



Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**Commercial Road Trip Part III:
Continuing through the Snowy
Mountains and into the ACT**

Q&A

**The footprint
COVID-19 has left
on the property sector**



Commercial property leasing: Where you come first

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

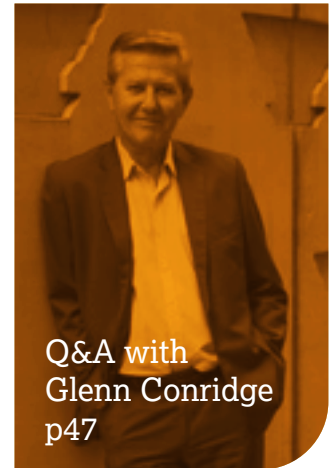
At Burgess Rawson, our national leasing team covers the full spectrum of leasing services, from assisting developers in securing the right site for their next property, to procuring the best tenant mix, and everything in between. We're renowned as one of Australia's leading agencies for project leasing,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

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

Leased
Results
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All areas and figures displayed in this magazine are approx only. All precaution has been taken to establish the accuracy of the above information but does not constitute any representation by the Vendor or Agents. The Retail Leases Act 2003 may apply.

Highlights

Our August Portfolio magazine profiles the great line-up of properties on offer at our upcoming portfolio auction. The most in-demand asset class is consistently essential services, so we are proud to offer a diverse mix of fuel, fast food, childcare and Government services to our investment community.



As New Metro 7-Eleven

p. 14

Location: Altona VIC
Income: \$310,638 pa + GST
Auction



High Profile Convenience Retail & Fuel

p. 28

Location: Toowoomba (Rangeview) QLD
Income: \$285,613 pa + GST
Auction



Trophy North Shore Childcare Investment

p. 16

Location: South Turramurra NSW
Income: \$289,800 pa + GST
Auction



Modern Total Tools Investment

p. 41

Location: Malaga WA
Income: \$263,521 pa + GST
Auction



Be Part of Canberra's Second CBD

p. 20

Location: Dickson ACT
Income: Off Plan
Off Plan

Welcome



EDITOR David Mark

 DAVID.MARK

Welcome to the July edition of Portfolio.

As we begin a new financial year after the most challenging one most of us will likely ever face; there is cause for real optimism in the commercial property market.

As Burgess Rawson's Melbourne's Head of Leasing, for me what has been most encouraging is the speed at which activity in the leasing market has returned as lockdown measures have been eased.

In recent weeks we have seen tenants becoming increasingly active in the market, with the current conditions making it the perfect time to seek a new space or negotiate new leasing terms.

It's also been impressive to see how quickly most sectors have adjusted to the 'new normal', and particularly in retail, which has been impacted the most heavily by COVID-19. One of the takeaways from this crisis has been the remarkable resilience of some asset classes, in particular fuel retail, fast food and supermarkets, all of which have strengthened their position by reacting rapidly as circumstances change.

At Burgess Rawson, we've taken the opportunity to engage with many of our leasing clients to look at ways in which they

can pivot their offering to increase their immediate viability and future-proof their business.

We're also revisiting the ways many greenfield developments are designed to facilitate social distancing through reduced touchpoints and increased customer convenience. What this period has shown is that although 2020 presented unique challenges for our industry and community, it will also be the catalyst for many significant and long-lasting positive changes that will serve us well into the future.

If you needed further proof that the commercial property market is strong and resilient, you need look no further than the results from our June Portfolio Auction, which was a massive success as buyers relished the opportunity to dive back into the market.

And our upcoming August auction event promises more of the same, with an exceptional line-up of investment opportunities ranging from \$400,000 to \$9 million.

We wish you a safe and prosperous remainder of 2021 and look forward to connecting with you again soon.



Portfolio Team

EDITOR David Mark

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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.



Part III The Great Burgess Rawyson. Road Trip



In this edition of The Great Burgess Rawson Road Trip, we continue down the road from the Central Coast through the Snowy Mountains with a stopover in the Greater Regional area of the Nation's Capital and then on to the Capital itself.

Winter: A great time to sit in front of a crackling fire, drink in hand while indulging in some delectable comfort food. A chance to rug up in multiple layers and eat and drink slightly more guilt free. And what a better place to enjoy these comforts than the winter wonderland that is the Snowy Mountains and the Greater Regional Canberra area.



Snowy Mountains Region NSW

Population	Annual visitors	Annual tourism investment
34,500	1,700,000	\$8.1m

The Snowy Monaro Regional Council area is in south-eastern New South Wales, about 100 kilometres south of the Canberra CBD, and about 400 kilometres south-west of the Sydney CBD. The Snowy Monaro Regional Council area is bounded by the Australian Capital Territory and the Queanbeyan-Palerang Regional Council area in the north, Eurobodalla and Bega Valley Shire in the east, the Victorian border in the south, and the Snowy Valleys Council area in the west.

