 25,000 vehicles passing daily[#]
- + Strategic location adjacent to Dorset Gardens Hotel, opposite newly redeveloped Bowen's Hardware, 150m to Dorset Recreation Reserve and 400m to Swinburne University
- + Long term residential development potential (STCA)

[#]GapMaps

Rent pa*:	\$364,996
Site sqm*:	5,412
Auction:	MEL



VIC : Melbourne

Ferntree Gully
844 Burwood Highway

- + Booming precinct supported by Officeworks (next door), Coles, Woolworths, CBA, McDonald's, Ford and Hyundai within 600m*
- + City-bound site on key east-west arterial with over 31,000 vehicles passing daily[#]
- + Within the established suburban municipality of Knox, 25km* from the CBD with 164,000 residents[>]

[#]GapMaps
[>]profile.id

Rent pa*:	\$249,414
Site sqm*:	2,677
Auction:	MEL



NSW : Sydney

Liverpool
95 Elizabeth Drive
(Corner Park Road)

- + High profile corner site with 48,000 vehicles passing daily^o and 993sqm* for potential expansion (STCA)
- + Three street frontages totalling over 153m and 5 access/egress points
- + Gateway to Liverpool CBD, Westfield, Western Sydney Uni, Hospital and Hume Highway all within 1km
- + Hub of South West Sydney, forecast population growth of 70% by 2041[^]

^oRMS 2019
[^]forecast.id

Rent pa*:	\$255,497
Site sqm*:	4,234
Auction:	SYD

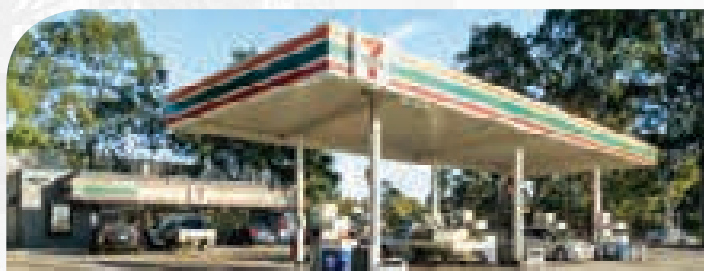
NSW : Sydney

Clyde
13 Parramatta Road (Corner Harbord Street)

- + Parramatta Rd, major east-west arterial with 45,000 vehicles passing daily^o
- + Strategically located within a key Large Format and Convenience Retail corridor with Auburn Mega Mall (Good Guys, Freedom), Bunnings, Harvey Norman, Factory Outlets, Costco, McDonald's and Hungry Jack's all within 3km*
- + Significant underlying land value, with proximity to Train Station (500m), 18-level residential towers (700m) and M4 Motorway (550m)*
- + Booming Parramatta City location, LGA forecast population growth of 83% to 487,037 by 2041[^]

[^]forecast.id
^oRMS 2016

Rent pa*:	\$170,331
Site sqm*:	1,499
Auction:	SYD

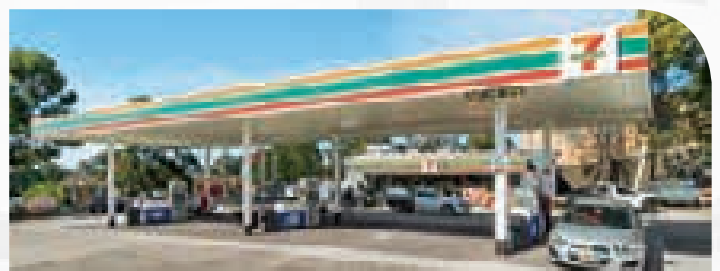


NSW : Sydney

St Marys
2 Christie Street
(Corner Forrester Road)

- + Key site on busy roundabout opposite revamped McDonald's, St Mary's Leagues Club, Holiday Inn, Adventure Park and Indoor Play/After-School Care Centre
- + Gateway to major industrial precinct
- + Upgraded with new tanks in 2017
- + Booming employment hub of fast-growing Western Sydney

Rent pa*:	\$243,817
Site sqm*:	3,938
Auction:	SYD

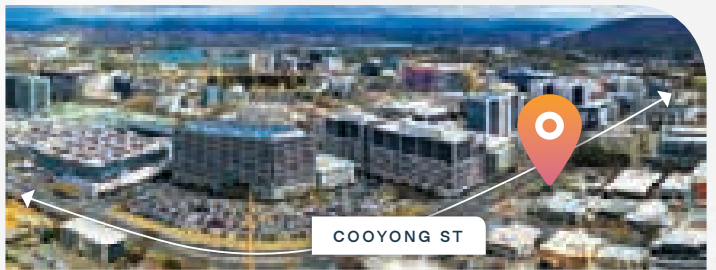


NSW : Sydney

Toongabbie
3 Metella Road
(Corner Cornelia Road)

- + Highly visible site on Cornelia Rd, a key link between Toongabbie and Seven Hills
- + Long term future residential development potential (STCA)
- + Toongabbie CBD, Train Station and Woolworths within 450 metres*
- + Western Sydney, the fastest growing region in NSW

Rent pa*:	\$148,432
Site sqm*:	2,030
Auction:	SYD



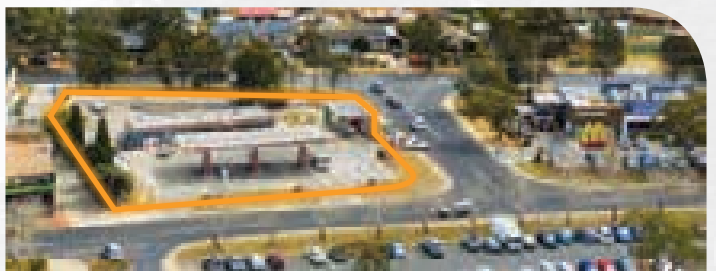
ACT : Canberra

Braddon
20 Mort Street and 1 Lonsdale Street (Cnr Cooyong St)

- + Generational, blue-chip, CBD site
- + The highest profile fuel site in Canberra with 143m* frontage inc to Lonsdale St food precinct
- + Opposite Canberra Centre, Telstra HQ and Government Departments
- + Surrounded by intensive development activity with over \$1.48 billion^o in new projects approved or proposed within 500m*

^oactmap.gov.au and Canberra Times

Rent pa*:	\$291,997
Site sqm*:	2,783
Auction:	SYD



ACT : Canberra

Holt
88 Hardwick Crescent

- + High-profile corner site at gateway to the main retail and commercial area of Holt within the Belconnen District
- + Supported in the immediate vicinity by McDonald's and Kippax Fair Shopping Centre including Aldi, Woolworths and 400* car spaces
- + Growth location, local house prices up 64% year-on-year^v

^vAllhomes

Rent pa*:	\$243,331
Site sqm*:	2,701
Auction:	SYD

NSW : Sydney

Colyton
104 Great Western Highway (Corner Bennett Road)

- + Prime corner site with 134m* combined frontage, 1,024sqm* for potential expansion (STCA) and 34,000 vehicles passing daily[@]
- + Within 14km of Sydney's new airport at Badgerys Creek
- + Colyton High and Oxley Park Public Schools both within 500m
- + Established suburb within booming Penrith region

[@]RMS 2018

Rent pa*:	\$158,165
Site sqm*:	3,521
Auction:	SYD



NSW : Sydney

Seven Hills
151 Prospect Highway (Corner Station Road)

- + High-exposure highway site, fronting a major 5-way intersection with 44,000 vehicles passing daily[@]
- + Train Station (1,315 car spaces), Woolworths, Aldi, Bunnings, McDonald's, M7 and M2 Motorways within 2.5km*
- + Seven Hills, integral part of Blacktown City, forecast population growth of 37% by 2036[>]

[@]RMS 2019
[>]profile.id

Rent pa*:	\$147,215
Site sqm*:	1,739
Auction:	SYD



NSW : Newcastle/Lake Macquarie

Marks Point
770 Pacific Highway (Corner Marks Point Road)

- + Prime Pacific Hwy frontage, a key 4-lane arterial linking Newcastle to Sydney
- + Important corner site at light-controlled intersection, 19,800 vehicles passing daily[@]
- + 19km (30 min drive)* to Newcastle
- + Lake Macquarie is NSW's third largest regional city with over 200,000 residents[<]

[@]RMS 2018
[<]lakemac.com.au

Rent pa*:	\$243,331
Site sqm*:	2,380
Auction:	SYD

7-Eleven Portfolio Auction

Auctions: Wednesday 30 October 2019

Sydney (SYD): 10.30am AEDT, 50 Margaret Street (Auction Works)

Melbourne (MEL): 12noon AEDT, River Room, Crown Casino

Interstate Bidding and Live Video Broadcast Available at:

Canberra: The Realm Hotel, Ballroom, 18 National Circuit, Canberra ACT

Perth: Level 10, 225b St Georges Terrace, Perth WA

Brisbane: Level 24, 324 Queen Street, Brisbane QLD

For more information and campaign updates see:

