

# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**Commercial Road Trip Part IV:  
Driving south from the ACT to the  
beauty and diversity of regional Victoria**

Q&A

**How has childcare  
fared during the  
unpredictability of 2020**



# Download your free report

## Childcare Property Snapshot

Burgess Rawson has announced \$1 billion in childcare centre sales, demonstrating the sector's ongoing performance over the long term.

In the last ten years, Burgess Rawson has sold 328 freehold centres nationally with a combined value that has now surpassed the \$1 billion milestone.

Sales results have been consistently strong across Australia with a trend over yield compression year on year.

Most centres were sold in New South Wales and Victoria with 124 and 104 sales respectively, followed by Queensland (73), South Australia (12) and Western Australia (8). The ACT (3), Tasmania (2) and Northern Territory (2) made up the remaining sales.



To receive your free copy of the **Childcare Property Snapshot**, visit:

[burgessrawson.com.au/insights](http://burgessrawson.com.au/insights)

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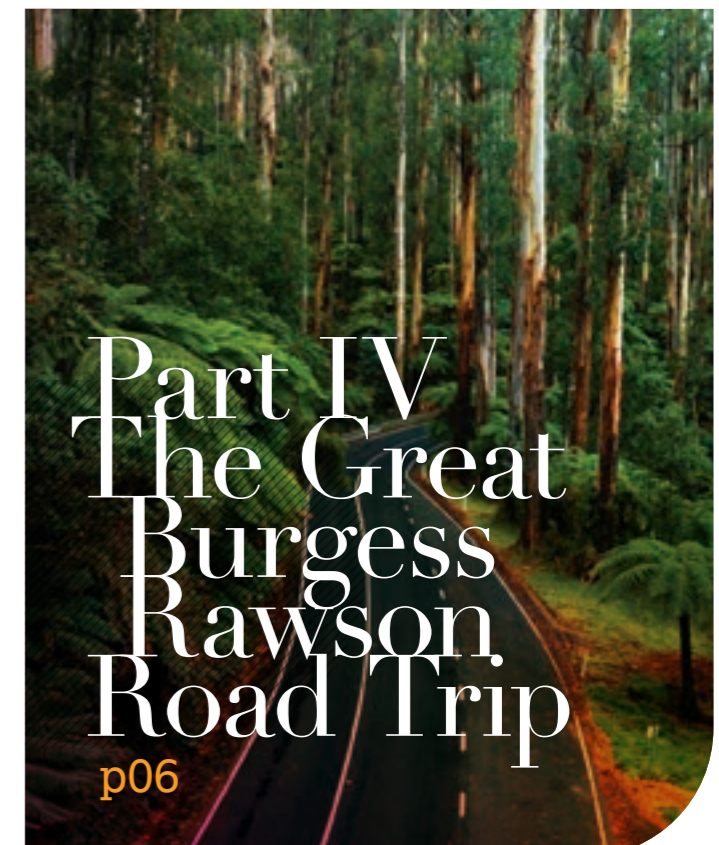
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# Highlights

All eyes will be on the September auction event. Burgess Rawson is delighted to offer a stellar line-up of 29 metro and regional properties, including fast food, retail fuel, childcare, industrial and state government investments. Interest is high for these coveted investment classes as they offer long-term security and solid growth potential.



**Blue-Chip Investment, McDonald's & 7-Eleven p.16**

Location: Toowoomba QLD  
Income: \$448,611 pa + GST  
Auction



**Generational Camberwell Landholding p. 22**

Location: Camberwell VIC  
Income: \$133,780 pa + GST  
Auction



**Major Logistics & Food Distribution Centre p. 25**

Location: South Nowra NSW  
Income: \$600,000 pa + GST  
Auction



**Modern Diesel Truck Stop Investment p. 31**

Location: Darwin NT  
Income: \$343,179 pa + GST  
Auction



**DA Ready Childcare Development Site p. 24**

Location: Taylor ACT  
For Sale by EOI

# Welcome



EDITOR Michael Gilbert

MICHAEL.GILBERT

Welcome to the September edition of Portfolio.

While we may be living in challenging times, at Burgess Rawson it's our great pleasure to be able to continue to bring you the latest and best commercial property investment opportunities, expertise and insights.

At Burgess Rawson our buyer contact sheets show that the current balance of demand in the market is weighted heavily towards those asset classes that have shown resilience and demonstrate strong defensive qualities. Properties leased to tenants such as Government agencies, medical tenancies, supermarkets and liquor stores, service stations, childcare centres, fast food operators and banks. And of course - if you can get them - good industrial properties. With interest rates looking to stay lower for even longer now, secure alternatives to cash deposits are enthusiastically sought after.

With the stock market defying logic, the stable and predictable nature of well-leased commercial property has never looked more attractive, and in this edition of Portfolio you will find secure opportunities at all price points, right across this great country.

If you have questions about any properties currently advertised or wish to investigate further, don't hesitate to call the listed agent directly. We would be only too happy to assist you in finding the right property to help you secure your future.

A word of advice? When you do find the right property, don't hold back. If you've identified something special, chances are others will have, too, so put your best foot forward, act quickly and make the call. In this climate, good opportunities go quickly.

Wishing you every success on your property investment journey throughout the rest of 2020 and into next year, and good health to you and your family.



## Portfolio Team

EDITOR Michael Gilbert  
ASSOCIATE EDITOR Adam Thomas  
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.

# Part IV The Great Burgess Rawson Road Trip

In this edition of The Great Burgess Rawson Road Trip, we take in the beauty and diversity of regional Victoria, starting at the Victorian and NSW border in The Murray region before moving onto the charm of Gippsland.

This road trip offers the very best of country life, from outdoor adventures and natural wonder to world renowned gastronomic delights.

For generations, these regional cities have proven popular with tourists wanting to explore, eat and drink, or rest and relax. We will highlight the appeal of Albury Wodonga's Murray River lifestyle, Shepparton's rich agricultural heritage and the lush landscape of Gippsland.