Famous as a snow holiday destination, the Snowy Mountains attract visitors year round with its stunning scenery, unique history and variety of attractions.

The snow season runs from June to October, with peak seasons in late July to August. With a range of terrains to suit beginners as well as seasoned snow lovers, you can enjoy chairlift rides with family and friends, night ski under the stars, or sit back and relax in the region's great restaurants and cafes.

There are distinct seasons of fresh summer air and crisp winter snow and these play out beautifully across an expansive mountain landscape. The land holds a spiritual connection for the indigenous culture for tens of thousands of years, and more recently the names and history of European graziers from the mid 19th century are evident throughout the land.

Whether you're into high country hiking, freshwater fishing, scenic drives or sampling delicious local produce, the Snowy Mountains and the Australian Alps are the perfect accompaniment to any visit to Canberra.

A drive on the Snowy Mountains Highway from Cooma to Tumut will take you through Blowering and Talbingo Reservoirs, interspersed with alpine grasslands and streams. At the Yarrangobilly Caves, take a journey into the earth to view stunning frozen waterfalls, limestone caves and underground pools.

In spring and summer, the snow melts into clear alpine streams perfect for salmon and trout fishing. With an abundance of Atlantic salmon and brook, brown and rainbow trout, you can cast your lines at Lake Eucumbene, Tumut River, Lake Jindabyne, Bombala's streams or take lessons in Jindabyne and Thredbo. The spectacular lakes of the Snowy Mountains Hydro Scheme fill for boating, fishing, paddling and sailing, and sightseeing driving tours to key scheme locations are also popular.

Greater Regional Area ACT

While Canberra and its suburbs are experiencing remarkable growth, the wider Canberra region also excites the industry and provides tremendous growth potential. Proximity and ease of access to the Capital are key with many high net worth individuals choosing to take the opportunity to live close to the capital in a beautiful rural setting.

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.

"The Jerrabomberra 7-Eleven Service Station was due to be auctioned 23 June however the well experienced purchaser of this property was keen to finalise the transaction. Sale terms were agreed within a matter of a few days and exchange was effected promptly thereafter for \$6,850,000 representing a 4.87% yield," Mr Guy Randell said.

Murrumbateman is the wine capital of the Canberra District and home to famed wineries Clonakilla and Helm Wines. Only a 20 minute drive from Yass, Murrumbateman hosts a number of foodie events, including the Village Market twice a month and the Murrumbateman Moving Feast in October.

Head east through Queanbeyan and drive through wine country to the historic towns of Bungendore and Braidwood to visit beautiful churches, old time pubs, galleries and antique stores. Or head west to the Yass Valley and explore a range of small hamlets and towns for annual festivals, local produce and more. Just over one hour from Canberra is the Hilltops region including Young, Boorowa and Harden, renowned for its glorious countryside, fascinating history and events such as the National Cherry Festival.

"In the stunning town of Bungendore we were tasked with selling a development site that included 13 vacant lots of land with varied uses to create a new vibrant commercial precinct. 75% of the lots were sold prior to completion of the land development" Mr James Baker said.



Historic towns, outdoor adventure and a thriving wine region all await in the pretty Yass Valley in southwest NSW. Admire colonial streetscapes and tour spectacular natural wonders, including ancient limestone caves and national parks.

Adventurers will find activities galore in the Yass Valley. In Wee Jasper, visit Careys Cave and explore spectacular limestone rock formations formed 400 million years ago. In nearby Brindabella National Park you'll also find 4WD trails, walking tracks, and fishing.

The heart of the Canberra District wine region, the Yass Valley has great food and wine experiences. Enjoy wine tasting at the cellar doors of iconic wineries, and browse gourmet food shops and farmers markets.

Canberra ACT

Population	Annual visitors	Annual tourism investment
420,000	6,130,000	\$2.82bn

Nestled conveniently between Sydney and Melbourne, Australia's vibrant, multicultural capital city is home to about 420,000 people.

Just a short two-hour drive from pristine beaches and beautiful snow-capped mountains, Australia's largest inland city is the perfect base for a self-drive holiday with no road tolls, ample parking and minimal traffic. Whether it's world-class wining and dining, iconic national attractions or breathtaking adventures in the great outdoors, Canberra has everything you need and it's all just moments away.

Stroll along the foreshore of Lake Burley Griffin and explore wonderful galleries such as the National Gallery of Australia, the fun science centre Questacon, the National Library of Australia and the Museum of Australian Democracy at Old Parliament House.

You can also experience the heart of politics at Parliament House, where there are daily guided tours. Take time to enjoy the view from Capital Hill. The nearby Australian War Memorial houses an incredible collection of exhibitions and galleries.

Given the strong Federal Government presence in Canberra and a higher than average annual income, Canberran's love to explore their rich and diverse food and wine experiences.

