

Portfolio

MAGAZINE

- + LATEST LISTINGS
- + PEOPLE
- + LEADERSHIP

FEATURE ARTICLE

An unforgettable decade: properties we'll never forget

INSIGHTS

7-Eleven sell 15 leasebacks in under three-and-a-half hours

Season's Greetings

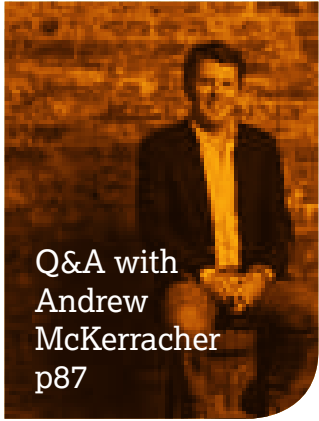
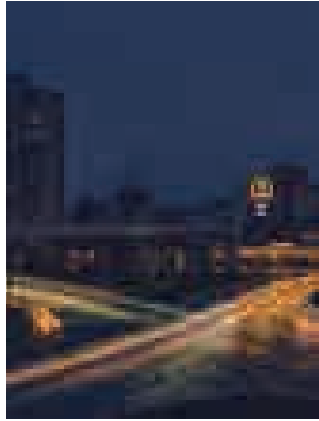
Our whole team at Burgess Rawson wish you and your family a safe and happy festive season, and look forward to working with you in 2020.

Our opening hours vary during the holiday season, please contact your local Burgess Rawson office for assistance during this time.

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Highlights

With almost 50 properties on the block and leases to many of Australia's most sought after tenants, you won't want to miss our final Portfolio auctions of 2019.



Outstanding 20 Year Childcare Investment p. 37

Location: Throsby ACT
Income: \$440,000 pa + GST
Auction



Iconic Retail Adjoining Kings Cross Station p. 46

Location: Potts Point NSW
Income: \$134,070 pa + GST
Auction



High Yielding Multi-Tenanted Investment p. 26

Location: Tewantin (Noosa) QLD
Income: \$411,138 pa + GST
Auction



Highly Successful Supermarket p. 22

Location: Drouin VIC
Income: \$634,780 pa + GST
Auction



Leased Showroom Investment p. 76

Location: Kelmscott WA
Income: \$687,934 pa + GST
For Sale

Welcome



EDITOR Guy Randell

 GUY.RANDELL

As the year draws to a close it's normal to review the year that has been and the results we have achieved.

However, at Burgess Rawson we are also looking forward and heading into a new decade. We have gone to great lengths to firstly become, but now to entrench ourselves as "Australia's Property People", delivering results that exceed expectations.

Moving into a new decade, innovation is the key - we have updated systems and refreshed our branding to ensure that our clients are gaining maximum exposure, interest and price for their properties.

With low interest rates likely to continue over the short-term it's a perfect time for first-time investors to enter the property market. To capture these buyers and ensure a buoyant and responsive market it is imperative that Burgess Rawson remains at the forefront of both buyer's and sellers' minds.

New branding has helped us to achieve this, but at the same time we haven't forgotten what has made us successful in the past - we have seen great success at our portfolio auctions for both investors and vendors alike and have big plans in the new decade to bring these to a whole new audience.

We continue to expand our national presence in line with the increased popularity, accessibility and understanding of the commercial sector from both experienced and new investors. Low interest rates and attractive yields means we can expect this trend to continue, and so our team continually works to demystify the commercial sector and promote it as a strong and often superior alternative to other investment channels.

2020 - the start of a new decade but the same experienced and expert team ensuring we exceed your expectations across all of our service offerings and remain "Australia's Property People."

Merry Christmas and a Happy New Year to all.



Portfolio Team

EDITOR Guy Randell

ASSOCIATE EDITOR Andrew McKerracher

PRODUCTION MANAGER Amanda King

ADVERTISING Stephen Lovison

CREATIVE & DESIGN Bryan Karman

PHOTOGRAPHY Various

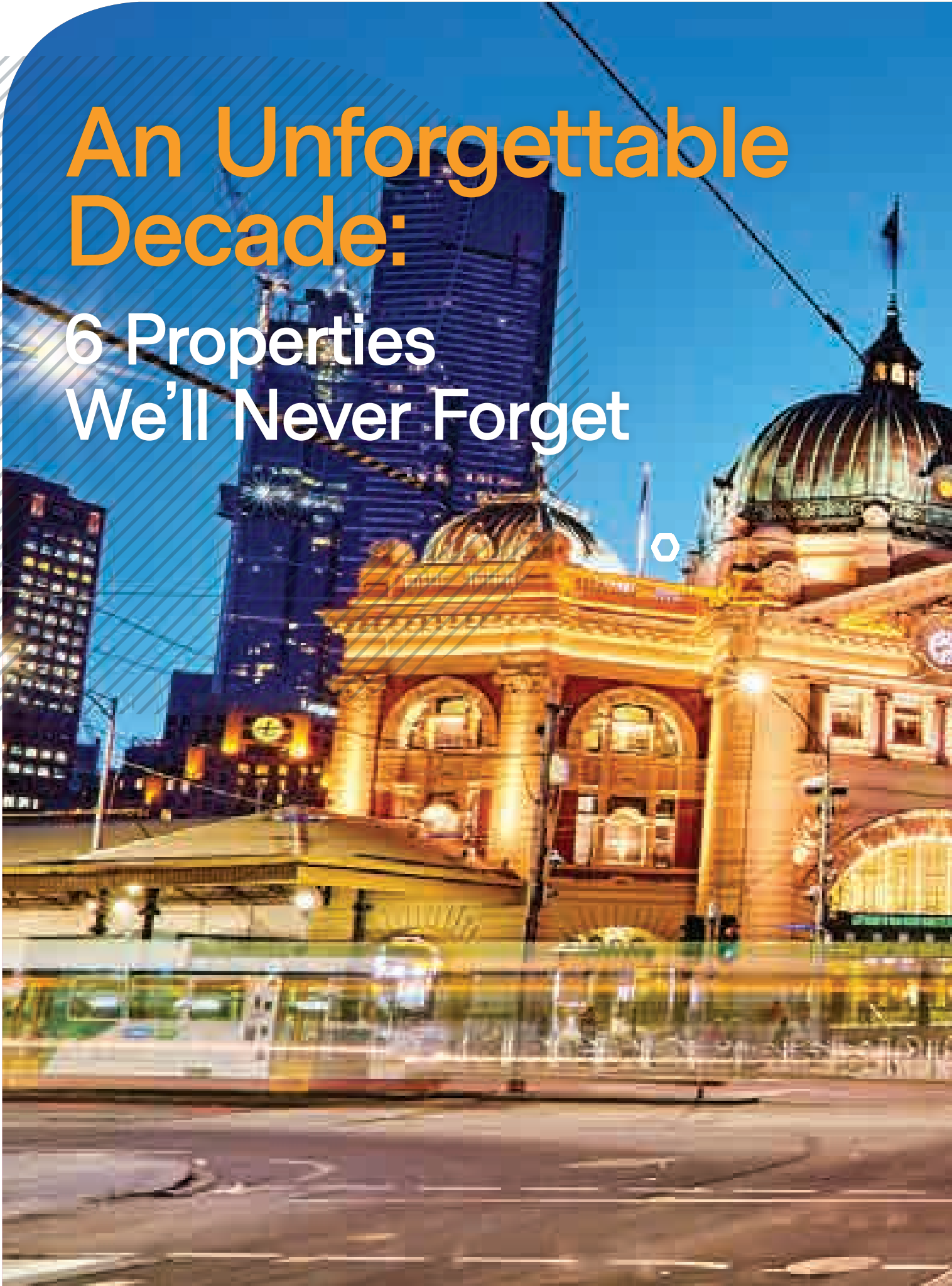
BURGESSRAWSON.COM.AU

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.

An Unforgettable Decade:

6 Properties We'll Never Forget



WRITTEN BY Adrian Ballantyne

Have you heard the one about the property that was almost completely underwater when it sold?

Or the one about the \$1 bid that was enough to buy an \$8 million property?

If you spend long in the commercial real estate game, you'll think you've probably seen it all.

But even Burgess Rawson's most experienced agents admit that more than a few times they've been left stunned at some of the properties that have come across their desks – and successfully changed hands – in recent years.

Here are some of Burgess Rawson's memorably unique sales from the past decade.



6 Properties We'll Never Forget



GIANT TV SCREEN A SMASH HIT

It was billed as one of the most unique commercial property offerings ever put to market in Australia.

And despite having no roof and only one wall, it sold for a cool \$3.05 million at a Burgess Rawson Portfolio Auction in 2015.

The Melbourne property – a single external wall of a Flinders St building that is home to a giant digital advertising screen – was sold by Melbourne agent Graeme Watson, who said it was the “most unusual property I’ve ever sold” in more than three decades in the commercial property industry.

The 117sqm wall was leased to a digital sign operator until 2039 at an annual rent of \$357,000, and occupies a prominent position near the intersection of Flinders and Swanston streets, opposite Flinders St station.

WATER WORKS FOR UNITED SERVO

It should have been a stock standard campaign for a nationally-branded United service station.

But when the heavens opened in March 2017, flooding most of the area and putting all but the top of the United servo’s canopy underwater, you’d have been forgiven for believing that thoughts of a sale might be shelved.

While the marketing photos - taken in the weeks before the storms hit – showed the property in operating mode, by the end of the campaign it was a very different scenario.

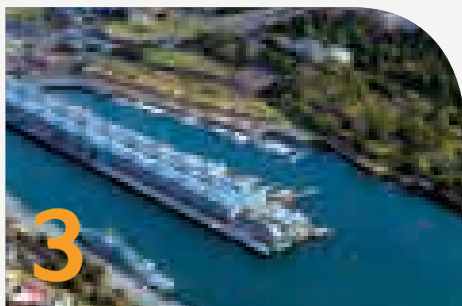
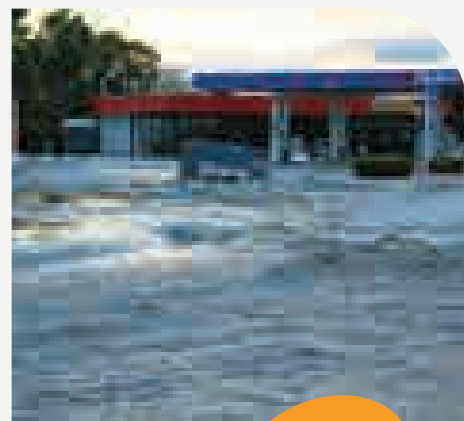
“In the lead-up to the auction all you could see was literally the top of the canopy with United written on it. The rest was underwater,” Raoul Holderhead recalled.

“It was a bit like, ‘If you’ve got a boat you can come and look at it tomorrow.’”

But Mr Holderhead said that both the owners and potential buyers were unperturbed, with the quality of the underlying tenancy still a significant lure.

It went to auction in Melbourne, despite still being underwater 1600km away.

“The owners said they understood if we wanted to pull it out of the auction, but we said, ‘We’ve got buyers’. At the end of the day the buyers knew it was a strong lease and they wanted the property. We sold it at auction to a Melbourne buyer, and it still sold really well.



RAISE YOUR GLASS

Home to Cassegrain Winery, the largest wine producer and exporter in the Port Macquarie Region of NSW, Burgess Rawson negotiated the sale of the renowned Hastings Estate, which included a French Restaurant.

Stunning and set on some 13.5 hectares, the property included a bottling line with a production output capability in excess of 1500 dozen (18,000 standard 750 ml bottles) each day!

Car Park Breaks Records

4

CAR PARK BREAKS RECORDS

When you think “record levels of enquiry”, properties like a Bunnings Warehouse or a prime inner-city supermarket probably spring to mind.

But an underground car park?

That was the unlikely scenario that emerged when a Woolloomooloo car park captured buyers’ collective imagination after being put up for sale in 2013.

The car park’s leasehold strata, which featured 90 spaces below The Wharf Terraces, alongside Sydney’s famous Finger Wharf and on the edge of the Royal Botanic Gardens, saw a deluge of enquiry, such was the rarity of the offering in a very desirable locale.

Selling agent Michael Gilbert said he received more than 250 enquiries and issued more than 50 contracts for the property.

“At the time it was the most enquiry we’d ever had on a property,” Mr Gilbert said.

