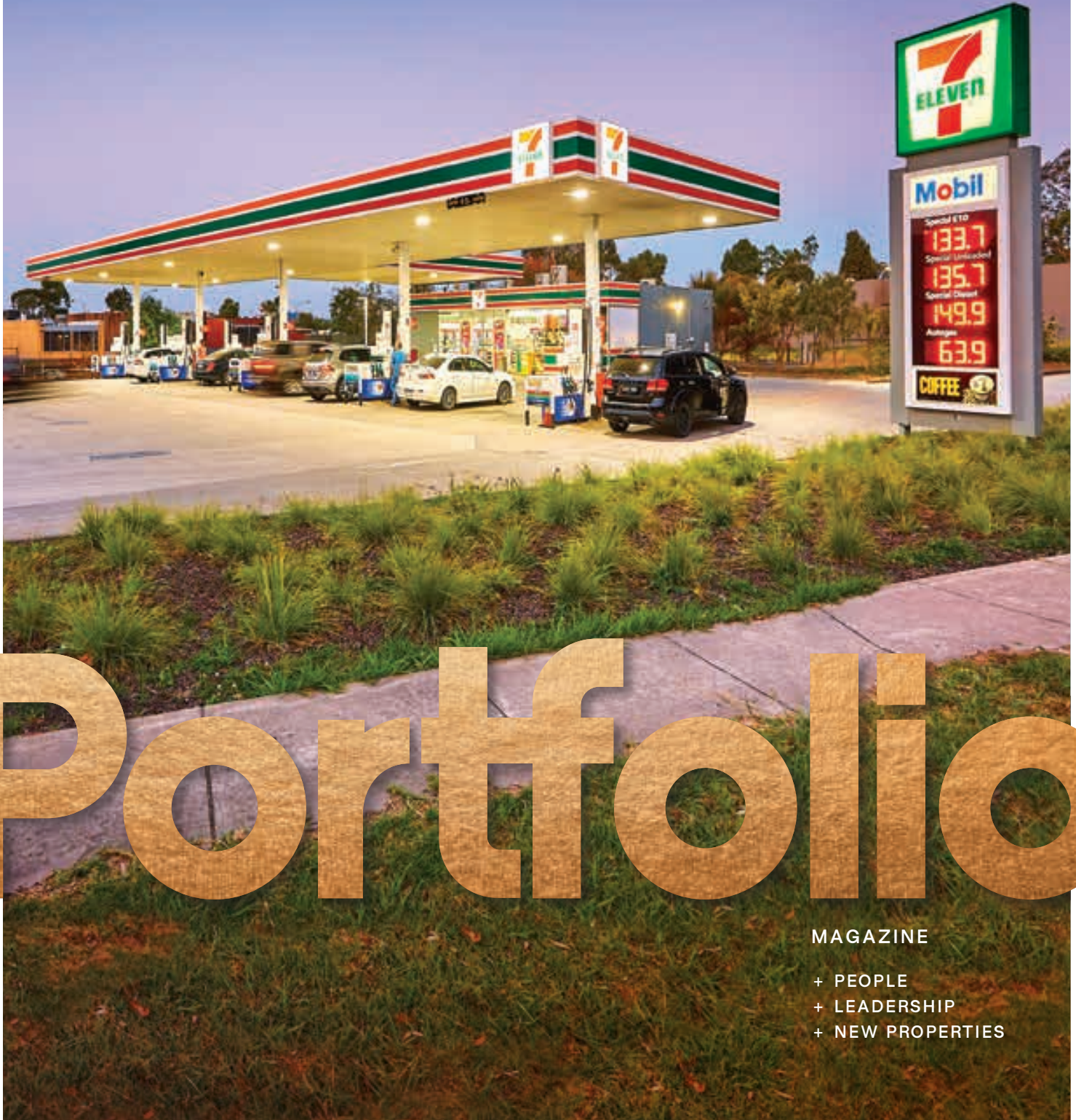


FEATURE ARTICLE

7-Eleven's final sale and leaseback portfolio auction

FOCUS ON CANBERRA

A strategic, resilient and exciting investment target



Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES



Burgess Rawson is donating \$1,000 for every property sold under the hammer in February.

Property represents so much more than bricks and mortar. It's tied up with the ambitions, hopes, dreams and plans for the future of each and every owner.

And so as devastating bushfires affect people and properties across the nation on an unprecedented scale, Burgess Rawson is doing something to help.

In recognition of the pain being felt by regional communities, we're using our national resources to raise funds for those impacted by donating \$1,000 for every property sold under the hammer in February.

This includes sales from our Melbourne and Sydney Portfolio Auctions being held on February 26 and 27, where we aim to sell up to 20 properties in just two days; and an additional 18 properties from our special 7-Eleven Portfolio Auction being held on Tuesday, February 25.

Funds will be distributed independently so that Burgess Rawson offices can donate directly to local, state-based communities, many of whom they work with on a regular basis. Keep an eye out for the March edition of our Portfolio magazine where we will feature an update on how the proceeds have been distributed.

Portfolios,
Sale & Leaseback
P06

CONTENTS

What's inside

Portfolios, Sale & Leaseback06

7-Eleven's Final Portfolio Auction Listings 11

Focus on Canberra 23

Portfolio Auction 134 26



Q&A with
Raould
Holderhead
p63

Listings30

Leasing Opportunities59

Q&A: Raoul Holderhead63

Portfolio Auctions
p26



7-Eleven's Final Portfolio Auction p11



18 Blue-Chip Freestanding Retail Investments

Strategic Sydney, Melbourne,
Canberra, Newcastle, Gold Coast
and Sunshine Coast Locations

Highlights

Tuesday, February 25 marks the date of 7-Eleven's final sale and leaseback portfolio auction, featuring 18 properties. Our classic Portfolio Auctions will then follow in Melbourne on Wednesday 26 and Sydney on Thursday 27, showcasing a range of asset categories, including childcare, medical and auto-retail properties.



Impressive Childcare Investment Opportunity p. 30

Location: Bayswater VIC
Income: \$357,620 pa + GST
Auction



Rare Sydney Eastern Suburbs Investment p. 34

Location: Randwick NSW
Income: \$102,909 pa + GST
Auction



IGA: 15 Year Lease + Options p. 46

Location: Burpengary (Brisbane) QLD
Income: \$176,785 pa + GST
Auction



The Prestigious 'Camerons Building' p. 50

Location: Launceston TAS
Income: \$648,095 pa + GST
Auction



5 Canberra 7-Eleven's to Chose From 13 Other 7-Eleven Opportunities Available p. 20

Location: Canberra ACT
Income: From: \$139,915 to \$298,080 pa + GST
Auction

Welcome



EDITOR Michael Vanstone

 MICHAEL.VANSTONE

Welcome to 2020! A decade of the future where many would have imagined us travelling to inspections on jet packs or using holograms of ourselves to be present at auctions. While we haven't yet mastered those, one thing we know for sure is real estate. It's what we do best, no matter the decade.

In the second half of last year, we saw momentum building from buyers with cash or bank funding in place keen to park their money in secure commercial assets to lock in a yield. This was evidenced by the childcare and the service station assets sectors underpinning the year with over \$100,000,000 in sales in the last two months of 2019. With no commentary predicting interest rates rising, the foundation is in place for an even stronger 2020.

At Burgess Rawson, we have a national team of over 150 real estate experts working together to bring our investors both abroad and in Australia what's breaking and making industry news. Portfolio, the very book you are holding right now is a real point of difference, empowering readers with insights, market leading results, service line offerings and the latest opportunities to purchase or lease property. Why not share a copy with a colleague, neighbour or professional associate?

Here at Burgess Rawson we are ready to hit the ground running to make the new decade our best yet. Relationships with our clients across all sectors in the property market are stronger than ever - so sharpen your focus and flick through Portfolio to ensure you have your finger on the pulse.

Enjoy the read and enjoy the start of a new year with a clear path before you. We look forward to working with you.



Portfolio Team

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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.



Portfolios, Sale & Leaseback

Success stories from 'sale and leaseback' campaigns at Burgess Rawson are renowned, and their Portfolio Auctions have proved such a winning formula that you can set your watch to them every six weeks.



TOP:
ANDREW WILKINSON



BOTTOM:
ALF GAUCI



But a decade ago, when the concept was in its infancy, it was one now-iconic campaign that was the catalyst for the thousands of boom results that have since come to pass.

And, remarkably, it came at a time widely considered one of commercial property's darkest periods.

In 2008 and 2009, at the height of the global financial crisis, investment in many property sectors ground to a halt as buyers weathered some of the most challenging financial conditions in decades.

And yet amid the general gloom and doom, and the absence of commercial property activity, a campaign to sell 17 pub properties across Australia quietly went off with stunning success.

The portfolio of properties owned by ALE Property Group were sold individually through Burgess Rawson and fetched a combined \$107 million over a nine-month period, trading on yields as low as just 4%. The properties were leased to Australian Leisure and Hospitality (ALH), Australia's biggest hotel and pub operator, which was then 75% owned by Woolworths and 25% by Bruce Mathieson.

It was an outcome that still has ALE Property Group managing director Andrew Wilkinson shaking his head almost in disbelief, 10 years later.

"What you need to remember is that at the time, nothing else was selling. If you listed a shiny commercial office building in Sydney and it was worth \$200 million in the middle of the GFC, it was unsaleable at its true value," Mr Wilkinson recalled.

"If you held an auction, no one would have turned up. Or someone might have turned up to try and buy it at a huge discount."

Emphatically bucking that trend, however, ALE was able to offload 17 key properties in its portfolio of 105 properties, including the Sunnybank Hotel in Brisbane, which sold on that 4% yield, and the Kirribilli Hotel in Sydney, which traded at around 6%.

ALE's success story was an early marker for the dozens of similar sales Burgess Rawson has since completed on behalf of clients nationwide.

For Mr Wilkinson, it's readily apparent why it works.