"A Government Tenanted Asset generated a large number of enquiries across the eastern seaboard as well as the local market and sold on a solid yield of 7.48% with a new long-term lease in place." Mr Steve Burke Said.

There's a good reason why Canberra is called the bush capital. Over half of the ACT is preserved as national parks and nature reserves, including Tidbinbilla Nature Reserve and Namadgi National Park. Want to see kangaroos, emus and maybe even a koala? Make sure to add these experiences to your itinerary. Both are just a 45-minute drive from the Canberra city.

For the wine-lovers, the rural countryside offers the perfect backdrop, and the cool climate growing conditions, create a true sensory experience. With many of the vineyards enjoying national or international accolades, the Canberra District Wine Region has quickly joined the ranks of the world's best producers of wine. To meet the demand, industry has increased to support these local businesses .

"Recently, we listed an industrial property in the Fyshwick area, and within 48 hours we had seven inspections resulting in five offers and a sale price \$200,000 over the Vendors initial sale expectation," Mr Steve Burke Said.

“With Stamp Duty concessions, no Land Tax and the recovery of Legal Fees available, savvy investors are continuing to purchase within the Capital and surrounds. This is all backed by a stable Government workforce, low unemployment and secure long-term leases to quality tenants.

Guy Randell

Please note all facts and figures cited in this story have been extracted from: <https://home.id.com.au/>, <https://www.tourism.australia.com/en/markets-and-stats/tourism-statistics/domestic-market-performace-statistics.html>, <https://www.destinationnsw.com.au/tourism/facts-and-figures/regional-tourism-statistics/snowy-mountains>, <https://visitcanberra.com.au/canberra-region/canberra>, <https://www.tourisminvestment.com.au/en/investment-opportunities/Regional-Australia/canberra--australia-capital-territory.html>, <http://snowymountains.com.au/about>, <https://www.tourisminvestment.com.au/en/investment-opportunities/Regional-Australia/snowy-mountains--new-south-wales.html>, <https://tourism.act.gov.au/insights/research/>



Investment Portfolio Auctions

SYDNEY

11AM AEST
TUESDAY 4 AUGUST 2020
DOLTONE HOUSE HYDE PARK
181 ELIZABETH STREET SYDNEY

MELBOURNE

10:30AM AEST
WEDNESDAY 5 AUGUST 2020
CROWN CASINO MELBOURNE VIC
REGISTERED BIDDERS ONLY

Sydney Portfolio Auction Listings

11am AEST Tuesday 4 August 2020, Doltone House Hyde Park Sydney NSW

Tenant	Location	State	Income pa	Page
Civic Avenue Early Learning	Singleton	NSW	\$294,930	22
Montessori Academy Childcare	South Turrumurra	NSW	\$289,800	16
Harvey Norman	Parkes	NSW	\$151,138	23
Fantastic Furniture	Rockhampton	QLD	\$508,500	26
Infrabuild	Callemondah (Gladstone)	QLD	\$304,048	30
Shell	Townsville	QLD	\$230,000	31
Coffee Club	Birtinya	QLD	\$110,551	32
7-Eleven	Byford (Perth)	WA	\$321,418	42
Total Tools	Malaga	WA	\$263,521	41

Upcoming Sydney Auction Dates:

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 139
15 September 2020

Portfolio 140
27 October 2020

Portfolio 141
8 December 2020

Portfolio 142
23 February 2021

Melbourne Portfolio Auction Listings

10:30am AEST Wednesday 5 August 2020, Crown Casino Melbourne VIC

Registered bidders only

Tenant	Location	State	Income pa	Page
Wallaby Childcare	Werribee	VIC	\$409,750	34
7-Eleven	Altona	VIC	\$310,638	14
Autobarn	Eltham	VIC	\$247,735	35
HINO	Breakwater (Geelong)	VIC	\$187,057	18
G8 Education	Wangaratta	VIC	\$153,069	36
BP	Frankston	VIC	\$119,245	37
Salvos	Monbulk	VIC	\$88,242	38
Mobil	Ararat	VIC	\$84,000	39
Cellarbrations	Monbulk	VIC	\$51,214	40
7-Eleven	Rangeville (Toowoomba)	QLD	\$285,613	28

Upcoming Melbourne Auction Dates:

River Room, Crown Casino, Melbourne

Portfolio 139
16 September 2020

Portfolio 140
28 October 2020

Portfolio 141
9 December 2020

Portfolio 142
24 February 2021

For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
Glasshouse Pizza	Warrnambool	VIC	\$528,000	Expressions of Interest	33
Mobil	West Wyalong	NSW	\$84,000	Expressions of Interest	24
Commonwealth Bank	Wellington (Near Dubbo)	NSW	\$48,343	Expressions of Interest	25
DKSN Office	Dickson	ACT	n/a	Expressions of Interest	20

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.

