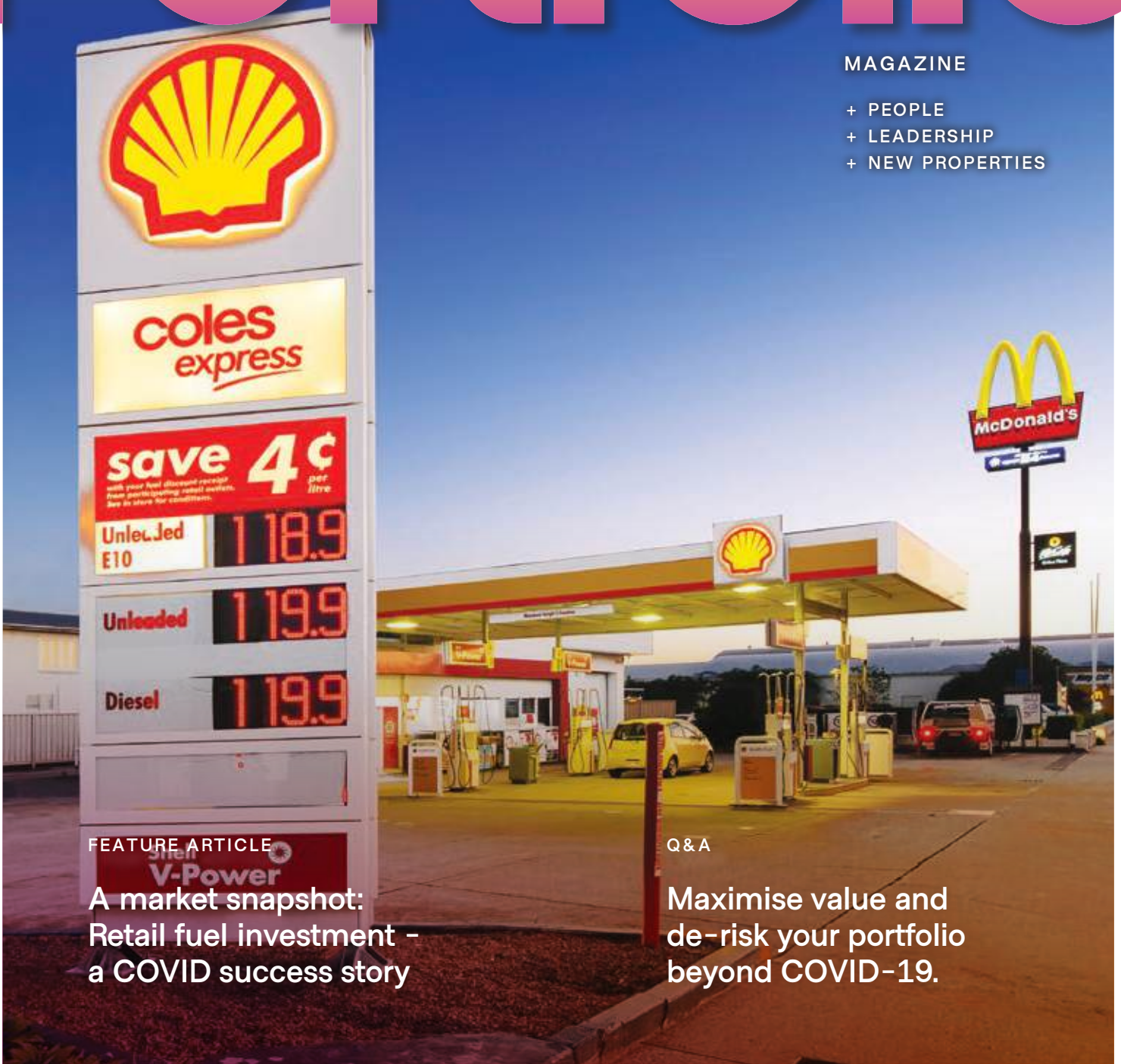


# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES



FEATURE ARTICLE

**A market snapshot:  
Retail fuel investment –  
a COVID success story**

Q&A

**Maximise value and  
de-risk your portfolio  
beyond COVID-19.**



# Our Asset Management team is here to help you.

Now more than ever, entrust your investment with a highly experienced asset management team.

Throughout COVID-19, more and more landlords have turned to Burgess Rawson to protect their investments.

We have been on the front foot from the very beginning, working proactively with our landlords and tenants to manage the challenges of a global pandemic.

With decades of property management experience, and in excess of \$11 billion assets in management across Australia, our dedicated Burgess Rawson asset management teams can increase your property's value and identify opportunities for growth.

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Q&A: Lauren Battams ..... 63



Q&A with Lauren Battams p63

Portfolio Auctions p10

A market snapshot p06

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

# Highlights

Burgess Rawson is ending the year on a high note with the largest listing of properties since the pandemic was declared in March. We are offering a huge portfolio of 40 properties including big name tenants, brand new properties, brand new leases and incredible rental returns. The calibre of this portfolio is exceptional.



**Dan Murphy's** p. 24

Location: Gladesville NSW  
Income: \$409,942 pa + GST  
Auction



**Impressive Childcare Investment** p. 14

Location: Cranbourne VIC  
Income: \$385,516 pa + GST  
Auction



**Significant Beachfront Trophy Investment** p. 46

Location: Hervey Bay QLD  
Income: \$703,822 pa + GST  
Auction



**Westpac/Development Opportunity** p. 50

Location: Browns Plains (Near Brisbane) QLD  
For Sale by Expressions of Interest



**Freestanding Fuel Investments** p. 20

Location: Minto NSW  
Income: \$133,935 pa + GST  
Auction

# Welcome



EDITOR Billy Holderhead

BILLY.HOLDERHEAD

Welcome to the December edition of Portfolio Magazine.

It goes without saying that this year has presented more challenges, twists and turns than ever before.

A positive throughout the year has been the dedication and persistence of the Burgess Rawson team across Australia. As soon as the pandemic was declared, the team rolled up their sleeves and got on with it.

The hard work certainly paid off - Burgess Rawson has been the most active agent throughout COVID-19[1] and according to NAB, during a time of record low confidence in our market.

I believe this success can be attributed to a wide number of factors, but principally our track record, knowledge, responsiveness and relationships.

Our 'no nonsense' approach has enabled us to cut through the noise, have honest and open conversations and act quickly.

The results are impressive. We have successfully completed more private sales and EOI campaigns on the eastern seaboard than ever before.