"Putting a portfolio into the market generates a significant quantity of buyer interest. If we just put one pub up for sale, five people might have turned up to bid against each other. But as soon as you put three, six, nine and ultimately 17 properties into the market, you generate interest from hundreds and hundreds of potential buyers," he said.

"And when they all turn up it all generates a very, very good outcome."

The 'sale and leaseback' of significant commercial properties and portfolios is another winning formula that continues to be repeated very successfully through Burgess Rawson today.

In October, the agency sold a tranche of 15 properties owned by 7-Eleven, with the convenience retailer leasing the assets back from the new owners after the sales.





After every one of 15 properties was snapped up for more than \$70 million combined at a special auction event, 7-Eleven elected to bring a further 18 of its outlets to the market at a second and final auction, which is to be held on February 25.

The assets, spread across New South Wales, Victoria, Queensland and Canberra, are expected to fetch a combined \$70 million amid unfulfilled national demand for 7-Eleven assets.

This level of repeat custom on major 'sale and leaseback' campaigns isn't new to Burgess Rawson's auctions.

Vendors like PCM Property's Peter Mitchell – a facilitator of property developments whose clients have included Bunnings, Woolworths, Coles and the Australian Federal Police – have been engaging the agency's auction process for more than a decade, simply because it keeps on delivering.

"We've been doing deals since 2007 when we brought a northern NSW property at Murwillumbah leased to Bunnings to the Melbourne auction, and it was very successful," Mr Mitchell said.

"At the time no one was doing that – taking properties from interstate to Melbourne for auction – but as soon as people saw I'd done it a few times it became the norm."

Mr Mitchell was there again at Burgess Rawson's most recent auction in December, making a lower-profile but no less successful sale of a car wash at Pimpama in Queensland, leased to connections of sporting stars Ian Healy and Chris Johns, which sold \$2.245 million on a sharp 5.81% yield - a Queensland record for a car wash.

"This was actually the smallest deal we've ever taken to Burgess Rawson. It's been a successful and happy partnership," Mr Mitchell said.

Alf Gauci is another repeat investor, having bought his first commercial properties - a pair of Liquorland-leased assets in Queensland - through two auctions about six years ago.

Like many investors, for Mr Gauci the numbers simply stack up.

"I bought one Liquorland and it was a good investment, so I bought another," he said.

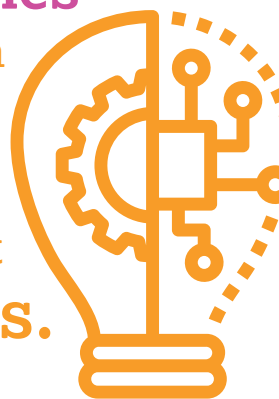
"Every month the money comes into my account. It's a good investment for me.

The yield on them was about 7%, but if I put the money in the bank I only get 2%."

"If more Liquorlands come up, I'll keep buying them."

Whether you're a seller or an investor, Burgess Rawson's campaigns continue to put the right properties in front of the right buyers at the right time.

**Burgess
Rawson**
has completed
MORE
major portfolio sales
than any other group, in
LARGE PART
because vendors
continue to seek out
their process.



HAPPY
Lunar New Year

新年快乐，鼠年大吉



2020

We wish you good health and lasting prosperity.

7-Eleven's sale and leaseback portfolio auction

Tuesday 25 February 2020, Sydney and Melbourne



18 Blue-Chip, Freestanding
Retail Investments

Brand New 12 Year Leases

Strategic Sydney,
Melbourne, Canberra,
Newcastle, Gold Coast and
Sunshine Coast 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 \$116,904 pa*

7-Eleven's final portfolio auction

Auctions: Tuesday 25 February 2020

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

Melbourne: 1pm 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, 225 St Georges Terrace, Perth WA

Brisbane: Level 24, 324 Queen Street, Brisbane QLD

Portfolio highlights

- + Brand new 12 year leases
- + The most desirable tenant in the fuel & 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

For more information and campaign updates see:

burgessrawson.com.au/7eleven

7-Eleven profile

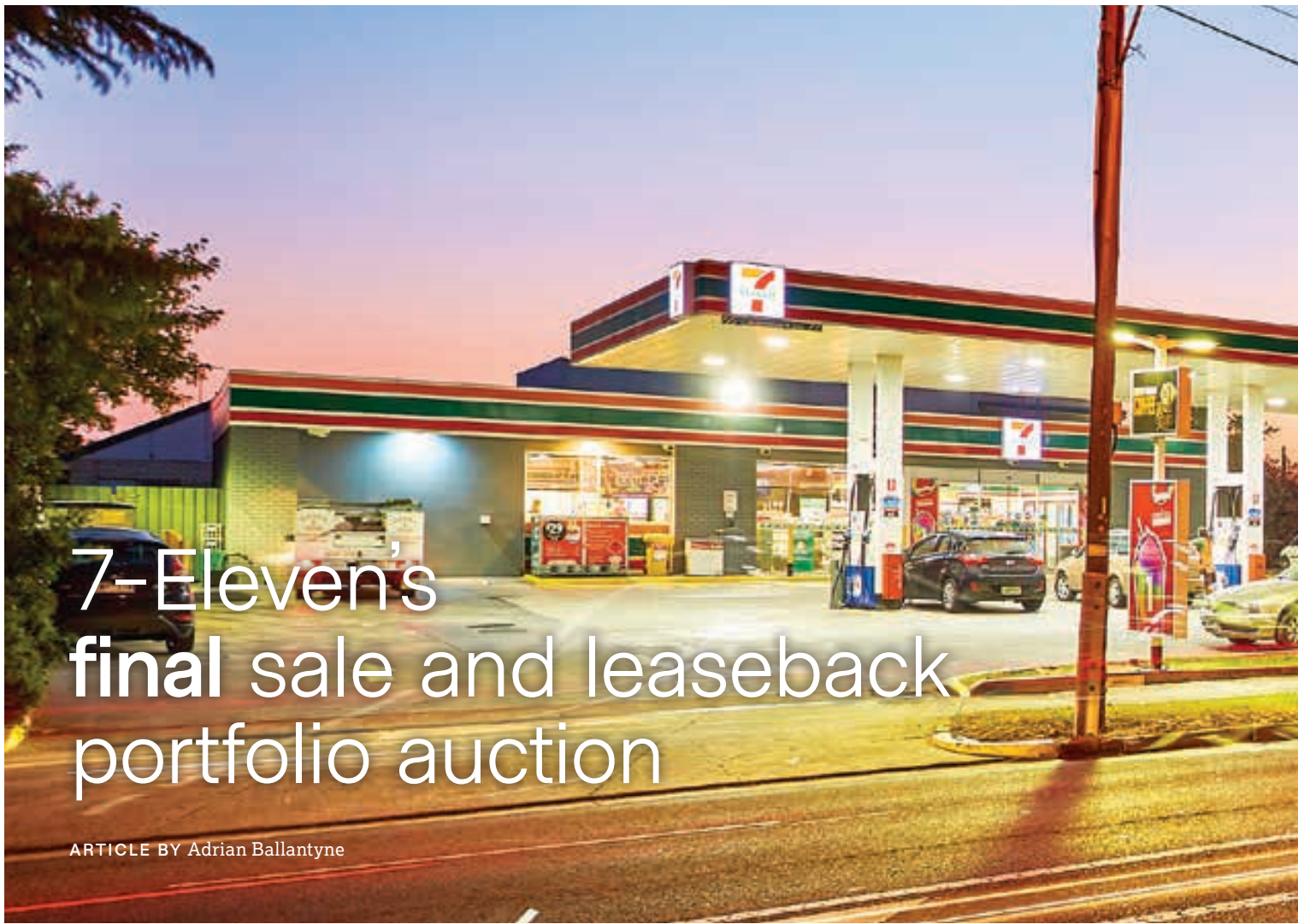
- + Australia's largest convenience retailer with over 700 stores nationally, accounting for approximately 38% of the market
- + Australia's leading independent fuel retailer with over 550 sites
- + More than 228 million transactions a year through its network, serving an average seven customers per 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 (excluding Land Tax)
Repairs/Maintenance:	Tenant responsibility (in accordance with provisions in the lease)
Replacement of Fuel Equipment and Tanks:	Tenant responsibility (in accordance with provisions in the lease)
Environmental:	Tenant responsibility (in accordance with provisions in the lease)

*All areas and figures approx only. All boundaries are indicative only. Rents stated are estimated net annual rentals based on commencing rentals in the lease and where relevant land tax information held at the date of preparing this document. Replacement of fuel tanks in accordance with provisions in the Lease. All precaution has been taken to establish the accuracy of all information but does not constitute any representation by the Vendor or Agents.



7-Eleven's final sale and leaseback portfolio auction

ARTICLE BY Adrian Ballantyne

“Are there going to be more?”

It's a question the team at Burgess Rawson has heard with relentless regularity over the past three months.

From the moment the last of 15 properties leased to Australia's largest convenience retailer 7-Eleven were snapped up at a special auction event in October 2019, investors have been demanding another shot at securing additional sites.

Regarded by many as the most talked about commercial property portfolio of 2019, so popular were the properties that all 15 were sold in under three and a half hours, exposing a significant appetite of unfulfilled demand.

“A lot of the successful buyers, along with those who missed out, have been chasing us and asking, ‘Will there be more? Because we want to buy another one or two’,” Burgess Rawson director Mr Billy Holderhead said.

“Investors who bought last time still have capacity, and those who missed out are still very much in the market.”

So it is with tremendous excitement that Burgess Rawson can now reveal that 7-Eleven will release 18 properties to the market in a second and final special auction event on Tuesday, 25 February.

The properties, which will be leased back to 7-Eleven on brand new 12-year lease terms, feature some of their most prominent and well-located sites across New South Wales, Victoria, Queensland and the ACT.

Just like the first auction, they will be affordable and priced to sell, relative to other fuel and convenience sites sold in the last four years.

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 convenience retailers in the market.