While tourists continue to flock to these areas, more and more people are choosing to make regional Victoria home. Attracted to the lower cost of living, growing opportunities in education and work and the benefits of a country lifestyle, regional Victoria is positioned for solid ongoing growth and investment.



## Albury NSW/Wodonga VIC

**Population:** 170,000    **Annual visitors:** 830,000    **Annual tourism investment:** \$136.8 million

Albury Wodonga is the gateway to Victoria and New South Wales, located on the States' border and divided by the stunning Murray River.

The region is hugely popular with both residents and visitors alike, due to the benefit of a country lifestyle with big city infrastructure.

Strategically located on the main freeway and railway corridor linking Australia's capital cities, Albury Wodonga provides a great place to live, work and invest.

The region is considered one of Australia's largest and most progressive regional centres. Several key factors have brought an influx of 'tree-changers' to Albury Wodonga with a combination of high employment opportunities and low cost of living....not to mention, the great weather!

Albury Wodonga is a major transport hub with several key industrial businesses, including Coles and Woolworths, employing thousands. The region has attracted large government services with the Australian Taxation Office and Department of Defence calling Albury Wodonga home.

The area has been a long-standing tourist destination, boasting a combination of natural beauty, cultural heritage and gastronomic delights.

Much of the region's tourism revolves around Australia's longest river - the Murray River. Whether visitors enjoy being on the water or experiencing the hub of activity along the riverbanks, the Murray is a major drawcard.

If you are looking for alternate accommodation while in Albury Wodonga, why not try a houseboat! Enormously popular, houseboats offer the best of accommodation (with some including hammocks and outdoor spas) with the best of river life.

Outdoor activities are also plentiful from walking trails and bike paths to watersports. Golf fans can rejoice – there are more than 40 golf courses in the region!

## Shepparton VIC

**Population:** 66,498    **Annual visitors:** 1.2 million (2015)    **Annual tourism investment:** \$190 million (2015)

Shepparton is located in north-central Victoria, about 180 kilometres north of the Melbourne CBD, at the junction of the Goulburn and Broken Rivers.

Located within Australia's 'food bowl' (which produces around one-third of the national food supply), it is no surprise that Shepparton is known for some of the best food and wine in VIC.

If you are looking for a true 'farm to plate' experience, Shepparton offers cellar doors, breweries, orchards and dairies through to pubs, restaurants and cafes.

Shepparton is also home to the award-winning Shepparton Art Museum (also known affectionately as SAM). With a focus on contemporary and indigenous Australian art, the museum runs an extensive exhibition program.

Kids are also well entertained at Australia's largest adventure playground KidsTown. Be sure to check out the playground's calendar of events filled with live theatre, festivals and sporting events.

If you are looking to enjoy the great outdoors, Shepparton certainly delivers with cycle paths, nature trails, canoeing, waterways and the Shepparton Golf Club offering ample opportunity to explore.

Stable growth has been supported largely by agricultural industries such as fruits, dairy, cattle, sheep & grain production. Approximately 6,165 businesses are located in Greater Shepparton with a workforce of an estimated 27,700 people.

Situated at the junction of the Goulburn Valley and Midland Highways, and on both V/Line and freight rail network, the city is seen as an important transport hub in national supply chains.

The Goulburn Valley Link freight and logistics centre (GV Link) will be located less than 5 kilometres from Shepparton.

Greater Shepparton is also identified as a station on the High Speed Rail route on the east coast of Australia between Brisbane, Sydney and Melbourne.

## Gippsland VIC

**Population:** 250,000    **Annual visitors:** 6.3 million (2019)    **Annual tourism investment:** \$1 billion (2019)

Located in the south-east of Victoria and just one hour's drive from Melbourne, the stunning Gippsland region comprises some of the most picturesque towns in Victoria.

Lush hinterland, magical beaches, waterfront villages, rainforests, rolling hills and alpine charm – Gippsland has it all.

The allure of Gippsland also attracts visitors from all over Australia and the globe. Some of Australia's most popular tourist destinations are located within the region including Phillip Island, Wilsons Promontory National Park and the Gippsland Lakes.

Fishing, watersports, biking, hiking and camping are all huge drawcards for the area.

The Phillip Island penguin parade is a long-standing favourite, with tourists waiting until sunset to see the little penguins return from a day of fishing.

Gippsland's guaranteed rainfall and rich pastures have supported a booming agricultural industry. Farms in the region account for at least one quarter of Victoria's milk, vegetable and beef production with a number of Gippsland's businesses exporting food across the world.

The Devondale Murray Goulburn Dairy in Leongatha is the largest co-operative in the southern hemisphere. While reading this magazine, you may very well be drinking a cup of tea with milk produced in Gippsland!

The potential for growth in Gippsland is immense, taking advantage of local, well-established food processing facilities, a skilled workforce and transport links. These opportunities are not restricted to domestic markets but include partnerships with foreign investors as well.

Gippsland is also home to paper mills, power stations and an education hub with extensive services for early learning, primary, secondary and tertiary schooling. The benefits are two-fold – not only do these industries provide solid employment opportunities, they also ensure the community is well skilled and resourced for future growth.

“The potential for growth in Gippsland is immense, taking advantage of local, well-established food processing facilities, a skilled workforce and transport links. These opportunities are not restricted to domestic markets but include partnerships with foreign investors as well.”