In a 'normal' year, more than 90% of our sales are generated via the Portfolio Auctions. This year, 69% of sales transactions have been via private treaty or EOI.

What does that say about our team? That we have been able to turn the widespread negative commentary on its head. We're doing business differently and in doing so, we've added more strings to our bow.

There were a lot of firsts this year, including our first remote or virtual auction and our first foray into online auction bidding. We were forced to change and communicate with the market differently, but it has enabled us to provide our clients with an improved service offering that we are all proud of.

As this is our final Portfolio Magazine for 2020, we extend our best wishes to you and your families for a wonderful festive season. We look forward to the state borders opening so we can reunite with loved ones and take the time to rest and relax after an extraordinary year.

Looking ahead, 2021 is already gearing up to be a big one and we look forward to getting straight back into it!



## Portfolio Team

EDITOR Billy Holderhead  
ASSOCIATE EDITOR Lauren Battams  
PRODUCTION MANAGER Amanda King  
ADVERTISING Stephen Lovison  
CREATIVE & DESIGN Bryan Karman  
PHOTOGRAPHY Various

BURGESSRAWSON.COM.AU

Burgess Rawson's Portfolio Magazine requires a creative collective committed to producing a premium property publication that people just won't want to put down.

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

# A market snapshot



In this edition of Portfolio magazine, Burgess Rawson Director Billy Holderhead takes a look at the top three drivers currently impacting market conditions.

## 1 Demand for Essential Service Investment & COVID Winners

Burgess Rawson's focus throughout the pandemic has been on essential service investments, which has made up \$393 million (or 83 per cent) of our sales. Demand for liquor, supermarket, pharmacy, fuel, childcare and government investments, for instance, is more intense than ever and we can now demonstrate that there has been no COVID-19 related price deterioration in these sectors.

Demand for freehold investments leased to non-discretionary businesses has accelerated over the past 12 months, in particular with private 'mum and dad' investors looking for an alternative to the residential market attracted by greater security and long-term returns that commercial property provides.

There has been a clear distinction between properties where tenants have traded through COVID-19 and those that have not.

Despite a lot of broad brush negative commentary regarding the retail market, essential service businesses have been well-placed to benefit from community lockdowns. Buyers are aware of this and recognize the 'defensive' qualities of these investments. An example of this was our recent record breaking off market sale of Dan Murphy's in Wangaratta. We broke our own regional yield record in the large format liquor sector with the \$8.1 million sale, reflecting an initial yield of 3.68% based on the estimated base rent or 4.34% including the estimated turnover rent.

At the very top end of the retail investment market, there has been no freestanding, long term Coles, Woolworths or Bunnings investments sold on the open market this year. In stark contrast, last year there was a total of 16 Coles, Woolworths and Bunnings freestanding properties sold in this prized sector, with a combined value of \$280 million.

This huge, pent up demand will result in records being broken next year.

## 2 Uncertainty in the Stock Market

Between 10 March and 23 March, the ASX 200 fell by 23%, from 5,939 points down to 4,546 points.

Despite a grim outlook for many companies within the top 200, the index has recovered back up to 6,123.

Volatility like this is why investors are turning to the stability and security of quality real estate investments, with secure income streams and predictable returns.

## 3 Record Low Interest Rates

Thanks to interest rate cuts on 3 March and 3 November, market conditions have actually improved for sellers of A-Grade properties.

Interest rates on term deposits have deteriorated, heightening buyer urgency in competitive campaigns which has translated to yields equivalent to or better than the pre-COVID market for essential service-leased assets.

### Burgess Rawson Sales Highlights throughout COVID



155

Properties Sold



100

EOI and Private Treaty Sales



\$472 million

Total Sales Volume



\$393 million

Essential Service Sales

# Retail fuel investment - a COVID success story

Since October 2019, there have been 109 freehold investments worth \$614 million traded in the open market across the fuel sector Australia-wide\*. Burgess Rawson has handled 75 of these sales, representing a market share of 69%.

Burgess Rawson Director Jamie Perlinger provides an insight into the current retail fuel market.

The strength of essential service-leased freehold investments is due to increased demand and competition from many investors who are, now, looking only for “defensive” assets that can trade through any similar situations, should they arise in the future.

The designation of fuel as an essential service has been a major win for owners

of fuel investments. Analysis of the market demonstrates that yields have compressed through COVID-19-in a record high-supply environment.

This table shows a comparison of all available fuel freehold investment sales divided into two comparable periods:

## Post-COVID

Since 11 March, when the WHO declared the pandemic, there have been 51 fuel freehold sales worth a combined value of \$294 million. The blended yield of all post-COVID sales is running at 6.10%.

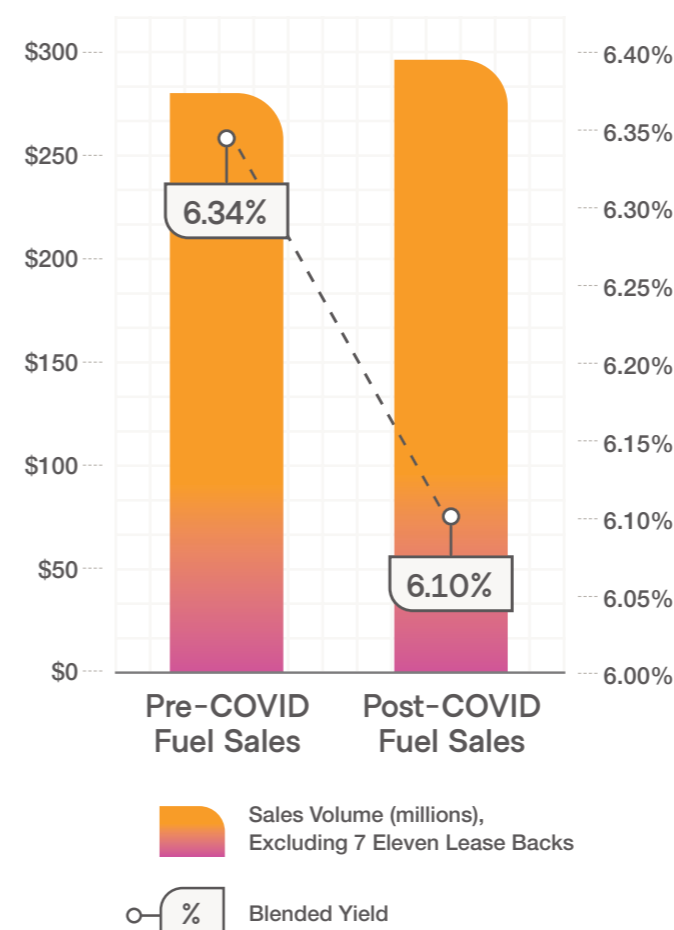
## Pre-COVID

Comparing like-for-like, the 51 sales in the fuel sector prior to 11 March (excluding the 33 7-Eleven leasebacks\*) sold for a combined \$286 million at a blended yield of 6.34%.