“If you observe the customer activity at their fuel sites, the number of customers shopping at a 7-Eleven and not buying fuel is completely unique to the brand. 7-Eleven is constantly evolving by offering new products and services, thereby increasing the footfall and visitation to their sites within their local markets,” Burgess Rawson director Mr Jamie Perlinger said.

“7-Eleven is currently expanding by about 30 stores per year and would like to accelerate that growth. The divestment of these freehold sites will assist them in achieving these objectives.”

But here's the kicker.

While the October auction was 7-Eleven's first major leaseback portfolio since 2014, Mr Perlinger assures investors that the February portfolio auction will be its last.

“This is definitely the final opportunity to secure one of the properties under these conditions,” he said. “There won't be another portfolio auction.”



Pascoe Vale South

The properties will be sold at a combined auction event, starting in Sydney before switching to Melbourne, and live streamed into all of the agency's offices and bidding auditoriums across Australia.

Headlining the offering is the 7-Eleven at Wahroonga on Sydney's upper north shore. Located on the six-lane Pacific Highway and positioned at the gateway to one of Sydney's most tightly-held retail strips, the property is close to the train station and prestigious local schools.

"60,000 vehicles pass it every day and the rent is just under \$117,000, meaning it's going to be exceptionally attractive as an investment, considering the quality of the location and the underlying value of the land. It's an unbelievable property," Burgess Rawson director Mr Simon Staddon said.

In Victoria, a well-known 7-Eleven site on Bell Street, Pascoe Vale South is certain to be popular. The property is the last fuel site for west-bound traffic on Bell Street before the Tullamarine Freeway, featuring a strategic

1,866sqm site and leased for just under \$220,000 per annum.

Another 7-Eleven site integrated with Corio Village Shopping Centre in the booming Geelong region is expected to be one of the most attractive Victorian assets for investors, with an annual rent of just over \$160,000. The 7-Eleven site occupies a prime 2,361sqm landholding adjoining Corio Village, which was recently sold for \$101 million.

Two high profile opportunities also exist in the ACT. The 7-Eleven located in Mawson is set for a big future, with the site presently identified for six-level development potential in the long-term, while another at Erindale comes amid heated investor interest in the area, evidenced by the recent \$39 million sale of the Erindale Shopping Centre.

Two properties will be offered in Queensland, with one just 200 metres from the iconic Dreamworld theme park on the Gold Coast. The extensive 8,594sqm property is positioned to benefit from a proposed adjoining \$500 million resort and residential

development, in addition to the theme park's million-plus visitors each year.

Other 7-Eleven assets are located at Nambour in Queensland; Giralang, Melba and Spence in Canberra; two sites in Newcastle, two in the Blacktown region and one in Penrith in NSW; and Upwey, Wantirna and a second site at Pascoe Vale in Victoria.

Mr Holderhead said this was a unique opportunity to gain a foothold in the convenience retail market at an affordable price point.

Burgess Rawson's 7-Eleven Portfolio Auction will be held on Tuesday, 25 February, commencing at 50 Margaret Street (Auction Works) in Sydney. The event will begin at 10.30am, with buyers able to bid live from the Melbourne auction room.

The auction continues live from Crown Casino's River Room in Melbourne from around 1pm.

Live bidding and video broadcasts will also be available in rooms in Canberra, Brisbane and Perth.



NSW : Sydney's Upper North Shore

Wahroonga NSW 1579 Pacific Hwy (cnr Redleaf Ave)

- + Landmark site on major Pacific Highway corner with over 60,000 vehicles passing daily[°]
- + Gateway to tightly held Wahroonga Village Shopping Centre and Council car park (179 spaces^²), one of Sydney's strongest neighbourhood retail strips
- + Blue-Chip location with Wahroonga Train Station, Australia Post, Commonwealth Bank, Westpac Bank, BWS, Neringah Hospital and Pacific Motorway all within 600 metres
- + Site set to benefit from proposed major upgrades to the Pacific Highway/Redleaf Avenue intersection, including new traffic lights, turning lanes and pedestrian crossings[°]
- + Affluent local demographic with household income 40% higher than the national average[°] and median house price of \$1.855 million[†]
- + Top-end education precinct with Knox Grammar, Abbotsleigh School, Wahroonga Prep School, St Lucy's School and Prouille Catholic Primary School (4,754 students combined) all within 500 metres
- + Ku-Ring-Gai Council population is forecast to increase by 25% over the next 20 years[°]

[°] RMS
^² KMC
[°] GapMaps
[°] Ku-Ring-Gai Council
[†] realestate.com.au

Rent pa*: \$116,904

Site sqm*: 2,118

NSW : Penrith

Penrith South NSW 15-19 Aspen Street (The Northern Road)

- + Thriving retail location adjacent to Dan Murphy's and KFC
- + Significant landholding just off prominent The Northern Road, a critical Western Sydney arterial currently undergoing \$1.6 billion upgrade and widening[°]
- + Strategic location with Nepean Hospital, Western Sydney University (Kingswood Campus), M4 Western Motorway ramps, Jamison High School, York Public School, Kingswood High School, Kingswood South Public School, Montgrove College, Penrith Christian School and Orchard Hills Public School all within 1.5 km
- + Outstanding exposure with over 40,000 vehicles passing daily[°]

[°] RMS

Rent pa*: \$193,803

Site sqm*: 4,421



NSW : Blacktown

Minchinbury NSW
1042 Great Western Highway (corner Rupertswood Rd)

- + Substantial landmark site with 208 metre frontage to 34,000 vehicles daily^o on the Great Western Highway
- + Busy convenience retail location with McDonald's, Rooty Hill Leisure Centre, Minchinbury Public School, Minchinbury Hometown, Minchinbury Fruit Market, Minchinbury Oval and major logistics park (ALDI, Woolworths, Star Track) within 1km
- + Located within the City of Blacktown with forecast population increase of 135,170 new residents by 2036^o

^o RMS
^o Penrith City Council Community Profile 2018

Rent pa*: \$275,308

Site sqm*: 6,667



NSW : Blacktown

Plumpton (Glendenning) NSW
1 Dublin Street (cnr Richmond Rd)

- + Prime corner site with 48 metre Richmond Road frontage and over 35,000 vehicles passing daily^o
- + Strong retail position adjoining the Plumpton Hotel
- + Prime location with M7 Westlink ramps, Hungry Jack's, Red Rooster and Glendenning Industrial Park all within 1.25 km
- + Strong population growth, forecast to jump by 18% by 2036[#]

^o RMS
[#] forecast.id

Rent pa*: \$216,460

Site sqm*: 1,877



NSW : Newcastle

Maryville (Wickham) NSW
184-188 Hannell St

- + Large, underutilised site in inner Newcastle location on key 4-lane arterial occupied by Mazda, Kia, Subaru, Holden and NAB
- + Strong future development potential
- + Gentrifying Wickham Harbour foreshore precinct anchored by Rail and Bus Interchange projects worth a combined \$270 million[@]
- + Rapid forecast local population growth of 72% by 2041[#]

[@] Laing O'Rourke and HCCDC
[#] forecast.id

Rent pa*: \$252,866

Site sqm*: 2,997



NSW : Newcastle

Mayfield West NSW
412-416 Maitland Road (cnr Frith St)

- + Prominent corner site with 65 metre frontage to the Pacific Highway retail corridor, also home to McDonald's, KFC, Woolworths and ALDI, all within 1.5 km
- + Other nearby amenities include Calvary Mater Hospital, University of Newcastle and Waratah Station all within 2 km
- + NSW's second largest city, 21% forecast population growth by 2041[#]

[#] forecast.id

Rent pa*: \$147,284

Site sqm*: 2,362





VIC : Melbourne Northern Suburbs

Pascoe Vale South VIC

475-477 Bell Street
(cnr Reynolds Pde)

- + Established inner northern suburb, 8 km from Melbourne CBD and 11 km from Melbourne Airport
- + Prominent site with 85 metre frontage to traffic light-controlled intersection, including 48 metre exposure to Bell Street
- + Bell Street is one of the most important arterials in Melbourne's north with over 43,000 vehicles passing daily[~]
- + Strategically located within close proximity to the Tullamarine Freeway (750 metres west)
- + Significant future redevelopment potential with Residential Growth zoning allowing multi-level residential development[^]
- + Opposite large site approved for 5-level development including 131 dwellings and 225 car spaces[^]
- + Outstanding access provided by four 2-way crossovers
- + Located in the City of Moreland forecast 33% population growth by 2036[#]

[~] VicRoads
[^] Urban.com.au
[#] forecast.id
^{*} Moreland City Council

Rent pa*: \$219,733

Site sqm*: 1,866

VIC : Geelong

Corio VIC

83B Purnell Rd
(cnr Bacchus Marsh Rd)

- + Unique corner site integrated with the \$101 million[~] Corio Village Shopping Centre, attracting 5.6 million customers annually[†]
- + Strategic convenience location with St Francis Xavier School, Northern Bay College and Recreation Reserve within 500 metres* and over 17,000 vehicles passing daily[~]
- + 8km north of Geelong CBD
- + Northern Geelong is a high-growth region, with forecast population growth of 57% by 2041[#]

[~] Geelong Advertiser
[†] Vicinity Centres
^{*} VicRoads
[#] forecast.id

Rent pa*: \$160,245

Site sqm*: 2,361



VIC : Melbourne Eastern Suburbs

Wantirna VIC 605 Boronia Road

- + Strategic homeward-bound site 200 metres from the junction of Mountain Highway, Wantirna Road and Boronia Road, with 33,000 vehicles passing daily[~]
- + Strong retail and medical precinct surrounded by McDonald's, KFC, Wantirna Mall (Ritchies IGA, Australia Post, Bendigo Bank), Knox Private Hospital and Medical Centre all within 400 metres
- + Underutilised site including approximately 2,500 sqm of vacant commercial land