burgessrawson.com.au/7eleven

Sales Team

Jamie Perlinger
0413 860 315

Billy Holderhead
0422 817 696

NSW

Kieran Bourke
0417 418 007
Rhys Parker
0451 101 042
Simon Staddon
0413 640 851

Asian Desk

Zomart He 何梓轩
0488 220 830

VIC

Scott Meighan
0413 830 709

WA

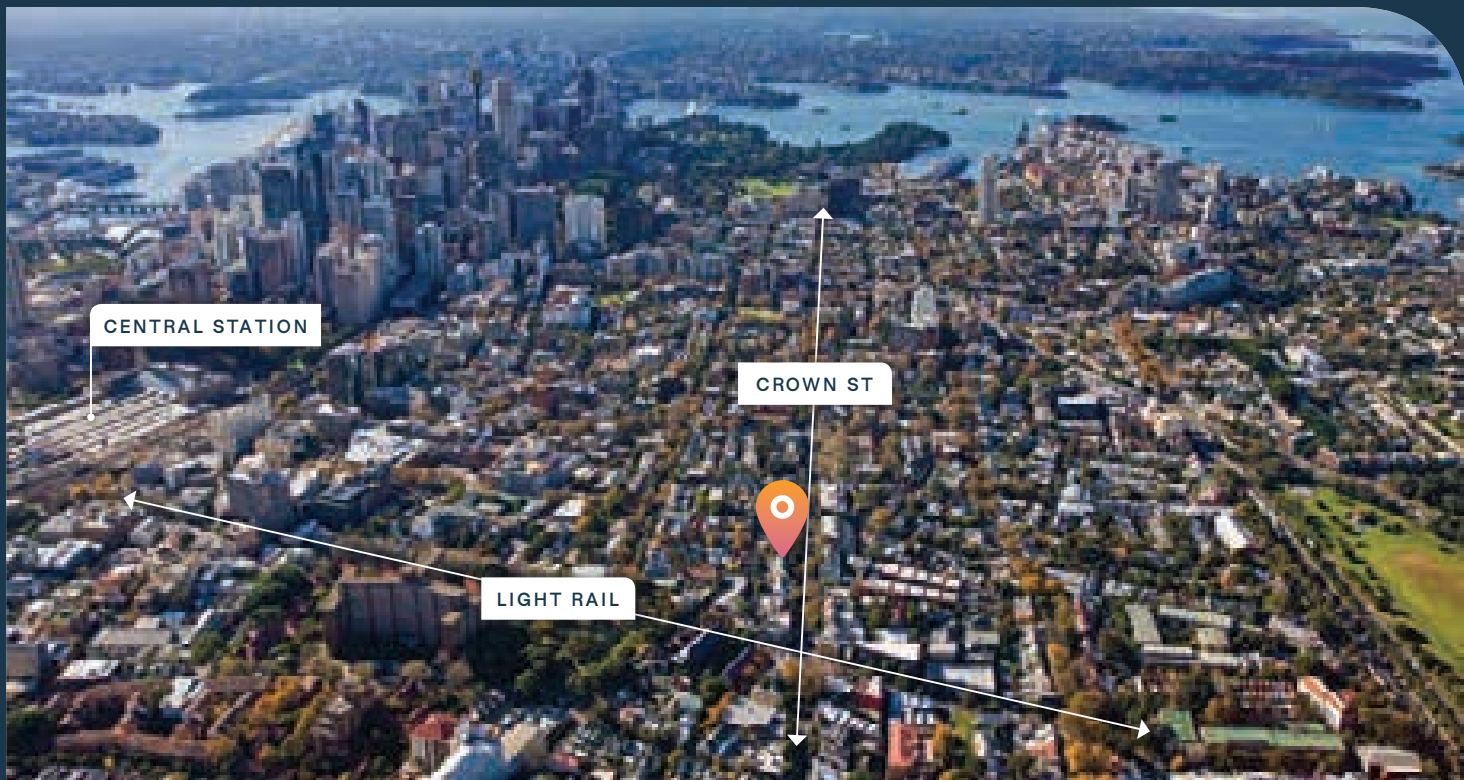
Rob Selid
0412 198 294

ACT

Guy Randell
0430 272 999



CHARTER.
KECK CRAMER
Transaction Advisor



Rare Vacant Freehold on Sydney's Leading Eat Street – Ready to Trade

Surry Hills NSW
481 Crown Street

Would suit owner occupiers or savvy investors looking to capitalise or add value

Surrounded by an incredible mix of commercial offices and well known hospitality venues

- + Fully fitted throughout with 78 covers (20 external)
- + Potential to create a 2 floor apartment with separate access (STCA)
- + Perfectly positioned close to shopping centres & transport
- + Suit a variety of uses (STCA)
- + 3 mins. from Sydney CBD
- + Rear lane access
- + Crown St: historically low vacancy



Contact

Dillon Frain 0416 867 155
Nik Simonovic 0415 447 275



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Dominant and Proven Freestanding Woolworths Supermarket



Strong Trader On Landlord Preferred Net Lease

Seymour VIC
28 Wallis Street

Securely leased to Woolworths

Long lease with options to 2043, tenant pays outgoings inc land tax

Net Income: \$800,000 pa + GST

- + Recent \$1.5million upgrade by Woolworths, car park about to undergo \$300,000 improvements
- + Rental growth phase imminent
- + Attractive tax saving benefits
- + Substantial 4,675 sqm building
- + Significant 10,375 sqm site with on-title parking
- + Less than 1 hour from Melbourne



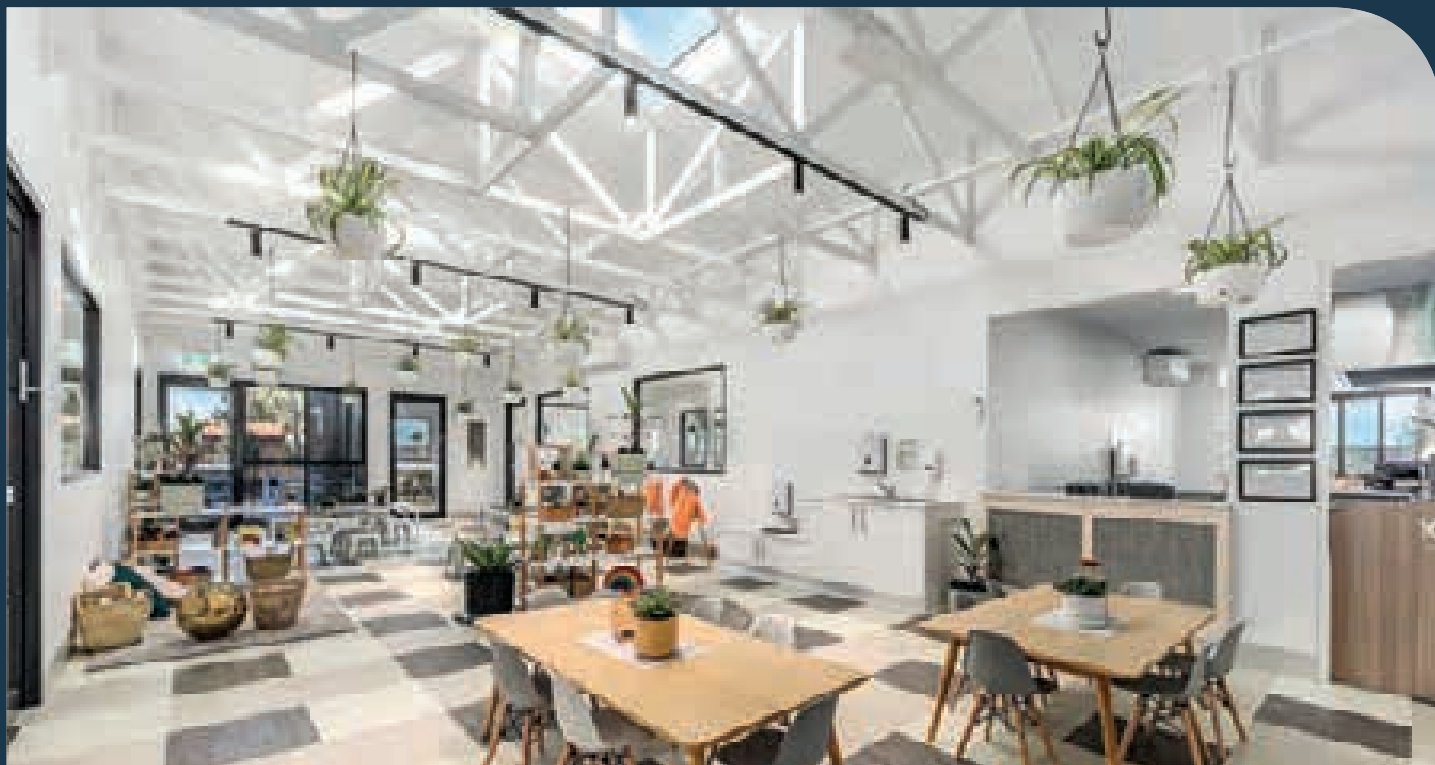
Contact
Graeme Watson 0419 717 171
Shaun Venables 0411 860 865



Auction
12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC

Stunning Metro Melbourne Childcare Investment





New 15 Year Net Lease to 2034 Key Growth Location

Williams Landing (Melbourne)
VIC, 2 Fogarty Street

Sought-after 15 year Net Lease
to 2034 plus options to 2064

Fixed 3% annual rent increases

Net Income: \$493,785 pa

- + Explorers Early Learning: high-end childcare provider with a network of 15 centres across Melbourne
- + Stunning 1,086 sqm purpose-built facility lic for 168 LDC places
- + Strategic 2,900 sqm corner site metres from Williams Landing Train Station and with favourable "Priority Development" zoning
- + Significant depreciation benefits



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC

Premium Brisbane Childcare Investment 15 Year Triple Net Lease





Stunning Childcare Investment 15 Year Triple Net Lease to 2034



Chapel Hill (Brisbane) QLD
11-15 Moordale Street

15 + 5 + 5 year Triple Net Lease
to Green Leaves to 2044

Tenant pays all outgoings inc
maintenance, rates & land tax

Net Income: \$437,720 pa + GST

- + Green Leaves: high-end early education provider with a network of 29 centres nationally
- + Annual 3% rent increases
- + Impressive 828 sqm multi-storey facility lic for 124 places & with basement parking for 25 cars
- + Strategic city-bound site 700m from Indooroopilly Primary School & only 7km from the Brisbane CBD



Contact

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



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Freestanding Metropolitan Melbourne Coles Group Investment



Brand New Long Term Lease Forecast 88% Population Growth[^]

Werribee VIC, 29-33 Synnot
Street (Corner Duncans Road)

Activity Centre Zoned for
intensive future development

Werribee: booming commercial
hub of Wyndham City

Net Income: \$318,000 pa + GST

- + New 7 year lease (plus 8 x 5 year options) with 3% increases
- + First Choice Liquor Market: growing fleet of 37 stores wholly owned by \$20b Coles Group
- + 2,543 sqm Princes Hwy site in the CBD with 105 m frontage to 47,000 vehicles passing daily[^]
- + Established store completely refurbished in June 2019



Contact

Billy Holderhead 0422 817 696
Jamie Perlinger 0413 860 315
Beau Coulter 0413 839 898
Zomart He 何梓轩 0488 220 830