“It was the only property I was able to work on at the time, because it was just so complex. What made it so challenging was that it was a strata of a leasehold and had weird restrictions such as the public not being allowed to park there before 9am and no signage was allowed outside to advertise the car park’s presence.”

The car park eventually sold for \$1.612 million.

\$1 BID WINS IT

When a commercial property reaches the \$8 million mark at auction, it’s generally expected that some further heavy bidding will be required to seal the deal.

It was the tiniest of bids, however, that was enough to put a buyer over the line when Melbourne’s Eltham Hotel was auctioned in 2013.

“Bidding stalled at about \$7.6 million. Our reserve was \$8 million, so we did a vendor bid of \$8 million and said that the next bid would own it,” Mr Holderhead said.

“A gentleman up the front put his hand up. The auctioneer said, ‘Is that \$100,000?’. No. ‘\$10,000?’. No. It was a \$1 bid, and we spoke to the owners and it was done, they accepted it.

The 150-year-old ALH-leased pub featured a sought-after triple net lease and a prime elevated corner site spanning 10,000sqm, marking it as one of the city’s most significant pub sales of the year.



5



6

ELVIS IS IN THE BUILDING

Most Australians know the town of Parkes in NSW as being synonymous with ‘The Dish’ – the 64m diameter radio telescope that assisted in the live transmission of Neil Armstrong on the moon in 1969.

But each January, it is also home to the largest Elvis festival in Australia.

“The King would be proud” - parked on Bushman St is the Gracelands Hotel, which was previously a wedding and function centre that was transformed into a fully decked out Elvis-themed motel.

The motel was sold by Burgess Rawson’s Sydney team – in fact, we’ve sold it twice in the last five years.

“The first sale attracted an unprecedented 75 enquiries on the first day and it sold within 14 days of being listed. The popularity of “The King” must surely have had an effect!” agent Dean Venturato said.

The property comprises 20 luxuriously appointed rooms and the IKON restaurant, while the styling and décor throughout is an obvious throwback to the ‘60s and ‘70s.



7-Eleven sell 15 leasebacks in under three-and-a-half hours

ARTICLE BY Billy Holderhead

A stunning result was achieved for convenience and fuel retailer 7-Eleven in one of 2019's most significant retail property offerings, with a huge portfolio of 15 fuel and convenience sites sold on leaseback in a unique, one-day auction event.

The properties were promoted in tandem with Burgess Rawson's 132nd Investment Portfolio Auction held on Wednesday 30 October.

Starting at 10:30am at Auctionworks in Sydney, the auction continued at Crown Casino in Melbourne from noon. The Sydney-Melbourne double-header was a first for Burgess Rawson and saw the event live streamed into all of the agency's offices across Australia, attracting a crowd of more than 500 commercial property investors between each venue and facilitating interstate bidding on 12 of the 15 properties.

The 7-Eleven properties achieved a 100% success rate, with all 15 selling under the hammer for almost \$78 million combined and well above reserve expectations.

Spread across New South Wales, Victoria, Canberra and Western Australia, the sites sold on a blended yield of just 4.67%, with four sites trading at capitalisation rates below 4%. By comparison, a decade ago yields for similar assets were sitting at around 8%, in the wake of the global financial crisis.

Topping the list of sales at \$8.52 million was 7-Eleven's site at Campbellfield in Melbourne's north, which sold on a 4.54% yield, while a property in Liverpool in Western Sydney set a yield benchmark of 3.82%, selling for \$5.75 million.

Another site at Braddon, on the fringe of Canberra's CBD, achieved \$7.1 million and a 4.11% yield amid heated bidding. Properties at in the Sydney suburbs of Clyde and



Highlights

- + Over 850 enquiries
- + 100% success rate
- + \$78 million transacted
- + 4.67% average yield

Seven Hills and Mornington on Melbourne's fringe also traded on sub-4% yields, while another site at Marks Point, near Newcastle, was the value buy, with its \$4 million sale price equating to a 6.07% yield.

Burgess Rawson directors Jamie Perlinger, Billy Holderhead and Simon Staddon said the attractive lease structure offered on all 15 properties made a compelling case for investment. All properties were offered with a brand new 12-year lease with fixed 3% rent increases, with 7-Eleven responsible for the maintenance and replacement of all fuel and air conditioning equipment.

"The 'set and forget' lease structure really grabbed the attention of the broader market, thanks to countless hours of collaboration between 7-Eleven, transaction advisors Charter Keck Cramer and Burgess Rawson," Mr Perlinger said.

"Many sites also offer development potential or space to expand. In many cases, they were bought for less than what it would cost to replace them," added Mr Staddon.

"The campaign was a huge success before the auction even started, with 850 enquiries across the campaign when, in the background, Caltex had thrown the fuel sector into question by announcing they were closing 50 sites and launched a sale campaign for 25 sites with vacant possession, said Mr Holderhead"

"In the face of that, the 7-Eleven, Charter Keck Cramer and Burgess Rawson teams executed a strategy that saw all 15 sites change hands unconditionally in just three hours and 25 minutes," he said.

7-Eleven Group Head of Property, Jimmy Mouzakiotis, said the results reflected pent-up demand for 7-Eleven properties,

which possess one of the most sought-after lease covenants in the fuel industry.

"The buyers were a mix of existing 7-Eleven landlords, who knew first-hand the strength of the 7-Eleven business, and first-time purchasers who were determined to own a 7-Eleven," Mr Mouzakiotis said.

"In doing their due diligence in the lead-up to the auction, investors fell in love with the business, and that sentiment was reflected in the incredible results we were able to achieve today."

7-Eleven currently controls around 38% of Australia's fuel and convenience market through its network of more than 700 corporate and franchise outlets. Mr Mouzakiotis said the divestment would free up capital for 7-Eleven to reinvest in its expansion as it looks to add around 30 stores annually. The group also has plans to upgrade 293 stores across its network, roll out a parcel locker service across 400 stores and has earmarked 13 fuel infrastructure upgrades this financial year.



Investment Portfolio Auctions

SYDNEY

11AM AEDT
TUESDAY 10 DECEMBER 2019
DOLTONE HOUSE HYDE PARK,
181 ELIZABETH STREET, SYDNEY

MELBOURNE

11AM AEDT
WEDNESDAY 11 DECEMBER 2019
RIVER ROOM, CROWN CASINO,
MELBOURNE

Sydney Portfolio Auction Listings

11am AEDT Tuesday 10 December 2019, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
Officeworks	Mona Vale	NSW	\$784,000	20
Shell Coles Express	Bega	NSW	\$367,207	38
7-Eleven	Plumpton	NSW	\$363,064	28
Caltex	Salt Ash	NSW	\$295,000	40
Neighbourhood Village	Bathurst	NSW	\$287,360	39
Dayco Australia	Wagga Wagga	NSW	\$279,683	41
Restaurant & Accommodation	Newtown	NSW	\$278,873	42
Fully Licensed Restaurant	Sydney CBD	NSW	\$217,620	30
Chula Restaurant	Potts Point	NSW	\$193,000	43
St George Montessori Early Learning	Hammondville	NSW	\$190,000	44
Hungry Jack's	Broken Hill	NSW	\$142,891	45
Royal Bakery	Potts Point	NSW	\$134,070	46
Commonwealth Bank	Kingscliff	NSW	\$108,817	47
The Entrance Backpackers	The Entrance	NSW	\$45,000	49
Freehold Building	Dee Why	NSW	n/a	51
Wonderschool Early Learning Centre	Throsby (Canberra)	ACT	\$440,000	37
Childcare Development Site	Gordon (Canberra)	ACT	n/a	36
BOC Gas	Mt Isa	QLD	\$155,000	60
BWS	Coolangatta	QLD	\$78,180	64

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 134
25 February 2020

Portfolio 135
31 March 2020

Portfolio 136
12 May 2020

Portfolio 136
23 June 2020

Melbourne Portfolio Auction Listings

11am AEDT Wednesday 11 December 2019, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Coles	Drouin	VIC	\$634,780	22
Bunnings	Horsham	VIC	\$560,766	24
Peter Stevens Motors	Wendouree	VIC	\$540,000	68
Snooze/Plush	Ballarat	VIC	\$417,490	70
United Fuel	Truganina	VIC	\$355,950	71
Centrelink	Bairnsdale	VIC	\$186,369	72
Office Building	Kyabram	VIC	\$143,681	73
Indian Restaurant	Truganina	VIC	\$75,400	74
United Fuel	Burnie	TAS	\$53,668	66
Bursons Auto Parts	Devonport	TAS	\$42,920	67
The Atrium	Tewantin (Noosa)	QLD	\$411,138	26
7-Eleven	Caboolture	QLD	\$340,112	53
Coles Express	Gatton	QLD	\$338,482	56
Puma Energy	Harristown	QLD	\$316,890	54
7-Eleven	Darling Heights (Toowoomba)	QLD	\$292,874	58
Childcare Centre	Nundah	QLD	\$290,500	57
Artisan Aesthetic Clinic	Maroochydore	QLD	\$175,000	59
Hoppy's Carwash	Pimpama	QLD	\$130,500	32
G8 Education	Innisfail	QLD	\$127,308	61
NAB	Kingaroy	QLD	\$94,760	62
Red Rooster	Goondiwindi	QLD	\$83,978	63
Westpac	Charters Towers	QLD	\$70,907	65
Development Site	Harristown	QLD	n/a	55
Kids on Beaufort	Inglewood	WA	\$300,080	77

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 134
26 February 2020

Portfolio 135
1 April 2020

Portfolio 136
13 May 2020

Portfolio 137
24 June 2020

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN	Dickson (Canberra)	ACT	n/a	Expressions of Interest	34
Hachette Publishing	Tuggerah	NSW	\$1,495,925	Expressions of Interest	16
CRT Agri West	Forbes	NSW	\$77,983	Expressions of Interest	48
Bella Vista Motor Inn	Forster	NSW	\$32,036	Expressions of Interest	50
The Good Guys	Bundall	QLD	\$1,327,277	Expressions of Interest	18
K&S Freighters	Roseneath (Townsville)	QLD	\$487,795	Expressions of Interest	52
Large Format Retail	Kelmscott	WA	\$687,934	Private Sale	76

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



*Outline/Boundaries Indicative Only

Strategic Logistics Freehold Investments with New Leases to Long-Term Tenants

Tuggerah NSW
 9 Pioneer Avenue and
 18 Reliance Drive

2 adjoining logistics sites of
 14,700 sqm and 13,840 sqm

**Buy individually or in-one-line
 with long 7.3 year WALE**

- + Renewed, secure leases to Hachette, the world's 3rd largest publisher and 20 year-tenant on-site
- + Boom location, 65km to Sydney, forecast 37% population growth[^]
- + Thriving Tuggerah Business Park logistics/trade precinct, 4 mins from the M1 Motorway
- + Surrounded by Toll, Star Track Express, Australia Post, Couriers Please, Border Express, Bunnings Trade and Reece
- + Combined estimated net rent (in-one-line): \$1,495,925 pa



9 Pioneer Avenue

- + 7,595 sqm building on 14,700 sqm site with 71 car spaces
- + Fully leased to Hachette on brand new 8 year lease
- + Tenant responsible for rates, insurance and management fees
- + Annual fixed 3% increases
- + Heavily invested tenant, flanked on both sides by supporting facilities
- + Estimated net rent: \$826,951 pa

18 Reliance Drive

- + 6,221 sqm building on 13,840 sqm site with 50 car spaces
- + Anchored by new 8 year net lease to Hachette in brand new 3,737 sqm warehouse expansion (completed Nov 2019)
- + Site includes Leda Securities HQ, a leading provider of security and anti-terrorism equipment, on secure lease to 2024 plus option
- + Estimated net rent: \$668,974 pa



Contact
 Billy Holderhead 0422 817 696
 Jamie Perlinger 0413 860 315
 Dean Venturato 0412 840 222
 Darren Beehag 0411 226 223



For Sale by Expressions of Interest
 Offers Closing 4pm AEDT
 Wednesday 11 December

^ forecast.id

Prime & Proven Large Format Retail Centre





Outline/Boundaries Indicative Only

Massive Landholding in Central Gold Coast Commercial Precinct



Bundall (Gold Coast) QLD
13-17 Upton Street

High performing property, an iconic retail site with outstanding redevelopment potential