[~] VicRoads

Rent pa*: \$327,083

Site sqm*: 6,480



VIC : Melbourne Northern Suburbs

Pascoe Vale VIC 512 Pascoe Vale Road (corner Stewart Street)

- + Prominent corner site 10 km from Melbourne CBD on the city-bound side of Pascoe Vale Road
- + Strategic convenience retail location with Pascoe Vale Station, McDonald's, St Francis de Sales Primary School, Strathmore North Primary School, Red Rooster, Oak Park Aquatic Centre, Oak Park and Strathmore Football Clubs all within 1 km
- + The last fuel site on Pascoe Vale Road before Citylink (500 metres south)
- + Extensive 94 metre frontage with 31,000 vehicles passing daily[~]

[~] VicRoads

Rent pa*: \$195,089

Site sqm*: 3,273



VIC : Melbourne Eastern Suburbs

Upwey VIC 1441 Burwood Hwy (cnr Mast Gully Rd)

- + Key corner site at a prominent intersection in Upwey
- + 83 metre frontage with 19,000 vehicles passing daily[~]
- + Surrounded by Upwey-Belgrave RSL, Preschool and Children's Centre, Upwey Train Station and Upwey High School
- + Upwey is a popular gateway to the Dandenong Ranges, 32 km from Melbourne

[~] VicRoads

Rent pa*: \$193,979

Site sqm*: 1,585



ACT : Canberra

Mawson ACT 1 Mawson Place

- + Trophy investment with proposed 6-level future building height under the Mawson Group Centre Plan
- + Prime location surrounded by Athllon Drive, Mawson "Rapid" Bus Terminal and Park and Ride and Mawson Southlands Shopping Centre (anchored by Woolworths)
- + Busy convenience retail location with Marist College, Melrose High School, Torrens Primary School, Mawson District Playing Fields, Mawson Neighbourhood Oval and 1,086 car spaces² within 700 metres
- + Less than 1km from Melrose Drive car dealership precinct including Audi, Skoda, Hyundai, Mazda, Volkswagen, Honda, Toyota, Ford and more
- + High growth location with forecast 55% population increase by 2058²

² Mawson Group Centre Plan
² Treasury ACT & ABS

Rent pa*: \$218,998

Site sqm*: 1,263



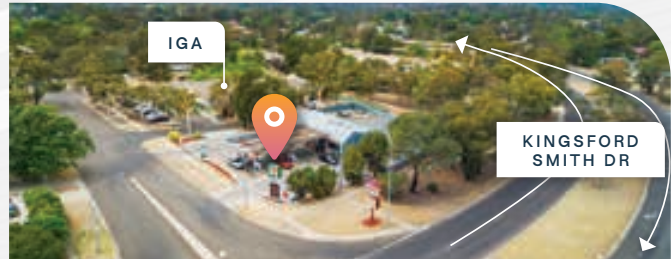
ACT : Canberra

Spence ACT 3 Glassey Place (cnr Clarey Cres and O'Neill St)

- + Popular convenience precinct 11km north west of Canberra CBD, opposite shopping centre with supermarket, bakery, butcher, pharmacy, physio & 38 car spaces
- + Immaculately presented with 128 metres* of combined frontage
- + Close proximity to Spence Oval, Mount Rogers Reserve and Taqwa School

Rent pa*: \$139,915

Site sqm*: 1,936



ACT : Canberra

Melba ACT 2 Chinner Cres (corner Kingsford Smith Drive)

- + Prominent site 10km north west of the Canberra CBD
- + Easy access and 54 metre frontage to Kingsford Smith Dve, an important suburban arterial
- + Busy convenience precinct, supported by IGA, liquor store, restaurants and local hall
- + Booming Belconnen region, forecast population growth of 59% by 2058²

² Treasury ACT & ABS

Rent pa*: \$152,042

Site sqm*: 1,967

QLD Gold Coast

Coomera QLD 400 Dreamworld Parkway (corner Foxwell Road)

- + Prime location just 200 metres from Dreamworld, the largest theme park in Australia with over 1,000,000 visitors annually²
- + Enormous and underutilised site with 277 metres combined frontage
- + Proximity to Pacific Motorway ramps, Westfield Coomera, Coomera Train Station, Staint Stephen's College, Upper Coomera College, Coomera Indoor Sports Centre, Gold Coast Gymnastics Club, Coomera Sports Park, Coles, Coomera Anglican College and TAFE Queensland Marine, all within 1.75 km
- + Adjoining site proposed for \$500 million development including 225-room resort and 2 residential towers⁴
- + Northern Gold Coast location with forecast population growth of 352% (58,493 new residents) by 2041^{4,5}

² Dreamworld
² hotelmanagement.com.au
⁴ profile.id
⁵ Queensland Government
Statisticians Office

Rent pa*: \$289,483

Site sqm*: 8,594



ACT : Canberra

Wanniassa (Erindale) ACT

76 Gartside Street (corners Ashley Dr, McBryde Cres & Erindale Dr)

- + Large, irreplaceable site with triple street frontage of over 130 metres
- + Landmark site at one of the most important roundabouts in southern Canberra and the Erindale/Wanniassa town centre
- + High-volume convenience retail location surrounded by McDonald's, Erindale Vikings Club (8,000 athletes and players across 41 different sports and activities in 51 affiliated clubs), Erindale Bus Station, Erindale Shopping Centre (anchored by Woolworths with 382 car spaces, recently sold for \$39 million^o), Erindale Leisure Centre, Erindale Healthcare, Erindale Business Park, Saint Mary Mackillop College and Trinity Christian School all within 1.25 km

^o Commo.com.au

Rent pa*: \$298,080

Site sqm*: 3,378



ACT : Canberra

Giralang ACT

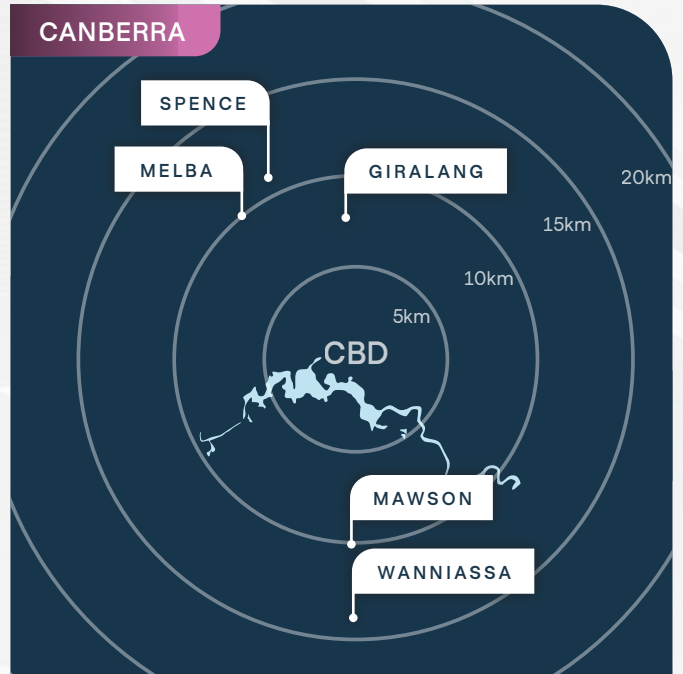
1 Atalumba Close (corner Canopus Crescent)

- + Well located investment with over 112 metre street frontage
- + Strategic convenience retail location 7.5 km north west of Canberra CBD
- + Immediate proximity to Giralang Primary School, Giralang sports Grounds and public transport links via bus route 30 (connecting Belconnen & Dickson)
- + District of Belconnen population is forecast to grow of 59% by 2058^o

^o Treasury ACT & ABS

Rent pa*: \$145,998

Site sqm*: 2,477



QLD Sunshine Coast

Nambour QLD

922 Nambour Connection Road (corner Bli Bli Rd & Quarry St)

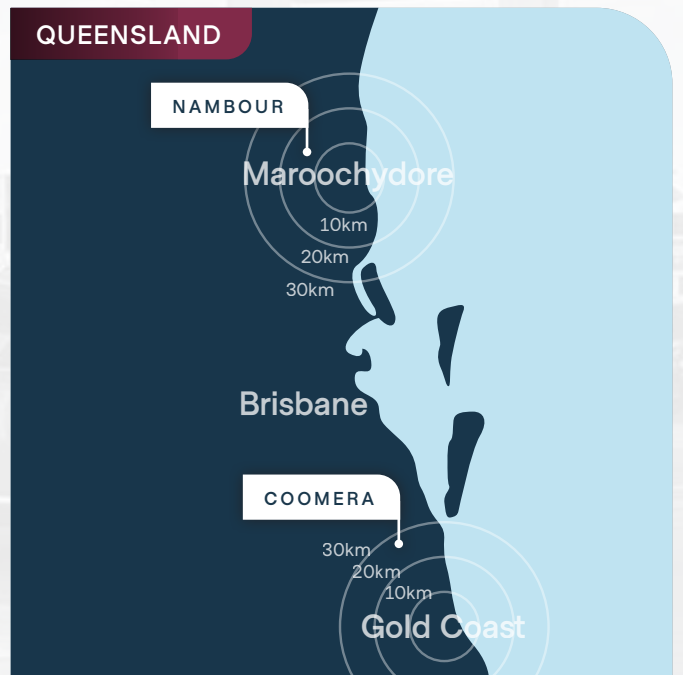
- + Strategic site at busy intersection of key arterials linking Nambour with the Bruce Hwy/M1
- + Combined 149 metre frontage
- + Toyota, Nissan, Mitsubishi, Nambour Rugby League Club and Showgrounds all within 500 metres
- + Popular suburb 12 km west of Maroochydore CBD
- + Sunshine Coast population is forecast to increase 21% by 2028^Δ

^Δ profile.id

^Δ Sunshine Coast Council

Rent pa*: \$236,690

Site sqm*: 1,821



7-Eleven's portfolio auction

Tuesday 25 February 2020

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

Melbourne: 1pm 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, 225 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

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Kieran Bourke Rhys Parker Simon Staddon
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Guy Randell
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QLD

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0412 244 456 0400 564 623



Focus on Canberra

An insight into one of the fastest growing Australian Economies

ARTICLE BY Guy Randell

As a commercial property investor, have you looked outside Australia's 'big three' cities recently?