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MELBOURNE CBD

APPROVED
33,000 SQM* DHL
DISTRIBUTION CENTRE

75,000 SQM*
FUTURE INDUSTRIAL
DEVELOPMENT

BRAND NEW
4,752 SQM*
BUSINESS PARK

DRIVE THRU
PAD SITE

*Outline/Boundaries Indicative Only

As New Metro 7-Eleven Plus Approved Drive-Thru Pad Site

ALTONA STATION



Securely Leased to 2032 Plus Options Unique Value-Add Opportunity



Altona VIC, 210-218 Maidstone Street (corner Jordan Close)

7-Eleven: Blue-Chip tenant, Australia's #1 convenience retailer

Sale includes 814 sqm* pad site approved for drive-thru restaurant

Estimated Net Income:
\$310,638 pa (November 2020)

- + As new 3,631 sqm* 7-Eleven, built Nov 2017, with major depreciation tax benefits
- + Attractive net lease with annual compounding 3% rent increases
- + Strategic industrial gateway location 2.2 km* from West Gate Fwy with 60 logistics facilities within 5 km*
- + Altona: Inner city suburb, 13 km* to the CBD, with forecast 25% population growth by 2041*



Contact

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Scott Meighan 0413 830 709



Investment Portfolio Auction

10.30am AEST
Wednesday 5 August
Crown Casino Melbourne VIC
Registered bidders only

[^] forecast.id ^{*} Approx



Trophy Childcare Investment Sydney's North Shore





*Outline/Boundaries Indicative Only

Long 15 Year Lease + Options Fixed 3.5% Annual Increases



South Turramurra NSW
197 Kissing Point Road

New 52 place childcare centre in prestigious North Shore location

20 Primary Schools within a 10 minute drive

Net Income: \$289,800 pa + GST

- + Long 15 year lease + options to 2049
- + High profile 1,258 sqm corner site just 1 minute from Turramurra Public School
- + Montessori Academy: Australia's leading provider of Montessori education with over 40 centres
- + 13 valuable on-site car spaces
- + Generous play areas



Contact

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Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW



Strategic Freestanding Industrial Investment Award Winning Tenant



Renewed Lease to 2024 Plus Options Ultimate Set-and-Forget Investment



Breakwater (Geelong) VIC
13-17 Industrial Place

Industrial: The most sought
after commercial asset class^c

Net lease with annual fixed,
compounding 3.5% rent increases

Estimated Net Rent: \$187,057 pa

- + Thriving tenant: Top performing dealer for Hino Australia, recently expanded to Ballarat
- + Significant 3,787 sqm site in booming industrial and logistics precinct with 2,747 jobs^a and 0% vacancy rate above 762 sqm^c
- + Supported by Bunnings Trade, CSR, Coles Group and Barwon Water, all within 750 metres
- + Greater Geelong: Forecast to add 129,936 new residents by 2041[#]



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Investment Portfolio Auction

10.30am AEST
Wednesday 5 August
Crown Casino Melbourne VIC
Registered bidders only

[#]Remplan ^a.id ^crealcommercial



Be A Part of Canberra's Second CBD Opening October 2022





*Artist's Impression

Premium Office Space Available Across Two Brand New Towers

DKSN

Dickson ACT
Northbourne Avenue

Office Space from 86 sqm to
481sqm (full floor plate)

Adjoining the exciting Eat Street
Precinct with 24 premium food
and beverage operators

- + 40% office space already committed
- + Major transport hub delivering 15,000+ daily commuters
- + Precinct contains: 13,000 sqm of ACT Government offices, 1,500 sqm medical centre, 100 place childcare centre, 55 commercial tenancies and 300 residential apartments
- + 285 space underground secure parking



Contact

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James Baker 0421 863 040
Steve Burke 0428 434 464



For Sale

From \$473,000 to \$2.64M

For Lease

From \$43,000 to \$240,500



Strong-Trading Childcare Centre 15 Year Lease to 2032 + Options to 2052



Singleton NSW
5-7 Civic Avenue

Attractive 3% rent increases
plus market review at options

As new 684 sqm facility,
licensed for 103 LDC places

Net Income: \$294,930 pa + GST

- + Civic Avenue EL: successful early education provider with 15+ years' industry experience
- + Tenant pays all usual outgoings
- + Adjoins Quest Apartments, and located metres from St Catherine's Catholic College (K-12), council offices and library
- + Hunter Valley: the largest regional economy in Australia and the largest growth centre in NSW outside Sydney basin[#]



Contact

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Michael Vanstone 0403 580 528
Adam Thomas 0418 998 971