**Raoul Holderhead**

**Sources:**  
**Shepparton:** [www.smartpropertyinvestment.com.au/data/vic/3630/shepparton](http://www.smartpropertyinvestment.com.au/data/vic/3630/shepparton), [www.visitvictoria.com/](http://www.visitvictoria.com/), [www.sheppartonartmuseum.com.au/](http://www.sheppartonartmuseum.com.au/), [www.rdv.vic.gov.au/victorias-regions/shepparton](http://www.rdv.vic.gov.au/victorias-regions/shepparton)  
**Albury Wodonga:** [www.rdv.vic.gov.au/victorias-regions/wodonga](http://www.rdv.vic.gov.au/victorias-regions/wodonga), [www.wodonga.vic.gov.au/About-Council/Our-City/Location-Lifestyle](http://www.wodonga.vic.gov.au/About-Council/Our-City/Location-Lifestyle), [www.visitalburywodonga.com/](http://www.visitalburywodonga.com/)  
**Gippsland:** [www.visitgippsland.com.au](http://www.visitgippsland.com.au), [www.visitvictoria.com/regions/gippsland](http://www.visitvictoria.com/regions/gippsland), [www.invest.vic.gov.au](http://www.invest.vic.gov.au)



# Investment Portfolio Auctions

**SYDNEY**

11AM AEST  
TUESDAY 16 SEPTEMBER 2020

**MELBOURNE**

11AM AEST  
WEDNESDAY 23 SEPTEMBER 2020

## Sydney Portfolio Auction Listings

11am AEST Tuesday 15 September 2020, Doltone House Hyde Park Sydney NSW

Tenant	Location	State	Income pa	Page
Dan Murphy's	Mosman	NSW	\$622,032	14
V & C Foods	South Nowra	NSW	\$600,000	25
7-Eleven	Kanwal (Wyong)	NSW	\$348,707	18
Shell	St Marys	NSW	\$276,669	27
Medical Centre	Kiama	NSW	\$150,000	28
Reece Group	Wollongong	NSW	\$135,660	29
Physio/Medical	Helensburgh	NSW	\$82,000	30
Caltex	Wishart (Darwin)	NT	\$343,179	31
Sanctuary Early Learning Childcare	Ashmore	QLD	\$457,217	34
Retail/Development	Hervey Bay	QLD	\$108,915	38
Walkerston Country Plaza and Professional Centre	Walkerston	QLD	\$106,264	40
BWS	Ingham	QLD	\$97,000	39
Professional Centre	Walkerston	QLD	\$42,639	40

**Upcoming Sydney Auction Dates:**

Doltone House Hyde Park, 181 Elizabeth Street, Sydney

Portfolio 140 27 October 2020	Portfolio 141 8 December 2020	Portfolio 142 23 February 2021	Portfolio 143 30 March 2021
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## Melbourne Portfolio Auction Listings

11am AEST Wednesday 23 September 2020

Registered bidders only

Tenant	Location	State	Income pa	Page
7-Eleven	Altona	VIC	\$310,638	41
G8 Education	Pakenham	VIC	\$259,081	42
Medical Centre	Wangaratta	VIC	\$227,804	43
Hino	Breakwater (Geelong)	VIC	\$187,057	44
Shell	Camberwell	VIC	\$133,780	22
Salvos	Monbulk	VIC	\$88,242	45
Cellarbrations	Monbulk	VIC	\$51,214	46
Westpac	Robinvale	VIC	\$23,165	47
McDonald's and 7-Eleven	Toowoomba	QLD	\$448,611	16
Pharmacy & Medical	Mooloolaba	QLD	\$389,839	36
KFC	Morayfield	QLD	\$269,608	20
Weatherford	Emerald	QLD	\$159,053	37

### Upcoming Melbourne Auction Dates:

Portfolio 140 28 October 2020	Portfolio 141 9 December 2020	Portfolio 142 24 February 2021	Portfolio 143 31 March 2021
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## For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
Office Buildings	Mackay	QLD	\$512,316	Expressions of Interest	32
Office Buildings	Mackay	QLD	\$442,468	Expressions of Interest	33
Centrelink	Bathurst	NSW	\$353,500	Expressions of Interest	26
Childcare Development Site	Taylor	ACT	N/A	Expressions of Interest	24

## September Portfolio Auctions Guide to Bidding

Please note the bidding/registration processes for our events:

### Sydney | Tuesday 15 September

Doltone House Hyde Park, Sydney NSW Government registered COVIDsafe Venue.

In-person: Attendee registration upon arrival.

Remote bidding from your location: Via Telephone/App is available.

### Melbourne | Wednesday 23 September

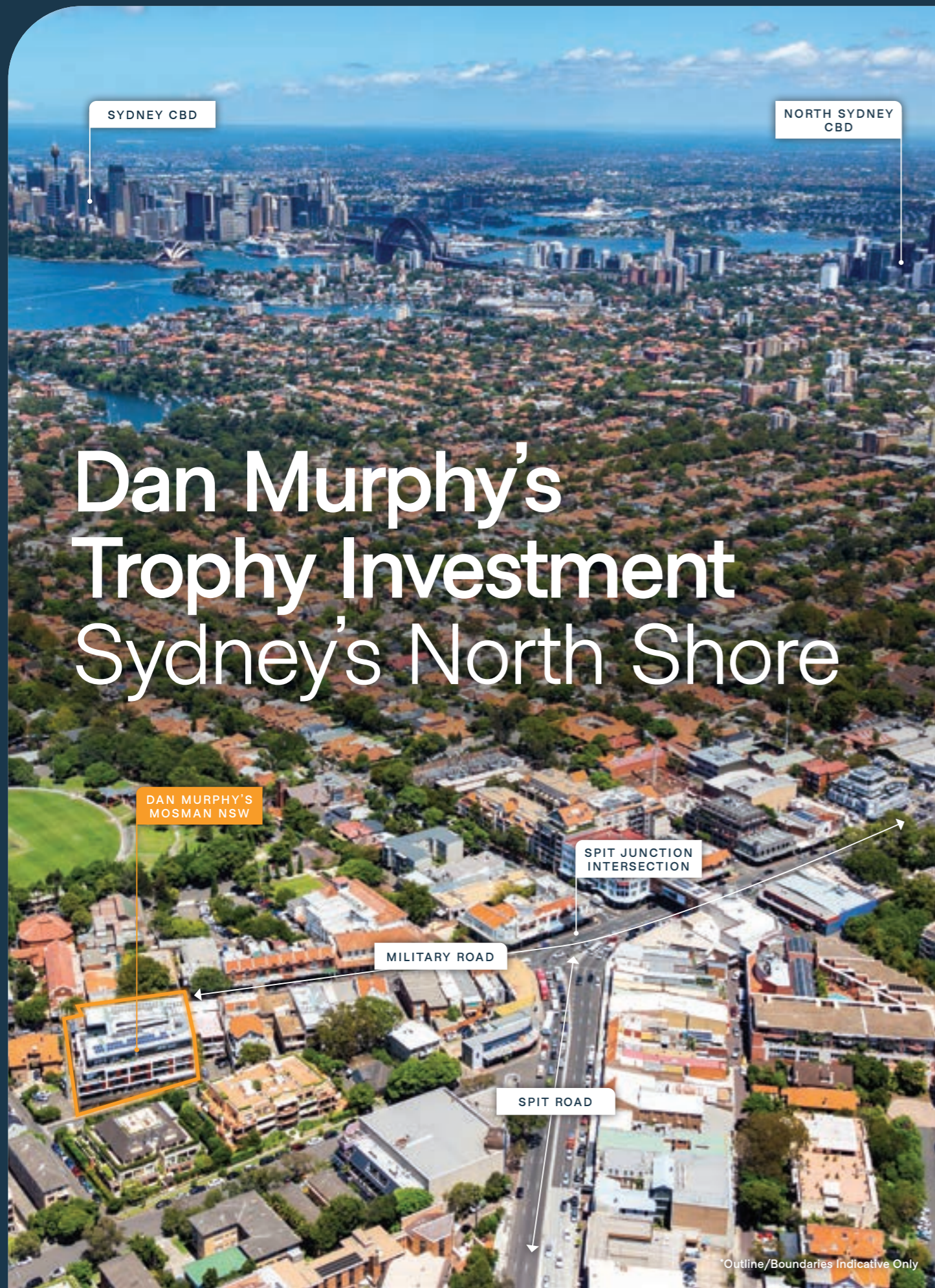
To secure your place, registration prior is essential.