This yield compression speaks to the fundamentals of the asset class and is extraordinary in the context of, not only the pandemic, but record supply.

Supply in the fuel freehold investment sector is currently running at record levels with 109 sales transacting in the last 12 months. This is 45.3% above the previous record of 75 sales in the 12 months ending December 2019.

And this is just the tip of the iceberg. Demand for fuel will only increase with road traffic volumes returning to pre-COVID levels in every capital city outside of Melbourne. In addition, used car sales are up and public transport use is down. These trends will create very favourable conditions for retail fuel sales. The next 12 months is shaping up to be another stellar year for fuel investment.





# Investment Portfolio Auctions

## SYDNEY

11AM AEDT  
TUESDAY 8 DECEMBER 2020

## MELBOURNE

10:30AM AEDT  
WEDNESDAY 9 DECEMBER 2020

## Sydney Portfolio Auction Listings

11am AEDT Tuesday 8 December 2020, Yallamundi Rooms, Sydney Opera House

Tenant	Location	State	Income pa	Page
Shopping Centre	Wagga Wagga	NSW	\$445,208	35
Dan Murphy's	Gladesville	NSW	\$409,942	24
Medical Centre	Kempsey	NSW	\$358,971	36
ANZ Bank	Port Macquarie	NSW	\$326,411	37
Retail Shops	Kingscliff	NSW	\$315,505	32
Liberty/Viva Energy	Narranderra	NSW	\$256,639	38
GPC Asia Pacific	Clyde	NSW	\$200,000	39
Shell/Viva Energy Australia	Maitland	NSW	\$164,280	20
5 Premium Investments	Drummoyne	NSW	\$161,916	26
Commonwealth Bank	Bega	NSW	\$136,121	40
Shell/Viva Energy Australia	Minto	NSW	\$133,935	20
ANZ Bank	Queanbeyan	NSW	\$120,428	41
Medical Centre	Wyoming	NSW	\$94,946	42
Sonic Healthcare	Armidale	NSW	\$76,632	43
Retail Shops	New Lambton	NSW	\$63,237	44
Retail	Hervey Bay	QLD	\$703,822	46
ANZ Bank	Sunshine Coast	QLD	\$219,531	49
Shell/Viva Energy Australia	Ingham	QLD	\$156,100	20

### Upcoming Sydney Auction Dates:

Yallamundi Rooms, Sydney Opera House, Sydney

Portfolio 142  
23 February 2021

Portfolio 143  
30 March 2021

Portfolio 144  
11 May 2021

Portfolio 145  
22 June 2021

# Melbourne Portfolio Auction Listings

10:30am AEDT Wednesday 9 December 2020

Registered bidders only

Tenant	Location	State	Income pa	Page
United Petroleum + Retail	Cranbourne North	VIC	\$400,600	54
Imagine Childcare & Kindergarten	Cranbourne	VIC	\$385,516	14
7-Eleven	Maribyrnong	VIC	\$323,525	16
Cheap as Chips, Flight Centre and Butcher	Bairnsdale	VIC	\$258,716	55
Office Building	Bendigo	VIC	\$254,952	56
7-Eleven	Mulgrave	VIC	\$252,919	18
Mayfield Childcare Limited	Melton	VIC	\$155,000	58
St Vincent de Paul	Campbellfield	VIC	\$106,090	59
Bakery	Craigieburn	VIC	\$50,749	60
Treasure Hunters	Colac	VIC	\$48,000	61
Retail Shops	Sunshine Coast	QLD	\$204,904	48
Red Rooster	Rockhampton	QLD	\$171,735	51
Starbucks	Berrinba	QLD	\$157,922	22
Pacific Petroleum	Brisbane	QLD	\$130,000	52
Bridgestone	Berrinba	QLD	\$100,000	22
Sparkles Car Wash	Berrinba	QLD	\$90,000	22
NAB	St George	QLD	\$40,907	53

## Upcoming Melbourne Auction Dates:

Portfolio 142 24 February 2021	Portfolio 143 31 March 2021	Portfolio 144 12 May 2021	Portfolio 145 23 June 2021
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# For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
Metcash Shopping Centre	Yass	NSW	\$610,582	Expressions of Interest	30
Commercial Office Building	Gosford	NSW	\$600,693	Expressions of Interest	34
United Petroleum	Kew	VIC	\$188,102	Expressions of Interest	57
Westpac/Development Site	Browns Plains	QLD	\$180,765	Expressions of Interest	50
Commonwealth Bank	Cootamundra	NSW	\$51,793	Expressions of Interest	45

## December Portfolio Auctions Guide to Bidding

Please note the bidding/registration processes for our events:

### Sydney | Tuesday 8 December

Yallamundi Rooms, Sydney Opera House NSW Government registered COVIDsafe Venue.

In-person: Attendee registration upon arrival.

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

### Melbourne | Wednesday 9 December

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 9 December.



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

# Impressive Childcare Investment Opening January 2021



## New 20 + 10 + 10 Year Lease to 2060 Sought-after Triple Net Lease Terms



Cranbourne VIC  
50 Banyan Drive

Annual 3% rent increases  
with ratchet provisions

Tenant pays all outgoings  
including Land Tax

**Net Income: \$385,516 pa + GST**

- + Imagine: long established and highly successful provider with 12 centres nationally
- + Brand new double storey facility licensed for 124 LDC places
- + Prominent 2,670 sqm site opposite Cranbourne West SC and 200m from Cranbourne Secondary College (opening 2021)
- + Significant depreciation benefits

**Contact**  
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Natalie Couper 0413 856 983

**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December





# Brand New Metro Melbourne 7-Eleven New 12 Year Net Lease

## Prestigious 7-Eleven Investment Annual Fixed 3% Rent Increases



Maribyrnong (Maidstone) VIC  
10 Hampstead Road

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

Excellent depreciation, 74% of  
rent potentially tax deductible#

**Net Income: \$323,525 pa + GST**

- + Freestanding retail investment, seamlessly integrated with new Starbucks (opening 2021)
- + Attractive net lease with annual compounding 3% rent increases
- + Strategic location 1.5 km from Highpoint and Bunnings
- + Maribyrnong City: 8 km from Melbourne CBD, forecast 72% population growth by 2041^