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW

[#]www.planning.nsw.gov.au



Renewed 10 Yr. Lease to Harvey Norman Price Guide: Circa \$2,000,000

Harvey Norman

Parkes NSW
5-9 Saleyards Road

Renewed 10 year lease to 2028
plus option to 2033

Harvey Norman has been in
occupation for over 25 years

Net Income: \$151,138 pa + GST

- + Large 8,021 sqm land area with 92 customer parking spaces
- + Refurbished 1,913 sqm superstore in prime location
- + Booming regional NSW mining, tourism, logistics and agricultural centre with growing population base (source ABS)
- + Servicing 55,624 strong retail catchment trade area
- + Easily managed premium tenant investment



Contact

Michael Gilbert 0430 024 790
Dean Venturato 0412 840 222



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW



Affordable Essential Service Investment New 10 Year Lease to 2040 + Options



West Wyalong NSW
20-22 Neeld Street (Newell Hwy)

New 10 year lease to 2030
+ options to 2040

Tenant pays outgoings,
as per lease

Net Income: \$84,000 pa + GST

- + Attractive 3% rent increases
- + Newly upgraded service station, truck canopy & convenience store
- + Upgrades include new fuel infrastructure
- + West Wyalong: vibrant NSW town rich in agriculture and leader in cereal production
- + Popular refuelling point between Parkes and Wagga Wagga



Contact

Kieran Bourke 0417 418 007
Rhys Parker 0451 101 042



Private Treaty

Offers to Purchase



Entry Level Bank Investment + Residence Leased to CBA – Offers Above \$700,000

CommonwealthBank 

Wellington (Near Dubbo) NSW
5A&7 Namina Cr (Mitchell Hwy)

Renewed lease to CBA
+ options until 2024

Attractive 3% increases to CBA

Net Income: \$48,343 pa + GST

- + Well maintained freestanding property comprising CBA branch since 2004 plus residence
- + Highly exposed gateway site on main arterial thoroughfare linking Central West's regional growth centres
- + Ideal position close to Woolworths, Coles, Council Chambers, other banks and KFC
- + Wellington fast becoming main renewable energy hub of the central west



Contact

Kieran Bourke 0417 418 007



Deadline Private Treaty

Offers Closing

3pm AEST

Thursday 13 August



National Tenant Secure 10 Yr. Lease

*Outline/Boundaries Indicative Only



10 Year Lease to October 2029 6,907 sqm Landholding Next to ALDI



Allenstown (Rockhampton) QLD
143 Gladstone Rd (Bruce Hwy)

Long term 10 year lease from
October 2019 + options to 2044

National tenant, parent company
operating 300 stores in AU & NZ

Net Income: \$508,500 pa + GST
(est. following CPI Oct. 2020)

- + Immaculately presented
3,305 sqm high clearance
showroom + 65 on-site car spaces
- + Large 6,907 sqm site with
80.5 metre frontage to Bruce Hwy
- + Major regional city with circa
80,000 population
- + Greenlit Brands parent company
operate other household names
like Freedom, Snooze & OMF
- + Tenant pays all outgoings incl.
land tax and management fees



Contact

Simon Staddon 0413 640 851
Glenn Conridge 0413 873 337



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW

Premium Location on Major Thoroughfare





High Profile Convenience Retail & Fuel Investment – 10 Year Lease to 7-Eleven



Toowoomba (Rangeville) QLD
85 Perth Street

Secure 10 year lease to November 2028 + options to 2048

Fully leased convenience retail centre - 87% of income derived from 7-Eleven

Net Income: \$285,613 pa + GST

- + 7 Eleven: Australia's #1 convenience retailer with 700+ stores and over 550 fuel sites
- + Lessees pay all usual outgoings
- + Excellent income tax saving depreciation benefits - Rebuilt 2011
- + Strategic convenience retail location with St Josephs College, Toowoomba Grammar, Centenary Heights High School, St Thomas More's Primary School & Anderson Park Sports Oval within 1km



Contact

Doug Doyle 0400 564 623
Jamie Perlinger 0413 860 315



Investment Portfolio Auction

10.30am AEST
Wednesday 5 August
Crown Casino Melbourne VIC
Registered bidders only



Long Lease to Global Tenant Attractive Yield in Major Industrial Hub



Callemondah (Gladstone) QLD
2 Bensted Road

Leased to Infrabuild (One Steel Recycling P/L) to 2026 + options to 2031

Tenant part of global GFG Alliance in 30+ countries

Net Income: \$304,048 pa + GST

- + Infrabuild Recycling (formerly Liberty OneSteel Recycling) with 22 locations in Australia and one of the largest recycling businesses nationally
- + Massive 2.43 Ha site with dual street access, high visibility & drive through
- + Direct access to all major arterial roads, the Gladstone Port and major industry
- + Neighbouring nationals incl. Downer, BOC and Blackwoods