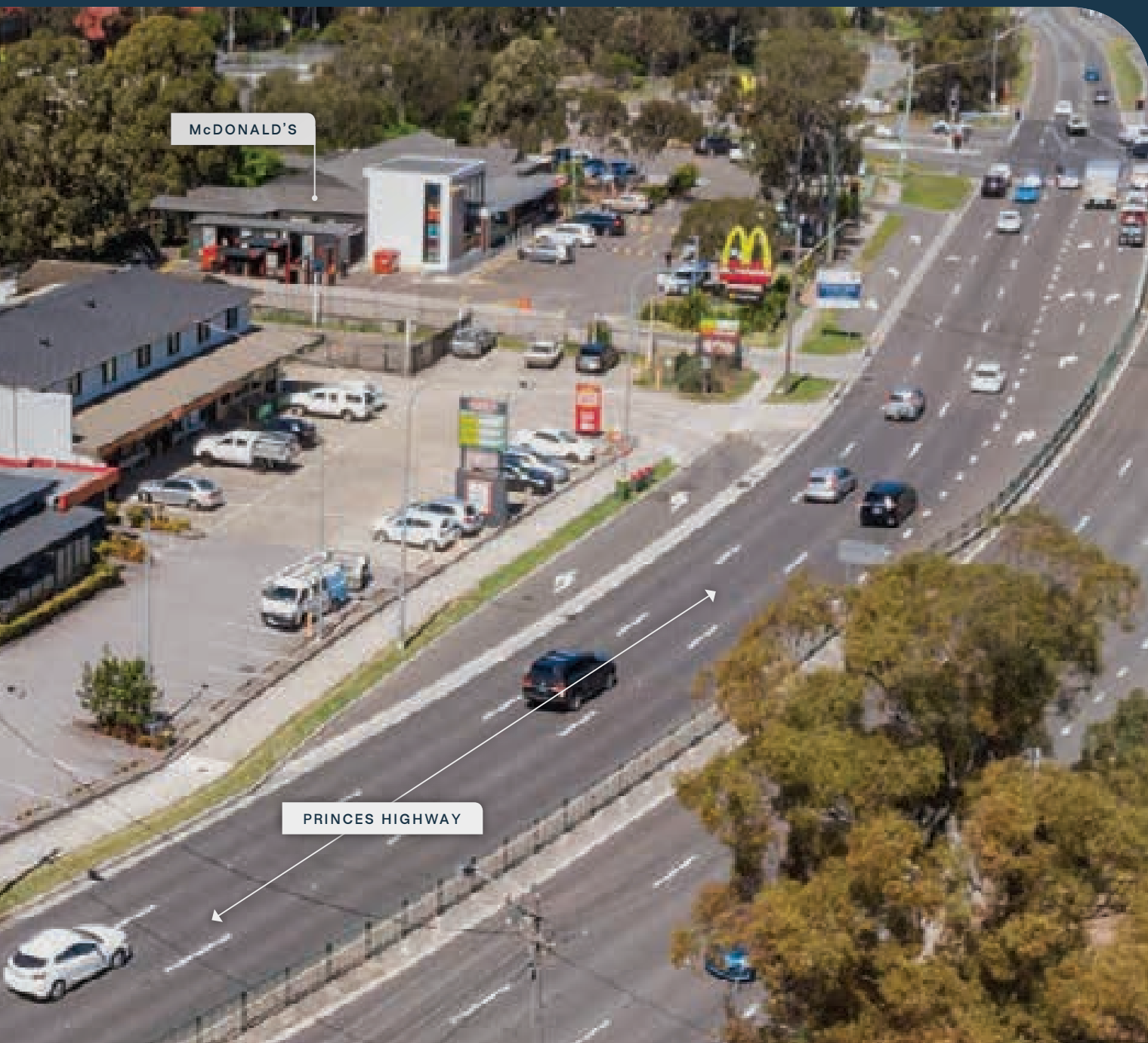
Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC

[^]forecast.id [^]VicRoads

Trophy Sydney Investment Leased to BWS and Subway





Surrounded by Retail Icons McDonald's, Hungry Jack's & BP

Engadine NSW
1260 Princes Highway

BWS lease to 2022
plus options to 2031

Subway lease to 2023
plus options to 2033

**Potential Fully Leased
Net Income: \$191,000 pa + GST**

- + Large gateway 2,282 sqm site with 40m + frontage, 35 parking spaces, plus 3 residential units + unoccupied tenancy
- + Captive highway location – 20+ million cars pa with convenient access (RMS 2018)
- + Potential rental upside
- + Sutherland Shire: circa 220,000 population (2nd largest in NSW)



Contact

Tom Doran 0407 928 324



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW

Have It All... The Gateway to Chatswood CBD





5 Premium Retail/Commercial Offerings Sizes from 66 sqm to 1,422 sqm

Roseville NSW
989-1015 Pacific Highway

Be part of The Seymours,
The North Shore's newest
flagship development

Strategically positioned on the
doorstep of Sydney's second
largest retail centre

- + Suit showroom, medical, high-end retailers, childcare, restaurants & multiple other uses
- + 58 m frontage with 20,000,000 + vehicles passing every year
- + Close to Chatswood Chase & Westfield, major train stations, multiple schools and supported by 112 luxury apartments



Contact

Nik Simonovic 0415 447 275
Dillon Frain 0416 867 155



For Sale by Expressions of Interest

Offers Closing
4pm AEDT
Thursday 28 November



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



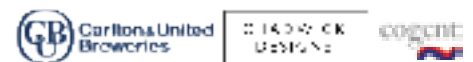
For Sale
From \$65,000 to \$2.75M



Income
Off Plan



High Profile Multi Tenanted Office/Showroom Investment



Fyshwick ACT
9-13 Lyell Street

Complex has undergone
\$2 million of upgrades

Leased to five tenants with
3% annual increases

Net Income: \$219,087 pa + GST

- + Large 3,623 sqm site strategic to Canberra Airport
- + New ground floor showroom fit-out with upgraded amenities and two new first floor office fit-outs with lift
- + Just 7.5 km from Canberra CBD
- + Easy to access complex with 54 on-site car spaces approx.
- + Substantial investment undertaken to connect NBN



Contact

Steve Burke 0428 434 464



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only



Iconic Waterfront Precinct Investment No Stamp Duty Payable



Kingston (Canberra) ACT
145/41 Eastlake Parade

Lease to 2029 + option to 2039

Excellent fixed 4% annual
rental increases

Net Income: \$37,440 pa + GST

- + East Pizza: iconic Canberra pizza operator, 14 years experience under the Pizza Gusto banner
- + New building with depreciation benefits available
- + Strong performing store in Waterfront precinct
- + Tenant pays 100% of outgoings



Contact

Guy Randell 0430 272 999



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only

Affluent Rapid Growth Area G8 Education – ASX Listed Tenant



Harrington Park (SW Sydney) NSW
35-37 Fairwater Drive

10 year lease to 2024 +
options to 2039

Long established and
proven business

Net Income: \$451,837 pa + GST

- + G8 Education Ltd: ASX listed childcare provider – 500+ centres
- + Main thoroughfare location adjacent Harrington Plaza
- + Predominantly a “young family” locale with high female fertility rate
- + 35% more under 5 old’s than NSW average
- + Desirable annual rental increases with provisions so rent can’t be reduced



Contact

Michael Vanstone 0403 580 528
Dean Venturato 0412 840 222



Expressions of Interest

Offers Closing
4pm AEDT
Thursday 7 November



Booming Sth West Sydney Investment High Profile Tenant, 5+5+5 Year Lease



Leumeah (Campbelltown) NSW
1/185-187 Airs Road

Market leading tenant in rapidly
expanding children's leisure sector

Valuable 3% annual increases
(Net Income: \$425,621 in 2022)

Net Income: \$376,500 pa + GST

- + High exposure location with excellent access to Hume Hwy, M5 & M7 via Campbelltown Rd
- + Campbelltown: fast growing family friendly area with strong economic fundamentals
- + Large 1,884 sqm building in tightly held precinct
- + Tenant pays all outgoings, as per lease



Contact

Michael Gilbert 0430 024 790
Glenn Conridge 0413 873 337



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Circa 8% High Yielding Investment Booming Central Coast Location



Forrester's Beach (Central Coast) NSW
1/41A Bellevue Road

Thriving local landmark

Central Coast with 333,119 population, forecast growth to 422,000 by 2031

Estimated Net Income:
\$214,805 pa + GST

- + Refurbished 1,123 sqm premises comprising:
 - Indoor Aquatic Centre/Gym: est. 1994 – 10 yr. lease to 2027 + options to 2037
 - Physiotherapist: est. 2006 – 5 yr. lease to 2023
- + Rental increases up to 3% pa
- + Growth suburb – \$400 M+ new residential growth



Contact

Kieran Bourke 0417 418 007
Dean Venturato 0412 840 222



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Brand New Industrial Investment 7 Year Net Lease to Market Leader



Gunnedah (Near Tamworth) NSW
2-10 Allgayer Drive

New 7 + 5 year lease to 2031

Valuable 3% annual rent increases
(Net Income: \$179,107 in 2025)

Net Income: \$150,000 pa + GST

- + Leased to key Primary Industry support business
- + Large 6,900 sqm land parcel in new industrial subdivision
- + 700 sqm high clearance warehouse, large hard stand, with further development (STCA)
- + Gunnedah: diverse local economy and growing Shire
- + Valuable depreciation benefits
- + Tenant pays 100% of outgoings



Contact

Michael Gilbert 0430 024 790



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



New 5 Year Lease to ASX Tenant Refurbished Store in Prime Location



Narrabri (Near Tamworth) NSW
61 Maitland Street

The Reject Shop: dominant market player with over 340 shops nationwide

Valuable annual 3% rent increases

Net Income: \$149,694 pa + GST

- + Substantial 1,016 sqm site with two street frontages
- + Newly refurbished 705 sqm building with rear parking & access/loading
- + High profile main road location
- + Narrabri: strong agricultural economy and new major coal seam gas site with \$3.62 Bn investment imminent
- + Easily managed, premium tenant investment



Contact

Michael Gilbert 0430 024 790
Rhys Parker 0451 101 042



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Affordable Main Street Freehold High Return, Circa 8.5% Yield Expected



The Entrance (Central Coast) NSW
173-175 The Entrance Road

High growth
Central Coast location

425 sqm freehold building
with 16.5 m frontage

Net Income: \$138,607 pa + GST

- + Longstanding bank tenant
- + Westpac, leased to April 2020 + options to 2026
- + Prime 589 sqm site zoned B2 (Local Centre) with rear lane access
- + Fitout upgrade in 2018
- + Development upside: 23 metre building height limit, FSR 2.75:1



Contact

Rhys Parker 0451 101 042
Simon Staddon 0413 640 851



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Multinational Tenant Industrial Investment Massive Surplus Land for Expansion



Tamworth NSW
141 Gunnedah Road (Oxley Hwy)

Extended 7 year lease to 2022

Cummins Diesel, a global power leader with 62,600 staff in 190 countries

Net Income: \$132,718 pa + GST (1 Nov. '19)

- + Massive level 5,645 sqm freehold highway site with further expansion/development potential
- + Impressive 1,341 sqm total improvements with multi roller door access & concrete hardstand
- + Tenant at this location for 20 yrs.
- + Tamworth: vibrant regional city with 200,000+ catchment living within 2 hours drive
- + Net lease, tenant pays outgoings, as per lease



Contact

Rhys Parker 0451 101 042
Dean Venturato 0412 840 222



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Premier Childcare – ASX Listed Tenant Strong Growth Sydney Precinct