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 Zomart He 何梓轩 0488 220 830  
 Raoul Holderhead 0413 860 30

**Investment Portfolio Auction**  
 10:30am AEDT  
 Wednesday 9 December

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**BRIX**  
 PROPERTY GROUP  
 #Napier&blakely ^Profile.id



\*Outline/Boundaries Indicative Only



# An Absolute Trophy Adjoining Waverley Gardens Shopping Centre

18 Year Lease to 2035 + Options to 2045  
 Tenant Refurbishment Before 2023



Mulgrave VIC, corner Police Road & Hansworth Street

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

Landlord-favourable, Net lease terms

**Net Income: \$252,919 pa + GST**

- + Thriving retail position adjoining Waverley Gardens SC
- + Waverley Gardens 124 traders, 1979 car spaces, 6M+ visitors annually
- + Strategic 2,150 sqm corner site, with combined 90m road frontage
- + Position perfect 350m to Monash Fwy & 21,800 cars passing daily
- + Mulgrave: established residential suburb, 25km S/E of CBD

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**Investment Portfolio Auction**  
 10:30am AEDT  
 Wednesday 9 December

# Three Freestanding Viva Energy Investments Rare Triple Net Leases



## Set-and-Forget Investments with Guaranteed Rental Growth

Viva Energy (ASX: VEA), a blue-chip \$2.9 billion ASX200 company and Shell's Australian licensee with 1,292 retail sites

Rare triple net leases, tenant responsible for rates, insurance, land tax, structural maintenance and replacement (including fuel tanks)

- + Securely leased to 2026 plus seven 10 year options to 2096
- + Annual, fixed compounding 3% rent increases
- + Strategic essential service investments sub \$3 million price range

For more information and campaign updates go to:  
[www.burgessrawson.com.au/vivaportfolio](http://www.burgessrawson.com.au/vivaportfolio)

Western Sydney NSW:  
Minto, 73 Pembroke Road

- + Important 1,882 sqm\* gateway site
- + Minto Marketplace (Woolworths, Kmart), Aldi, KFC, McDonald's, Hungry Jack's and Minto Station all within 900 metres\*
- + Minto: Central suburb of Campbelltown City, 36km from Sydney CBD, with a population of 175,527 forecast to grow 57% by 2036<sup>1</sup>
- + Estimated net rent: \$133,935 pa

Newcastle Region NSW:  
Maitland, 233 High Street

- + 1,633 sqm\* site between New England Hwy and Maitland CBD
- + Woolworths, Kmart, Town Hall, Centrelink, VW, Subaru, Honda and Train Station (park and ride) all within 900 metres\*
- + Directly opposite brand new \$10.5 million sports grounds
- + Maitland: 25 km from Newcastle, with growing population of 85,166<sup>2</sup>
- + Estimated net rent: \$164,280 pa

North Queensland:  
Ingham, 113 Cartwright Street

- + Prominent 1,541 sqm\* CBD site with 69 metre\* frontage
- + Adjoins McDonald's with Woolworths, KFC, Toyota, Harvey Norman, Mitre 10, Domino's, Goodyear and Ingham Station all within 300 metres\*
- + Ingham: 100 km north of Townsville, capital of Hinchinbrook Shire
- + Estimated net rent: \$156,100 pa



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 Dean Venturato 0412 840 222  
 Rhys Parker 0451 101 042  
 Doug Doyle 0400 564 623



**Investment Portfolio Auction**  
 11am AEDT, Tuesday  
 8 December, Sydney  
 To be sold Individually

1.id 2.Remplan \*approx

# Three New Convenience and Auto Investments Boom Brisbane Location



## New 10 and 12 Year Leases to Top-tier, Corporate Tenants

Berrinba (Browns Plains) QLD  
188-202 Wayne Goss Drive  
(Corner Browns Plains Road)

Landlord-friendly net leases direct to “head office” tenants  
All leases with annual compounding 3% rent increases  
Significant depreciation benefits

- + Strategic Logan Motorway corridor location surrounded by major logistics facilities (Google, Charter Hall, GPT, Frasers, Toll, Metcash) and Woolworths shopping centre
- + Logan: Local population forecast to grow by 50% to 500,000 by 2036<sup>1</sup>, attracting \$1.7 billion in industrial development in the last 18 months<sup>2</sup>



Lot 1, Building A

- + New 10 year lease to Bridgestone Australia, wholly owned by a \$30 billion public company
- + Australia’s #1 tyre retailer with 339 stores nationally<sup>3</sup>
- + New 609 sqm\* facility with 37%\* of rent potentially tax deductible<sup>4</sup>
- + Estimated net rent: \$100,000 pa



Lot 2

- + New 10 year lease secured by bank and personal guarantees
- + Sparkles: Fast growing network of 15 sites across Queensland
- + Easy access 1,597 sqm\* site with significant depreciation, 56% of rent potentially tax deductible<sup>4</sup>
- + Estimated net rent: \$90,000 pa



Lot 4

- + New 12 year lease to Starbucks, a division of Withers Group and 7-Eleven stablemate, top national retailer with 765 stores combined
- + New 1,982 sqm\* drive thru site with 21 car spaces and 48% of rent potentially tax deductible<sup>4</sup>
- + Estimated net rent: \$157,922 pa

Proudly Developed by



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**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December  
To be sold Individually

<sup>1</sup>City of Logan <sup>2</sup>The Urban Developer  
<sup>3</sup>GapMaps <sup>4</sup>Napier & Blakeley  
\*approx



# Rarely Offered Dan Murphy's Freehold Investment

Outline/Boundaries Indicative Only



## Homeward-bound Exposure to 46,500+ Cars Daily

Gladesville NSW  
328-332 Victoria Road

15 year lease to 2030  
+ options to 2060

'Triple A' corner position

**Net Income: \$409,942 pa + GST**

- + Strategic location 11 km from CBD and close to McDonald's, KFC, Oporto & Subway
- + Affluent growth location & emerging multi-story residential development precinct
- + Modern building of 1,344 sqm on large 1,721 sqm main road site
- + Busy inner Sydney location within significant trade catchment
- + Valuable onsite basement parking for 38 cars



**Contact**  
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**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Brand New Development Strong Tenants with Long Leases

77-105 Victoria Road  
Drummoyne NSW

To be sold separately

Young, wealthy demographic  
with high disposable income

Fixed rent increase, minimum 3%

- + Bustling Victoria Road location
- + Strong population growth just 6 km from Sydney CBD
- + Fantastic transport links
- + Valuable depreciation benefits
- + Incomes from \$66,133 + GST