While investors could be forgiven for focusing their attention on Sydney, Melbourne and Brisbane, savvy buyers are casting their eyes a little further afield.

And for those who land on Australia's capital, they're reaping the rewards of a location that's primed for exceptional growth in the coming years.

Here's why Canberra could be the smart money for investors and developers.

Population

Population growth remains one of the single greatest drivers of property demand, and the ACT is booming.

Canberra's population topped 420,000 in 2018 and is growing at the second-fastest rate nationally at around 2.2%, according to Australian Bureau of Statistics figures, and is expected to hit 500,000 within a decade.

Suburbs such as Gungahlin and Belconnen are epicentres of that boom, with the number of residents swelling by as much as 181%, the ABS data shows.

For investors and developers, more people means greater demand for the services and businesses that occupy commercial property, in turn driving up value.

It's a trend that has already manifested in the region's residential rental market, with Canberra now the most expensive capital city in Australia in which to rent a home, according to Domain data – even more expensive than Sydney. Rents are now rising three times faster than the national average, such is the impact of exceptionally low vacancy rates.

Industry

A city's commercial property strength is not only measured by how high it can soar during a boom period, but also on how vulnerable it is to a potential downturn.

And on that score Canberra is arguably positioned better than anywhere else in the Australian market, for one key reason.

While other markets are reliant on transient resources and industries such as mining and tourism, Canberra's number

Benefits of purchasing property in the ACT

Why purchase property in the ACT?

- No land tax on commercial property
- No land tax on residential property if purchaser moves in 3 months after settlement
- No stamp duty on purchases under \$1.5M
- Flat 5% stamp duty on purchases over \$1.5M
- Claim stamp duty in full through tax in first year of purchase

one industry is government, which in itself provides economic stability.

Government leases underpin a significant portion of the city's office market, while supplementary services that support government functions continue to generate demand for commercial property.

Further, Canberra's unemployment rate is the lowest in Australia at just 3.2%, while the average salary is almost \$200 per week higher than the average across Australia, according to the Bureau of Statistics.

Development Projects

The significant level of development currently in the pipeline in the heart of Canberra cannot be understated.

At present there are dozens of development projects approved, under construction, proposed or in the planning stages across the territory, and particularly in and around the heart of the city.

The most significant, The Barracks, represents \$500 million worth of apartments and retail on London Circuit, while the nearby \$300 million Constitution Place development will include 20,000sqm of government office space, a 132-room Adina Apartment Hotel, a further 11,500sqm of offices, plus a dining precinct.

Mixed-use developments such as DKSJ will change the face of Canberra's commercial property landscape, with new residences along with state-of-the-art offices, retail, restaurants and other amenities. Other developments, worth billions of dollars combined, will see new hotels, retail precincts, residential towers, hotels and office space further transform the city.

The sheer number and scale of the developments underway across the city demonstrates a clear confidence from developers in the long-term future and

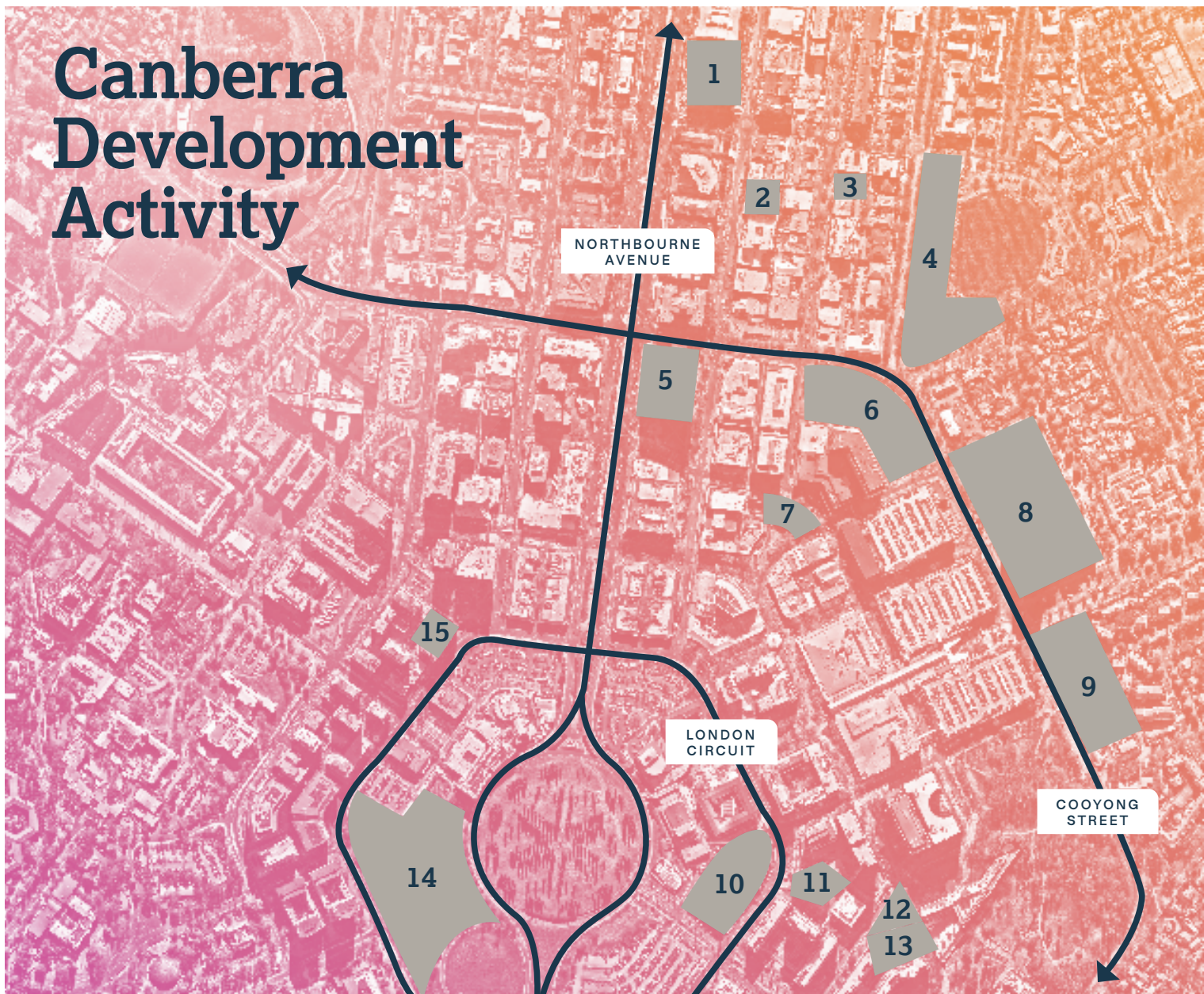
growth potential of the Canberra market, and underlines the increasing demand for commercial property.

Greater Regional Area

While Canberra and its suburbs are experiencing remarkable growth, in truth it's the wider Canberra region that is exciting the industry.

The region's population is nearing 700,000 and is projected to hit one million by 2056, marking it as one of Australia's most important growth regions and spiking future demand for property.

With the tender process for the long-awaited Barton Highway now underway, providing better links between NSW's southern tablelands and the ACT, the state is increasingly accessible and poised to trade on its location just three hours from Sydney and two hours from the coast.



How Canberra compares to Australia

Average salary



Unemployment rate



Median age



Economic growth



Residential vacancy rate



Canberra

\$1,811

Per Week
(Highest in Australia)

3.2%

Lowest in Australia

35 years

3%

Increase (2018/19)

1.7%

Australia

\$1,634

5.2%

37 years

1.9%

2.5%

Major Development Projects

1. Midnight, \$200 million²⁵

- + Marriot Hotel (200 rooms)
- + 2,000 sqm of retail
- + 230 residential apartments

2. Yamaroshi²⁴

- + 60 residential apartments
- + 15 commercial spaces

3. Branx²⁴

- + 59 residential apartments
- + 6 commercial spaces

4. The Grounds, \$100 million³¹

- + 140 apartments and townhouses

5. Civic Quarter, \$300 million³²

- + 2 towers, 58,000 sqm
- + 12 levels

6. Canberra Centre Expansion \$327 million^{3, 24 & 31}

- + 20,000 sqm retail expansion
- + Hotel
- + Residential apartments
- + Office tower

7. Garema Place, \$120 million^{25&27}

- + Iconic 5 star Hotel (215 rooms)
- + 2,500 sqm office space
- + Function centre

8. Founders Lane, \$500 million²⁸

- + 700 residential apartments
- + 40 commercial spaces

9. Metropoli/Tryst/Envie \$163 million^{27, 25, 31 & 29}

- + 520 residential apartments
- + 10 commercial spaces

10. Constitution Place, \$300 million²⁵

- + 20,000 sqm ACT government headquarter office
- + Adina Apartment Hotel Grand (132 room)
- + 11,500 sqm office space (KPMG, Mallesons)
- + Dining precinct