Dominant 9,877 sqm site with 5,281 sqm lettable area

Net Income: \$1,327,277 pa + GST

+ 4 Major Bulky Goods tenants incl. The Good Guys (53% of income), Godfreys, Andrews Light Up and APS Pool & Spa

+ 2 x ingress and egress points with major frontage to high traffic Upton St and high visibility from Ashmore Rd

+ 12 rear storage and office units

+ Bundall: tightly held premiere large format retail locale with national brands & major office towers



Contact

Jamie Dewe 0410 350 273
Darren Beehag 0411 226 223



Expressions of Interest

Offers Closing
4pm AEDT
Thursday 5 December

Trophy Investment Sydney's Northern Beaches





National Investment: ASX Listed Wesfarmer's Tenant Renewed Lease – 4% Annual Increases

Mona Vale NSW
41-57 Barrenjoey Road

Officeworks: owned by
Wesfarmers Ltd with \$27.9B cap

Dominant market leader operating
167 stores Australia wide

Net Income: \$784,000 pa + GST

- + Freestanding blue chip investment leased to Dec. 2024 + options to 2029
- + Prominent 3,667 sqm landholding exposed to 46,500 cars daily
- + 6 lane arterial linking Palm Beach to Manly & Sydney CBD
- + Guaranteed rental growth assured by 4% annual increases
- + Tenant occupied since new in 2002



Contact

Simon Staddon 0413 640 851
Darren Beehag 0411 226 223
Dillon Frain 0416 867 155



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Successful Freestanding **Coles Supermarket** in Major Growth Location



Secure, High-Growth Investment Trading Above Turnover Threshold

Drouin VIC
Corner Hope and Young Streets

Coles Group: Blue-Chip
\$20 billion ASX-listed retailer

Net lease with Coles paying
usual outgoings inc Land Tax

Net Income: \$634,780 pa + GST

- + Secure 20 year lease plus 2 x 10 year options to 2043
- + Drouin: booming satellite suburb 33kms from metro Melbourne, forecast 90% population growth by 2041[^]
- + Commanding 4,874 sqm CBD corner site opposite McDonald's
- + Ample on-site parking plus integrated council parking



Contact

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Billy Holderhead 0422 817 696
Shaun Venables 0411 860 865



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC

[^] forecast.id



Trophy Bunnings Freehold Highly Captive Trade Catchment



Freestanding Bunnings Investment Recently Upgraded and Extended

Horsham VIC, 24-38 Wilson St
(Cnr Urquhart & Pynsent Sts)

Securely Leased to September
2025 plus options to 2045

Fixed annual 3% rent increases
ensuring rental growth

Net Income: \$560,766 pa + GST
(February 2020)

- + Bunnings pays all usual outgoings, including Land Tax
- + Significant 9,581 sqm site with 3 street frontages totalling 243m
- + Established and proven CBD site supported by Coles, Woolworths, Aldi, Kmart all within 500 metres
- + Horsham: the capital of North Western Victoria midway between Melbourne and Adelaide



Contact

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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC

The Atrium

Diverse Income Stream

Strong Medical Profile

WOOLWORTHS



NOOSAVILLE



*Outline/Boundaries Indicative Only

High Yielding – Circa 9% Multi-Tenanted Investment

Tewantin (Noosa) QLD
91 Poinciana Avenue

Attractive, well presented two
level 1,125 sqm building

Tewantin – home to the Noosa
Shire Council Offices

Net Income: \$411,138 pa + GST

- + Anchored by six medical tenants including Sonic Healthcare
- + Central CBD 1,043 sqm corner site
- + Close to the famous Noosa Heads (7 km)
- + Potential upside in re-leasing & strata titling (STCA)
- + 19 tenants with over 60% outgoings recovery



Contact

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Raoul Holderhead 0413 860 304
Doug Doyle 0400 564 623
Darren Beehag 0411 226 223



Auction

11am AEDT
Wednesday 11 December
River Room, Crown Casino,
Melbourne, VIC

Outstanding Service Station Investment Long Lease to 7-Eleven



*Outline/Boundaries Indicative Only



Busy Main Road Location High Growth West Sydney Region



Plumpton (Blacktown) NSW
291-293 Rooty Hill Road North

Leased to June 2026 plus
options to 2036

Modern high profile service
station & convenience store

Net Income: \$363,064 pa + GST

- + Australia's largest independent fuel retailer with over 550 sites
- + Net lease – tenant pays council, water rates, insurance and R & M
- + Annual 4% rent increases and market review mid-term
- + Plumpton, 24 km from Parramatta 2 mins. drive to M7 Motorway



Contact

Dean Venturato 0412 840 222
Rhys Parker 0451 101 042



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW

Iconic World Class Location



CROWN CASINO BARANGAROO:
SYDNEY'S FIRST SIX-STAR LUXURY
HOTEL RESORT (DUE 2021)





Quality Ground Floor Sydney CBD Investment 5 Year Lease – 4% Rent Increases

Sydney CBD
Shops 6 & 7, 168 Kent Street

Adjacent to Sydney landmarks
Harbour Bridge, The Rocks,
Circular Quay & Barangaroo

Net Income: \$217,620 pa + GST

- + 5 + 5 + 5 + 5 year net lease with fixed 4% annual rental increases
- + Fully licensed fine dining restaurant, visit: punjabifusionsydney.com.au
- + Rare offering within Observatory Tower, home to Australian Prime Ministers and Rich Listers
- + Unparalleled location



Contact

Rhys Parker 0451 101 042
Simon Staddon 0413 640 851



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW

State-of-the-Art Car Wash Investment

WOOLWORTHS

UNITED

ZAMBRERO

NEW TAVERN
(2020)

UNDER CONSTRUCTION
COMPLETION EXPECTED
DECEMBER 2019



*Indicative Photo Only



New 10+10 Year Lease (from Dec. 2019) Adjoins National Fuel & Fast Food Tenants



Pimpama (Gold Coast) QLD
27 Dixon Drive

Fixed 3% rental increases

Tenant pays all outgoings as per
lease incl. land tax & management

Net Income: \$130,500 pa + GST

- + Strategic 1,325 sqm site adjoining United, Zambrero, Red Rooster, Carls Jnr. and opposite Woolworths & McDonald's
- + Hoppy's Car wash: 10 outlets in Brisbane & the Gold Coast
- + Brand new automated car wash facility with drive-thru
- + Substantial depreciation benefits
- + Pimpama – booming residential corridor midway between Brisbane & Gold Coast



Contact

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Glenn Conridge 0413 873 337
Raoul Holderhead 0413 860 304
Darren Beehag 0411 226 223



Auction

11am AEST
Wednesday 11 December
River Room, Crown Casino,
Melbourne, VIC





*Artist's Impression

Canberra's Cultural Inner North Hub Exciting Blend of Diversified Tenancies

DKSN

Dickson ACT
Northbourne Avenue

50 unique opportunities

Office space from
220 sqm to 500 sqm

Retail & restaurant space from
8 sqm to 400 sqm

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



Contact

Guy Randell 0430 272 999
James Baker 0421 863 040



For Sale

From \$65,000 to \$2.75M



All Images are Artist's Impressions

DA Approved Childcare Development Site Purpose Built Facility in High Needs Suburb

Gordon (Canberra) ACT
32 Mina Wylie Crescent

DA approved childcare centre
with 119 places

9 primary and secondary
schools within 2 km radius

High exposure frontage of 97m

- + Prominent two storey state of the art facility on 1,713 sqm corner
- + 29 on-site highly tenant enviable exclusive car spaces
- + Close proximity to Woolworths anchored Lanyon Marketplace
- + Long Day Care demand of 24.2:1
- + Catchment area population: 35,000+ people, 2,200 under 5yo (ratio: 25 / licensed place)

Sources: ABS Census Data 2016 | GapMaps Aug. 2017 | Business Geographics Nov. 2017



Contact
Guy Randell 0430 272 999



Auction (if not sold prior)
11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Securely Leased Childcare Investment New 20 Year Net Lease + Options to 2059



Throsby (Canberra) ACT
54 Kunapalari Street

110 place newly built childcare
centre in high needs area

Desirable 3.5% annual rental
increases – assuring growth

Net Income: \$440,000 pa + GST

- + Prominent state-of-the-art facility on 2,450 sqm main road corner
- + Close to high quality primary and secondary schools
- + 22 on-site car parks
- + Catchment area population: 71,142 estimated with a ratio of 3.6 children per licensed place
- + Tenant pays outgoings, as per lease
- + Substantial depreciation benefits plus stamp duty claimable



Contact

Guy Randell 0430 272 999



Auction (if not sold prior)

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



National ASX Listed Tenant Leased to 2027 Premium Investment Built 2015



Bega NSW
2-6 Swan Street (Carp Street)

Secure 12 year lease to Oct.
2027 plus 10 year option to 2037

Rental growth assured with
3.5% annual increases

Net Income: \$367,207 pa + GST

- + Coles Express: a growing subsidiary of Coles Group Limited with 685 outlets
- + Wholly owned by Wesfarmers Limited an ASX top 10 Company
- + Immaculate presentation and specifications incl. fibre glass tanks
- + Gateway CBD site on Bega's main retail strip, ideally located adjacent to McDonald's



Contact

Simon Staddon 0413 640 851
Kieran Bourke 0417 418 007



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Fully Leased Freehold CBD Investment Significant 2,527 sqm Landholding



Australian Government



Bathurst NSW
85-91 Keppel Street

Landmark retail commercial
investment with 5 tenants

Longstanding tenants with
4 year lease WALE

Net Income: \$287,360 pa + GST

- + Well presented improvements – recently upgraded
- + Strong tenancy mix including Snap Fitness, Employment, Parliamentary & Food + Beverage
- + 2 street frontages totalling 88 m plus rear lane access
- + 31 on-site car spaces
- + Major regional hub & growth centre with circa 44,182 population on track for 53,361 by 2036



Contact

Simon Staddon 0413 640 851



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Secure 10 Year Lease to Caltex Australia Booming Coastal Location



Salt Ash (Port Stephens) NSW
2893 Nelson Bay Road

Secure lease to Sept. 2024 +
options to 2039

Caltex: ASX listed giant
with over 1,900 service
stations nationwide

Net Income: \$295,217 pa + GST

- + Strategic main road location with 24,933 cars per day
- + Salt Ash/Port Stephens, strong population growth underpinned by RAAF base & busy Newcastle Airport
- + Large site of 2,164 sqm
- + Tenant pays most outgoings including land tax
- + Easily managed premium tenant investment



Contact

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Simon Staddon 0413 640 851



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Prime Industrial Freehold Investment Leased to Global Auto Parts Giant



Wagga Wagga NSW
3-7 Say Street East

Leased to 2023 + 10 year option

Dayco: US based, 100+ year history, in 22 countries, major clients include GM, Caterpillar

Net Income: \$279,683 pa + GST

- + Minimum 3% annual rent increases
- + Tenant pays all usual outgoings
- + Significant 12,759 sqm landholding
- + 3 well maintained buildings totalling 5,500 sqm incorporating high clearance, clear span warehousing
- + Wagga Wagga: Strategic distribution and logistics destination and booming regional city, \$3.7b gross regional product