Visit: [burgessrawson.com.au/register/melb](https://burgessrawson.com.au/register/melb)

All registered bidders will be kept informed of venue details and bidding processes in the lead up to 23 September.



Australia's Property People  
[burgessrawson.com.au](https://burgessrawson.com.au)



# Dan Murphy's Trophy Investment Sydney's North Shore



## 15 Year Lease to Dan Murphy's Once in a Lifetime Opportunity

Mosman NSW  
710 Military Road

15 year lease to Woolworths Group to May 2032 plus options extending to 2062

Premium liquor investment

**Net Income: \$622,032 pa + GST (incl additional shop income)**

- + 1,012 sqm of prime, wide frontage Mosman real estate plus 41 car spaces on-title
- + Mosman: one of Sydney's most affluent & prestigious harbourside catchments
- + Substantial income tax depreciation, built 2017
- + Secure, long term income from ASX Top 10 company with \$63 bn plus annual revenue (2019)



**Contact**  
Darren Beehag 0411 226 223  
Michael Gilbert 0430 024 790

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW





# Premium Retail Investment Leased to Australia's #1 Fast Food & Convenience Retailers

## Secure Leases to McDonald's & 7-Eleven Blue-Chip Tenants in Growth Location



Toowoomba (Westbrook) QLD  
81-83 Main Street

7 Eleven: 15 year lease to 2033

McDonalds: 10 year lease to 2030

Guaranteed rental growth, fixed compounding 3% & CPI +1% pa

**Combined Income: \$448,611 pa**

- + McDonald's, Australia's #1 fast food restaurant with 970+ stores
- + 7-Eleven, Australia's #1 convenience retailer with 700+ stores & approx 38% market share
- + Excellent depreciation benefits, 67% of rent tax deductible
- + Tenants pay all usual outgoings
- + Toowoomba: One of Australia's largest inland cities with a growing population over 169,000

**Contact**  
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Jamie Perlinger 0413 860 315

**Investment Portfolio Auction**  
11am AEST  
Wednesday 23 September

**Buyer Registration**  
By 4pm Friday 18 September  
[burgessrawson.com.au/register/melb](http://burgessrawson.com.au/register/melb)

# Dominant & Essential 7-Eleven Investment



## Premier Fuel & Convenience Investment 15 Year Lease, 4% pa Rent Increases



Kanwal (Central Coast) NSW  
211 Wallarah Road

Long 15 year net lease to  
October 2032 + options to 2042

Depreciation benefits, built 2017

**Net Income: \$348,707 pa +GST  
(as at October 2020)**

- + First eastbound fuel station off M1
- + Large 1,851 sqm landholding with wide 50m frontage
- + Opposite IGA Shopping Centre near Wyong Hospital & Leagues Club
- + Growing Central Coast, population forecast to be 414,615 by 2036
- + Net lease, 7-Eleven pay outgoings, as per the lease
- + Adjacent 1,039 sqm site can be purchased separately if desired



**Contact**

Rhys Parker 0451 101 042  
Darren Beehag 0411 226 223



**Investment Portfolio Auction**

11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW

# Did Somebody Say 'One of Qld's Best Stores!'



MORAYFIELD SHOPPING CENTRE  
WOOLWORTHS, COLES  
6.2 MILLION VISITORS ANNUALLY

MORAYFIELD ROAD  
33,000 VEHICLES PASSING DAILY

FIRST CHOICE LIQUOR

MICHAEL AVE

HUNGRY JACK'S

BUNNINGS

SUPERCHEAP AUTO

\*Outline/Boundaries Indicative Only



## Position Perfect on Bustling Golden Mile Collins Foods Ltd – Global Retail Giant



Morayfield QLD, 154 Morayfield Road (corner Michael Avenue)

Renewed 5 year lease plus option through to December 2029

Super KFC performer with massive turnover year on year

**Net Income \$269,608 pa + GST**

- + Wholly owned subsidiary of Collins Foods, Market Cap \$1.15B
- + Income underpinned by percentage rent & 2019 market review
- + Position perfect with thriving drive thru
- + Tenant pays all usual outgoings
- + 1,828sqm site with 33,000 VPD
- + Opposite Morayfield SC with 6.2M annual visitors, 40km from CBD

**Contact**  
Beau Coulter 0413 839 898  
Raoul Holderhead 0413 860 304  
Glenn Conridge 0413 873 337

**Investment Portfolio Auction**  
11am AEST  
Wednesday 23 September

**Buyer Registration**  
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# Generational Camberwell Landholding with Significant Upside