Contact

Craig Chapman 0427 110 132
Jamie Dewe 0410 350 273
Darren Beehag 0411 226 223



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW



5 Year Lease to Shell/Viva Energy Adjacent Townsville Airport – Circa 7%



Garbutt (Townsville) QLD
344-348 Ingham Road

National ASX listed tenant:
Viva Energy Australia –
one of Australia’s leading
energy companies

Renewed 5 year lease to mid
2024 plus options to 2044

Net Income: \$230,000 pa + GST

- + Growing network of over 1,250 service stations nationwide
- + Coles Express convenience store on large 2,206 sqm site, 4.5 km from CBD on 4 lane arterial
- + Major regional hub with growing population of circa 190,000
- + Nearest service station to airport & gateway to North Queensland
- + Net lease with tenant paying outgoings & annual rental increases



Contact

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Craig Chapman 0427 110 132



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW



Prime Coffee Club Investment Booming Growth Area



Birtinya (Sunshine Coast) QLD
11 Eccles Boulevard

7 year lease to 2023
plus 5 year option to 2028

Head lease to The Coffee Club:
400 stores in 9 countries

Net Income: \$110,551 pa + GST

- + Large 139 sqm premises plus alfresco dining area
- + Prominent ground floor cafe in 3,500 sqm Medical/Retail complex
- + Opposite the new 20 ha multi-\$billion Sunshine Coast University Hospital
- + Tenant pays all outgoings, as per lease
- + Attractive 4% pa rental increases plus 5% pa turnover rental



Contact
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Michael Gilbert 0430 024 790



Investment Portfolio Auction
11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW



Prime CBD Retail Complex High Yielding Investment

Warrnambool VIC
149-165 Koroit Street

Large 3,241sqm retail building
adjoining 280 council car parks
Three longstanding ASX Listed
tenants + five shops

**Potential fully let income:
\$528,000 pa + GST**

- + Leading retail location supported by major retailers including Target, Coles, Banks, RACV, Telstra etc
- + Excellent upside opportunity to refurbish or redevelop (STCA)
- + Significant 3,247sqm Commercial 1 Zoned site with rare 60m street frontage
- + Warrnambool: One of Victoria's largest coastal cities servicing a trade catchment of 100,000+



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For Sale by EOJ
Closing 4pm AEDT
Thursday 13 August
(unless sold prior)



New 15 + 10 + 10 Year Net Lease High Occupancy Childcare Centre



Werribee VIC
209 Black Forest Road

Fixed 3% annual rent increases with market review at option

Consistently high occupancy in excess of 90%

Net Income: \$409,750 pa + GST

- + Wallaby Childcare: experienced premium private operator with five centres across Melbourne
- + Impressive 149 LDC place facility
- + Large 2,885 sqm main road site only 450m from Wyndham Vale Primary School and 31km from the Melbourne CBD
- + Wyndham: Australia's second largest & fastest growth area, with forecast population of 512,591 residents (78% increase) by 2041[#]



Contact

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Investment Portfolio Auction

10.30am AEST
Wednesday 5 August
Crown Casino Melbourne VIC
Registered bidders only

#wyndham.vic.gov.au



High Exposure Auto Retail Investment AutObarn On-Site 15+ Years



Eltham VIC
Showroom 9, 256 Bolton Street

10 year lease to November 2025
plus 10 year option to 2035

Tenant pays all usual outgoings

Longstanding franchisee
operating since 2005

Net Income: \$247,735 pa + GST

- + AutObarn: 135+ stores across Australia, a wholly owned subsidiary of ASX-Listed Bapcor Ltd
- + Immaculate 1,157sqm retail showroom including workshop and service bays
- + Strategic retail position amongst McDonald's, Bunnings, KFC, Hungry Jack's – 19,400+ vehicles passing daily
- + Eltham: Blue chip Metro Melbourne suburb 18km from the CBD



Contact

Jamie Perlinger 0413 860 315
Scott Meighan 0413 830 709



Investment Portfolio Auction

10.30am AEST
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Secure & Affordable Childcare Investment Net Lease to ASX Listed – G8 Education



Wangaratta VIC
46 Collyn-Dale Drive

10 Year Net Lease to G8
Education to 2025 + options to 2045

Annual rent reviews plus ratchet
provisions at market review

Net Income: \$153,069 pa + GST

- + G8 Education: Australia’s largest childcare provider, educating more than 58,000 children per day across their 470+ centres
- + Long established and successful business acquired by G8 in 2015
- + Purpose-built and exceptionally well-maintained 75 place centre
- + Wangaratta: located on the Hume Highway corridor and the main gateway between Vic and NSW



Contact

Adam Thomas 0418 998 971
Natalie Couper 0413 856 983



Investment Portfolio Auction

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Rare Affordable Metropolitan Service Station Proven Hwy Location - Secure 10 Year Lease



