



# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**The changing of the guard**  
A new, national outlook





# The Ultimate Investment Property Arena

Burgess Rawson delivers unparalleled market expertise in commercial real estate, backed by the power of our huge national presence.

For the past 20 years, our iconic portfolio auctions have set industry benchmarks, offering the nation's best commercial investments for sale in one place.

<b>Sydney</b>	<b>Melbourne</b>	<b>Brisbane</b>
Sydney Opera House	Crown Casino Melbourne	Hilton Hotel
3 August 2021	4 August 2021	4 August 2021
14 September 2021	15 September 2021	15 September 2021
26 October 2021	27 October 2021	27 October 2021
7 December 2021	8 December 2021	8 December
22 February 2022	23 February 2022	23 February 2022

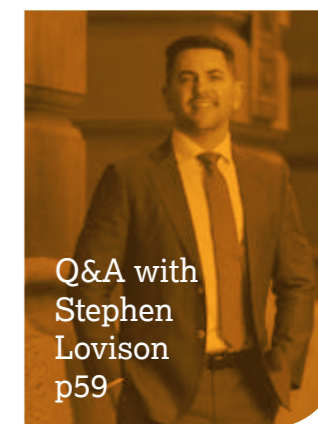
Bidding is available by phone, online or in person at our auction rooms.

For further details, visit [burgessrawson.com.au](http://burgessrawson.com.au)

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



# Highlights

All eyes will be on our national Portfolio Auctions in Melbourne, Sydney and Brisbane this month.

A huge line-up of more than 50 commercial investments will go under the hammer, with big brand names dominating.

Headlined by KFC, Shell/Viva Energy, United, ALH, QLD Government, Chemist Warehouse and Domino's, this portfolio offers something for every investor.



**Long Standing KFC Investment** p. 28

Location: Tumut NSW  
Income: \$115,543 pa + GST  
Auction



**Metro Melbourne Fuel Investment** p. 18

Location: Braeside (Melbourne) VIC  
Income: \$177,025 pa + GST  
Auction



**Brand New 10 Year Lease to Bridgestone** p. 38

Location: Flagstone (Brisbane) QLD  
Income: \$100,000 pa + GST  
Auction



**Strategic Essential Service Investment** p. 20

Location: Queenstown (Adelaide) SA  
Income: \$139,112 pa + GST  
Auction



**Essential Service Medical Investment** p. 25

Location: Barton (Canberra) ACT  
Income: \$92,950 pa + GST  
Auction

# Welcome



EDITOR Jamie Perlinger

JAMIE.PERLINGER

Welcome to the August edition of Portfolio magazine and the first for a new financial year.

We certainly concluded June with a bang, bringing our largest portfolio of properties ever assembled to auction across three locations: Sydney, Melbourne and Brisbane.

This campaign became a live case study in managing the impacts of COVID, with a number of border closures and outbreaks across Australia just prior to the auction events.

But we didn't let that stop us and with a huge effort from the team, we held the three auctions across two days without a hitch.

The results were outstanding with a total of 40 properties selling for a combined \$156,100,500.

A key highlight was the sales of a newly constructed Bunnings at Plainland in Queensland which sold for 11% above reserve. This resulted in the strongest Bunnings yield ever for a traditional land and buildings investment, changing hands for \$22.2 million on a yield of 4.21%.

The only Bunnings result ever to beat this outcome was a one-off, 21-year ground lease sold in Glenorchy, Tasmania by Burgess Rawson in December 2018, which sold for \$14.06 million on a yield 3.13%. We provide further insights into this incredible sale on page 10.

We anticipate that the momentum will continue this month with a large number of unsatisfied bidders. Our sales data from the June campaign shows that demand is outstripping supply 6:1.

We look forward to bringing more great investment opportunities to market this financial year and as always, whether you are looking to divest or invest, please don't hesitate to reach out to the team.



## Portfolio Team

EDITOR Jamie Perlinger  
ASSOCIATE EDITOR Bianca Fernando  
PRODUCTION MANAGER Chelsea Goodall  
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.



# The changing of the guard

Burgess Rawson  
announces a new  
national outlook





## The leadership team



**Ingrid Filmer**  
Managing Director



**Raoul Holderhead**  
National Director



**Darren Beehag**  
National Director



**Jamie Perlinger**  
National Director | Retail Fuel



**Shaun Venables**  
National Director



**Adam Thomas**  
National Director | Childcare



**Billy Holderhead**  
National Director



**David Mark**  
National Director | Leasing



**Glenn Conridge**  
Director, QLD



**Phil Harrison**  
National Director | Asset Mgmt



**Kieren Bourke**  
Director, NSW



**Rhys Parker**  
Director, NSW

## Burgess Rawson consolidates its \$1B sales platform on east coast of Australia

It was a full circle moment recently when Burgess Rawson founders Chris Burgess and Gerald Rawson met with Managing Director Ingrid Filmer and National Director Raoul Holderhead for a photo shoot.