11. Sebel Canberra (just opened) \$41 million²⁶

- + 144 serviced apartments

12. Highgate, \$120 million²⁵

- + 190 residential apartments

13. Park Avenue, \$110 million²⁵

- + 184 residential apartments
- + 500 sqm retail

14. The Barracks, \$500 million³⁰

- + 6,500 sqm retail
- + 1,300 apartments

15. The Capitol, \$130 million³³

- + 14 stories
- + 200 residential apartments

³ Napier & Blakeley

²⁴ ACTmapi

²⁶ Core Logic

²⁷ Geocon

²⁸ JWLand

²⁹ All Homes

³⁰ The Urban Developer

³¹ The Riot

³² APG

³³ Crafted



Investment Portfolio Auctions

MELBOURNE

11AM AEDT
WEDNESDAY 25 FEBRUARY 2020
RIVER ROOM, CROWN CASINO,
MELBOURNE

SYDNEY

11AM AEDT
THURSDAY 26 FEBRUARY 2020
DOLTONE HOUSE HYDE PARK,
181 ELIZABETH STREET, SYDNEY

Melbourne Portfolio Auction Listings

11am AEDT Wednesday 26 February 2020, River Room, Crown Casino, Melbourne

Tenant	Location	State	Income pa	Page
Think Childcare	Bayswater North	VIC	\$357,620	30
Amiga Montessori	Bendigo (White Hills)	VIC	\$291,255	52
AutObarn	Shepparton	VIC	\$139,085	53
Indian Restaurant	Truganina	VIC	\$75,400	54
G8 Education	Banyo	QLD	\$129,043	45
CBD Office Building	Launceston	TAS	\$648,095	50
Retail Health Complex	Kings Meadows	TAS	\$352,021	32

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 135
1 April 2020

Portfolio 136
13 May 2020

Portfolio 137
24 June 2020

Portfolio 138
5 August 2020

Sydney Portfolio Auction Listings

11am AEDT Thursday 27 February 2020, Doltone House Hyde Park, Sydney

Tenant	Location	State	Income pa	Page
Supercheap Auto/BWS	Lithgow	NSW	\$246,680	38
G8 Education	Kelso	NSW	\$128,682	39
Alegria's Restaurant	Rozelle	NSW	\$125,400	40
Yoga Studio	Randwick	NSW	\$102,909	34
Neighbourhood Village	Batemans Bay	NSW	\$96,628	41
Nutritionist	Kogarah	NSW	\$27,023	42
Australian Government	Alice Springs	NT	\$355,191	49
IGA Supermarket	Burpengary East	QLD	\$176,785	44
Indian Restaurant	New Farm	QLD	\$109,989	48
Raw Cafe	Coolangatta	QLD	\$88,337	46
Gelatissimo	Coolangatta	QLD	\$52,170	46
Insight Early Learning (Childcare)	Perth/Kelmscott	WA	\$330,000	57

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 135
31 March 2020

Portfolio 136
12 May 2020

Portfolio 137
23 June 2020

Portfolio 138
4 August 2020

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
DKSN	Dickson (Canberra)	ACT	n/a	Expressions of Interest	36
Boarding House	The Entrance	NSW	n/a	For Immediate Sale	43
Key Corner Freehold	Bendigo (Golden Square)	VIC	\$48,728	On-Site Auction	55
Development Site	Inverloch	VIC	n/a	Expressions of Interest	56
Crossroads Industrial Estate	Forrestdale	WA	n/a	Private Sale	58

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
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New 20 Year Net Lease ASX Listed Tenant – Think Childcare Limited



*Outline/Boundaries Indicative Only



Impressive Childcare Investment 20 Year Net Lease + Options to 2059



Bayswater North VIC
187 Canterbury Rd (cnr Market Dr)

20 + 10 + 10 year net lease
to Think Childcare to 2059

Large 2,158 sqm main road site
with exposure to Canterbury Rd

Net Income: \$357,620 pa + GST

- + Think Childcare: ASX listed early education provider with a network of 78 centres nationally
- + As new 738 sqm facility licensed for 99 LDC places
- + Strategic position within employment precinct, opposite Officeworks and only 200 metres from Bunnings
- + New construction with substantial taxation depreciation benefits



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC

Immaculate Fully Leased Commercial Freehold





High Quality Health Industry Tenants Capital Intensive Tenant Fit-outs



Kings Meadows (Launceston) TAS
139-143 Hobart Road

Modern 1,350 sqm building with
33 car spaces on-title

Prime 2,300 sqm freehold site

Rental growth & recoverable outs

Net Income: \$352,021 pa + GST

- + Complementary health themed tenancy mix; LivEat (Banjo's Group), National Hearing (Aust wide), Eyelines Optometrist (13 stores), Engage Therapy (NDIS supported), F45 Training (1,498 worldwide), Ella Bache
- + Strategically positioned between two of Tasmania's strongest trading supermarkets
- + Launceston: Capital of Northern TAS, record GDP growth of \$4.3b



Contact

Shaun Venables 0411 860 865
Scott Meighan 0413 830 709
Raoul Holderhead 0413 860 304

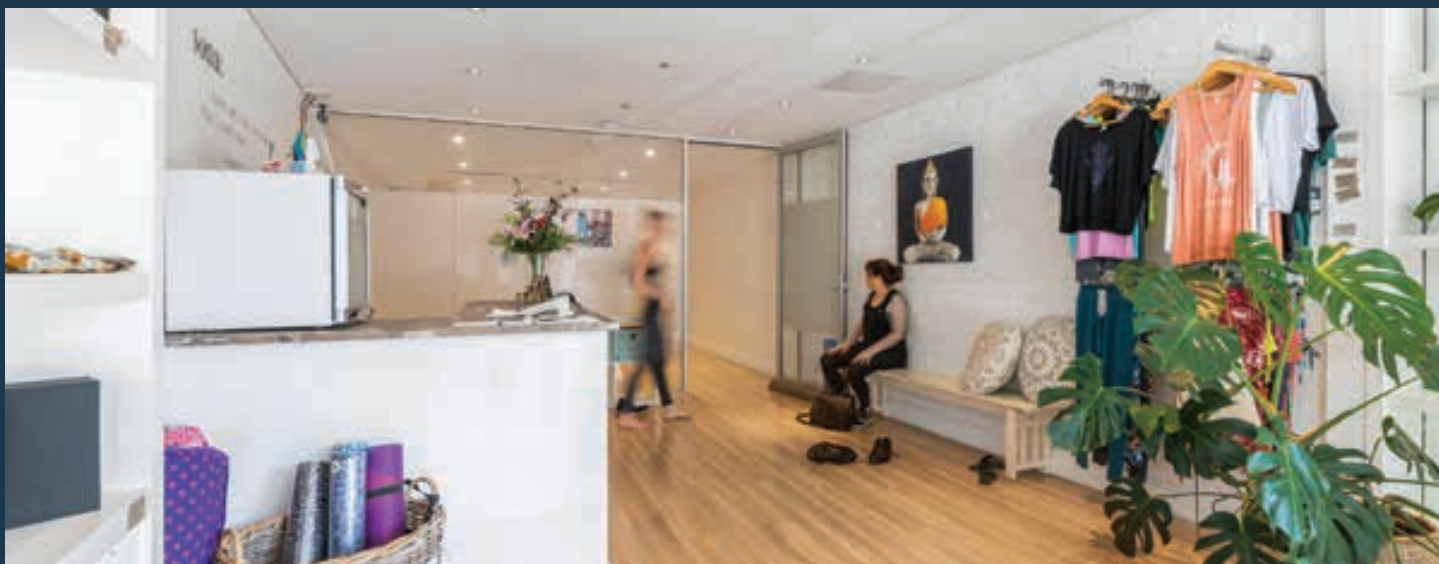


Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC

Rare Sydney Eastern Suburbs





Rare Sydney Eastern Suburbs Retail Investment



Randwick NSW
65 Belmore Road

Established tenant in
premium location

Bustling retail precinct

Net Income: \$102,909 pa + GST

- + Renewed 5 year lease to 2023 + option to 2028
- + Tenant established since 2013
- + Modern building with valuable depreciation
- + Tenant responsible for increases in outgoings (as per lease)
- + Rare 3% annual rent increases
- + Easily managed single tenant investment



Contact
Michael Gilbert 0430 024 790



Auction
11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



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





*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



Nationally Leased Retail Investment Landmark CBD Corner



Lithgow (Blue Mountains) NSW
205 Main St (Cnr Lithgow St)

Renewed long-term leases to
BWS to 2025 and Supercheap
Auto to 2026 + options

Dominant CBD site of 2,833 sqm
with 3 sizeable street frontages

Net Income: \$246,680 pa + GST

- + Secure tenants – subsidiaries of ASX listed Woolworths and Super Retail Group
- + Prominent corner with high volume passing traffic
- + Modern freestanding building completed 2012
- + Vibrant commercial hub servicing in excess of 20,000 people
- + Three street frontages and on site parking for 30 cars
- + Immediately adjacent to busy Caltex Woolworths Service Station



Contact

Dean Venturato 0412 840 222
Darren Beehag 0411 226 223



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Renewed Triple Net Lease to G8 Education ASX Listed Tenant – 470 Centres



Kelso (Bathurst) NSW
52 Kabbera Boulevard

Renewed lease to G8 Education
to 2026 plus option to 2031

Tenant pays all outgoings
inc maintenance (structural &
capital), insurance & rates

Net Income: \$128,682 pa + GST

- + G8 Education: ASX listed with 470 centres across Australia and Singapore
- + Annual rent reviews with 'ratchet' provisions, ensuring rental growth
- + 1,825 sqm site adjoining Foodworks
- + Dual facilities lic for 82 LDC places
- + Bathurst: located 200km from Sydney and servicing a trade catchment of 150,000+ residents



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Michael Vanstone 0403 580 528



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Prime Sydney Inner West Investment New 5 + 5 Year Lease to Outstanding Tenant



Rozelle NSW
Shop 7, 124 Terry Street

Booming location just 4 km
from Sydney CBD

Established, growing tenant –
just relocated

Net Income: \$125,400 pa + GST

- + 192 sqm high profile corner property, + 3 parking spaces (total 235 sqm)
- + Rare outside dining area
- + Valuable depreciation benefits – building just 4 years old
- + 2.5% annual rent increases (net income \$138,764 in 2023)
- + Tenant pays all outgoings (as per lease)
- + Easily managed single tenant investment