## Rare Triple Net Ground Lease Invest, Develop Or Occupy



Camberwell VIC  
800-802 Burke Road

Leased to 2021 plus 5 year option  
Landmark 1,633 sqm corner site  
Camberwell population forecast to grow by 20% by 2041

**Net Income: \$133,780 pa + GST**

- + Shell/Viva Energy, \$3.3b ASX-listed tenant with 1,292 sites
- + Tenant responsible for all outgoings (including Land Tax), remediation and improvements
- + 3% annual rent increases
- + Combined 125m frontage with 20,000+ vehicles passing daily
- + Gateway to the tightly held Camberwell Junction

**Contact**  
 Jamie Perlinger 0413 860 315  
 Scott Meighan 0413 830 709  
 Billy Holderhead 0422 817 696  
 Zomart He 何梓轩 0488 220 830

**Investment Portfolio Auction**  
 11am AEDT  
 Wednesday 23 September

**Buyer Registration**  
 By 4pm Friday 18 September  
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Artist's Impressions

## DA Ready Childcare Development Site Price from \$1,600,000 plus GST

Taylor ACT  
Taylor Estate, Robyn Boyd Drive

92 place centre design

Located in major new Canberra suburb with Margaret Hendry school – 600 students K-6

Site Area: 2,202 sqm

- + Second fastest growing region in Australia
- + Suburb expected to grow to 7,500. Current population in the wider Gungahlin region of 85,000 which is expected to grow to 125,000
- + GFA: 677 sqm, 20 car spaces
- + Access to major arterial
- + Childcare rates up to \$145/day



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



**Expressions of Interest**  
Offers Closing  
4pm AEST  
Thursday 17 September



## New Industrial – Long 12 Year Lease Major Logistics & Food Distribution Centre



South Nowra NSW  
11 Norfolk Avenue

New 12 year lease + opts. to 2057

State-of-the-art facility with office, warehouse, loading & wholesale public supermarket

**Net Income: \$600,000 pa + GST**

- + Brand new, built 2020 with significant income tax saving depreciation
- + Large site of 13,100 sqm, with capacity for future building expansion (STCA)
- + V & C Foods, high performing growth company established 31 years
- + Attractive fixed 3% rent increases
- + Outgoings paid by tenant inc. management fees, as per lease



**Contact**  
Darren Beehag 0411 226 223  
Kieran Bourke 0417 418 007



**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park, Sydney, NSW



## Essential Services Government Investment 4.5-Star NABERS Energy Rating



Bathurst NSW  
168 Russell Street


- + Important 4.5-star NABERS Energy rated building indicating strong likelihood of tenant remaining in building long term
- + Large CBD landholding of 2,159 sqm
- + Modern 1,053 sqm purpose built improvements with 41.1m frontage & 21 on-site car spaces
- + Attractive 3.5% annual rental increases

Long term Government tenant since property built in 2012

3 + 3 year lease from April 2019

**Net Income: \$353,500 pa + GST**

 **Contact**  
Simon Staddon 0413 640 851

 **Expressions of Interest**  
Offers Closing  
3pm AEST  
Thursday 17 September

## New Service Station Investment 10 Year Lease to Shell (Viva Energy)




St Marys (Western Sydney) NSW  
61-63 Christie Street

- + Viva Energy, ASX listed \$3.3 billion energy giant with 1,250+ locations nationally
- + Large 2,781 sqm highly prominent freehold site on major thoroughfare
- + City of Penrith a major Western Sydney growth location with 196,066 population
- + Built 2019, excellent income tax depreciation benefits

10 year lease to 2029 plus options extending to 2049

Shell & Coles Express - high specification fuel and retail convenience store

**Net Income: \$276,669 pa + GST**

 **Contact**  
Darren Beehag 0411 226 223  
Kieran Bourke 0417 418 007

 **Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park, Sydney, NSW



## Highly Sought After South Coast Location Medical Centre Investment – 7 Year Lease

Kiama (South Coast) NSW  
Lots 1, 2 3, & 10 /133 Terralong St

Brand new 7 year lease to 2027  
plus options until 2037

Net lease with tenant paying  
outgoings as per lease

**Net Income: \$150,000 pa + GST**

- + Attractive annual 3% rental increases
- + Rare opportunity in tightly held Kiama
- + Whole ground floor medical centre + 4 car spaces
- + Essential service asset class sheltered from COVID 19
- + Practice operating some 14 years
- + Bustling location directly adj. to Kiama Village Shopping Centre

**Contact**  
Simon Staddon 0413 640 851  
Kieran Bourke 0417 418 007

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW

## Reece Group Lease to Nov. 2025 + Opts. Large CBD Landholding with Upside

Wollongong NSW  
21 Kenny Street

7 year lease to Nov. 2025  
plus options to 2040

Net lease with tenant paying  
outgoings as per lease

**Net Income: \$135,660 pa + GST**

- + Actrol is owned by the Reece Group, 600+ locations
- + Actrol is Australia's leading wholesaler of A/C & refrigeration with 60 locations
- + Investment in burgeoning Wollongong with pop. of 305,000+
- + Transitional location with future high rise development potential

**Contact**  
Kieran Bourke 0417 418 007  
Simon Staddon 0413 640 851

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW





## New 5 Year Lease + Opts. Until 2035 Essential Service Medical Investment

Helensburgh (Illawarra Region) NSW  
Shops 2 & 3, 20-24 Walker Street

New 5 year lease to 2025  
+ option until 2035

Tenant pays outgoings,  
as per lease

**Net Income: \$82,000 pa + GST**

- + Experience multi clinic operator, established 2008
- + Helensburgh: coastal hub strategically located between Sydney and Wollongong
- + Highly exposed ground floor position in main street directly opposite Coles supermarket
- + High quality tenant fitout recently updated
- + High quality tenant fitout recently updated
- + Fixed 3% rent increases assuring rental growth



**Contact**  
Kieran Bourke 0417 418 007  
Darren Beehag 0411 226 223

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW



## Key Road Train Truck Stop Gateway to the Port of Darwin



Wishart (Darwin) NT  
11 McCarthy Close

High yielding top 50 ASX  
tenant investment (ASX:CTX)