Horningsea Park (Liverpool) NSW
75 Joshua Moore Drive

10 year lease to 2024 +
options to 2039

Long history of 100% occupancy

Net Income: \$130,768 pa + GST

- + 22 primary schools within a 10 min. drive
- + G8 Education Ltd: ASX listed childcare provider – 500+ centres
- + Modern purpose built 52 place facility with 77 m frontage
- + Horningsea Park: two times faster growth than Sydney's average and 34% more <5 year old's
- + Tenant pays all usual outgoings



Contact

Michael Vanstone 0403 580 528
Dean Venturato 0412 840 222



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only



2,138 sqm CBD Landholding Value for Money – Circa 9% Yield



Forbes (Near Parkes) NSW
40-48 Rankin Street

Substantial improvements,
Target + 4 shops

Strategic site occupying half
city block

Net Income: \$130,000 pa + GST

- + Target (Wesfarmers) anchored investment
- + 3 street frontages totalling 164 metres
- + Net lease, Target pays outgoings, as per lease
- + Guaranteed rental growth, fixed 3% annual rental increases
- + Major value add opportunity



Contact

Rhys Parker 0451 101 042
Simon Staddon 0413 640 851



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Secure Affordable Retail Investment Strategic Highway Corner



Gundagai NSW
234 Sheridan Street

Brand new 5 year net lease
with options to 2030

Secure national company lease
to Elders Rural Services

Net Income: \$80,500 pa + GST

- + Prominent 1,976 sqm corner site with on-site parking
- + Longstanding tenant in Gundagai for over 70 years
- + Diverse income stream incl. 100% occupied storage units with waiting list
- + Gundagai: just off Hume Hwy, strategic Sydney/Melbourne link
- + Tenant responsible for outgoings



Contact

Guy Randell 0430 272 999
Tom Doran 0407 928 324



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Trophy Restaurant Investment Brand New 5 + 5 + 5 Year Net Lease

**THE
SICILIAN**

Taree (Mid North Coast) NSW
137-139 Victoria Street

Award winning restaurant fitout
Prime main street freehold
property near national retailers
& major banks

Net Income: \$79,000 pa + GST

- + New 5 year lease to 2024 + options to 2034
- + Taree, vibrant centre on the rapidly growing Mid North Coast
- + Popular corporate event, wedding and function venue
- + Longstanding experienced café/restaurant/bar operator
- + Net lease, tenant pays outgoings, as per lease



Contact

Rhys Parker 0451 101 042



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



5 + 5 + 5 Year Lease Renewed... Again Tenant in Occupation Since 1860



Cooma NSW
160 Sharp Street

NAB: \$83 Bn market value
with \$5.5 Bn annual profit

Dominant corner location in
busy Snowy Mountains town

Net Income: \$50,919 pa + GST

- + Cooma: vibrant gateway to the Snowy Mountains
- + High profile 298 sqm CBD corner
- + Tenant pays all outgoings, as per lease
- + Mix of CPI & market rent reviews
- + Easily managed premium tenant investment



Contact

Michael Gilbert 0430 024 790



Auction

11am AEDT
Thursday 31 October
Doltone House Hyde Park,
Sydney, NSW



Iconic Hotel Freehold Investment 15 Year Lease to 2028 Plus Options



Taylor's Hotel, Mackay QLD
Corner Wood and Alfred Streets

Blue-chip tenant 50% owned by
\$20b Coles Group

Tenant pays land tax, council
and water rates and insurance

Projected Net Rent: \$277,689 pa^Δ

- + Secure 15 year lease to 2028 plus five x 10 year options
- + Upgraded hotel with gaming machines, Liquorland drive-thru
- + Strategic 1,287 sqm CBD corner site with 69 metre frontage
- + Mackay: commercial hub of the Whitsundays, regional population of 174,000 with forecast 32% growth by 2041*



Contact

Raoul Holderhead 0413 860 304
Billy Holderhead 0422 817 696
Pat Kelly 0412 244 456



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC

^ΔBased on June CPI
*QLD Government



In-Demand Pharmacy Investment Solid Asset Class in Any Market



Burpengary (Moreton Bay) QLD
115-117 Buckley Road

New 10 year lease to 2028 with a long 8 year option to 2036

3% rent increases/Tenant pays all usual outgoings

Net Income: \$190,550 pa + GST

- + Infinity Group: A growing network of medical centres and pharmacies across NSW, TAS & QLD
- + Strategic and important position adjacent to 'The Hub Medical Centre' and well supported by IGA, Liquorland, Goodstart EL etc
- + Burpengary: fast growing Moreton Bay region, midway between Brisbane and the Sunshine Coast



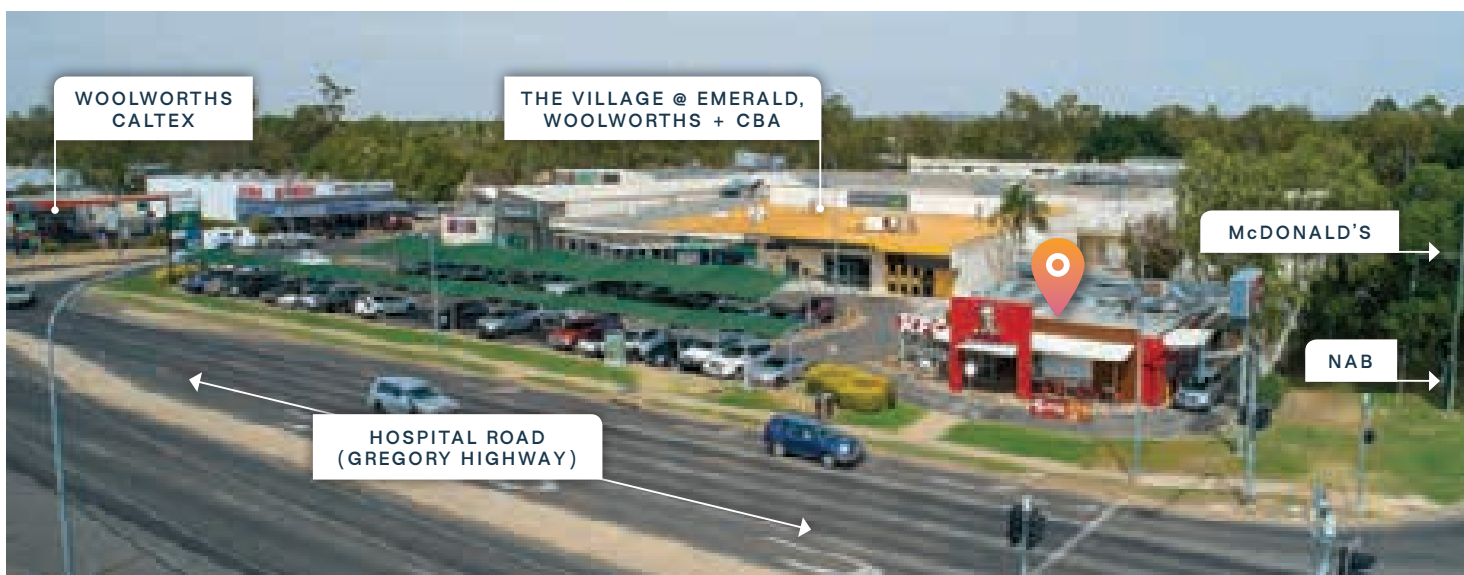
Contact

Craig Chapman 0427 110 132
Doug Doyle 0400 564 623
Shaun Venables 0411 860 865



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Top Performing KFC Adjoining Woolworths 15 Year Lease to August 2033



Emerald QLD
51-57 Hospital Road

High profile 1,262 sqm corner site with highway frontage

Adjoining Woolworths anchored shopping centre

Net Income: \$108,637 pa + GST

- + New 15 yr. lease to ASX Listed fast food giant Collins Foods (market capitalization approx. \$1.17 Bn)
- + KFC Emerald: y-o-y turnover growth of 13.7% (FY18-FY19)
- + Emerald: major regional centre with \$6 Bn annual output
- + Tenant pays all outgoings, as per lease + additional turnover rent



Contact

Glenn Conridge 0413 873 337
Raoul Holderhead 0413 860 304



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Prime Freehold Office Building Offered with Vacant Possession

Toowoomba CBD QLD
367 Ruthven Street

Superb position in the heart of Toowoomba's thriving CBD

Suits Investors, owner occupiers and/or developers STCA

- + 1,042 sqm of 'principal centre' zoned land with rear street access
- + Well presented 1,138 sqm building over 3 levels incorporating 532 sqm of ground level retail, offices and storage
- + 20m frontage to Ruthven Street
- + 12 car spaces on-title



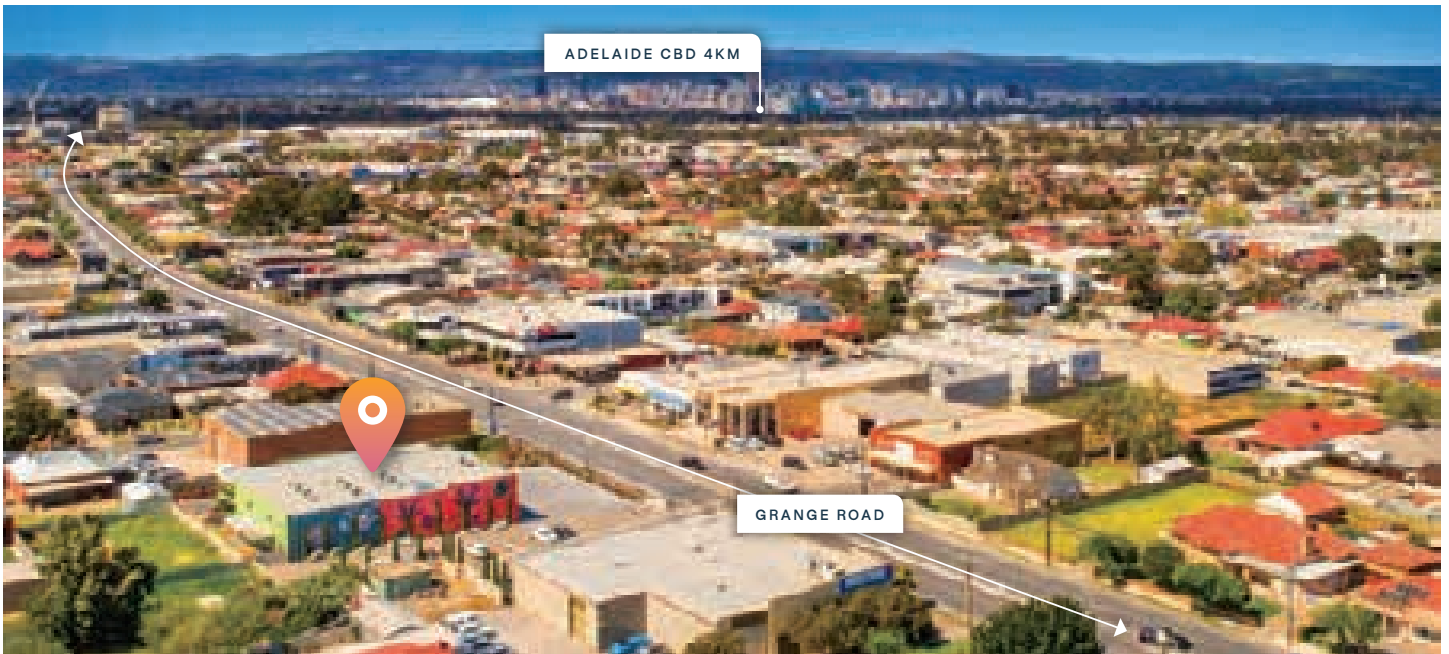
Contact

Craig Chapman 0427 110 132
Shaun Venables 0411 860 865



For Sale

Expressions of Interest
Closing Tuesday 5
November 2019



Secure 10 Year Net Lease to 2028 0% Stamp Duty Payable on Purchase



Welland (Adelaide) SA
83-85 Grange Road

2 further 10 year options to 2048

Tenant pays all usual outgoings
plus 7% pa management fees

**Net Income: \$349,143 pa +
management fees \$24,400 pa**

- + Precious Cargo: premium early education provider with a network of 10 centres across Adelaide
- + Impressive 1,069 sqm double storey facility, licensed for 167 LDC places
- + Large 3,212 sqm main road site only 4km from the Adelaide CBD and with favourable "Mixed Use" zoning