It was a milestone week for the business, as they announced the consolidation of ownership across Australia's eastern seaboard.

To watch the pride and genuine affection between the group illustrates the lasting relationship between founders and the leaders that are now taking Burgess Rawson into a new and exciting phase of growth.

"We are really proud of where the team has taken the business since we stepped back in 2012," said Mr Burgess. "To think that the business has just held its 145th portfolio auction campaign is extraordinary and now, the merging of three eastern seaboard businesses.

"The business continues to go from strength to strength."

Managing Director Ingrid Filmer, who will head national operations, said the merger of the three businesses will bolster the organisation's \$1 billion sales platform and cement Burgess Rawson as the largest, staff-owned commercial agency in Australia.

"The investment market will benefit greatly from our national approach, especially with end-to-end services, as well as the depth of our national database, market research, analytics and commercial experience," said Ms Filmer. "We deliver unparalleled market expertise in investment sales, backed by the power of our national presence."

The Sydney office will continue to be led by Darren Beehag along with newly appointed directors, Rhys Parker and Kieran Bourke while the Queensland office is headed by Glenn Conridge, as Director of Sales.

"We are committed to providing our team with ongoing opportunities and rewarding strong performance," said Mr Beehag. "We are delighted to promote Rhys and Kieran to Director positions," said Mr Beehag.

The initiative will see Burgess Rawson expand its sales, leasing and asset management operations throughout Australia, and the group is looking to grow its team of specialists, particularly in essential service sectors.

"We are on a path to doubling the sales of our Sydney practice within three years and that means we'll need to add new talent to the team," said Mr Beehag.

"The growth of the team is critical to our goals and our new structure offers a compelling career path for the best people in the market, ultimately with equity," added Ms Filmer.

Burgess Rawson will continue its iconic Portfolio Auctions every six weeks in Melbourne and Sydney, which attract capacity auction rooms and live online audiences of thousands of investors worldwide.

Today's announcement follows a hugely successful start to the year for Burgess Rawson, leading the Australian freehold investment market above \$1 billion with twice as many sales as the nearest competitor.

Our iconic portfolio auctions and off market sales continue to generate outstanding results, selling a total of 141 properties for a combined value of more than \$548 million across the eastern seaboard so far this year.

To remain up-to-date on Burgess Rawson, its portfolios and growth, follow Burgess Rawson on LinkedIn, Instagram, and Facebook.

## Join the future of Australian commercial property

The power of our national presence is expanding, and so is our team of specialists. We are looking for new talent to join us during this period of huge growth.

If you have what it takes, and want to be part of the future, we want to talk to you.

To express your interest, please call our CEO Ingrid Filmer on 0413 860 312 or send your CV to: [careers@burgessrawson.com.au](mailto:careers@burgessrawson.com.au)







# Bunnings record broken again

A newly-constructed Bunnings in south-east Queensland attracted a huge amount of interest, ultimately selling for \$22,200,000 to a Melbourne-based private family on a national record yield of 4.21%.

The sale provided a rare opportunity for investors to secure a Bunnings property for sub \$25 million.

The average freestanding Bunnings sale price since January 2020 is \$51 million, so this campaign certainly attracted a high level of enquiry across Australia, including a national TV piece on Channel Nine News.

National Director Billy Holderhead said that the level of security and trust investors place on top tier tenants

like Bunnings was clearly demonstrated on auction day.

“Investors trust the brand and know that Bunnings has done the due diligence,” said Mr Holderhead. “Their site selection process is second to none and has really been the driving force behind their ongoing success.”

Plainland was no exception with a prominent site on a major highway, in an area experiencing a huge level of growth and investment.”

A total of 13 investors made bids on the property. All were first-time Bunnings investors, including eight from Melbourne who all bid sight unseen.

“The outlook for the Bunnings market is stronger than ever”, said Mr Holderhead. “The campaign revealed a deep buyer pool that is actively searching for high value, freestanding investments leased to Bunnings, Woolworths and Coles,” said Mr Holderhead. “Several of the Plainland underbidders have capacity to spend up to \$90 million each.

“If we factor in this level of demand, Plainland’s regional location and new Bunnings lease structure, we expect to break this record again... very soon.”