Contact

Dean Venturato 0412 840 222
Michael Gilbert 0430 024 790



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



*Outline/Boundaries Indicative Only



Neighbourhood Village Investment Anchor Tenant 10 Year Lease Until 2027



Batemans Bay (Broulee) NSW
23-25 Grant Street

Anchor tenant with 10 year lease
to 2027 + options until 2042

Captive local market with
limited competition

Estimated Net Income:
\$96,628 pa + GST

- + Excellent tenancy mix incl. grocery store, liquor, cafe, service station, Ray White & Australia Post
- + Environmental report available
- + Batemans Bay: Canberra's closest seaside town just 2 hours by car and 3.5 hours south of Sydney
- + Eurobododalla Shire: thriving south coast region with 37,232 catchment plus year round holiday influx
- + Potential strata subdivision (STCA)



Contact

Kieran Bourke 0417 418 007



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Rare Entry Level Kogarah Investment Tenant in Occupation for 15+ Years

Kogarah NSW
15/22 Belgrave Street

Renewed 3 + 3 + 3 year lease
from March 2019

Long established
nutritionist tenant

Net Income: \$27,023 pa + GST

- + Prime Kogarah CBD location
- + Designer Diets: Australia's leading dietetic and nutritional practice
- + Near St George Public & Private Hospitals, Shopping, Banks and Train Station
- + High quality internal fitout + secure undercover carpark

DESIGNER DIETS™



Contact

Rhys Parker 0451 101 042
Darren Beehag 0411 226 223



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Brand New 12 Room Boarding House Popular Central Coast Beachside Suburb

The Entrance (Central Coast) NSW
39 Gosford Avenue

Brand new purpose built board-
ing house

12 self-contained units

Significant depreciation benefits

- + Rapidly growing Central Coast location near shopping, cafe's, entertainment and beaches
- + Potential business opportunity, operate yourself or outsource management
- + Convenient 1.5 hour drive from Sydney
- + Sold with vacant possession



Contact

Rhys Parker 0451 101 042
Michael Vanstone 0403 580 528



Deadline Private Treaty

Offers Closing
4pm AEDT
Thursday 20 February



IGA: 15 Year Lease + Options to 2039 Brisbane's Northern Growth Corridor



Burpengary (Brisbane) QLD
115 Buckley Road

Secure 15 year lease to 2029
plus 2 x 5 year options

IGA: major supermarket retailer
with 1,400 stores nationally

Net Income: \$176,785 pa + GST

- + Modern 867 sqm store anchoring The Hub Shopping Centre
- + Central amongst Liquorland, Pharmacy, Medical Centre, Childcare, Dentist, Newsagent, Bakery + many eateries and more
- + Huge 2.04 ha site, with 260 on site car spaces plus triple frontage and exposure of 380 metres
- + Position perfect retail beacon with captured audience via Bruce Highway off ramp



Contact

Glenn Conridge 0413 873 337
Michael Gilbert 0430 024 790



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Affordable Brisbane Childcare Investment Leased to ASX Listed – G8 Education



Banyo QLD
17 Approach Road

10 + 10 + 10 year lease to
G8 Education to 2044

Substantial 2,046 sqm site only
12km from Brisbane CBD

Net Income: \$129,043 pa + GST

- + G8 Education: ASX listed with 470 centres across Australia and Singapore
- + Current rental of \$1,720 per place well below market levels, with Market Review due in 2024
- + Long established 75 place facility
- + Strategic position opposite the Australian Catholic Uni and 200m from Earnshaw State College



Contact

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



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC



Two Outstanding Beachside Investments Prime Gold Coast Holiday Location

Coolangatta QLD
Shops 7 & 10, Reflection Tower 2
110 Marine Parade

Iconic beachside location

Ground floor of Reflections,
a nationally famous serviced
apartment complex

- + 100% Prime Gold Coast Beach Front Location
- + Other tenants include McDonald's, Coffee Club, Baskin Robbins, Rip Curl, BWS & other iconic brands
- + Established residential base and tourism hotspot
- + Easily managed single tenant investments
- + Sold separately



Shop 7: Raw Energy

- + 5 year lease to 2022
- + Option to 2027
- + Raw Energy in occupation since 2008
- + Valuable 4% annual rent increases
- + Strong chain of 10 health food cafes in holiday locations
- + Total area 55 sqm internal + 116 sqm alfresco
- + Net Income: \$88,337 pa + GST

Shop 10: Gelatissimo

- + 5 year lease to 2022
- + Gelatissimo in occupation since 2008
- + 2 x 5 year options to 2032
- + Iconic ice cream brand with outlets across Australia & Asia
- + Total area 64 sqm internal + 67 sqm alfresco beachfront
- + Ice cream by the beach, what could be easier?
- + Net Income: \$52,170 pa + GST



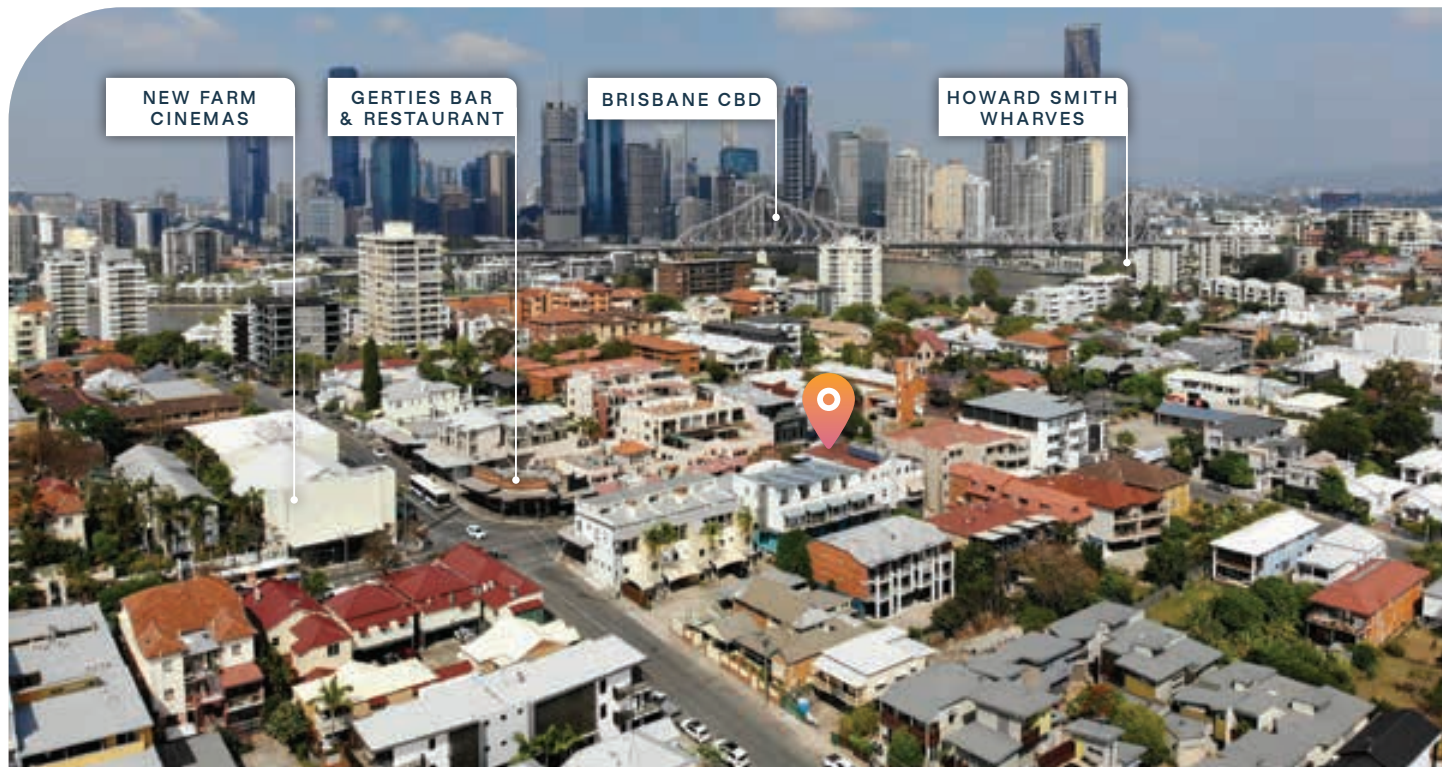
Contact

Michael Gilbert 0430 024 790
Glenn Conridge 0413 873 337



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



Rare New Farm Investment City Fringe Strata in Foodie Precinct



New Farm (Brisbane) QLD
1/694 Brunswick Street

5 year lease to 2023 with an option to 2028

4% rental increases assuring growth

Net Income: \$109,989 pa + GST

- + Dum & Rum: rare authentic Northern & Southern Indian cuisine
- + Recent refurbishment including new alfresco area and air conditioning
- + Located on Brunswick Street, New Farm, the foodie epicentre of Brisbane
- + 100% of outgoings payable by tenant as per lease



Contact
Craig Chapman 0427 110 132
Tom Doran 0407 928 324



Auction
11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW
(Unless Sold Prior)



Multi Tenanted Investment Anchored by Australian Government



Australian Government

Alice Springs NT
33 Stuart Highway

New 3 year lease with options
until 2025 to the Australian
Government (85% of NLA)

Freestanding building with 1,368
sqm of NLA on 4,040 sqm site

Net Income: \$355,191 pa + GST

- + Prime Stuart Hwy position,
less than 1 km to CBD
- + Major internal renovations
completed by landlord include
new lighting, electrical system
totally rewired and freshly painted
- + 4 Star Building Energy
Efficiency Certificate (BEEC)
- + 45 off street car spaces
- + 11.5kW solar system installed



Contact

Craig Chapman 0427 110 132
Tom Doran 0407 928 324



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW
(Unless Sold Prior)





SPOTLIGHT

CIMITIERE HOUSE

GEORGE STREET

11 METRES

*Outline/Boundaries Indicative Only
and two roof top apartments at 52-56
Cameron St are not included in the sale

The Prestigious 'Camerons Building' Global Branded & Government Tenants



Launceston CBD TAS
44-56 Cameron St (cnr George St)