Modern 24 hour card access  
unmanned diesel truck stop

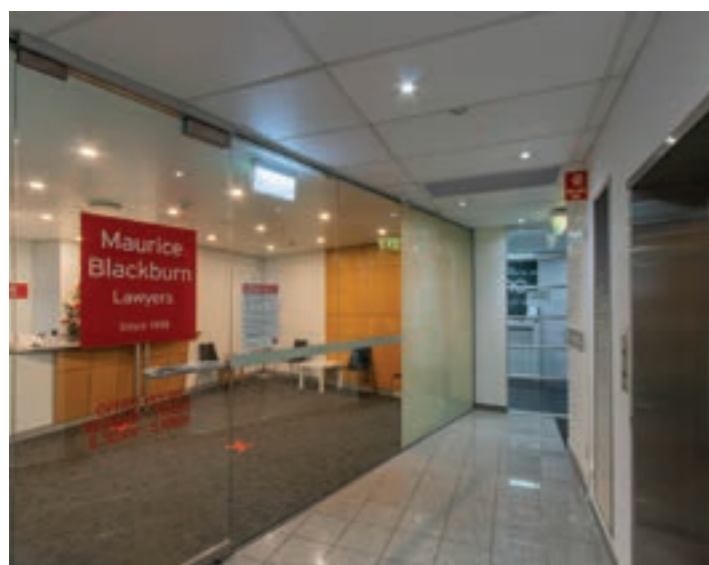
**Net Income: \$343,179 pa + GST (October 2020)**

- + 10 year direct lease to Caltex to 2024 + options to 2034
- + Valuable 3,504 sqm landholding with 3 street frontages
- + Strategic location near oil & gas, marine and logistics industries
- + Close to Australian Army & US Marines base + Toll, Linfox & TNT
- + Guaranteed income growth, minimum 3.5% pa rent increases
- + Net lease, Caltex pays outgoings
- + No land tax in the Northern Territory

**Contact**  
Rhys Parker 0451 101 042  
Michael Gilbert 0430 024 790

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW





## Prime CBD Office Building Govt., ASX listed & National Tenants



Mackay QLD  
123-129 Victoria Street

- + Major tenants include Maurice Blackburn Lawyers, Whitsunday Broadcasting, Federal & State Govt. funded organisations
- + Imposing 4 storey building comprising 2,090 sqm
- + 3.5-star NABERS Energy rating
- + Land area: 731 sqm
- + Rear lane access with on-site parking

High profile building in the heart of the Mackay CBD

High yielding, multi-tenanted

**Net Income: \$512,316 pa + GST**

**Contact**  
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Michael Gilbert 0430 024 790

**Expressions of Interest**  
Offers Closing  
4pm AEST  
Tuesday 29 September

## High Yielding CBD Investment Value Add Opportunity



Mackay QLD  
222-224 Victoria Street

- + Established tenants incl. ANZ, major mining groups & Govt. funded organisations
- + High yielding with opportunity to further develop (STCA)
- + Building area: 2,103 sqm
- + 5-star NABERS Energy rating
- + Land area: both sites (222 & 224) combined 2,022 sqm
- + On-site parking for 26 vehicles

Modern double storey retail & office building plus separately titled land & building

**Net Income: \$442,468 pa + GST (fully leased)**

**Contact**  
Glenn Conridge 0413 873 337  
Craig Chapman 0427 110 132  
Michael Gilbert 0430 024 790

**Expressions of Interest**  
Offers Closing  
4pm AEST  
Tuesday 29 September



# Brand New Premium Childcare Investment

\*Outline/Boundaries Indicative Only



## Blue Chip Gold Coast Location New Net Lease to 2036 + Opts. to 2051



SANCTUARY  
early learning adventure

Ashmore (Gold Coast) QLD  
5-9 Freda Street

Guaranteed rental growth with fixed 3% annual increases  
Tenant pays all usual outgoings incl land tax & management fees  
**Net Income: \$457,217 pa + GST**

- + Highly qualified, premium childcare provider with multiple centres
- + State-of-the-art facility, 118 LDC places, 6 classrooms + substantial 836 sqm play area
- + Significant landholding of 3,292 sqm
- + Strategically positioned within an established residential community and in close proximity to Ashmore State School, Trinity Lutheran and Benowa State School



**Contact**  
Jamie Dewe 0410 350 273  
Adam Thomas 0418 998 971  
Michael Vanstone 0403 580 528  
Doug Doyle 0400 564 623



**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW



## Medical & Essential Service Investment Rare & Secure 17+7 Year Lease to 2041



Mooloolaba (Sunshine Coast) QLD  
77 Mooloolaba Esplanade

- + Long standing tenants, Mooloolaba Beach Pharmacy (95% income) & Medical
- + Highly successful business, operating for 50+ years
- + Refurbished building, entire ground retail floor of 401 sqm
- + Sunshine Coast economy has doubled over last decade to over \$10b, with a population of 350,000+ and set to surpass 470,000 by 2036

Fixed 4% annual rent increases  
Tenants pay all usual outgoings

**Net Income: \$389,839 pa + GST (as at December 2020)**

**Contact**  
Doug Doyle 0400 564 623  
Raoul Holderhead 0413 860 304  
Glenn Conridge 0413 873 337

**Investment Portfolio Auction**  
11am AEST  
Wednesday 23 September

## Global Mining Giant - 10%+ Yield Strategic Training & Office Facility



Emerald QLD  
32 Hawkins Place

Secure 10 year lease Dec 2023  
plus options to 2033

Fixed 4% increases

**Income: \$159,053 pa (Dec 2020)**

+ Precision Energy Services (Australia) wholly owned subsidiary of Weatherford - Market Cap \$144.2m

+ Tenant pays all usual outgoings  
+ Important 3,778 sqm freehold training facility adjoining regional HQ