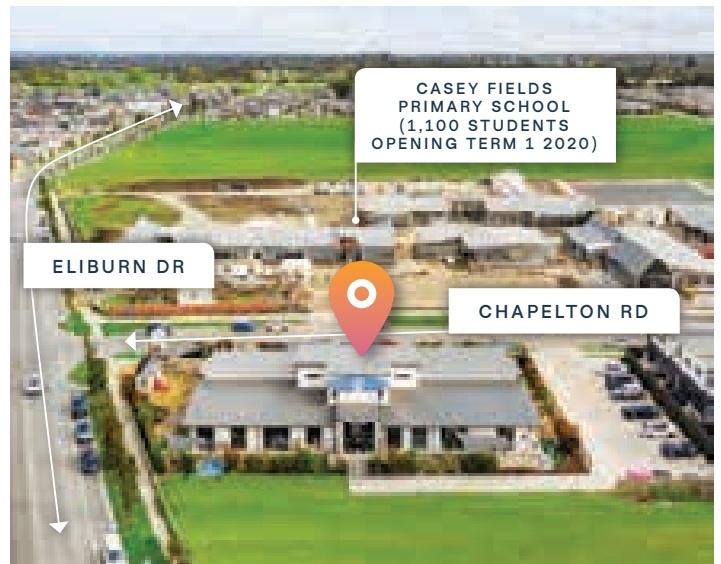
Contact

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



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Strategic Childcare Investment Opposite New Primary School



Cranbourne (Melbourne) VIC
2 Chapelton Road

10 year Net Lease to Bluebird
to 2027 plus options to 2057

Desirable 3% annual rent
increases

Net Income: \$272,750 pa + GST

- + Bluebird Early Education: established childcare provider with a network of 15 centres across Qld and Vic
- + Modern 848 sqm double-storey facility licensed for 129 LDC places
- + Strategic 2,140 sqm corner site opposite Casey Fields Primary School (Opening Term 1, 2020)



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

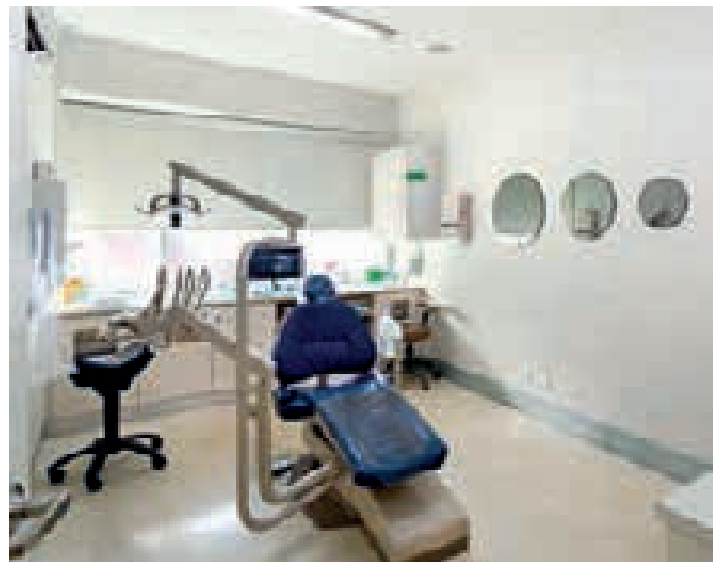


Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC

Pascoe Vale Dental Group Established 40+ Years





Bupa Dental Facility Renewed 5 + 5 Year Lease to 2027



Pascoe Vale VIC, 269-271
Gaffney Street (cnr Derby St)

Secure Net lease with tenant
paying all usual outgoings

Annual rent reviews

Net Income: \$151,343 pa + GST

- + Bupa: International Healthcare group serving 32 million customers in 190 countries
- + Immaculate 320 sqm medical complex building constructed 2007
- + 1,136 sqm site with 65m frontage and 19 on-site car spaces
- + Thriving inner northern metro location, close to new Coles anchored Coburg Village SC



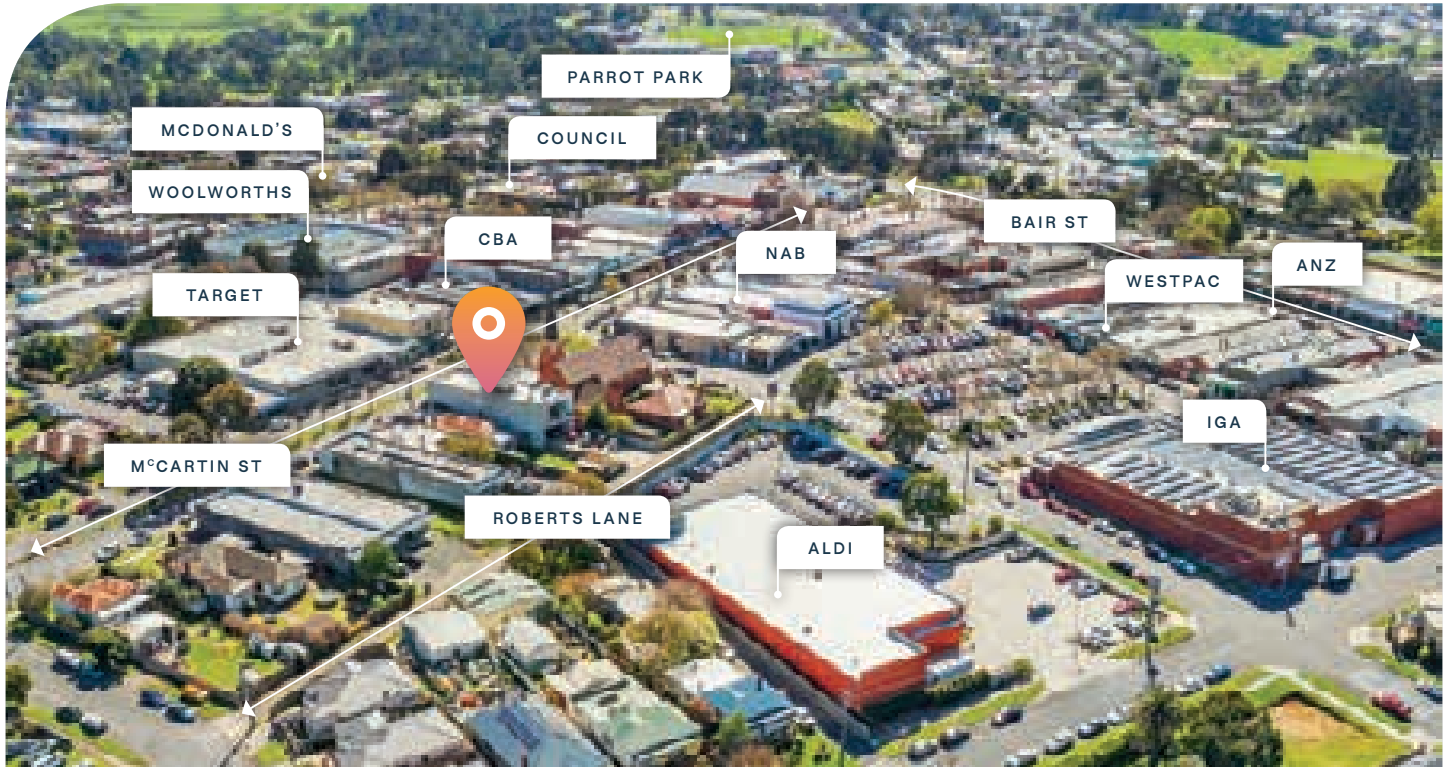
Contact

Beau Coulter 0413 839 898
Raoul Holderhead 0413 860 304
Shaun Venables 0411 860 865



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



As New Complex – 12 Year Lease Boutique Funds Manager est. 1978



Leongatha VIC, 41 McCartin Street and Roberts Lane

Secure 12 year lease plus 10 year options through to 2047

Landlord friendly net lease with tenant paying outgoings

Net Income: \$120,000 pa + GST

- + Two level 522 sqm commercial complex constructed 2009 with capital intensive tenant fit-out
- + Central 1,161 sqm site with dual 30+ metres frontage including exposure to ALDI
- + 8 car spaces on-site
- + Leongatha: capital of South Gippsland, major dairy region, trade catchment circa 15,000



Contact

Natalie Couper 0413 856 983
Raoul Holderhead 0413 860 304



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



New Office/Warehouse Investment Popular Geelong Business Hub



Grovedale (Geelong) VIC
Unit 30, 8 Lewalan Street

Brand new 750sqm office/
warehouse

Secure net lease to October
2022 plus options to 2028

Net Income: \$95,000 pa + GST

- + Vestas: Global giant in wind power solutions, listed on the Danish stock exchange
- + Strategic 'land-locked' business precinct in high growth corridor
- + Annual rent reviews
- + Greater Geelong: population of 251,540, forecast growth of 29% to 325,779 by 2036 (source: profile.id)