Frankston VIC, corner
Moorooduc Hwy & Susono Way

10 year Net lease to 2026 plus
10 year options to 2046

Lessee pays usual outgoings
as per the lease

Rent: \$119,245 pa + GST

- + NUV Petroleum: 29 sites across VIC, NSW, SA and growing
- + Longstanding retail fuel location with modern improvements
- + Triple frontage highway site – 24,000+ vehicles passing daily
- + Fixed annual rent increases
- + Strategic gateway location to Frankston CBD, next to new Private Hospital, opposite Monash Uni 3,500 students



Contact

Raoul Holderhead 0413 860 304
Scott Meighan 0413 830 709
Jamie Perlinger 0413 860 315



Investment Portfolio Auction

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Securely Leased to Salvos Stores Essential Service – 100+ Year History



Monbulk (Yarra Ranges) VIC
51B Main Road

Leased to July 2025 plus options
to 2040

Fixed 3.5% rent increases
ensures rental growth

**Net Income: \$88,242 pa + GST
(Sept 2020)**

- + Salvos Stores: important government funded retail chain with 350+ stores nationally
- + Tenant pays usual outgoings
- + Modern 365 sqm premises with rear loading
- + 625 sqm landholding with premium Commercial 1 zoning



Contact

Shaun Venables 0411 860 865
Beau Coulter 0413 839 898



Investment Portfolio Auction

10.30am AEST
Wednesday 5 August
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Affordable Service Station Investment New 10 Year Lease to 2030 + Opts.



Ararat VIC
68 Vincent Street (Pyrenees Hwy)

New 10 year lease to 2030 + options to 2040

Tenant pays usual outgoings, as per the lease

Net Income: \$84,000 pa + GST

- + Fixed annual 3% rent increases
- + Brand new fuel infrastructure, refurbished convenience store and Mobil signage
- + High profile corner site at entrance to Ararat CBD
- + Ararat: gateway to the Grampians with population catchment 25,000+, 1 hour to Ballarat & 2 hours to Melbourne



Contact

Kieran Bourke 0417 418 007
Rhys Parker 0451 101 042
Scott Meighan 0413 830 709



Investment Portfolio Auction

10:30am AEST
Wednesday 5 August
Crown Casino,
Melbourne, VIC



Cellarbrations Liquor Investment Long 10 Year Lease to 2029



Monbulk (Yarra Ranges) VIC
51A Main Road

10 year lease to 2029 plus options to 2039

Fixed annual 3% rent increases

Net Income: \$51,214 pa + GST

- + Cellarbrations: Hugely successful independent liquor chain with over 500 stores
- + Tenant pays usual outgoings
- + 248 sqm premises with new fit-out completed 2019
- + Strategic 384 sqm site supported by Woolworths and Aldi



Contact
Shaun Venables 0411 860 865
Beau Coulter 0413 839 898



Investment Portfolio Auction
10.30am AEST
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Modern Total Tools Investment Secure 10 Yr. Lease to 2028 + Opts.



Malaga (Perth) WA
1964 Beach Road

Guaranteed rental growth, fixed
3.5% annual rental increases

New 2018 build, significant
depreciation allowances

Net Income: \$263,521 pa + GST

- + Australia's largest trade and industrial tool retailer, 80+ stores
- + Malaga: premiere industrial area just 11 km from Perth CBD
- + High profile 2,538 sqm site
- + 1,141 sqm high quality building
- + 27 valuable on-site parking spaces
- + Near Hungry Jack's, Dulux, Reece Plumbing and Bunnings
- + Tenant pays outgoings, as per the lease



Contact

Rhys Parker 0451 101 042
Michael Gilbert 0430 024 790
Rob Selid 0412 198 294



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW





15 Year Lease to December 2031 Plus Options to 2056



Byford (Perth) WA
Lot 76 Abernethy Road

Adjacent KFC and directly
opposite Coles & Woolworths
shopping centres

Large 1,977 sqm site with wide
66m frontage

Net Income: \$321,418 pa + GST

- + Long 15 year lease commenced Dec. 2016 plus 5 x 5 year options
- + Tenant pays all outgoings, as per lease
- + High growth metropolitan location
- + Rapidly growing LGA population forecast to double by 2036 (2019 Shire forecast)
- + Major tax depreciation benefits



Contact

Darren Beehag 0411 226 223
Andrew McKerracher 0411 611 919



Investment Portfolio Auction

11am AEST
Tuesday 4 August
Doltone House Hyde Park,
Sydney, NSW

Leased Results

Australia’s leasing market is showing strong performance, indicated by the diversity of properties leased in recent months.

From large format retail to fuel and medical suites, sectors that have maintained demand, adapted or even grown during this period are key asset classes that should form a key part of any investment portfolio.