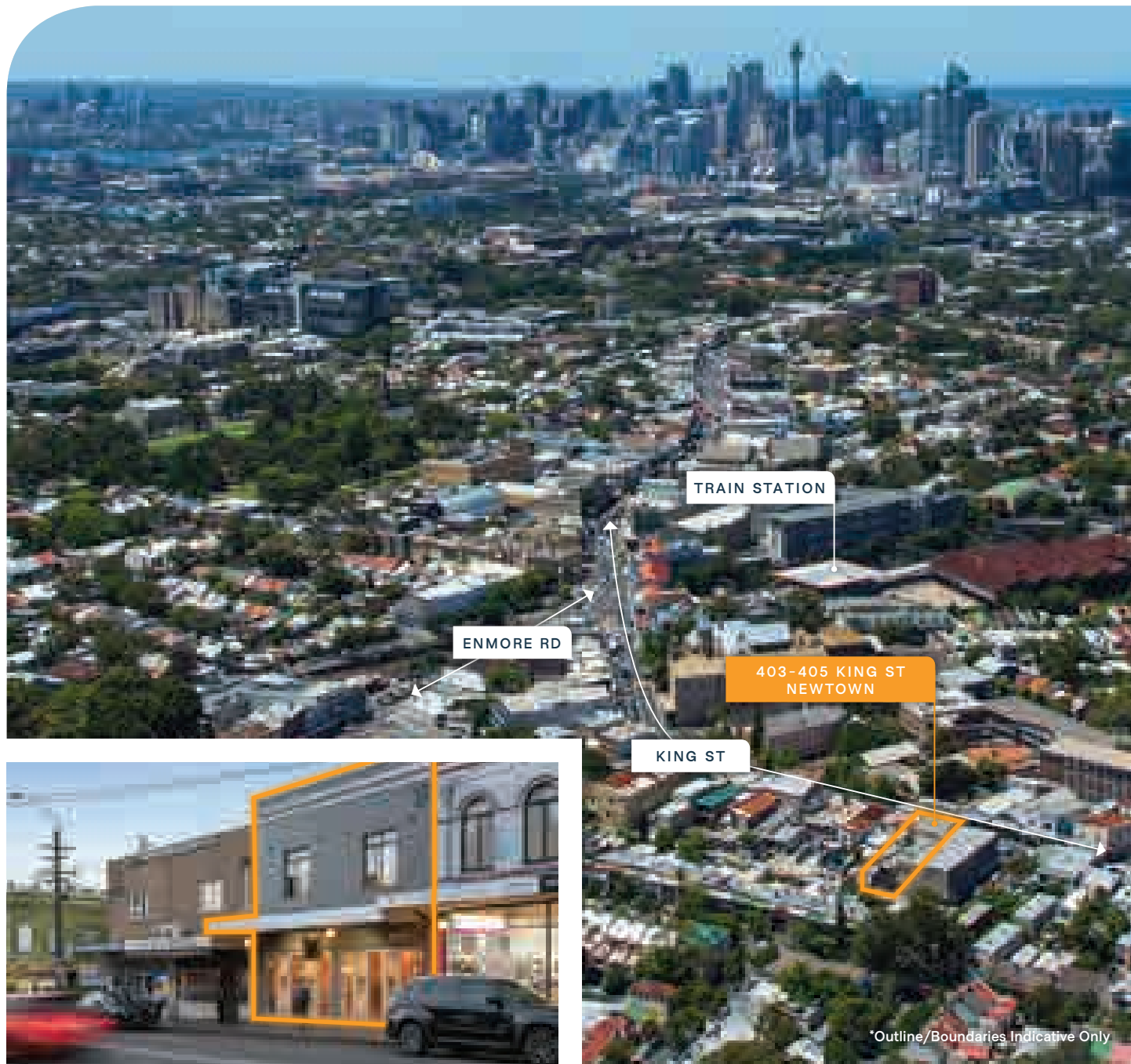
Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only

Premium Inner Sydney Investment Major Building Upgrade Completed 2019

Newtown NSW
403-405 King Street

100% leased to two tenants on brand new 5 year and 4 year leases

Up to 4% rent increases

Net Income: \$278,873 pa + GST

- + Prime King Street freehold only 200 m to station and exposed to 19,411 passing vehicles daily
- + Immaculate retail & residential premises fully redeveloped 2019
- + Experienced multi restaurant tenant and proven accommodation operator
- + Double frontage, rear lane access and two valuable car spaces



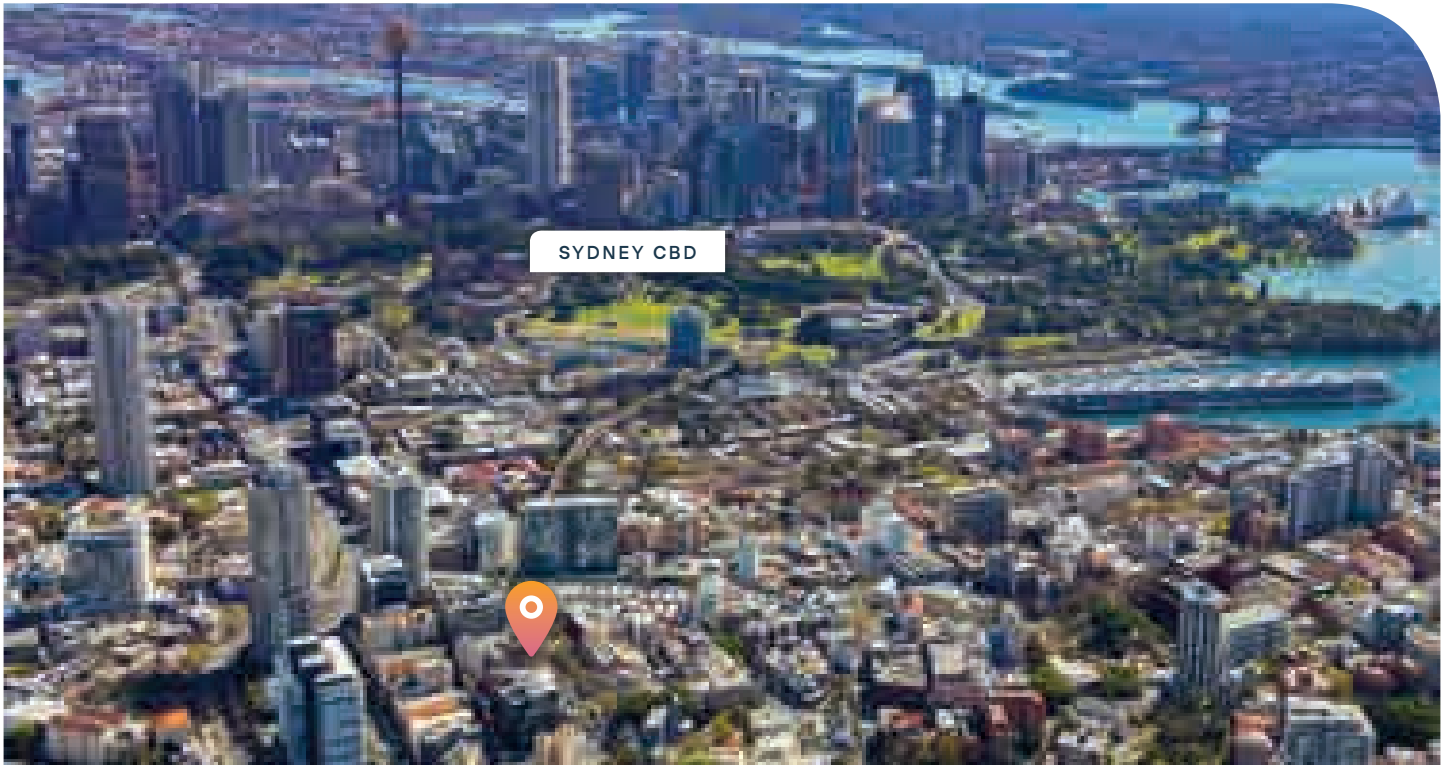
Contact

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Kieran Bourke 0417 418 007



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Iconic Restaurant Investment Sydney's Leading Nightlife Precinct

Chula

Potts Point NSW
7/33 Bayswater Road

5 year lease to 2022 +
options to 2032

Attractive fixed 4% annual
rent increases

Net Income: \$193,000 pa + GST

- + Prominent premises centrally located within Potts Point's entertainment quarter
- + Extensively fitted out 269 sqm bar and dining area seating 137
- + Chula operated by long term experienced industry identity
- + Densely populated area with high disposable income



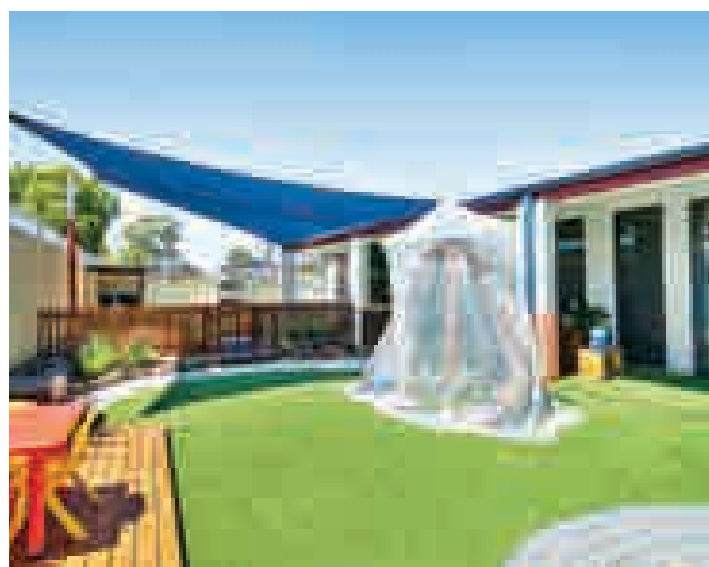
Contact

Nik Simonovic 0415 447 275
Dean Venturato 0412 840 222



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Immaculate Childcare Investment 100% Occupancy with Wait List



Hammondville (Sydney) NSW
13 Walder Road

New 15+10+10 year net lease to
St George Montessori to 2054

Annual 3% rent increases

Net Income: \$190,000 pa + GST

- + St George Montessori: premium provider with five further centres across metropolitan Sydney
- + Long established and highly-successful business with outstanding occupancy history
- + Purpose-built (2009) facility lic for 58 LDC places, with substantial capital upgrade recently undertaken by tenant



Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Hungry Jack's Investment in CBD Location Circa Sub \$2,000,000



Broken Hill NSW
445-451 Argent Street

10 year lease expiring 2023
plus option to 2033

Large 2,199 sqm main road site
with 'Drive thru' facility

Net Income: \$142,891 pa + GST

- + Rare opportunity to buy a Hungry Jack's investment – an internationally recognised worldwide brand
- + Lease includes annual rent increases and turnover rent
- + Attractive net lease with tenant responsible for outgoings
- + Broken Hill: economic hub with a population of over 18,000 people



Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



New 7 Year Lease + 3.5% Increases Adjoining Woolworths & Train Station



Potts Point NSW
5/111 Darlinghurst Road

Massive exposure, over 24,000 pedestrians daily

Part of the prestigious “Omnia” development, 135 apartments plus landmark retail

Net Income: \$134,070 pa + GST

- + Surrounding national retailers incl. Woolworths Metro with soon to be KFC, Hungry Jack’s, BWS & medical centre
- + Potts Point: iconic high income inner city Suburb
- + “Royal Bakery” expanding their successful multi-store operation
- + Compounding 3.5% annual increases plus significant depreciation benefits



Contact

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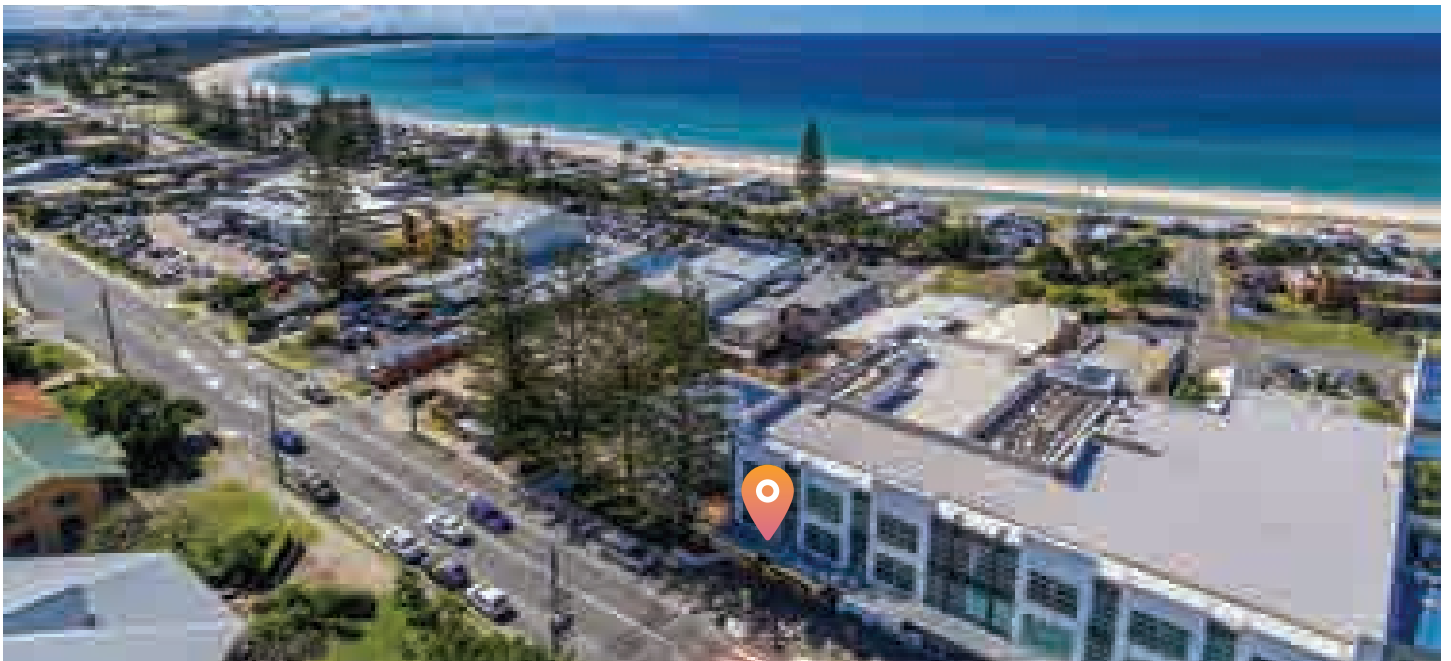


Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only



Secure CBA Investment Renewed Lease + 5% Rent Increases

CommonwealthBank 

Kingscliff (Near Tweed Heads) NSW
Lots 2 & 32, 11 Pearl Street

Renewed 3 year lease until Oct.
2022 plus options until 2025

Attractive 5% rent increases

Net Income: \$108,817 pa + GST

- + Lease requires tenant to pay outgoings incl. management fees
- + Modern 158 sqm retail premises with commanding double frontage
- + Close to Woolworths anchored shopping centre, other banks and Kingscliff's retail strip
- + Kingscliff, a thriving town on the Tweed Coast only 15 km to Gold Coast Airport



Contact

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Jamie Dewe 0410 350 273



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Affordable Freehold Investment Renewed 5 Yr. Lease to Establ. Business



Forbes NSW
4-8 Camp Street

Renewed 5 year lease to Feb.
2024 plus options until 2029

Recently upgraded freehold
property on 4,007 sqm site

Net Income: \$77,983 pa + GST

+ Agri West CRT a leading
agribusiness established 1988
and at this location since 2000

+ Forbes: agricultural / wheat
district of Central West NSW,
375 km west of Sydney & trade
catchment circa 9,200



Contact
Kieran Bourke 0417 418 007



Expressions of Interest
Offers Closing
4pm AEDT
Thursday 5 December



5 Year Lease with Option to 2029 Very Affordable Price Bracket



The Entrance NSW
2/56 The Entrance Road

5 year lease with options to 2029

Whole floor 256 sqm strata

Net Income: \$45,000 pa + GST

- + 3% fixed increases
- + The Entrance Backpackers: successfully trading in excess of 7 years
- + Accommodation for 39 guests with extensive kitchen, bathroom & communal areas
- + The Entrance: an aquatic playground between Tuggerah Lake & Sparkling Pacific Ocean
- + Net lease, tenant paying outgoings as per lease



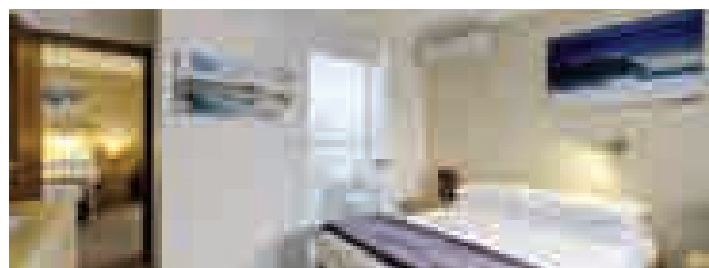
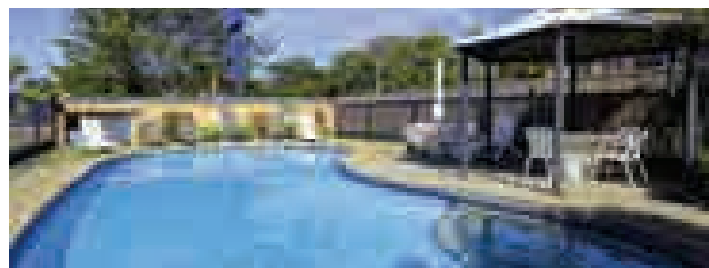
Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Entry Level Motel Accommodation Investment Prime Mid-Coast Location



Forster NSW
Units 3, 8, 13, 16, 17 & 19, 19 Lake St

Unique one-line opportunity to purchase 6 motel units (27% of total ownership)

10 year management agreement to 2023 + 10 year option to 2033

Net Income: \$32,036 pa + GST

- + Fully leased operation with current manager at this address for 20+ years
- + Income stream with historically impressive occupancy levels
- + Forster: Mid North Coast population of 94,004 and forecast to grow to 113,147 by 2036
- + Current R4 – High Density Residential Zoning may allow 10 level development, STCA and consolidation of other unit owners



Contact

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Darren Beehag 0411 226 223



Expressions of Interest

Offers Closing
4pm AEDT
Thursday 5 December



*Outline/Boundaries Indicative Only

Affordable Freehold Building Popular Beachside Sydney Suburb

Dee Why NSW
882A Pittwater Road

For sale with vacant possession

Adjoining Woolworths, BWS,
Grill'd, Guzman Y Gomez,
Commonwealth Bank & ANZ

Magnificent signage exposure to
39,400+ passing vehicles daily

- + 234 sqm site improved with shop including office and storage
- + Would suit a vast array of uses incl. food, office & retail (STCA)
- + B1 Bus from Northern Beaches to the City directly outside, 5.9 million passengers in 2018
- + Flexible B4 Mixed Use Zoning, 24 m building height permissible – renovate or redevelop (STCA)
- + Lease out or occupy



Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only



*Outline/Boundaries Indicative Only

Strategic Industrial Investment National ASX Listed Tenant



Roseneath (Townsville) QLD
2-6 Curley Circuit

10 year lease to 2024 +
options to 2034

Ideally located in the Townsville
Distribution Precinct

Net Income: \$487,795 pa + GST

- + 3% increases assuring growth with ratchet clauses
- + Tenant pays all outgoings as per lease (including land tax)
- + 14,000 sqm total site located in Townsville Distribution Precinct
- + Single tenant, minimum management investment
- + National (ASX listed) tenant – K & S Corporation (KSC)



Contact

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Jamie Dewe 0410 350 273



Private Treaty

Offers to Purchase



Impressive Blue-Chip Retail Investment High Growth Moreton Bay Region



Caboolture (Brisbane) QLD
62-64 Beerburum Road

15 year net lease to 7-Eleven to
2032 + options to 2047

Guaranteed rental growth -
Fixed annual 3% rent increases

Net Income: \$340,112 pa + GST

- + 7-Eleven: Australia's market leader in convenience retail
- + Strategic homebound corner site with total frontage of 72 metres
- + Major four lane arterial – 24,000+ vehicles passing daily
- + State-of-the-art improvements constructed 2017
- + Moreton Bay: one of Australia's fastest growing regions



Contact

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Doug Doyle 0400 564 623
Scott Meighan 0413 830 709



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



15 Year Net Lease to 2032 Queensland's Largest Inland City



Toowoomba (Harristown) QLD
175 Anzac Avenue

Secure 15 year head lease to
Puma Energy + options to 2042

Guaranteed rental growth,
fixed 3% rent increases

Net Income: \$316,890 pa + GST

- + Puma Energy: Over 270 retail sites, 20 depots & 3 bulk seaboard terminals across Australia
- + Tenant pays all usual outgoings including Land Tax
- + Excellent depreciation benefits
- + Strategic corner site of 1,702 sqm with 71m of frontage
- + Toowoomba: Queensland's largest inland city with current population of 167,000



Contact

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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Development Approved Land Adjacent to Puma Service Station

Toowoomba (Harristown) QLD
171-173 Anzac Avenue

**Development Approved –
fast food & drink outlets**

High exposure site on Anzac
Avenue with 40m of frontage

- + Total of 1,905sqm of flexible land in prime inbound location
- + Ideally located only 2.5km to CBD
- + Toowoomba: Queensland's largest inland city with current population of over 167,000 people and conservatively set to increase to over 200,000 people by 2031



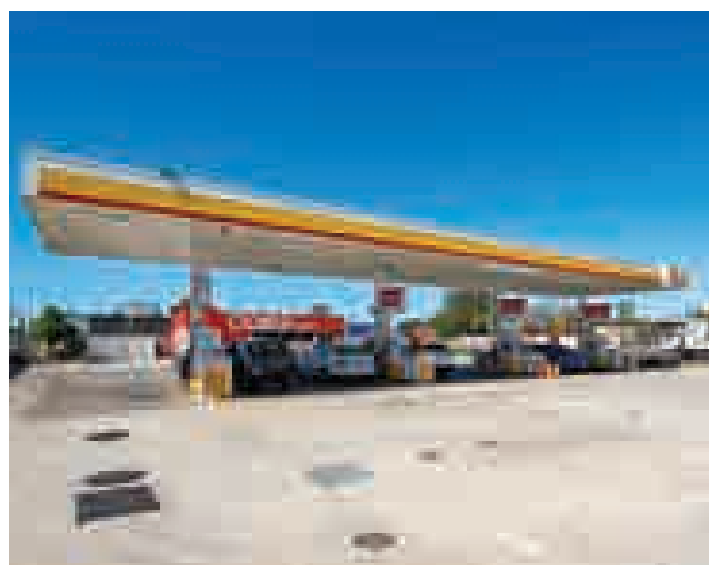
Contact

Jamie Dewe 0410 350 273
Doug Doyle 0400 564 623



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Strategic Coles Express Investment Key Retail Location on Main Arterial



Gatton (Lockyer Valley) QLD
73 Railway Street

Secure 10 year lease to Coles Group to 2026 + options to 2036

Tenant pays all outgoings as per the lease including land tax

Net Income: \$338,482 pa + GST as at March 2020

- + Coles Express: 710+ outlets and subsidiary of ASX Top 20 company Coles Group
- + High profile 1,727 sqm site with 50 metre main road frontage
- + Central retail location metres to Gatton Plaza (Coles, McDonald's) and adjoining KFC
- + As new improvements constructed 2016 providing significant depreciation benefits



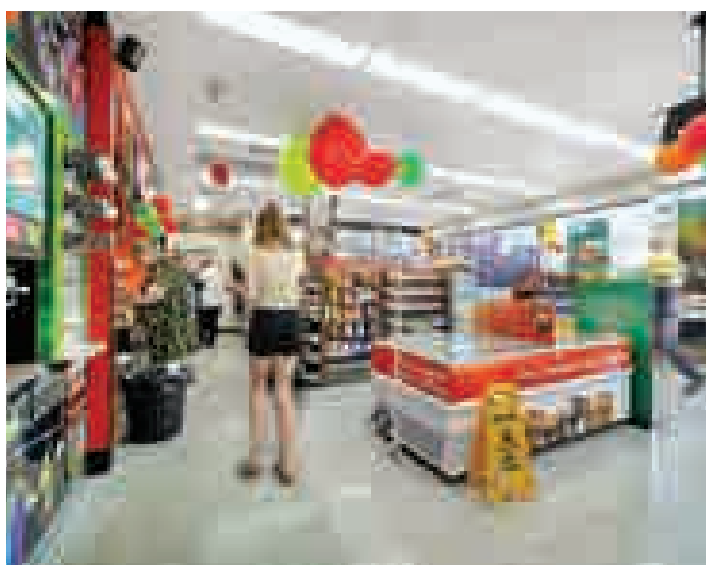
Contact

Jamie Perlinger 0413 860 315
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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



As New 7-Eleven Retail Investment Booming Toowoomba Location



Toowoomba (Darling Heights) QLD
434-438 Stenner St (Cnr West St)

15 year lease to 7-Eleven to 2032
+ options to 2049

Fixed annual 3% rent increases

Net Income: \$292,874 pa + GST

- + 7-Eleven: Australia's #1 convenience retailer, 700 locations
- + High profile 1,738 sqm corner site with 85m combined frontage
- + Strategic location metres from University South QLD & Toowoomba's large format retail & shopping precinct
- + As new improvements constructed 2017 providing significant depreciation benefits