**Contact**  
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**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



SHOP 4



SHOP 3



SHOP 1



SHOP 2



SHOP 8

Shop 4  
Ribs & Burgers



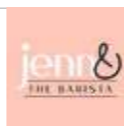
- + 11 year lease to 2030
- + Prime corner location on Victoria Road
- + National gourmet fast food chain
- + 198 sqm property area
- + Fixed 3.25% rent increases
- + **Net Income: \$161,916 pa + GST**

Shop 1  
Thai La-Ong



- + New 8 + 5 year lease to 2032
- + Premium multi-outlet operator
- + 149 sqm property area
- + Fixed 3.25% rent increases
- + **Net Income: \$143,139 pa + GST**

Shop 2  
Jenn & The Barista



- + 8 year lease to 2027
- + Strong trader in busy location
- + 48 sqm property area
- + Fixed 3.25% rent increases
- + **Net Income: \$66,133 pa + GST**

Shop 3  
Dumplings & Beer



- + New 9 year lease to 2029
- + Fast growing Sydney chain
- + 74 sqm property area
- + Fixed 3% rent increases
- + **Net Income: \$76,722 pa + GST**

Shop 8  
FINEPRINT co



- + 5 + 5 year lease to 2024
- + Nationwide fine print company
- + Wide frontage to Victoria Road
- + 89 sqm property area
- + Fixed 3.25% rent increases
- + **Net Income: \$66,248 pa + GST**



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**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



# Neighbourhood Shopping Centre Anchored by Metcash Ltd (ASX: MTS)

## Realisation Sale: Supermarket-Based Value-Add Opportunity

Yass NSW  
53 – 67 Laidlaw Street

Growing commuter location,  
54km from Canberra CBD

Entry-level, sub \$10 million  
shopping centre investment

**Estimated Net Rent: \$610,582 pa**

- + 19,463 sqm\* Hume Hwy gateway site with 211 metre\* frontage
- + Popular centre including liquor, medical, pharmacy and Domino's
- + 98% of rent from essential service and/or ASX200 tenants
- + Low 25% site coverage and 1,240 sqm\* vacant pad site
- + House prices up 9.3% since March<sup>1</sup> and forecast 53.8% population growth by 2036<sup>2</sup>



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**Expressions of Interest**  
Offers Closing  
3pm AEDT  
Thursday 10 December

<sup>1</sup>realestate.com.au  
<sup>2</sup>.id Yass Valley \*approx





# Blue Chip Beachfront Retail Trophy Investment

\*Outline/Boundaries Indicative Only



\*Outline/Boundaries Indicative Only

## Premium, High Growth Location Queensland/NSW Border

Kingscliff (Northern Rivers) NSW  
78-80 Marine Parade

100% leased investment, tenants pay all outgoings, as per leases

Five shopfronts with total of 455 sqm lettable area + alfresco

**Net Income: \$315,505 pa + GST (as at May 2021)**

- + Longstanding and successful retail operators
- + Guaranteed rental growth with fixed compounding 3.5% and 4% annual increases
- + 2 km from new regional hospital under construction (\$673 million)
- + Strong Shire population 97,000 with 35% increase by 2041
- + Standout border town location 30 mins. from Byron Bay and 15 mins. from Coolangatta (Gold Coast Airport)

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**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Prime CBD Commercial Building Fully Leased to Top Tier Tenants

Gosford (Central Coast) NSW  
4 Watt Street

Attractive 7-7.5% net yield anticipated

Whole commercial building, already strata titled

**Net Income: \$600,693 pa + GST**

- + 90% of income secured by national & Government tenants
- + Quality improvements and significant tenant fit-outs
- + Add value opportunity – NLA can be expanded (STCA)
- + Convenient lift access & valuable basement carpark
- + Near Gosford Train Station, Council carparks & Shopping Centre



**Contact**  
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**Expressions of Interest**  
Offers Closing  
3pm AEDT  
Thursday 10 December  
(Unless Sold Prior)



## Proven Neighbourhood Shopping Centre 7 Year Renewed Supermarket Lease

Wagga Wagga NSW  
231 Bourke Street

Attractive yield anticipated

Established neighbourhood shopping centre with ideal tenant mix

**Net Income: \$445,208 pa + GST**

- + 7 year renewed supermarket lease from July 2020 (64% of income)
- + Strategic location adjacent to hotel, service station and schools
- + Large 8,378 sqm site with 2 street frontages of 100 m each
- + Surrounding developing suburbs will ensure future population growth and density
- + Wagga Wagga: NSW's largest inland City with expansive 160,000 catchment



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Kieran Bourke 0417 418 007

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Largest Medical Centre in Kempsey ASX Listed Tenants



Kempsey NSW  
35 Belgrave Street

Dominant Healthcare Centre with Imaging, GP/Surgery and Pathology

Leases through to 2026  
+ options to 2041

**Net Income: \$358,971 pa + GST**

- + ASX listed Healius & Sonic Healthcare plus Tristar Medical which has 31 branches
- + More than 50% of tenants with a 20+ year occupancy history
- + Main street CBD location
- + Building area of 1,290 with 29 on-site car spaces
- + Kempsey: strong Mid North Coast town of 30,041 and 104,867 within 50 km radius
- + Annual reviews – mostly 3% pa

**Contact**  
Dean Venturato 0412 840 222  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Trophy Freehold ANZ Investment Prime Main Street Landholding



Port Macquarie NSW  
63 Horton Street

Top 10 ASX banking giant tenant  
Regional retail and business banking HQ

**Net Income: \$326,411 pa + GST**

- + 5 year lease to ANZ to June 2023 + option to 2028
- + Recent major building refurbishment and extensive bank fitout
- + Rapidly growing population forecast to soar by over 30% to 112,484 by 2041
- + Strategic 825 sqm site with wide main street frontage
- + Depreciation benefits available

**Contact**  
Rhys Parker 0451 101 042  
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**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Brand New 15 Year Lease Leased to Fuel Giant Viva Energy

Narrandera (Near Wagga Wagga) NSW  
110 Audley Street (Cnr Newell Hwy)

New 15 year lease to 2035  
+ option until 2055

Fixed 3% rent increases

**Net Income: \$256,639 pa + GST**

- + Prominent 2,024 sqm site providing exposure to major freight route, Newell Highway
- + State-of-the-art design service station comprising 4 fuel pump islands, canopy, convenient store and restaurant
- + Viva Energy, ASX listed \$3.3 billion energy giant with 1,250+ locations nationally