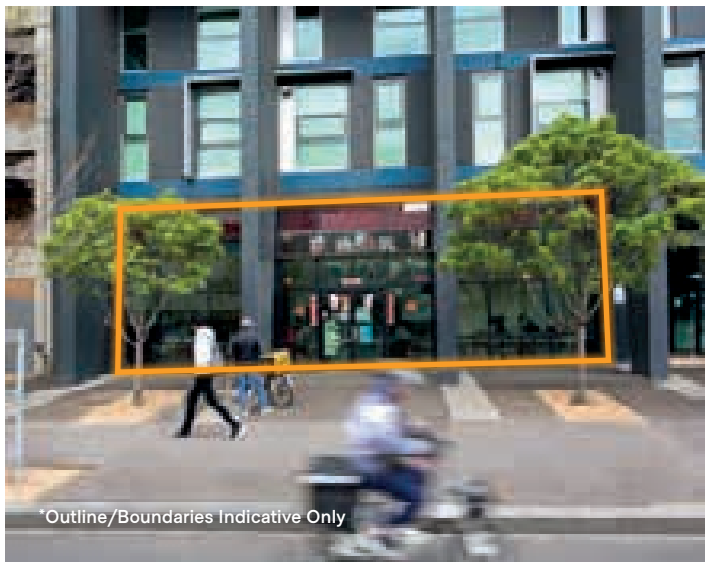
Contact

Scott Meighan 0413 830 709
Adam Thomas 0418 998 971



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



*Outline/Boundaries Indicative Only



City Fringe Chinese Restaurant Opposite Melbourne University

Carlton VIC
804 Swanston Street

Secure long lease to Sep 2027

Tenant pays all usual outgoings
as per lease

Net Income: \$90,000 pa + GST

- + Impressive 111 sqm premises with 13m Swanston Street Frontage
- + Directly opposite the world renowned Melbourne University
- + Established & successful business
- + Ideally located within 11-storey College Square student accommodation building
- + Fixed 4% annual increases
- + 1km from Melbourne CBD



Contact

Zomart He 何梓轩 0488 220 830
Shaun Venables 0411 860 865



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Brand New UltraTune Investment High Profile Position in West Melb



Truganina (Tarneit) VIC
Lot F, 451 Leakes Road

New 5 year lease to 2024 + options

Tenant pays all usual outgoings

Fixed 3% annual increases

Income: \$87,550 pa + GST (Feb 20)

- + Brand new 340 sqm building with significant exposure
- + Integrated with high performing United Petroleum
- + UltraTune: 35 year history with 275 established locations Australia-wide
- + City of Wyndham: forecast 80.9% population increase by 2041 to 489,379 people



Contact

Shaun Venables 0411 860 865
Al Bogdani 0413 830 707
Zomart He 何梓轩 0488 220 830



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Affordable Auto Retail Investment Leased to ASX-Listed Subsidiary



Wangaratta VIC
62 Tone Road

New 5 year net lease to 2024
plus options to 2033

Brand new 435sqm retail
showroom

Net Income: \$54,375 + GST

- + Burson Auto Parts: automotive specialist with 180 stores nationally and wholly owned subsidiary of ASX-Listed Bapcor with a Market Cap \$2b
- + Tenant pays all usual outgoings
- + Significant depreciation benefits
- + Annual rent reviews
- + Highway corner position metres from Bunnings and surrounded by complementary businesses



Contact

Scott Meighan 0413 830 709
Adam Thomas 0418 998 971



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Immaculate Dental Clinic Investment Western Melbourne Growth Corridor



Truganina (Tarneit) VIC
Shop T7, 451 Leakes Road

New 5 year lease to April 2024

2 x 5-year options to 2034

Fixed 3.5% rent increases

Net Income: \$42,720 pa + GST

- + Newly constructed standalone premises constructed in 2019
- + Well supported by neighbouring medical and childcare centres
- + Strategically positioned within Melbourne's booming Western growth corridor
- + 8 car spaces on-title and excellent vehicle access & street frontage
- + Tenant pays all usual outgoings



Contact

Shaun Venables 0411 860 865
Al Bogdani 0413 830 707
Zomart He 何梓轩 0488 220 830



Auction

12 noon AEDT
Wednesday 30 October
Crown Casino,
Melbourne, VIC



Diversified Childcare Opportunity Minimum Investment of \$100,000



Opportunity to invest in a property fund that owns multiple childcare assets

Early Learning generates direct revenues of \$13.1 billion per annum

+ Veuve Property Group: founded in late 2014 and have completed, leased and sold 12 Built-To-Purpose early learning centres in metropolitan and regional areas in Eastern Australian states

+ A balanced portfolio that holds proven potential to provide both a reliable stream and capital growth



Contact

Natalie Couper
0413 856 983
Adam Thomas
0418 998 971



For Sale

Investment from \$100,000

This product flyer has been prepared for general information purposes only and whilst every care has been taken in relation to its accuracy, no warranty is given or implied. The information provided in this material does not constitute financial product advice and does not purport to contain all relevant information necessary for making an investment decision. It is provided on the basis that the recipient will be responsible for making their own assessment of financial needs and will seek further independent advice about the investment as is considered appropriate. Past performance is not necessarily an indication of future performance. Returns and values may rise and fall from one period to another. Any forecast distributions are not guaranteed.



Competitive Prices & Flexible Terms Secure Your Own Industrial Lot



Forrestdale WA Crossroads Industrial Estate

Located in Perth's rapidly growing south east corridor

Forrestdale Business Park West, situated on Tonkin Highway

4 lots remain from current stages

- + Significant exposure and easy access to major transport routes
- + Fully serviced including power, water, sewer, gas and broadband
- + Easily connected to Canning Vale, Welshpool & Perth Airport with access to Tonkin Hwy & Ranford Rd to Kwinana Fwy
- + Suitable for a variety of businesses such as showrooms, offices, storage and more



Contact

Andrew McKerracher 0411 611 919
Brodie Keay 0403 552 809



Asking Price

From \$573,000 + GST

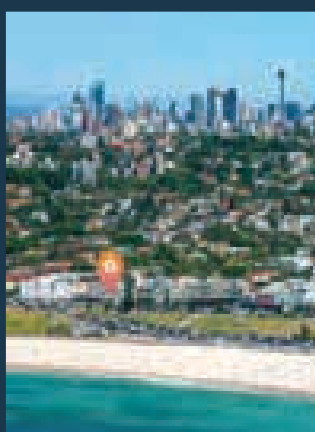


Areas From

2,000sqm – 2,947sqm

Recent Results

Sold



SOLD

Restaurant,
Bondi Beach
NSW

💰 \$3,110,000

📈 3.50%



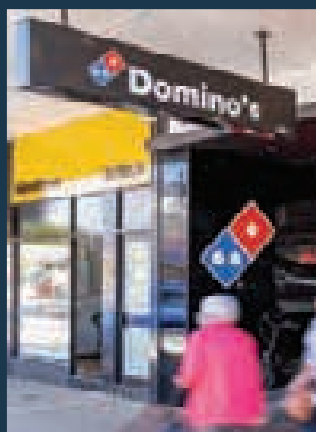
SOLD

Coles Express,
Ayr QLD

💰 \$4,740,000

📈 6.85%

Tenant	Location	Sale Method	Price	Yield
G8 Education	Middleton Grange NSW	Auction	\$3,025,000	3.85%
Cafe & Residential	Cammerary NSW	Auction	\$1,610,000	4.56%
Sushi Shop & Vacant Shop	Padstow NSW	Auction	\$1,750,000	4.92%
Sparklers Car Wash	Blackburn VIC	Auction	\$4,685,000	5.05%
Woolworths Limited	Ballarat VIC	Auction	\$955,000	5.24%
G8 Education	Rowville VIC	Private Sale	\$6,900,000	5.83%
Cafe & Residential	Hunters Hill NSW	Private Sale	\$2,340,000	5.97%
Supercheap Auto	Parkes NSW	Auction	\$2,575,000	5.97%
Millie's Cafe & Takeaway	Paradise Point QLD	Auction	\$1,100,000	6.09%
Red Rooster	Goulburn NSW	Auction	\$1,310,000	6.10%
Childcare Centre	Colyton NSW	Auction	\$2,238,000	6.10%
Leopold Early Learning	Leopold VIC	Auction	\$4,790,000	6.17%
Childcare Centre	Brisbane City QLD	Private Sale	\$2,640,000	6.20%
BWS	Maroochydore QLD	Private Sale	\$1,850,000	6.35%
Bar & Restaurant	Parramatta NSW	Auction	\$1,900,000	6.45%
Westpac	Scone NSW	Auction	\$730,000	6.55%
Metro Petroleum	Ballina NSW	Private Sale	\$4,350,000	6.62%



 **SOLD**

Domino's,
Parkes NSW

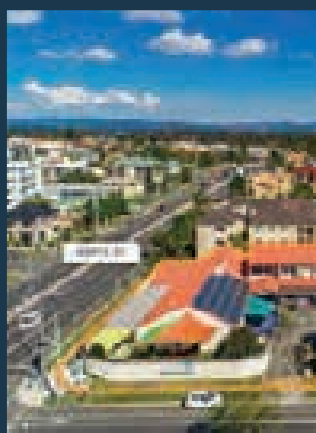
 \$690,000
 6.58%



 **SOLD**

Bunnings,
Lawnton QLD

 \$18,680,000
 4.68%
(Record)



 **SOLD**

Childcare Centre,
Southport QLD

 \$4,500,000
 5.83%



 **SOLD**

Hungry Jack's
Wodonga VIC

 \$5,805,000
 5.93%

Tenant	Location	Sale Method	Price	Yield
Subway & Metro Petroleum	Albury NSW	Auction	\$1,375,000	6.79%
Telstra Shop	Parkes NSW	Private Sale	\$760,000	6.84%
Shell/Viva Energy	Tocumwal NSW	Auction	\$1,665,000	6.90%
Findex Group	Colac VIC	Auction	\$6,050,000	7.41%
Evolve Early Learning	Grovedale VIC	Auction	\$2,150,000	7.56%
Crazy Asian	Ballarat VIC	Auction	\$596,000	7.77%
Bulky Goods/Furniture	Kelso NSW	Auction	\$2,010,000	7.90%
Salvation Army	Cooma NSW	Auction	\$1,087,500	8.00%
Centrelink	Kings Meadows TAS	Auction	\$4,500,000	8.38%
Euroa Medical Centre	Euroa VIC	Private Sale	\$3,000,000	9.45%
Snap Fitness	Mackay QLD	Auction	\$3,000,000	9.83%
Harvey Norman	Broken Hill NSW	Auction	\$1,090,000	9.91%
Woolworths Limited	Kennington VIC	Auction	Undisclosed	
Target	Hamilton VIC	Private Sale	Undisclosed	
Green Leaves Early Learning	Ashgrove QLD	Auction	Undisclosed	
Centrelink	Bega NSW	Auction	Undisclosed	
Fuel Station	Tingha NSW	Private Sale	Undisclosed	

Results Continued

Leased

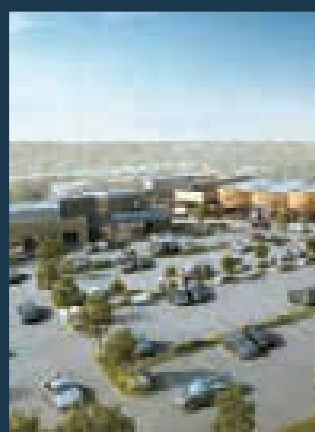


LEASED

Tribeca Village,
Point Cook VIC



92% Leased



LEASED

Roxburgh Park
Market Place VIC



25% Leased

Tenant	Location	Leased Rent	Term
Laundry	Roxburgh VIC	\$38,850 + GST	7 Years
Bakery	Roxburgh VIC	\$43,500 + GST	5 Years
Fish & Chips	Roxburgh VIC	\$55,550 + GST	7 Years
Tobacco	Roxburgh VIC	\$34,500 + GST	7 Years
12Rnd Fitness	Point Cook VIC	\$60,800 + GST	7 Years
Computer & Phone repair	Point Cook VIC	\$37,100 + GST	5 Years
Liberty Oil	Sydenham VIC	\$280,000 + GST	15 Years



Re-imagining Healthcare for Canberra

ARTICLE BY Guy Randell

The medical needs of the rapidly growing Canberra population are soon to be serviced by Remedi Medical, a new approach to healthcare services in the heart of the Belconnen region in a high end facility by an award winning firm.