Contact

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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Premium Childcare Investment New 15 Year Triple Net Lease



Nundah (Brisbane) QLD
254-258 Buckland Road

15 + 5 + 5 year Triple Net Lease
to Edge Early Learning to 2044

Tenant pays all outgoings inc
maintenance, rates & land tax

Net Income: \$290,500 pa + GST

- + Edge EL: premium childcare provider with 15 centres across Brisbane and the Gold Coast
- + Annual 3% rent increases with 'ratchet' provisions
- + New 581 sqm multi-storey facility lic for 83 LDC places
- + Prominent main road site 300m from Nundah State School and only 7km from the CBD



Contact

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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Blue Chip Medical Investment Leased to ASX-Listed Subsidiary



Maroochydore (Cotton Tree) QLD
51-55 The Esplanade

Brand new 7 year lease to 2026
plus 5 year option to 2031

Guaranteed rental growth -
fixed 3% annual rent increases

Net Income: \$175,000 pa + GST

- + Tenant pays all usual outgoings as per the lease
- + Leased secured through corporate guarantee by Vita Group Ltd – Market Cap \$199m
- + Premium 219 sqm retail fronting The Esplanade plus 55 sqm of on-title outdoor space
- + Part of Maroochydore's newest premium retail and residential offering 'The Cosmopolitan'



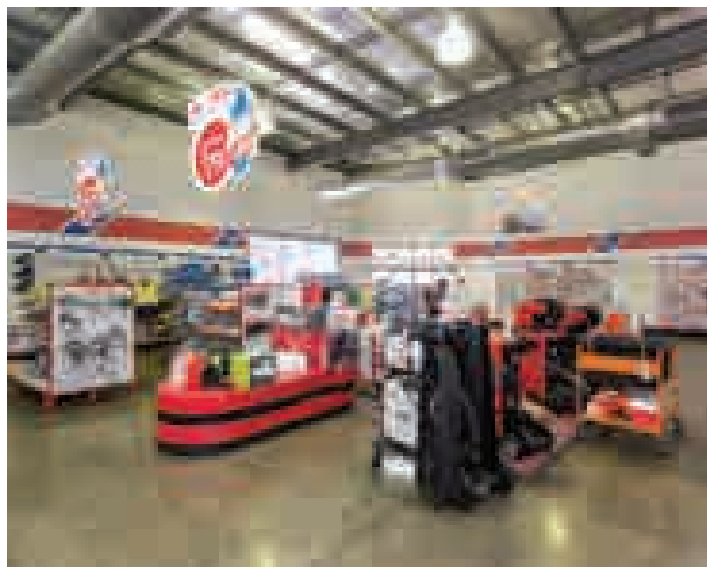
Contact

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Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



10 Year Lease to Global Conglomerate Tenant Occupied Since Built in 2004



Mount Isa (Ryan) QLD
1A Traders Way

Renewed 10 year net lease to
BOC Ltd from 9 August 2019
plus 10 year option to 2039

Freestanding site of 5,327 sqm

Net Income: \$155,000 pa + GST

- + Energy upgrade works being undertaken include LED lighting and solar at cost of \$70,000
- + Guaranteed compounding 2.5% annual rent increases
- + 100% of outgoings paid by tenant, as per lease
- + Surrounded by major players including Blackwoods, Reece, Home Hardware, Aggreko, Pirtek, Isuzu & Bullivants



Contact

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Craig Chapman 0427 110 132



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



20+10 Year Triple Net Lease to 2047 ASX Listed – 470+ Centres Nationally



Innisfail QLD
15-17 Stitt Street

Tenant pays all outgoings inc
maintenance, rates & land tax
Minimum 3% pa rent increases
with 'ratchet' provisions

Income: \$127,308 pa (Jan 2020)

- + G8 Education Ltd: largest ASX listed early education provider with 470+ centres
- + Large 1,829 sqm corner site
- + Modern 709 sqm facility over two levels, lic for 75 LDC places
- + Innisfail: commercial service centre of the Cassowary Coast Regional Council



Contact

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Doug Doyle 0400 564 623



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Blue Chip Bank Investment Major Regional Commercial Centre



Kingaroy QLD
206 Kingaroy Street

5 year lease to March 2023 +
2 x 5 year options to 2033

8% Yield Expected

Net Income: \$94,760 pa + GST

- + NAB: Top 6 ASX listed company with \$72.81 Bn market cap
- + Tenant pays all outgoings, as per lease
- + Fixed 3% annual rent increases
- + Branch incorporates Business, Agri-Business and Retail banking
- + Prominent main road CBD position
- + Kingaroy: 155 km from Brisbane
- + South Burnett's estimated trade catchment/population is 32,555 (profile.id)



Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Entry Level Fast Food Investment Renewed 10 Year Lease Plus Options



Goondiwindi QLD
37-39 Marshall Street

Renewed 10 year lease to
September 2029 + options to 2041

Franchisee in occupation
since 2001

Net Income: \$83,978 pa + GST

- + Red Rooster: national fast food retailer 360+ stores nationally
- + Modern building with drive-thru facility & capital intensive tenant refurbishment in 2014
- + Large 523 sqm site with dual street frontage totalling 18m
- + Prime Goondiwindi CBD position within close proximity to Coles, Target and Centrelink



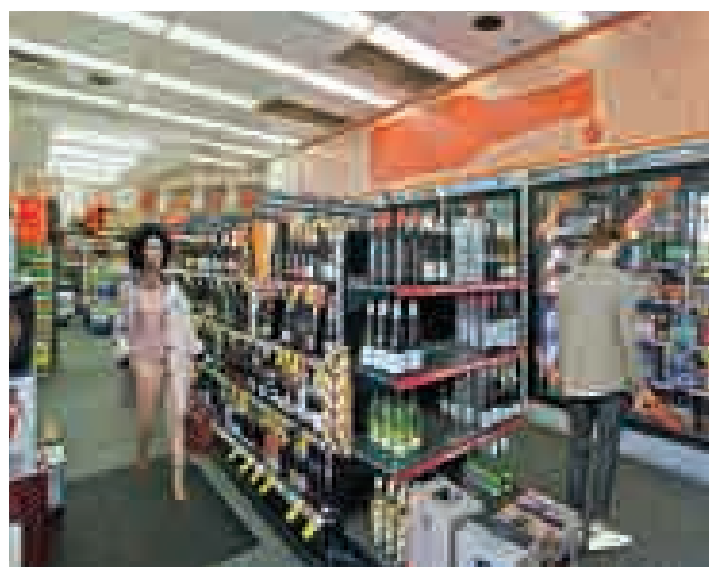
Contact

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Glenn Conridge 0413 873 337
Scott Meighan 0413 830 709



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Gold Coast Beachside BWS Investment Rare Premium Asset in Iconic Location



Coolangatta QLD
Shop 14, 111-133 Griffith Street

Lease to 2022 + option to 2029

Prime holiday location,
surrounded by hotels &
serviced apartments

Net Income: \$78,180 pa + GST

- + ALH Group: 75% owned by ASX listed giant Woolworths Limited
- + Tenant in occupation since 2008
- + Ground floor of the famous "Reflection Tower 2" serviced apartment complex
- + Prominent 91 sqm shop with wide frontage to all passing traffic
- + Surrounded by major brands incl. McDonald's, The Coffee Club etc
- + Easily managed single tenant investment



Contact

Michael Gilbert 0430 024 790
Glenn Conridge 0413 873 337



Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



Affordable Regional Bank Investment High Yielding Opportunity



Charters Towers QLD
19 Gill Street

New 3 year lease to October
2022 with options to 2028

Attractive 3% annual increases
assuring growth

Net Income: \$70,907 pa + GST

- + Leased to Westpac with tenant paying all usual outgoings as per lease
- + Adjacent to the iconic Australia Post (undergoing major renovations)
- + New ATM installed by Westpac in the past 18 months
- + Recent Westpac paid renovations include – internal lighting to LED, external signage replaced and foyer repainted



Contact

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Auction

11am AEDT
Tuesday 10 December
Doltone House Hyde Park,
Sydney, NSW



High Yielding, Entry Level Investment Suits \$500,000 Plus Buyers – 10% Yield



Burnie (Wivenhoe) TAS
33 Main Rd (cnr Corcellis St)

New 10 year lease from
Oct 2019 to 2039 plus options

Fixed annual rent growth plus
market reviews

Net Income: \$53,668 pa + GST

- + Strategic corner, with Bass Hwy exposure, at gateway to Burnie's industrial & commercial precinct
- + Environmental Protection Authority Certificate issued
- + New high flow diesel service installed by United plus recent building maintenance upgrade
- + Burnie: major commercial centre & port. Catchment population 50,000



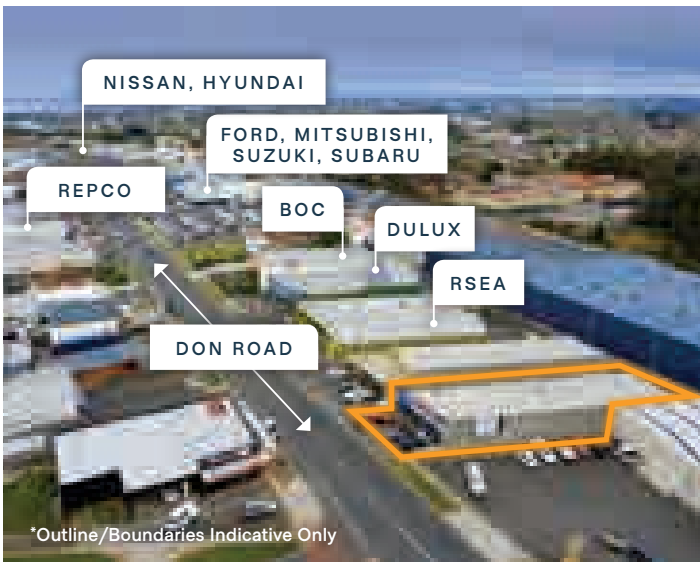
Contact

Graeme Watson 0419 717 171
Shaun Venables 0411 860 865



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Affordable Auto Retail Investment Leased To ASX-Listed Subsidiary

Devonport TAS
53 Don Road

4 year lease to July 2022 plus
option to 2026

Tenant pays usual outgoings

Net Income: \$42,920 pa + GST

- + Well presented 514 sqm building on 961 sqm freehold title
- + Burson Auto Parts: 180 stores and wholly owned subsidiary of ASX-Listed Bapcor with a Market Cap of \$2B
- + Annual rent reviews
- + High exposure destination location amongst complementary auto tenants and car dealerships



Contact

Shaun Venables 0411 860 865
Scott Meighan 0413 830 709



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Highway Auto Dealership Freehold Investment Tenant Established 1972



New 10 + 10 Year Lease to 2039 \$5m Refurbishment in 2017

Ballarat VIC, 615 Creswick Rd
(Midland Hwy) cnr Howitt St

Huge 7,383 sqm Mixed Use site
with 245 m triple street frontage

Lessee pays all usual outgoings
as per the lease

Net Income: \$540,000 pa + GST

- + Peter Stevens Motorworld – proven auto business since 1972 now including Nissan, Hyundai, MG and RAM dealerships
- + As new, immaculate building totalling 4,561 sqm
- + Strong and certain rental growth
- + One of Ballarat's busiest intersections opposite BP, Caltex, Carl's Jr and Subway with 31,400+ vehicles passing daily



Contact

Scott Meighan 0413 830 709
Raoul Holderhead 0413 860 304
Billy Holderhead 0422 817 696



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Leading National Retailers Prime Highway Retail Position



Ballarat (Wendouree) VIC
1320 Howitt Street

Secure 7 year net leases plus
options through to 2034

Tenants pay all usual outgoings
including Land Tax

Net Income: \$417,490 pa + GST

- + Snooze 80+ stores and Plush 43 stores Australia wide
- + 59 on-site car spaces
- + Huge 4,109 sqm site with triple street frontage of 181 metres
- + Immaculate 2,040 sqm building recently upgraded
- + Superb retail position next to Harvey Norman & opposite KFC and Hungry Jacks