**Contact**  
Kieran Bourke 0417 418 007

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Booming Precinct, 45,500+ Cars Daily Global Tenant – 550+ Store Network



Clyde NSW  
1 Parramatta Road

Large prominent site of  
2,629 sqm with 74 m frontage  
5 Year Lease to July 2024 plus  
options to 2034

**Estimated Net Income:**  
**\$200,000 pa + GST**

- + Attractive 3% rent increases
- + Parramatta set to soar from 271,711 to 487,731 by 2041
- + GPC Asia Pacific Pty Ltd – largest automotive part supplier in AU/NZ: annual sales of \$1.5B
- + AMX – Australia's leading motorcycle accessory business, parent company incl. Repco & NAPA
- + Close proximity to 7 Eleven, Hungry Jacks, Auburn MegaMall

**Contact**  
Darren Beehag 0411 226 223  
Simon Staddon 0413 640 851

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Renewed Lease, Long Term Occupant Next Door to KFC and Woolworths

Bega NSW  
192-194 Carp Street

Renewed lease to 2023, plus options through to 2029

CBA pay usual outgoings incl Land Tax & Management Fees

**Net Income: \$136,121 pa + GST**

- + Central 409sqm site with 59+ metre frontage incl ROW
- + Recently upgraded 567sqm two level building including brand new air conditioning
- + Amongst NAB, ANZ, KFC & Sapphire Marketplace, Woolworths, Dan Murphy's etc
- + Bega: commercial / retail capital of the Bega Valley Council, trade catchment circa 33,250

**Commonwealth Bank**



**Contact**  
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Raoul Holderhead 0413 860 304  
Kieran Bourke 0417 418 007



**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House

## Renewed Lease to ASX Listed ANZ High Profile Kings Highway Location

Queanbeyan NSW  
73 Monaro St (Kings Hwy)

Renewed 2 year lease to ANZ until 2022 + option to 2024

5 year lease to adjoining Royal Hotel until 2024 + option to 2029

**Net Income: \$120,428 pa + GST**

- + ANZ: Top 6 ASX listed company with \$55.07 billion market cap
- + Royal Hotel: Adjoining venue with recent multi million dollar upgrade
- + 79% income secured by ANZ
- + Immaculate ANZ branch + rear office & 10 car parks on-title
- + Key retail location servicing 35,530 residents within 5km
- + Queanbeyan: Situated only 10km South-East of Canberra CBD



**Contact**  
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Kieran Bourke 0417 418 007



**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



\*Outline/Boundaries Indicative Only



\*Outline/Boundaries Indicative Only



## Secure Medical Centre Investment Rapidly Growing Central Coast

Wyoming (Central Coast) NSW  
2-4 Renwick Street

Absolute prime highway  
roundabout corner

Directly adjacent to  
Dental practice &  
opposite Hungry Jack's

**Net Income: \$94,946 pa + GST**

- + Strong 3 year lease to November 2022 + options
- + Strategic 2,207 sqm landholding
- + Extensive high quality medical fitout
- + Population forecast to soar by over 18% to 414,615 by 2036
- + High exposure to 25,790 passing vehicles daily
- + Valuable on-site parking for 15 vehicles

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

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House

## Affordable Freehold Medical Investment ASX Listed Tenant – 5 Year Lease to 2025

Armidale NSW  
126 Barney Street

Essential service tenant

IPN Medical Centres are a  
premium operator with 160  
centres across Australia

**Net Income: \$76,632 pa + GST**

- + Immaculately presented medical facility fully upgraded & extended in 2016
- + Leased to 2025 + options to 2040
- + Huge 2,033 sqm site incl. 23 on-site car spaces
- + Strong regional City servicing New England population: 30,780
- + Net lease with tenant paying outgoings as per lease



**Contact**  
Simon Staddon 0413 640 851  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



Artist's Impression



## Superb Retail Investment Leased to Longstanding Tenants

New Lambton (Newcastle) NSW  
29-39 Alma Road (Cnr Regent St)

100% leased to 6 tenants

Excellent rental history

**Net Income: \$63,237 pa + GST**

- + Adjoins recently upgraded New Lambton Village and forms part of the new Belvedere Apartments
- + Outstanding main road exposure
- + Excellent rental growth prospects
- + Facade and awning upgrade works underway, completion pre-auction
- + Diversified income stream with future subdivision opportunity



**Contact**  
Darren Beehag 0411 226 223



**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## ASX Listed Tenanted Investment High Return – 8% Indicative Yield

Cootamundra NSW  
205 Parker Street

Leased to Commonwealth  
Bank to February 2022 plus  
options to 2025

Landmark two story building

**Net Income: \$51,793 pa + GST**

- + 290 sqm ground floor CBA plus first floor 3 bedroom residence
- + Huge 1,001 sqm site in absolute heart of town
- + Residence can be leased separately to generate additional rental
- + Surplus land suitable for future development (STCA)



**Contact**  
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Simon Staddon 0413 640 851



**Expressions of Interest**  
Offers Closing  
3pm AEDT  
Thursday 10 December  
(Unless Sold Prior)



# Significant Beachfront Trophy Investment

\*Outline/Boundaries Indicative Only



## Deceased Estate Substantial 8,915 sqm Site



Hervey Bay QLD  
 "The Quay" 414-417 Esplanade & 138 Freshwater Street

100% leased to 21 major retail tenancies, mostly 5+ year terms

Net lettable area of 4,422 sqm

**Net Income: \$703,822 pa + GST**

- + Fully leased to 21 established retailers incl. Betta Home Living (HQ), Australia Post, NDIS (Fed. Govt.), Medical, cafes, restaurants, wine bar & others
- + Prized high density tourism zoning with potential to 8 storeys (STCA)
- + 3 separately titled adjoining lots held for 50+ years in the one family
- + Hervey Bay: fastest growing seaside city in regional Qld only 3 hours drive north of Brisbane

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

**Investment Portfolio Auction**  
 11am AEDT  
 Tuesday 8 December  
 Yallamundi Rooms,  
 Sydney Opera House





## Blue-Chip Fully Leased Investment High Exposure Opposite Bunnings

Kawana (Sunshine Coast) QLD  
Building 5, 10 Capital Place

Secure 15 year lease  
New 5.5 year lease

Fixed compounding  
3.5% & 2.0% rent increases

**Combined Net Income:  
\$204,904 pa + GST**

- + Major retail location incl. Bunnings, Stockland (Coles, Aldi), Anaconda & Spotlight
- + Thriving businesses: 99 Bikes (sales growth over 200% since March 2020) & Alley Oops state-of-the-art Skate Park facility
- + Modern building, excellent depreciation benefits
- + A trade area population of nearly 150,000 and forecast to grow to 182,000 by 2031