Becoming neighbour to the Canberra International Sports & Aquatics Centre (CISAC), the precinct will extend upon the healthcare focus already established by CISAC that averages over 1.56 million annual visitors.

“The way we approach medical care is changing. Remedi Medical is determined to set a new standard for the delivery of healthcare,” said Guy Randell, Director of Burgess Rawson Canberra. “The precinct covers 38,600 sqm and will become a leading destination for health, leisure and wellbeing.”

Burgess Rawson are the exclusive leasing agents for the landmark development, with over 100 tenancy opportunities and 10,000sqm of dedicated primary and allied health practitioners. The development will cover 4 levels and feature late night and possibly 24 hours services.

“The Belconnen area is home to a mix of young families, empty-nest baby boomers and students, all of whom have different and evolving healthcare needs.”

The precinct aims to deliver complementary services that offer an holistic approach to wellbeing for the varying needs of their clientele.

“An inter-disciplinary model opens up opportunities for a variety of medical providers including naturopaths, dermatologists, psychologists, physiotherapists and rehabilitation specialists – the full range of medical and health services.”

Tenants in the development will have a potential client base of over 222,050 residents, employees and visitors that all require thorough care. In addition, Canberra’s population is growing faster than any other city in Australia, offering further exposure to patrons over the coming years.

“Remedi Medical is perfectly positioned to meet the growing demand for medical and health services in the ACT. Over 700,000 people are forecast to reside in Canberra by 2058, making now the perfect time to invest for your business.”

Developing an integrated health facility in this prime location will create a destination that delivers medical care to an unmatched standard.

Construction on the site is due to commence in 2020.

All enquiries contact Guy Randell on 0430 272 999

For further information go to page 73 or visit remedic Canberra.com.au



Leasing Opportunities

GP3 – Barton ACT	75
Remedi – Bruce ACT	76
Chemist/Retail – Potts Point NSW	78



For Lease

Governor Place

High Profile Retail Opportunities
Super exposed to high traffic



Size: Tenancies ranging
from 50-171 sqm



Location: Barton ACT
44-46 Macquarie Street



Superior exposure and traffic
Approximately 25,000 people daily



Highly visible location



Over 640 public car spaces with
ample short term public parking
in immediate vicinity

Canberra ACT Busy Work Place Hub

Just metres from large Government Departments such as the Foreign Affairs and Trade, Finance, Human Services and the Attorney-General's Department as well as industry associations, accountancy and legal firms supporting numerous 5 Star Hotels and Parliament House.

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



REMEDi

CANBERRA

Be part of the future of healthcare

Designed and purpose-built to be Canberra's leading integrated health facility, Remedi Medical is your opportunity to be a healthcare leader in Canberra.

Contact: Guy Randell 0430 272 999

Tenancies for primary and allied health professionals available:

- + 10,000sqm fully integrated healthcare centre
- + 222,050+ potential clients
- + 80sqm+ tenancies
- + Centrally located in Belconnen
- + 24 hour facilities
- + On-site café
- + Feeding into 2 major hospitals
- + 210+ Secure underground parking
- + Childcare Facility





For Lease

Potts Point

Rare Sydney CBD Fringe
Chemist/Retail
Leasing Opportunities

Highly Exposed Pharmacies
In Exclusive Locations

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



Sizes: 100 sqm & 128 sqm NLA



Currently approved as pharmacies
but may suit wide variety of retail uses



Amid major transport infrastructure,
tourism activity & high-rise residential



Potts Point is one of Australia's
most densely populated areas and
highest per capita income



Imposing wide frontages
with strong street presence



Price on application
(to be leased individually)



4/81 Macleay Street, Potts Point NSW



91 Darlinghurst Road, Potts Point NSW

Awards Season A Winner For Burgess Rawson



ARTICLE BY Adrian Ballantyne

We don't do what we do to win awards.

But when someone recognises the outstanding work that our agents and staff do in the commercial property industry, we also take a moment to give them the recognition they deserve.



We're proud to reveal that Burgess Rawson has recently been announced as a finalist in the Real Estate Institute of Victoria's Commercial Agency of the Year award, as well as being shortlisted in the AREA's Brand Marketing Campaign of the Year, while our Canberra managing director Guy Randell has been named as the Commercial Salesperson of the Year and Project Property Marketer of the Year at the Real Estate Institute of ACT's Awards for Excellence.

To be considered among the top commercial property agencies in Victoria is a wonderful honour, and particularly as a privately-owned, proudly Australian agency competing in the same space as global agencies and international brands. It's a testament to the relationships and reputation that our agents have built in Victoria (and nationally) over many years, and the terrific results we continue to deliver for our sales, leasing and property management clients.

Earlier this year, you would have noticed Burgess Rawson roll out a fresh new look, branding and messaging as part of a company-wide re-brand. The bold branding design and shaping of our new identity as "Australia's property people" were the end products of six months of consultation within our business, and will propel our agency into the next

phase of its growth and development. For this campaign to be recognised through a place in the AREA finals gives us immense pride, and reaffirms our belief that our brand's new direction is resonating widely across the industry.

For Guy Randell, who has more than 17 years of industry experience and listed 108 properties in 2018/19, his awards are an endorsement of the hard work Burgess Rawson has put in over the past three-and-a-half years in Canberra.

“It stands for what we've managed to achieve, from setting up the company, making a name for itself, getting respect in the industry and, of course, our clients for giving us the work.”

Mr Randell said.

Guy will now represent the ACT at the REIA National Awards for Excellence, to be held in Darwin in April next year.

Congratulations to all of our directors, agents and staff, each of whom contributes uniquely to the life of Burgess Rawson.



HUNGRY JACK'S

The rise of regional gems

Investing outside metro areas

ARTICLE BY Craig Chapman

Iconic poets, Paterson and Lawson recognised the almost magnetic pull of the bush.

But savvy investors are now recognising the appeal of rural Australia is far beyond a good scone and a chat at the local pub. There is money to be made in the burgeoning towns beyond the big cities of Melbourne, Sydney and Brisbane.

With approximately 30% of our population residing outside of capital cities, it's no wonder regional areas are critical to Australia. Burgess Rawson know this, which is why 46% of our sales in the 2018/2019 financial year occurred in regional areas.

So what does this mean for commercial property investment?

For investors this ultimately means a larger hunting ground for quality assets to add to your portfolio. And unlike many metro cities, regional commercial property offers significant value and more attractive yields.

This year, Burgess Rawson has sold more than \$411 million in regional property across Australia, including properties

tenanted by some of the country's most recognised brands like Bunnings, Supercheap Auto, Affinity Education and the Commonwealth Bank.

Regional investments, like their metro counterparts, do not discriminate, with the key categories of childcare, fast food, fuel and industrial all providing robust opportunities.

One of the biggest benefits of regional investments is higher yields. For example, ASX-listed and national tenanted properties in metro areas would return a yield of 6.19% on average, while in regional areas, assets with the same tenants and terms would transact on an average yield of 7.5%.

On the flipside, for many investors the draw card of regional property is ultimately its affordability and the opportunity to secure national tenants and prime locations, without the price tag of the big cities. Burgess Rawson has transacted a number of nationally tenanted properties in the sub-\$1 million range which have provided outstanding entry-level investment opportunities. Recent examples of this include La Porchetta in Shepparton for \$900,000 on a 6.87% yield, a government office in Ballina for \$780,000 on a 6.43% yield and a Subway in Ararat for \$850,000 on an 8.32% yield.

For seasoned investors, there's substantial value to be realised at the top end of the

market as well, when you put regional property at play. The recent sale of a Supercheap Auto and medical centre in Biloela in central Queensland for \$3.5 million at a yield of a tidy 11.69%, is a prime example.

Increased demand for regional areas, such as key centres of Toowoomba, Shepparton, Newcastle and the NSW Highlands, has solidified investor appetite for assets that were once considered too risky. So what should you look for when investing in regional Australia?

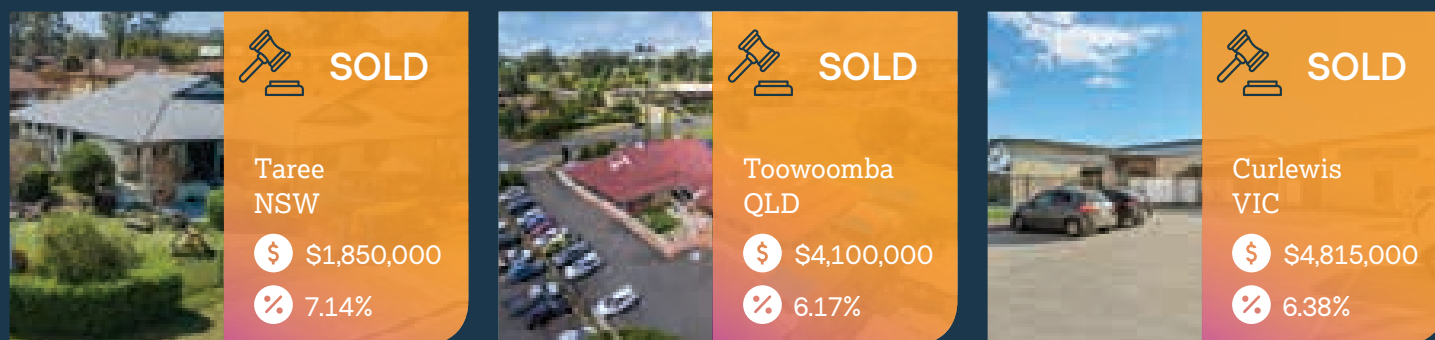
- + Strong population growth
- + A diverse and growing local economy
- + Strong infrastructure and future planning

Even with regional investments, the same principles apply when considering a property – is it in a good location? Does it have a strong main road position or significant frontage? And does it have a secured long-term lease, ideally with a national tenant?