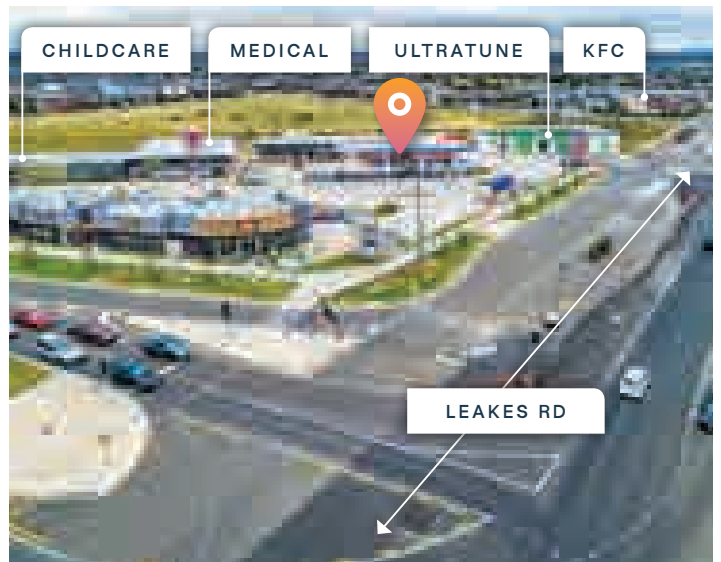
Contact

Beau Coulter 0413 839 898
Raoul Holderhead 0413 860 304



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Strategic Metro Fuel Investment Booming Western Growth Corridor



Truganina VIC
1/451 Leakes Road

New 15 year lease to Oct 2033
plus 4 x 5 year options

Net lease: tenant pays all usual
outgoings

Net Income: \$355,950 pa + GST

- + United Petroleum: One of Australia's largest independent fuel retailers with over 450 sites nationally
- + Immaculately presented fuel and convenience facility completed 2018 providing significant depreciation benefits
- + City of Wyndham: current population of 270,478 forecast to grow to 489,370



Contact

Al Bogdani 0413 830 707
Shaun Venables 0411 860 865
Scott Meighan 0413 830 709
Zomart He 何梓轩 0488 220 830



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Federal Government Security 5 Year Lease + Options to 2029



Bairnsdale VIC
60-62 Macleod Street

As new modern 713 sqm
building constructed 2005

Annual rent reviews

Net Income: \$186,369 pa + GST

- + Large 1,504 sqm site with 33.57 metre frontage
- + Important 21 on-site car spaces
- + Easily managed investment, secure income guaranteed
- + Significant taxation saving depreciation
- + Bairnsdale: Major commercial centre servicing East Gippsland region, 42,000+ trade catchment



Contact

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Zomart He 何梓轩 0488 220 830



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



High Profile Office Building Renewed Net Lease Agreements



Kyabram VIC
147 Fenaughty St (cnr Lake Rd)

Securely leased to established
& successful corporate tenants

Circa 9% yield anticipated

Net Income: \$143,681 pa + GST

- + Tenants pay usual outgoings
- + Irreplaceable 1,819 sqm corner site with 130m triple street frontage & 6 car parks on-title
- + Well presented and well maintained 1,234 sqm office building
- + Kyabram: Commercial and retail service centre in diverse Goulburn Valley agricultural region



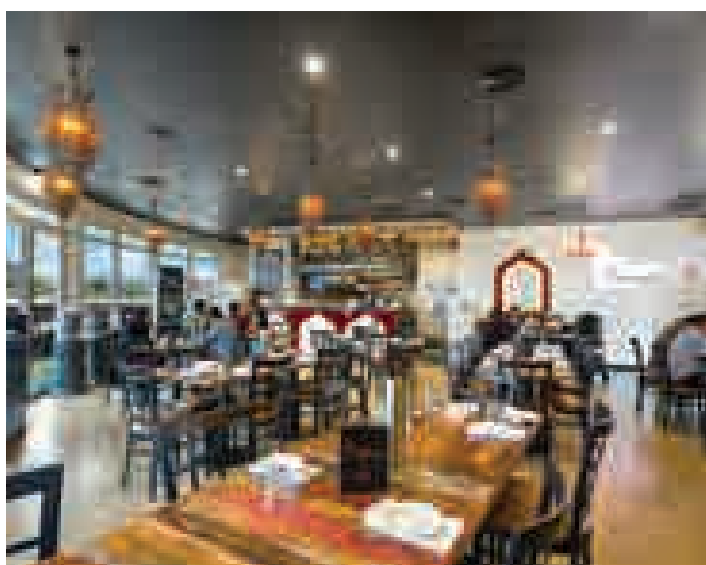
Contact

Shaun Venables 0411 860 865
Beau Coulter 0413 839 898



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Irreplaceable Corner Retail Investment Popular Restaurant, High Growth Suburb

Truganina VIC
2/451 Leakes Road

Brand new 7 year lease to 2026
plus 7 year option

Fixed 4% rent increases

**Net Income: \$75,400 pa + GST
(Jan 2020)**

- + Tenant pays usual outgoings
- + Newly constructed 144sqm premises with capital intensive fit-out plus alfresco dining on-title
- + Prime corner position & exposure with main road frontages to recently duplicated Leakes and Forsyth Roads
- + Major western growth corridor with municipality population of 270,478 (2019)



Contact

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



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC

What Factors Determine Yields on Investment Properties?



ARTICLE BY Dean Venturato

When purchasing a commercial investment property, the most common considerations are the location, quality of improvements and quality of tenant but what is the appropriate yield?

Every investor wants to achieve the highest possible yield, so let's look at the factors that contribute to higher and lower yields.

Generally, the better the location, building and tenant, the higher its value and the lower its yield will be. This is because these attributes are high on everyone's list of requirements and when a property matches these criteria, investor demand for that property will be stronger, inevitably leading to a higher sale price. This, in turn, lowers the yield.

“In the current market, premium properties are selling for net yields of 5% or lower. However, some buyers are seeking higher yields. This doesn't mean that properties offering yields of 7-8% or higher are not good investments - they simply satisfy an appetite for higher returns.”

When pursuing a higher yield strategy, buyers should be looking for properties with characteristics that other buyers may overlook. For example, a property with a short lease in place to one or more tenants may put some buyers off. A location that is not considered 'prime' may be less appealing to some, or a small business tenant that does not have the appeal of a large multinational tenant may also be less attractive to unsophisticated buyers. Assessing and managing risk in these aspects can increase return dramatically.

If buyers are chasing higher returns, another option is to consider investing in regional locations where the quality of the tenant and building can be equal to high performing metropolitan investments. These properties can often be bought for net yields of around 6.5% or higher. Alternatively, strata titled properties can combine all of the most desirable qualities that investors look for, but can sometimes be acquired at attractive returns of more than 6% or 7% in strong locations.

So when searching for your next investment property, consider looking beyond the obvious if you are chasing higher returns.



Leased Showroom Investment

Kelmscott WA
2938-2942 Albany Highway

Tenants include Bridgestone,
Better Pets and Gardens &
Getaway Outdoors

Strong tenancy mix

**Fully Leased Income:
\$687,934 pa + GST**

- + Tenants range from Bulky Goods, Automotive Services, Office, Recreation & Hospitality
- + Massive exposure to busy Albany Highway - 33,000 vehicles per day
- + Areas comprising 382-900sqm
- + Parking for 153 cars
- + Total land area 11,487sqm



Contact

Rob Selid 0412 198 294
Luke Randazzo 0417 181 309



For Sale by Offers to Purchase

Closing 2pm (AWST)
Wednesday 4 December 2019



*Outline/Boundaries Indicative Only



Inner City Investment – 3.5 km from CBD Underpinned by Premium Childcare



Inglewood (Perth) WA
908 Beaufort Street

New 10 + 5 + 5 year Net Lease
to Kids on Beaufort to 2039

New 5 + 5 + 5 year lease to
Favourite Daughter to 2034

Combined Income: \$351,080 pa

- + New 1,460 sqm multi-storey building incorporating 88 place childcare facility plus ground floor retail
- + Annual CPI + 1% rent increases
- + Tenants pay all usual outgoings including Land Tax
- + Prominent corner position, with favourable Mixed Use zoning and only 3.5 km from the Perth CBD



Contact

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



Auction

11am AEDT
Wednesday 11 December
Crown Casino,
Melbourne, VIC



Leasing Opportunities

Governor Place – Canberra ACT.....	79
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McMahons Point Cafe – Sydney NSW.....	81
North Sydney Restaurant – Sydney NSW.....	81



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

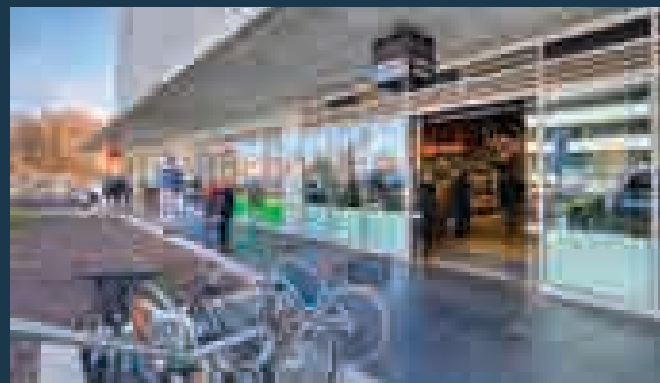


Over 640 public car spaces with
ample short term public parking
in immediate vicinity

Canberra ACT Busy Work Place Hub

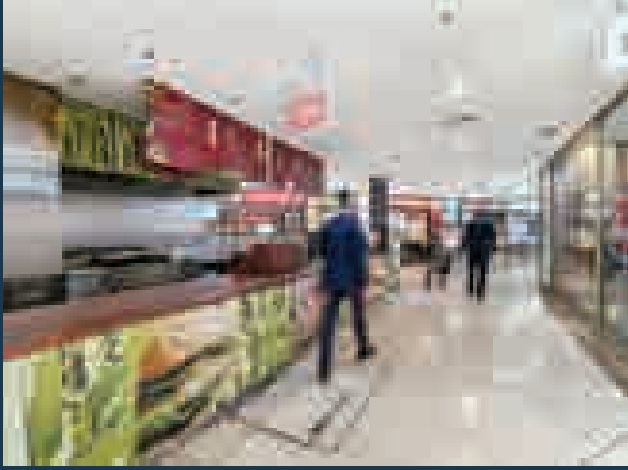
Just metres from large Government Departments such as the Foreign Affairs and Trade, Finance, Human Services and the Attorney-General's Department as well as industry associations, accountancy and legal firms supporting numerous 5 Star Hotels and Parliament House.

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



For Lease

Fast Food Shop in CBD Retail Precinct



Incredible Branding Opportunity
Unbeatable Passing Trade

Ready for immediate trade

Fitted with grease trap and exhaust

Situated in the renowned Hunter Connection



Size: 15 sqm approx.



Address: 7/13 Hunter Street (Hunter Connection),
Sydney NSW



Capitalise on huge amount of professionals in
close proximity



Located between two walking thoroughfares
on a central island site



Price On Application

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

For Lease

Well Appointed CBD Restaurant/Cafe/Bar



**Directly Opposite World
Square Shopping Precinct**

Subject to high level of pedestrian passing trade

Suitable for an astute hospitality operator

Highly sought after Retail location



Size: 132 sqm approx.



Address: 376 Pitt Street,
Sydney NSW



Located in strong food & beverage hub



Large frontage with grease trap and exhaust

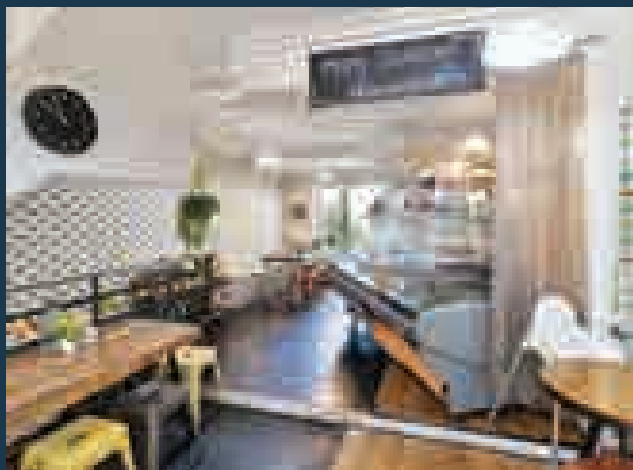


Price On Application

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

For Lease

North Sydney Cafe Strong Street Presence



Food & Beverage Opportunity Unbeatable Passing Trade

Currently fitted out as a cafe

Set over two levels with ample seating

Exclusive McMahons Point precinct



Size: 106 sqm approx.