### Contact

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



**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December

## New 5 Year Lease to ANZ + Options Prime Sunshine Coast CBD Investment

Buderim QLD  
64 Burnett Street

65%+ income from refurbished ANZ, on a new 5 year lease to 2025 plus option to 2030

New 5 year leases to RI & CPA

**Net Income: \$219,531 pa + GST**

- + Annual rental reviews of CPI & 2.5%
- + Prime 1,517 sqm CBD site with main street frontage opposite Woolworths Buderim Marketplace
- + 21 on-site car spaces
- + ANZ occupied for over 20 years
- + Fully leased 220 sqm new building at rear of property (costing over \$750,000)
- + Substantial depreciation benefits
- + Buderim: prestigious, urban centre of the Sunshine Coast



### Contact

Craig Chapman 0427 110 132  
Pat Kelly 0412 244 456  
Simon Staddon 0413 640 851  
Raoul Holderhead 0413 860 304



**Investment Portfolio Auction**  
11am AEDT  
Tuesday 8 December  
Yallamundi Rooms,  
Sydney Opera House



## Development Site with Holding Income Epicentre of Thriving Retail/Medical Precinct



Browns Plains (Near Logan City) QLD  
28-34 Browns Plains Road

- + Proposed plans will increase lettable area from 670 sqm to 3,287 sqm
- + Quality retail building on absolute prime 4,014 sqm site in established retail/medical precinct
- + Major commercial hub with huge catchment area located 30 km from Brisbane CBD
- + City of Logan: population of 326,615 people generating \$12.58 billion in GRP
- + Population expected to increase by up to 200,000 within 20 years

Development opportunity with holding income

Additional tenancies suitable for medical, retail and office

**Holding Net Income: \$180,765 pa + GST**



**Contact**  
Kieran Bourke 0417 418 007  
Jamie Dewe 0410 350 273



**Expressions of Interest**  
Offers Closing  
3pm AEDT  
Thursday 10 December  
(Unless Sold Prior)

## Blue Ribbon Fast Food with Drive-thru Est. 1992 – Top Performing Store



Rockhampton City QLD  
102 George Street (Bruce Hwy)

- + 1,912 sqm site, 2 street frontages
- + Building area 321 sqm
- + Important 29 on-site car spaces
- + Latest store format with full drive-thru
- + Tenant pays all outgoings as per lease incl. maintenance & mgmt.
- + 20,210 vehicles pass daily
- + Central amongst McDonald's, KFC, Carls Jnr, Subway, etc
- + Rockhampton: beef capital of Australia, pop. 87,488 forecast to increase to 112,701 in 2036

10 year lease to June 2025 plus options to 2035

Prime high profile Hwy corner position in the heart of Rockhampton City

**Net Income: \$171,735 pa + GST**



**Contact**  
Glenn Conridge 0413 873 337  
Raoul Holderhead 0413 860 304



**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December



Photograph Indicative Only



## Brand New 20 Year Triple Net Lease Brisbane 24hr Unmanned Diesel Facility



Brisbane (Hemmant) QLD  
16-18 Aquarium Avenue

Brand new 20 year triple net lease to 5 December 2040 plus options to 2055

Guaranteed rental growth, min. 2.5% annual rent increases

**Net Income: \$130,000 pa + GST**

- + Rare Triple Net Ground Lease Structure; Pacific Petroleum are responsible for ALL outgoings
- + Pacific Petroleum: A national network of over 50 service station plus bulk fuel depots
- + Tenant responsible for site remediation
- + Hemmant: City of Brisbane suburb, ideally located between the CBD and Port of Brisbane



**Contact**  
Doug Doyle 0400 564 623  
Jamie Dewe 0410 350 273  
Jamie Perlinger 0413 860 315



**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December



## Renewed 3 Year Lease to NAB Secure Entry Level Investment



St George QLD  
7 Henry Street

Renewed 3 year lease to Feb 2023 plus options to Feb 2029

All usual outgoings paid by NAB excluding rates

**Net Income: \$40,907 pa + GST**

- + NAB: Top 5 ASX listed company with \$61.49 billion market cap
- + Annual CPI rent reviews
- + Branch incorporates retail, agribusiness & business banking
- + 654sqm site with well maintained 200sqm building
- + St George: Established business and service centre for the Balonne Shire with significant \$350m agriculture industry



**Contact**  
Beau Coulter 0413 839 898  
Craig Chapman 0427 110 132



**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December



## Brand New Fuel & Retail Investment Booming South East Growth Corridor



Cranbourne North VIC  
1655 Thompsons Road

New 15 year net Lease to United plus 4 x 5 year options  
Brand new Leases to Pizza (7 yrs), Vegetarian (7 yrs) & Indian (5 yrs) with fixed rent increases  
**Net Income: \$400,600 pa + GST**

- + United: 420 sites nationally
- + Newly constructed buildings include 3 separately titled specialty shops
- + Freehold 3,662 sqm site with 167m frontage
- + Tenants pay usual outgoings
- + Excellent depreciation benefits
- + Cranbourne North: population forecast to grow by 69% to 2041 (40,061 residents)#

**Contact**  
Shaun Venables 0411 860 865  
Scott Meighan 0413 830 709  
Zomart He 何梓轩 0488 220 830

**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December

#Profile ID

## High Profile Freehold Investment Securely Leased to Cheap as Chips



Bairnsdale VIC, 58-66  
Nicholson St (& Riverine St)

10 yr lease to Cheap as Chips to Sep 2027 + 10 yr opt to Sep 2037  
Cheap as Chips: Discount retailer with 42 stores nationally  
**Rent: \$258,716 pa + GST (\$280,000 fully let basis)**

- + Prominent 2,054sqm building with 3 specialty tenancies including Flight Centre and gourmet Butcher
- + Significant 3,655sqm landholding with 93 car spaces on-title and direct access from Riverine St
- + Prime CBD position nearby Woolworths, Coles & Australia Post
- + Bairnsdale: Major commercial centre servicing East Gippsland region, 42,000+ trade catchment

**Contact**  
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Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December



\*Outline/Boundaries Indicative Only



## Impressive CBD Freehold Investment Near 100% Occupancy Since Construction in 2002

Bendigo VIC, 46-48 Edward Street  
(corner Queen and King Streets)