+ Emerald: thriving regional centre with \$6 billion annual output

**Contact**  
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Glenn Conridge 0413 873 337

**Investment Portfolio Auction**  
11am AEST  
Wednesday 23 September

**Buyer Registration**  
By 4pm Friday 18 September  
burgessrawson.com.au/register/melb



## Beachfront Retail Investment 6 Storey Zoning

Hervey Bay (Torquay) QLD  
470 Charlton Esplanade

Yield expectations: 7% plus

Prime corner site opposite the beach in the heart of Hervey Bay tourism precinct

**Net Income: \$108,915 pa + GST**

- + Multi-storey zoning for apartments and retail
- + New 5 year lease to iconic Italian restaurant (No. 1 Tripadvisor) established for over 20 years plus 2 other tenancies
- + Land Area: 761 sqm
- + Building Area: 416 sqm
- + Tenants pay outgoings as per the lease
- + D.A. approval in place ready to build 2 townhouses at the rear

**Contact**  
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Michael Gilbert 0430 024 790

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW

## 15 Year Triple Net Lease to BWS (ALH) Drive Thru Bottle Shop + Hotel

Ingham (Near Townsville) QLD  
43-49 Herbert Street

15 year lease to 2034  
plus 5 x 10 year options to 2084

Prominent Bruce Hwy location

**Net Income: \$97,000 pa + GST**

- + The only drive thru bottle shop in town
- + Large, 4,046 sqm block of land with 2 street frontages
- + Comes with a 25 bedroom hotel plus bar plus 3 pokie licences
- + Rare Triple Net Terms – BWS (ALH) pay for all repairs, management, taxes, insurance
- + Easy to own premium tenant investment with zero outgoings paid by you



**Contact**  
Michael Gilbert 0430 024 790  
Glenn Conridge 0413 873 337

**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW



9 DUTTON ST  
WALKERSTON QLD

11 DUTTON ST  
WALKERSTON QLD

\*Outline/Boundaries Indicative Only



9 Dutton Street Walkerton QLD



11 Dutton Street Walkerton QLD

## 2 Prime Entry Level Investments Opposite Woolworths

Walkerston (Mackay) QLD  
9 & 11 Dutton Street

To be sold in one or separately

Growth precinct 14 km from  
Mackay CBD

Mackay is a major regional city,  
population of 120,000

### Walkerston Country Plaza

- + Fully leased with Govt. Municipal Library since 1992, bakery, café, hairdresser, pilates, media & ATM
- + Net Income: \$106,264 pa + GST

### Walkerston Professional Centre

- + Modern 2 storey freehold with Australia Post in occupation for 20 years plus renewed lease to industry training office
- + Net Income: \$42,639 pa + GST



**Contact**  
Glenn Conridge 0413 873 337  
Michael Gilbert 0430 024 790



**Investment Portfolio Auction**  
11am AEST  
Tuesday 15 September  
Doltone House Hyde Park,  
Sydney, NSW



MELBOURNE CBD

ALTONA STATION

APPROVED  
33,000 SQM\* DHL  
DISTRIBUTION CENTRE

75,000 SQM\*  
FUTURE INDUSTRIAL  
DEVELOPMENT

BRAND NEW  
4,752 SQM\*  
BUSINESS PARK

APPROVED  
DRIVE THRU  
PAD SITE

\*Outline/Boundaries Indicative Only



## Securely Leased to 2032 Plus Options Pad Site 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 November 2017, with major depreciation tax benefits
- + 15 year lease to 2032 plus options
- + Annual fixed 3% rent increases
- + Strategic industrial gateway location 2.2 km\* from West Gate Fwy with 60 logistics facilities within 5 km\*
- + Altona/Altona North: Inner suburbs (13 km\* to CBD), with forecast 54% population growth by 2041^



**Contact**  
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Jamie Perlinger 0413 860 315  
Zomart He 何梓轩 0488 220 830  
Scott Meighan 0413 830 709



**Investment Portfolio Auction**  
11am AEST  
Wednesday 23 September



**Buyer Registration**  
By 4pm Friday 18 September  
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## Long Established Childcare Investment Leased to ASX Listed – G8 Education



**Pakenham VIC**  
7 Village Way (corner Fitzroy St)

Net Lease to G8 Education to 2023 + options to 2043

Annual 3.5% rent increases

Purpose-built 120 place centre

**Net Income: \$259,081 pa + GST**

- + G8 Education: Australia's largest ASX-listed early education provider with 470+ centres
- + Current rent below market with Market Review (with ratchet provisions) due in 2023
- + Tenant pays all (including land tax from 2023) outgoing
- + Large 2,500 sqm corner site opposite Lakeside Square SC and 200m from Train Station

**Contact**  
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Zomart He 何梓轩 0488 220 830

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Wednesday 23 September

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## Brand New Medical Centre Secure Specialist Leases – 100% Occupancy

**Wangaratta VIC**  
6 Green Street

Experienced practitioners with WALE 4.56 years

Mostly fixed rental increases, assuring growth

**Income: \$227,804 pa + GST**

- + New quality 570 sqm building constructed 2019, significant depreciation allowances
- + All tenants pay usual outgoing
- + Strategic 2,227 sqm site 150m from Wangaratta's Northeast Health Hospital
- + Important 29 on-site car spaces
- + Wangaratta: progressive regional city servicing catchment population over 58,000

**Contact**  
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Shaun Venables 0411 860 865

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## Freestanding Industrial Investment Renewed Lease to 2024 Plus Options



Breakwater (Geelong) VIC  
13-17 Industrial Place

Industrial: The most sought after commercial property type<sup>c</sup>

Annual fixed 3.5% increases

Just 3.5km to Geelong CBD

Estimated Net Rent: \$187,057 pa

- + Award winning tenant: A top dealer for Hino Trucks Australia, recently expanded to Ballarat
- + Hino's June sales at record highs<sup>a</sup>
- + Significant 3,787 sqm site in booming industrial precinct with 0% vacancy rate above 500 sqm<sup>c</sup>
- + Supported by Bunnings Trade, CSR, Coles and Barwon Water
- + Greater Geelong: Forecast to add 129,936 new residents by 2041<sup>#</sup>

**Contact**  
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Beau Coulter 0413 839 898  
Jamie Perlinger 0413 860 315