Recent Leasing Achievements



 **Leased**

Tribeca Village
Point Cook VIC,
Saltwater Promenade

- + Property type: NAC Supermarket, Swim School, Childcare and Specialty Retail
- + Size: 4,275sqm
- + Status: 92% Leased and trading

Total Tenure
 **WALE 8.4 years**



 **Leased**

Kingston ACT,
62 Jardine St

- + Property type: Beauty/Retail
- + Size: 195sqm

Total Tenure
 **20 years**



 **Leased**

Craigieburn VIC,
420 Craigieburn Rd

- + Property type: Large Format Retail
- + Tenant: Carpet Call
- + Size: 1,015sqm

Total Tenure
 **10 years**



 **Leased**

Home Co,
Mornington VIC

- + Property type:
Large Format Retail
- + Tenant: Petstock
- + Size: 625sqm

Total Tenure

 10 years



 **Leased**

Home Co,
Keysborough VIC

- + Property type:
Large Format Retail
- + Tenant: Petstock
- + Size: 603sqm

Total Tenure

 10 years




 **Leased**

Darlinghurst NSW,
143 Oxford St

- + Leased to national tenant
the Red Cross
- + Located in the heart of
the eastern suburbs with
incredible passing trade

Total Tenure

 14 years




 **Leased**

Sydenham VIC,
525-527 Melton Hwy

- + Property type: Fuel
- + Tenant: Liberty Oil

Total Tenure

 35 years

The assumption that leasing deals are not happening is wrong. Several industries are performing well, maximising the depreciation benefits and gearing up for future opportunities and growth.

Director Head of Leasing David Mark,
Burgess Rawson Melbourne

Recent Leasing Achievements




Leased

**Kogarah NSW,
19 Kensington St**

- + Fully fitted medical suites
- + Located within the Kogarah Hospital Precinct

Total Tenure

 **8 years**




Leased

**Warragul VIC,
Homemaker Centre**

- + Property type: Large Format Retail
- + Tenant: Repco
- + Size: 607sqm

Total Tenure

 **12 years**



Leased

**Tarneit VIC,
4 Hermosa Dr**

- + Property type: Childcare
- + Tenant: Childs Play
- + Size: 128 places

Total Tenure

 **35 years**



Leased

**Dickson ACT,
6/28 Challis St**

- + Property type: Restaurant/Retail
- + Size: 178sqm

Total Tenure

 **15 years**

Further recent leased results

Property Type	Location	Size	Total Tenure
Childcare Centre	Sunbury VIC	108 places	35 years
Office/Warehouse	Fyshwick ACT	465sqm	10 years
Office/Warehouse	Fyshwick ACT	561sqm	10 years
Office/Warehouse	Mitchell ACT	230sqm	10 years
Warehouse	Fyshwick ACT	203sqm	6 years
Commercial Tenant	Sydney NSW	50sqm	13 years
Licensed Restaurant	Northbridge NSW	176sqm	9 years
Licensed Restaurant	Crows Nest NSW	200sqm	10 years

Q&A

with Glenn Conridge

DIRECTOR OF SALES BRISBANE

COVID-19 has left footprints on the paths of many industries, including the property sector.

Q. Has demand for commercial property investments been impacted by COVID-19?

A. "Initially, there was no denying COVID-19's impact on the demand for commercial property investments.. As government imposed restrictions ramped up in the first few weeks of March, there was a noticeable decline in interest for purchasing commercial assets. A global pandemic is something that impacts the community from all angles, from financial security to mental health. As our favourite pubs, restaurants, parks and gyms closed, shock and uncertainty certainly set in.

However, since our communities have settled into this new normal, we've also seen investors regain a strong appetite for quality commercial assets. We've not only seen interest return to our typical levels for this time of year, but even above-average interest between May and June. It seems people have taken time during home isolation to reflect on their financial goals and future, researching and planning for commercial property acquisitions. At the top of the wish list has been properties with strong tenant profiles.. Investors have come out of this time prepared and confident of their decision to build and expand their commercial property portfolios.

The truth is, even in the wake of a pandemic, A-grade commercial assets are still highly sought-after. From blue-chip and government tenants, to service stations and childcare assets, commercial property remains a reliable and secure investment, so it's fantastic to see buyers acknowledge this."

“ Q. How do you see the market moving forward post COVID-19?

A. Due to national border restrictions, we have embraced progressive technologies and use of video to transform how we conduct business. Here in Queensland, we relied on walk-through video presentations and virtual tours of property to enable us to continue transacting with interstate investors. Moving forward, I can see how these ways of working could continue to successfully engage with investors while also limiting travel.

Our June auction sale certainly confirms that investors are confident in the market and have a strong appetite for quality property. Investors nationally embraced the on-line external bidding opportunities with a limited number in actual attendance due to the restrictions. We had spirited bidding and a very healthy 87% clearance rate with 21 properties offered in the Sydney and Melbourne Portfolio sales on June 23/24.

”



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

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