While record low interest rates present many benefits, savvy investors are looking further abroad in their quest to find better returns.

While it may take bravery to extend yourself to regional areas, Burgess Rawson have the knowledge and experience to help you navigate this type of investment.

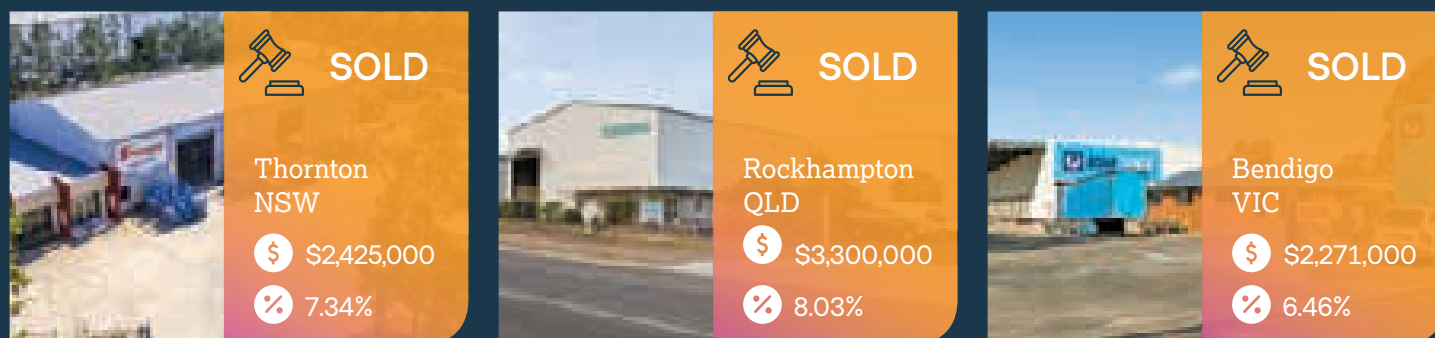
Recent Childcare Sales:



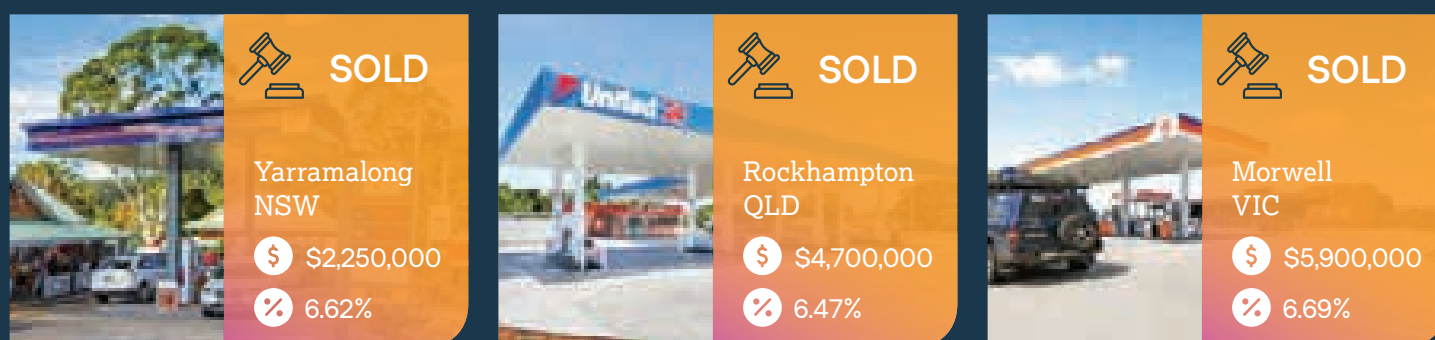
Recent Fast Food Sales:



Recent Industrial Sales:



Recent Fuel Sales:





Industry Profile: Industrial

It might not have a reputation as the sexiest commercial property class, but there are good reasons why investors continue to turn to industrial assets.

The rise of e-commerce and a lack of stock and developable land in some states has put major momentum behind existing industrial properties, which have continued to sell exceptionally well over the past 12 months.

Nationally, Australia's industrial property landscape remains a two-paced beast, with some cities experiencing enormous demand but a scarcity of stock, while in others it remains a buyer's and tenant's market.

But although the backdrop may be very different state by state, even the slowest markets are now in a growth phase.

In Perth, where industrial activity has been somewhat subdued, there are now green shoots of growth, according to Burgess Rawson's Perth managing director Andrew McKerracher. In a telling sign, almost two-thirds of Burgess Rawson's 49 industrial sales in the 2018/19 financial year were in Western Australia.

"We've definitely reached the bottom and there are real signs of improvement. Demand is picking up slightly and supply is starting to drop down," Mr McKerracher said.

“Optimism is returning to the market now, and particularly with industrial investment properties. There's good demand for investments but very little coming on the market.”

At the opposite end of the spectrum is Canberra, where a critical shortage of stock and available land has put conditions squarely in owners' and landlords' favour.

Highlighting the dearth of properties on the market, on Australia's two most prominent commercial property websites, at the time of publication there was no industrial land for sale in either Mitchell or Fyshwick, while Beard has just one site on the market. For tenants there is also precious little choice, with only three industrial properties above 750sqm currently available for lease in Hume, while Mitchell has five and Fyshwick six.

While there are more typically more opportunities in the eastern seaboard markets of Sydney, Melbourne and Brisbane, demand is keeping things tight, with yields on investments regularly in the 5% range, while even properties considered more specialised, such as workshops and refrigerated facilities, that may previously have struggled to capture attention are now achieving strong results.

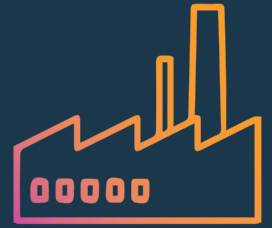
Landmark results continue to be driven in large part by e-commerce and retail, with supply chain facilities in increasing demand among owner-occupiers and investors.

Highlighting the class' national strength, a major near-new logistics facility at Hume in the ACT, leased to building glass supplier Viridian, sold on a yield of just 5.24%.

In Victoria, a facility at Bendigo leased to freight company StarTrack traded for \$2.271 million on a 6.46% yield.

And at Slacks Creek in Queensland, a site leased to US auto retailer NAPA recently fetched \$11.7 million at Burgess Rawson's Portfolio Auctions, on a yield of 6.61%.

Industrial Results



Australia Wide Market

Industrial investments are in great demand – stronger enquiry levels in 2019.



\$87m

Value of all sales



High

Investor demand



Low

Supply of property



Strong

Enquiries up in 2019



81.25%

Regional clearance rate

Outstanding results achieved



SOLD

Veridian,
Hume ACT

\$ \$10,300,000

% 5.24%



SOLD

Startrack,
Bendigo VIC

\$ \$2,271,000

% 6.46%



SOLD

NAPA Auto,
Slacks Creek QLD

\$ \$11,700,000

% 6.61%



SOLD

Right 2 Drive,
Wangara WA

\$ \$2,380,000

% 6.29%



Across all sectors of the WA industrial market, we are noticing an increase in enquiries. WA's economy is showing growth and this is giving confidence to investors and businesses.

Andrew McKerracher, Director





SOLD

Department of
Defence,
Fyshwick ACT

\$
\$8,000,000

%
7.90%

Recent sales

	Sold price	Net Yield
Tradelink, West Gosford NSW	\$2,045,000	5.19%
SkyReach, Thornton NSW	\$2,425,000	7.34%
Bridgestone, Hume ACT	\$4,310,000	5.22%
Pilatus, Sale VIC	\$960,000	6.88%
Office/Warehouse, Jandakot WA	\$1,275,000	6.90%
Tradelink, Warrnambool VIC	\$1,760,000	6.66%
Primo Small Goods, Campbellfield VIC	\$4,000,000	6.69%

Australia's Industrial Specialists



Chad Henville
0413 116 835



Darren Beehag
0411 226 223



Simon Staddon
0413 640 851



Guy Randell
0430 272 999



Dean Venturato
0412 840 222



Billy Holderhead
0422 817 696



Pat Kelly
0412 244 456



Ingrid Filmer
0413 860 312



Raoul Holderhead
0413 860 304



Jamie Perlinger
0413 860 315



Glenn Conridge
0413 873 337



Andrew McKerracher
0411 611 919

Q&A

with Pat Kelly

MANAGING DIRECTOR BRISBANE

Q: Why are investors looking at medical/healthcare assets?

A: "Put simply, increased demand for services within this sector has investors looking for their slice of a growing market. There is no doubt Australia has an ageing population, in fact over the 20 years between 1998 and 2018, the proportion of the population aged over 65 increased from 12.2% to 15.7%¹. Looking forward, this group is projected to increase more rapidly over the next decade as baby boomers turn 65. Older people require more frequent check-ups and treatment for health issues and are consequently more likely to use the services of general practitioners, specialist medical practitioners, diagnostic imaging and pathology than their younger peers. The growth in this group and the associated increase in demand for medical/healthcare services provides significant upside and long-term benefits for investors."

Q: How do medical/healthcare assets differ from other investment classes?

A: "One of the biggest differences in the medical/healthcare sector is the long-term and secure tenant base, with the majority of practitioners being in known locations or located in prime healthcare precincts. They also have quite an established and frequent client base who visit their practice regularly, meaning any change to their location would be quite disruptive to their business. Across the sector, many of the medical/healthcare assets Burgess Rawson has sold in recent years have had tenants who have been in the same location for 10+ years and are usually secured on attractive long-term lease arrangements."

“ Q: What are the types of properties within the medical/healthcare sector?

A: The medical/healthcare sector includes a range of entities that primarily provide direct treatment to patients or perform auxiliary services in support of treatment. This can include everything from dental services, specialist medical services, private day hospitals, fertility clinics right through to physiotherapy, pathology, optometry and alternative health services. According to IBISWorld², there are more than 117,700 businesses within this sector across metro and regional Australia. In another upside for investors, the annual revenue growth of these businesses is expected to increase from 3.6% to 4% each year between 2019 and 2024. ”

¹ Australian Demographic Statistics, June 2018 ² IBISWorld Industry Report 'Health Services in Australia' Report, March 2019



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