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Wednesday 23 September

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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**  
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Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
11am AEST  
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## 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**  
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## Renewed Lease to Westpac Secure Entry Level Investment



Robinvale VIC, 91 Perrin Street  
(corner George Street)

Renewed 2 year lease to 2022  
plus option to 2024

Westpac on-site for 26+ years  
**Net Income: \$23,165 pa + GST  
(as at 17 September 2020)**

- + Westpac: ASX listed top 4 company with \$60.03 billion market cap (August 2020)
- + Tenant pays all usual outgoings including Land Tax
- + High profile 428sqm corner site with 49 metre dual street frontage and 2 car parks on-title
- + Robinvale: In the heart of Victoria's 'Food Bowl' - \$394 million agricultural sector

**Contact**  
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Jamie Perlinger 0413 860 315

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Wednesday 23 September

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# Success during the pandemic

Burgess Rawson has been the most active commercial agency\* in the commercial freehold investment sector since the WHO pandemic declaration on 11 March, navigating the various restrictions imposed on the property industry without missing a beat.

Despite the pandemic and a lot of broad brush negative commentary regarding the commercial property market, essential service businesses have been well-placed to benefit from community lockdowns.

For instance, Dan Murphy's and BWS reported a 21.4% revenue increase in the first 10 weeks of the June quarter and commercial property investors are responding accordingly.

There's still great demand in the market, particularly for properties leased to tenants in designated essential service sectors, resulting in yield compression for liquor, supermarket, pharmacy, medical, fuel, childcare, logistics and government-leased freehold investments.



96

Properties Sold



73

EOI and Private Treaty Sales



\$266 million

Total Sales Volume



\$216 million

Essential Service Sales

## Sales highlights since 11 March 2020



**HUNGRY JACK'S**  
Cairns QLD

Price \$5,210,000  
Yield 4.74%  
Date 24 June 2020



**CENTRELINK**  
Nelson Bay NSW

Price \$2,015,000  
Yield 5.87%  
Date 23 June 2020



**LIBERTY/VIVA ENERGY**  
Rosebud VIC

Price \$7,600,000  
Yield 5.53%  
Date 15 March 2020



**WOOLWORTHS PETROL**  
Umina Beach NSW

Price \$3,520,000  
Yield 5.20%  
Date 4 August 2020



**LIQUORLAND**  
Frankston VIC

Price \$1,900,000  
Yield 5.24%  
Date 27 March 2020



**TOOYOOR AL JANNAH**  
Condell Park NSW

Price \$2,350,000  
Yield 5.74%  
Date 19 June 2020



**7-ELEVEN**  
Redbank Plains QLD

Price \$5,550,000  
Yield 5.95%  
Date 24 June 2020



“Demand in designated essential service sectors is very high... and supply is extremely low. This has led to huge wins for vendors in these sectors.”

## Sales highlights since 11 March 2020



### 7-ELEVEN

Jerrabomberra (Canberra Region) NSW/ACT

Price \$6,850,000  
Yield 4.88%  
Date 18 April 2020



### IMAGINE CHILDCARE

Werribee VIC

Price \$5,702,000  
Yield 5.86%  
Date 24 June 2020



### NIDO EARLY SCHOOL

Padbury WA

Price \$4,605,000  
Yield 6.48%  
Date 24 June 2020



### BUPA DENTAL

Rye VIC

Price \$1,110,000  
Yield 5.33%  
Date 31 March 2020



### SHELL/OPORTO

Berkley Vale NSW

Price \$7,950,000  
Yield 5.97%  
Date 4 August 2020



### KFC

Taree NSW

Price \$2,550,000  
Yield 5.71%  
Date 7 May 2020

Call today to discuss how we can help you take advantage of these unique market conditions.

ACT	02 6152 9113
NSW	02 9232 6288
QLD	07 3220 3611
SA/NT	03 9613 0400
VIC/TAS	03 9613 0400
WA	08 9288 0288

# Q&A

## with Adam Thomas

DIRECTOR OF SALES, MELBOURNE

### How has the childcare property market fared during the unpredictability of 2020.

#### Q. How has early learning property been impacted by COVID-19?

A. "Many parts of the commercial property industry are as strong now as they were pre-COVID and the early learning sector is a clear example.

Our data shows that childcare yields have held firm by directly comparing the sale of early learning centres pre-COVID with recent sales results.

For instance, our sales of Bluebird Education, Cranbourne East (VIC) and the sale of Little Palace ELC, Gymea (NSW) both in October 2019 can be directly compared to the sales of recent campaigns. Wallaby Childcare in Epping (VIC) and an independent childcare in Condell Park (NSW) both sold during this period. The locations, licensed places, price per place and tenure are all comparable.

The respective Victorian yields were Cranbourne East 5.98% and Epping 5.99% and New South Wales' yields were Gymea 5.43% and Condell Park 5.74% showing that COVID-19 did not affect childcare yields from October 2019 to June 2020.

Bipartisan federal government support has always been a critical driver of this industry. This was illustrated by the sector being one of the first to receive Government funding support when COVID-19 hit. Around one million families received the assistance, totalling more than \$1.6 billion\*. In addition, the sector's workforce of 200,000 received more than \$1 billion through the Government's new JobKeeper payment\*. The size of this commitment demonstrates how essential the early learning sector is to our economy.

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

There is no doubt that higher unemployment in a post-COVID economy will have far-reaching effects. The Government needs to rebuild the economy and childcare equals workforce participation.

We predict the Government will further improve the current Child Care Subsidy (CCS) which is currently means and work tested to better reflect the population and shifts in demand.

Centre occupancy rates may contract, driving innovation by operators. We predict a greater level of investments by operators in existing centres to better compete. This will also lead to a stabilising of rent per place which historically has increased exponentially.

Investors will look to de-risk and seek clean, passive investments. Early learning property continues to offer attributes that investors are favouring such as long net leases, quality tenants underpinned by land value and intrinsic business value. As a result, we predict childcare being a favourite for investors in a post-COVID world.



Source: #www.pm.gov.au



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

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