Address: 67 Union Street,
McMahons Point NSW



Capitalise on huge amounts of pedestrian and vehicular trade



Located minutes' walk from North Sydney business district

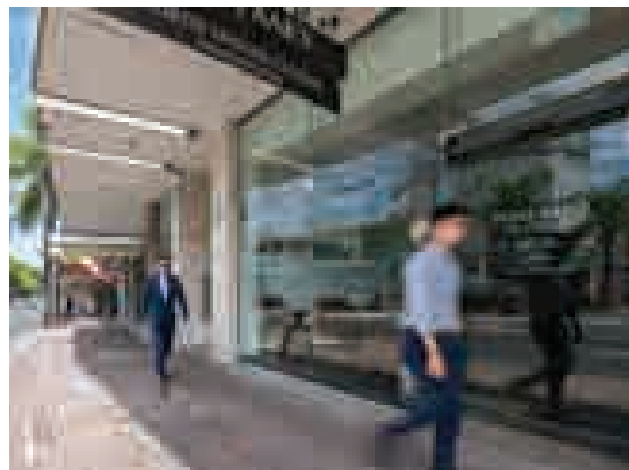


Price On Application

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

For Lease

Sought After Restaurant Highly Visible Location



Situated Directly Opposite Woolworths Shopping Centre

Subject to high level vehicle passing trade

Suitable for an astute hospitality operator

Two level restaurant with huge kitchen



Size: 200 sqm approx.



Address: 2/300 Pacific Highway,
Crows Nest NSW



Strong street presence with constant vehicular passing trade



Fitted restaurant with grease trap and exhaust



Price On Application

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



Insights into property asset classes

ARTICLE BY Simon Staddon

With any investment portfolio, experts stress that investing in a diverse range of businesses is key to long-term success and wealth creation.

Property is no different in this regard and as the market matures, there is a growing trend for investors to secure different asset classes as a strategy to spread risk within an accumulating investment property portfolio. Such a strategy is sound as it anchors the whole portfolio, reducing the chance of volatility through the inevitable ebbs and flows of certain sectors.

Following the recent release of Burgess Rawson's FY 2018/19 Investment Sales Report, we've identified key insights and characteristics for the various asset classes across the property sector:

Retail Fuel

- + Brand name, often global tenants
- + Strategic main road sites set on busy arterial corridors
- + 'Set and forget' long-term leases of up to 15 years, plus options
- + Significant landholdings underpinned by appreciating land values
- + Growth of roadside convenience in correlation with increasingly time-poor customers

Childcare

- + Childcare fundamentals remain strong and positive
- + Bipartisan policy support and increased government funding
- + Sector considered resistant to the impact of technology and recession
- + Long-term leases to corporate and multi-centre operators
- + Popular choice among first-time commercial investors

Fast Food

- + Two sub-markets: Freestanding drive-thru and high street retail
- + Global brands embracing digital technology to drive growth
- + Regarded as "sticky" tenants, as they rarely vacate after occupying strategic sites
- + Multi-national tenants have proven track records during economic downturn
- + Investor confidence that parent company has undertaken considerable due diligence

Medical

- + Experiencing high investor demand and limited supply
- + Ever-increasing need for healthcare products and services with ageing population and longer life expectancy
- + Ongoing government funding underpins stability of sector
- + Sector is regarded as recession resistant, irrespective of economic conditions
- + Tenants considered long-term, as they invest significantly in expensive equipment that is difficult to relocate



Automotive

- + Attracts wide range of buyers, from first-time purchasers to seasoned investors
- + Popular due to affordability, with some rents as low as \$50,000 net per annum
- + Car dealerships on large sites provide significant land banking opportunities in high profile locations
- + Investors attracted to household brand names such as Repco, Autobarn and UltraTune

Industrial

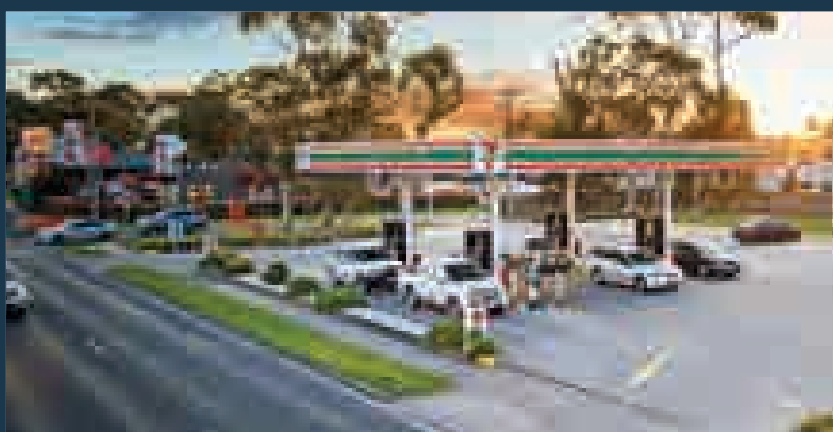
- + Significantly increased focus and demand for industrial investments from savvy investors
- + Demand driven by growth of e-commerce and greater need for warehousing/logistics facilities
- + Pressure on industrial users to move to outer suburbs as traditional inner-city industrial areas are re-zoned to residential
- + Major infrastructure projects are shaping the industrial landscape (e.g. outer Sydney orbital and Western Sydney Airport)
- + Often leased to global giants on long term leases

“Each asset class has its own unique characteristics, Burgess Rawson is ideally placed to offer investors choice & diversification across key sectors.

”

Recent Results

Sold



SOLD

7-Eleven Portfolio Results



100% Success Rate

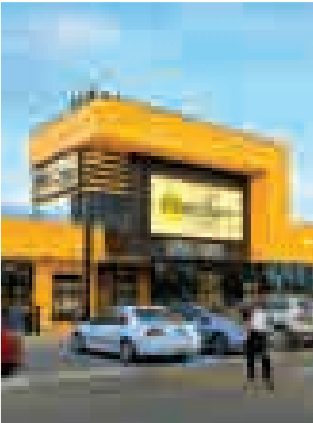



\$78million Transacted




4.69% Average Yield


Tenant	Location	Sale Method	Price	Yield
7-Eleven	Liverpool NSW	Auction	\$5,750,000	3.82%
7-Eleven	Seven Hills NSW	Auction	\$3,705,000	3.90%
7-Eleven	Mornington VIC	Auction	\$4,900,000	3.92%
7-Eleven	Clyde NSW	Auction	\$3,925,000	3.98%
7-Eleven	Colyton NSW	Auction	\$3,355,000	4.02%
7-Eleven	Braddon ACT	Auction	\$7,100,000	4.11%
7-Eleven	St Marys NSW	Auction	\$5,010,000	4.50%
7-Eleven	Campbellfield VIC	Auction	\$8,520,000	4.54%
Bupa Dental Group	Pascoe Vale VIC	Auction	\$3,285,000	4.60%
7-Eleven	Rockbank VIC	Auction	\$6,800,000	4.72%
7-Eleven	Ferntree Gully VIC	Auction	\$5,070,000	4.88%
7-Eleven	Toongabbie NSW	Auction	\$2,985,000	4.98%
7-Eleven	Holt ACT	Auction	\$4,795,000	5.07%
East Pizza	Kingston ACT	Auction	\$725,000	5.16%
Restaurant	Carlton	Auction	\$1,640,000	5.40%
Dentist	Truganina VIC	Auction	\$760,000	5.62%
NAB	Cooma NSW	Auction	\$905,000	5.63%
Green Leaves Early Learning	Chapel Hill QLD	Auction	\$7,660,000	5.71%
Ultratune	Truganina VIC	Auction	\$1,520,000	5.76%



 **SOLD**

First Choice
Liquor Market,
Werribee VIC

 \$7,750,000

 4.10%



 **SOLD**

G8 Childcare,
Horningsea Park
NSW

 \$3,120,000

 4.19%





 **SOLD**

KFC,
Emerald QLD


 \$2,200,000


 4.94%



 **SOLD**

Woolworths,
Seymour VIC

 \$15,420,000

 5.19%

Tenant	Location	Sale Method	Price	Yield
7-Eleven	Croydon VIC	Auction	\$5,880,000	5.96%
Bluebird Early Education	Cranbourne East VIC	Auction	\$4,560,000	5.98%
7-Eleven	Ellenbrook WA	Auction	\$6,140,000	6.00%
7-Eleven	Marks Point NSW	Auction	\$4,000,000	6.07%
Precious Cargo	Welland SA	Auction	\$5,600,000	6.28%
Access Fuels	Macksville NSW	Auction	\$610,000	6.39%
Burson Auto Parts	Wangaratta VIC	Auction	\$850,000	6.40%
Office/Showroom	Fyshwick ACT	Auction	\$3,150,000	6.96%
Fyshwick ACT	Childcare/Multi Tenanted	Private Sale	\$ 3,120,000.00	7.02%
Cummins Diesel	Tamworth NSW	Auction	\$1,875,000	7.07%
Infinity Pharmacy	Burpengary QLD	Auction	\$2,600,000	7.32%
Taylor's Hotel	Mackay QLD	Auction	\$3,650,000	7.60%
Gippisreal	Leongatha VIC	Auction	\$1,490,000	7.86%
Elders	Gundagai NSW	Auction	\$900,000	8.63%
Westpac	The Entrance NSW	Auction	\$1,560,000	8.89%
Vacant Restaurant	Surry Hills NSW	Auction	\$1,800,000	n/a
Fyshwick ACT	Vacant	Private Sale	\$445,000.00	N/A
Queanbeyan NSW	Development/Childcare	Private Sale	\$ 2,500,000.00	N/A
Aranda ACT	Medical	Private Sale	\$ 1,050,000.00	N/A

Results Continued

Leased



 **LEASED**

Caltex & Carl's JR


 Epping VIC



 **LEASED**

BP Petrol Station

 Tarneit VIC



 **LEASED**

Body Fit

 Craigieburn VIC

Tenant	Location	Term
Beauty Therapist	Canberra City ACT	3 Years
Waste Management	Fyshwick ACT	3 Years
Construction	Fyshwick ACT	3 Years
Clothing Outlet	Fyshwick ACT	2 Years
Vet/Medical/Pharmacy	Googong NSW	7 Years

Q&A

with Andrew McKerracher

MANAGING DIRECTOR PERTH

Q. Perth has been through a flat period over the last several years' but we understand there are promising signs ahead for the commercial market.

A. "From a sales perspective, purchasers are seeing value in the WA market, having been bouncing along the bottom now for some time. In the non CBD areas, Perth has always had a very strong owner occupier culture and the owner occupiers are in the market looking for opportunities not only because the market has now seemed to have in all likelihood bottomed, but also with interest rates being at record lows which may decrease further. Of course, this also extends to investors for similar reasons which motivate owner occupiers. Whilst yields are at record lows and further compression a possibility, it is still a stark contrast to sitting on cash.

From a leasing perspective we are also seeing an increase in enquiries through the CBD and suburban areas in a variety of sectors including retail, large format, office and particularly in industrial. There are some size and price ranges that are now experiencing shortages of stock where Tenants are seeing good value for money with incentives still available. We are also noticing that some of the better quality industrial properties are starting to reduce in numbers of availability particularly in the more sought after industrial suburbs. This improvement is also reflected in current offers which include decreasing rental incentives and longer lease periods being offered."

Q. Investors from the Eastern States are looking in Perth. We hear there has been an increase in enquiries coming through.

A. "More than ever we are noticing interest from the Eastern States in Western Australia. Many of them are chasing opportunities with strong tenants, solid leases and also the view that the market over here has bottomed. Providing the fundamentals are good, people will now look at WA in a similar fashion to any other major capital City in Australia. Some investors see this as a good diversification of their current asset (property) base. Some investors are also feeling that they are getting better returns in Perth than on the east coast"

“ Q. The WA economy is looking like it is on the improve with the mining sector.

A. There is a lot of material being published showing the significant number of projects in WA which have either been committed to or being seriously considered to commence over the next few years. This has been backed up by many mining related industries, expanding space or looking to expand space in the office and industrial sectors.

”





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

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