Irreplaceable 1,023sqm site with  
rare 91m triple street frontage

Tenants pay all usual outgoings  
as per lease agreements

**Net Income: \$254,952 pa + GST  
(as at 1 January 2021)**

+ Securely leased to long term  
corporate tenants Ipsum, ORM,  
Programmed Workforce & Solicitor

+ Prime office/retail precinct nearby  
State Trustees, Dept of Health,  
Target, Dan Murphys & Bendigo  
Marketplace (95+ retailers)

+ Diverse income stream from  
4 unique businesses

+ Bendigo: VIC's second largest  
regional city

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

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 9 December



\*Gap Maps



## Inner Melbourne Fuel Investment Blue-Chip Corner Landholding

Kew VIC, 103-105 Earl Street  
(corner Princess Street)

Landmark 1,305sqm corner site

**Net Income: \$188,102 pa + GST**

+ High exposure site between  
prestigious Kew Junction and  
Eastern Freeway

+ Combined 85m frontage with  
37,200 vehicles passing daily

+ Fixed 3% and 4% rent increases

+ Kew population forecast to  
grow by 16.9% by 2041#



**Contact**  
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Jamie Perlinger 0413 860 315  
Scott Meighan 0413 830 709

**Expressions of Interest**  
Offers Closing  
4pm AEDT  
Thursday 10 December

#Profile ID



## Affordable Childcare Investment Leased to ASX-listed Tenant



Melton VIC  
29-33 Unitt Street

- + Mayfield Childcare: ASX listed (ASX:MFD) with 21 centres
- + Tenant pays all outgoings including land tax
- + Purpose-built facility licensed for 71 LDC places
- + Substantial 1,227 sqm site with sought-after Commercial 1 zoning
- + Ideally positioned opposite two primary schools, metres from High St and 35km from Melbourne CBD

**Contact**  
Adam Thomas 0418 998 971  
Natalie Couper 0413 856 983

**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December

Net lease to Mayfield to 2025 plus options to 2040

Long established business in high-growth location

**Net Income: \$155,000 pa + GST**

## Secure 5 Yr. Lease to Vinnies – 3% Increases Perfect Position Opposite McDonald's



Campbellfield VIC  
1716-1718 Sydney Rd (Cnr Fordson Rd)

- + Major Hume Highway (Sydney Road) 2,397 sqm corner site with enormous 120+ m frontage
- + Modern 750 sqm building with high vehicular exposure
- + 61,000 vehicles passing daily
- + Attractive 3% rent increases, assuring growth
- + Excellent parking with 26 car spaces on title

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 9 December

Secure 5 year net lease to 2024 plus options to 2039

Favourable lease with tenant paying all usual outgoings

**Net Income: \$106,090 pa + GST (from 7 March 2021)**



## Long 12 Year Lease to 2027 Tenant in Occupation 10+ Years

Craigieburn VIC  
3/1-9 Mareeba Way

- + Dili Bakehouse: Successful business in occupation since 2009
- + Modern 85sqm bakery with direct access to 65 car parks
- + 100% occupied convenience centre anchored by Chemist Warehouse & Medical Centre
- + Craigieburn: Situated in Melbourne's northern growth corridor with estimated 54% population growth by 2041

Recent 6 year lease term extension to 2027 + opts to 2036

Rare fixed 4% annual rent increases assuring growth

**Net Income: \$50,749 pa + GST**

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 9 December

## Entry Level Freehold Investment Leased to Longstanding Tenant

Colac VIC  
52-56 Murray St (Princes Hwy)

- + Large 645sqm building with 14m double shop front
- + Significant 727sqm site with premium Commercial 1 Zoning
- + Single tenant minimum management investment
- + Colac: Strong Commercial centre midway between Geelong and Warrnambool servicing a trade catchment in excess of 32,000

Renewed 3 year lease to October 2023 plus options

Tenant pays usual outgoings  
**Net Income: \$48,000 pa + GST**

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

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 9 December



Our **NEW** projects division now offers residential investment opportunities; starting with this exciting development:



Life multiplied.

Located in the centre of Canberra, this 24-storey development is going to play a major part in adding more life, more options and more vibrancy to a precinct that is undergoing significant urban renewal.

Consisting of 1, 2 and 3 bedroom apartments, the projected rental yield is very high in an area with an ACT Government investment of more than \$3B, and a strong Australian Government workforce population.

Contact us for the latest Burgess Rawson residential project opportunities:

James Baker - 0421 863 040 | Ali Rabbani - 0416 666 444  
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burgessrawson.com.au

# Q&A

with Lauren Battams

BRISBANE, HEAD OF ASSET MANAGEMENT

**Maximise value and de-risk your portfolio beyond COVID-19 with an experienced Asset Manager.**

**Q. How can you protect commercial property cashflow throughout COVID-19 and beyond?**

A. "The pandemic has kept investors on their toes, with a changing environment, new legislation and fluctuating tenant restrictions.

Our Asset Management Team has guided clients through the restrictions from single tenant to multi-tenanted properties. We've kept owners abreast of new legislation, including the *Retail Shop Leases and Other Commercial Leases (COVID-19 Emergency Response) Regulation 2020*.

We've provided advice to determine eligibility for rent relief or rent waiver and helped negotiate next steps with tenants.

The good news is, through fast actions and negotiations, all required businesses have adapted to being COVID-19 safe, re-opened as restrictions eased and most importantly, kept afloat.

From childcare centres to restaurants, fast food, supermarkets, offices and retail tenants, we've helped protect cashflow and investment value."

**Q. Is an Asset Manager the silver bullet to de-risking commercial property investments?**

A. Becoming a commercial property landlord comes with great rewards, as well as its own challenges.

Investors are increasingly turning to professional asset management to navigate and mitigate these risks with a dedicated Asset Manager.

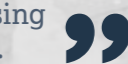
The compliance, legislation and maintenance advice Burgess Rawson provides its clients is as diverse as the investment portfolios themselves.

Keeping up with changing statutory requirements and case law is critical to protecting an investment.

There are also the basics including annual fire safety checks and other compliance requirements, including an Asbestos Register and Asbestos Management Plan required for all properties built prior to 31 December 2003.

With tenant management, Asset Managers ensure owners' interests are upheld and understand their rights under the lease. This is particularly important when managing larger corporate tenants, who may be experienced in negotiating outcomes in their favour.

An Asset Manager works with you to ensure you are maximising your returns and future-proofing your asset's long-term value.







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

---

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