Immaculate 2,834 sqm three
level complex with 29 car spaces

100% leased to quality tenants
offering multiple income streams

Income \$648,095 pa (1 July 2020)

- + Prime 2,791 sqm CBD corner site, within established financial and legal precinct
- + Two titles, 89m frontage inc ROW
- + Tenants include Camerons Accountants, Knight Frank, State (Health) and Federal Governments (Liberal Senator)
- + 4 Star Nabers Energy Rating
- + Substantial taxation depreciation



Contact

Raoul Holderhead 0413 860 304
Shaun Venables 0411 860 865



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC



Brand New Childcare Investment 20 Year Lease to Premium Provider



Bendigo (White Hills) VIC
384-386 Midland Highway

Sought-after 20 year net lease
to 2039 plus options to 2059

Fixed annual rent increases

Net Income: \$291,225 pa + GST

- + Amiga Montessori: high-end early education provider with a further 14 centres across Melbourne and Adelaide
- + Brand new 829 sqm childcare facility, lic for 120 LDC places
- + Substantial 4,046 sqm corner site opposite Weeroona College and 2km from the Bendigo CBD
- + New construction with significant taxation depreciation benefits



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC



Strategic Auto Retail Investment AutObarn On-Site 30+ Years



Shepparton VIC, 95-97 Wyndham Street (Goulburn Valley Hwy)

5 year lease to November 2024 plus options to 2034

Head office net lease

Tenant pays usual outgoings

Net Income: \$139,085 pa + GST

+ AutObarn: 135+ stores across Australia and wholly owned subsidiary of ASX-Listed Bapcor Ltd. – current market cap \$1.85B

+ Strategic 1,474 sqm freehold site zoned Activity Centre

+ 30m Goulburn Valley Hwy frontage – 28,000+ vehicles passing daily

+ High profile 1,000sqm building including two bay workshop and rear lane access



Contact

Scott Meighan 0413 830 709
Beau Coulter 0413 839 898



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC



*Outline/Boundaries Indicative Only

Irreplaceable Corner, High Profile Investment Fast Growing Western Melbourne

Truganina VIC
2/451 Leakes Rd (cnr Forsyth Rd)

New 7 year lease to 2026 plus
7 year option

Fixed 4% rent increases

Net Income: \$75,400 pa + GST

- + Tenant pays usual outgoings
- + Newly constructed 144 sqm 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

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



Auction

11am AEDT
Wednesday 26 February
Crown Casino,
Melbourne, VIC



*Outline/Boundaries Indicative Only



High Profile Bendigo Corner Freehold Invest, Occupy and/or Develop

Bendigo VIC, 229-235 High St
(Midland Hwy Cnr Thistle St)

Key landholding of 780 sqm
with dual street frontage

Existing 490 sqm improvements
comprise 4 tenancies

Current Rent: \$48,727 pa
(\$66,000 pa fully let basis)

- + Opposite Woolworths, Hungry Jack's & Victoria Police complex
- + Premium Commercial 1 Zoning
- + Huge potential to value-add, redevelop &/or occupy STCA
- + Strategic Melbourne gateway location 1km from the CBD, huge traffic volumes, 28,000+ vehicles passing daily
- + Greater Bendigo: Victoria's third largest urban centre



Contact

Shaun Venables 0411 860 865
Scott Meighan 0413 830 709



On-Site Auction

12 noon AEDT
Thursday 27 February



Rare Foreshore Frontage Development Opportunity 2,522 sqm 'Mixed Use' Zoned Site

Inverloch VIC, 2-4 The Esplanade
(corner Ramsey Boulevard)

Prime 2,522 sqm site with
massive exposure

Zoning allows 9.5m building
height or 3 levels with stunning
water views plus basement
car park

+ Indicative concept by architects
ClarkeHopkinsClarke propose
(STCA):

- Retail: supermarket/shops
- 56 apartments
- 66 car spaces
- Infinity swimming pool

+ Inverloch: year round tourist
town, 86km south east of
Metro Melbourne, population
5,816 swelling to circa 25,000
over summer



Contact

Beau Coulter 0413 839 898
Raoul Holderhead 0413 860 304
Billy Holderhead 0422 817 696



For Sale by EOI

Closing 4pm Thursday
5th March 2020
(If not sold prior)



Secure 15 Year Lease + Options to 2055 New State-of-the-Art Childcare Centre

Kelmscott (Perth) WA
3033 Albany Highway

15 year lease to 2035 +
options extending to 2055

Brand new 110 place centre in
established suburb of Perth

Net Income: \$330,000 pa + GST

- + Insight Early Learning: premium early education provider partnering with Fremantle Dockers to promote lifelong wellness with six other centres and growing
- + Outstanding highway exposure opp. Armadale Hospital & 700 m from Kingsley Primary School
- + Attractive 3% fixed rental increases + market reviews
- + Significant tax depreciation



Contact

Michael Vanstone 0403 580 528
Rob Selid 0412 198 294



Auction

11am AEDT
Thursday 27 February
Doltone House Hyde Park,
Sydney, NSW



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

5 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



Leasing Opportunities

Restaurant/Function Centre – Leichhardt NSW	60
Restaurant – Darlinghurst NSW	60
Restaurant/Bar – Paddington NSW	61
Café/Restaurant – Dulwich Hill NSW	61
Logis Connect – Dandenong VIC	62
Aston Village – Craigieburn VIC	62

For Lease

Large Format Restaurant

270-278 Norton Street, Leichhardt NSW



Expansive commercial kitchen

Located in the vicinity of Sydney's Light Rail

Ample seating area for 300 patrons



Size: 600 sqm



Priced from \$3,750 per week gross + GST



Long lease on offer

Contact: Nik Simonovic 0415 447 275

For Lease

Restaurant on Famous Eat-Street

231 Oxford Street, Darlinghurst NSW



Set over 3 levels

Valuable late night trading approval

Fitted commercial kitchen



Size: 400 sqm



Priced from \$4,800 per week gross + GST



Flexible lease terms on offer

Contact: Dillon Frain 0416 867 155

For Lease

Well Known Restaurant / Bar

312 Oxford Street, Paddington NSW



Seating approval for 77 patrons

Two commercial kitchens

Expansive bar service area



Size: 100 sqm



Priced from \$2,200 per week gross + GST



Attractive lease terms available

Contact: Nik Simonovic 0415 447 275

For Lease

Inner West Gem

64 Constitution Road, Dulwich Hill NSW



Perfect for cafe / restaurant

Approved liquor licence

Strong incentives on offer



Size: 400 sqm



Priced from \$2,500 per week gross + GST



Initial lease term from 3 years

Contact: Dillon Frain 0416 867 155

For Sale or Lease

Logis Connect

Construction Commenced **Occupy in 2020**



Dandenong South VIC Logis Boulevard

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



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



Floor areas from 77 sqm



Simple floor plans offering ample opportunities



17,000+ vehicles passing daily



Huge on-site worker population of 4,000 to 5,000 within Logis



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

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

For Lease

Aston Village

Construction Commencing **Q1 2020**



Craigieburn VIC Corner Elevation & Vantage Blvd

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



Seeking food & beverage, medical, health, beauty and retail uses



Tenancies ranging from 60 sqm to 400 sqm



Flexible floor plans with tenant design and input welcomed



Neighbouring childcare centre and sporting grounds



Opposite recently opened Aitken Hill secondary college which will accommodate up to 500 students.

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

Q&A

with Raoul Holderhead

DIRECTOR MELBOURNE

There's something about single-tenanted commercial properties.

While commercial assets as a whole continue to grow in popularity among investors, it's the simplicity of single-tenanted properties that consistently see the most significant interest and demand.

Burgess Rawson Director Raoul Holderhead explains why.

Q. Why are single-tenanted assets so highly sought after?

A. "It's the simplicity of owning a single-tenanted property, whether strata or freehold, in comparison to other assets, that entices private investors.

A single-tenanted property means they don't need to worry about as many moving parts as they do for a property with multiple tenants. You don't have the challenges that come with managing numerous small tenants in addition to a larger anchor tenant, such as in shopping centres. Funnily enough, it's usually the large tenant in these properties that proves easy to manage, while tenants who might return 30% or less income take up most of your time. These investments still have a following, however they are best suited to those with relevant experience or a capable managing agent to look after the asset.

The current market reflects this preference for single-tenanted properties, and they are also a favourite with new entrants to the commercial property market. If you compare yields of freestanding supermarkets versus shopping centres, or single-tenanted service stations versus larger fuel stops with additional tenants, investors are prepared to pay a premium to secure a single-tenanted property."

Q. Which single tenanted assets are in most demand?

A. "Based on the level of enquiry generated by recent campaigns, national-tenanted properties are in investors' sights.

We recently closed a campaign for a major asset at Tuggerah, NSW. What struck us was that while we anticipated heavy interest from fund managers and syndicates, it was the level of enquiry from private investors that surprised us. Single-tenanted assets, in freehold or strata with favourable tenants are very popular among private buyers, and we see this continuing in 2020.

Traditionally popular properties such as Bunnings will remain in demand, and I expect yields to compress even further. Yields sharpened throughout 2019, with capitalisation rates coming in by around half a percent, and the potential to reduce further in the coming year.

Finally, fast food assets leased to big-name brands have experienced a low level of supply, and this points to the potential for more of these assets to become available in 2020."

“ Q. What advice do you have for investors?

A. "Investors are constantly asking when's the best time to buy commercial properties, and the simple answer in the current market is 'as soon as possible'. These properties are only going to become more popular in Australia as personal and collective wealth increases and investors look for safe, long-term strategies for their money.

The depth of enquiry we're receiving on everything from freestanding Woolworths, Coles and Bunnings, down to smaller, entry-level properties such as the IGA located at Burpengery, Queensland, demonstrates how many people are entering the market. These properties are going to become more desirable, and my advice to buyers is that if you're focused on only a particular type of property, pull the trigger because the opportunity might not come around again.”

”



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

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