**Keen to know more about this sale? Contact Billy Holderhead on 0422 817 696 for a full sales analysis.**

## New Record Result Bunnings Plainland

**\$** Sale Price: **\$22,200,000**

**%** Yield: **4.21%**

**Method of Sale:** Burgess Rawson Portfolio Auction

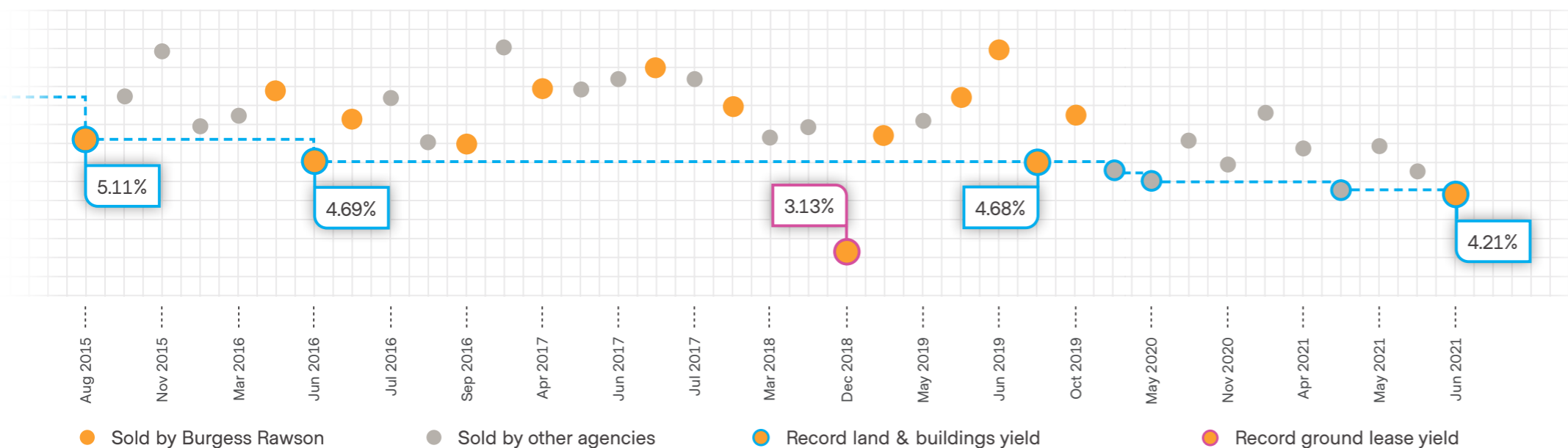
**Premium Above Reserve:** \$2,200,000 (11%)

**Sale Date:** 23 June 2021

**Buyer Profile:** Melbourne-based private family

## Bunnings Yield Timeline

Freestanding sales handled by Burgess Rawson or other agencies



“Over the past six years, Burgess Rawson has repeatedly achieved record yields for Bunnings assets, setting and resetting benchmarks across Australia.

The outlook for the Bunnings market is stronger than ever. We expect to break this record again... very soon.”

**Billy Holderhead**  
National Director, Burgess Rawson



# Sydney Portfolio Auction Listings

11am AEST Tuesday 3 August 2021,  
Yallamundi Rooms, Sydney Opera House

Tenant	Location	State	Income pa	Page
Wonderschool Early Learning	Phillip (Canberra)	ACT	\$516,000	24
NAB	Sunnybank (Brisbane)	QLD	\$382,119	32
Rise & Shine Childcare	Sylvania (Sydney)	NSW	\$347,782	16
Shine Lawyers, CLM Accountants, Simple Solutions	Hervey Bay (Pialba)	QLD	\$235,878	35
United Petroleum	Tamworth	NSW	\$237,537	27
KFC	Tumut	NSW	\$115,543	28
Queensland Government	Mount Isa City	QLD	\$107,020	37
Medical Clinic	Maryborough	QLD	\$106,121	36
Infinity Pharmacy	Hervey Bay (Torquay)	QLD	\$65,128	41
G8 Education	Dubbo	NSW	\$96,794	30
Sound Health	Barton (Canberra)	ACT	\$92,950	25
PETstock	Ulladulla	NSW	\$68,796	31
Redbox (Landcape Architect)	Kingston (Canberra)	ACT	\$49,460	26

## For Sale Listings

Tenant	Location	State	Income pa	Sale Method	Page
Cafe/Gallery & Residences	Queenscliff	VIC	\$100,000	On Site Auction	45
Development Site	Deer Park	VIC	n/a	Expressions of Interest	50

### Upcoming Sydney Auction Dates:

Yallamundi Rooms, Sydney Opera House, Sydney

Portfolio 147 14 September 2021	Portfolio 148 26 October 2021	Portfolio 149 7 December 2021	Portfolio 150 22 February 2022
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# Melbourne Portfolio Auction Listings

10:30 AEST, Wednesday 4 August 2021, Crown Casino, Melbourne  
Registered bidders only

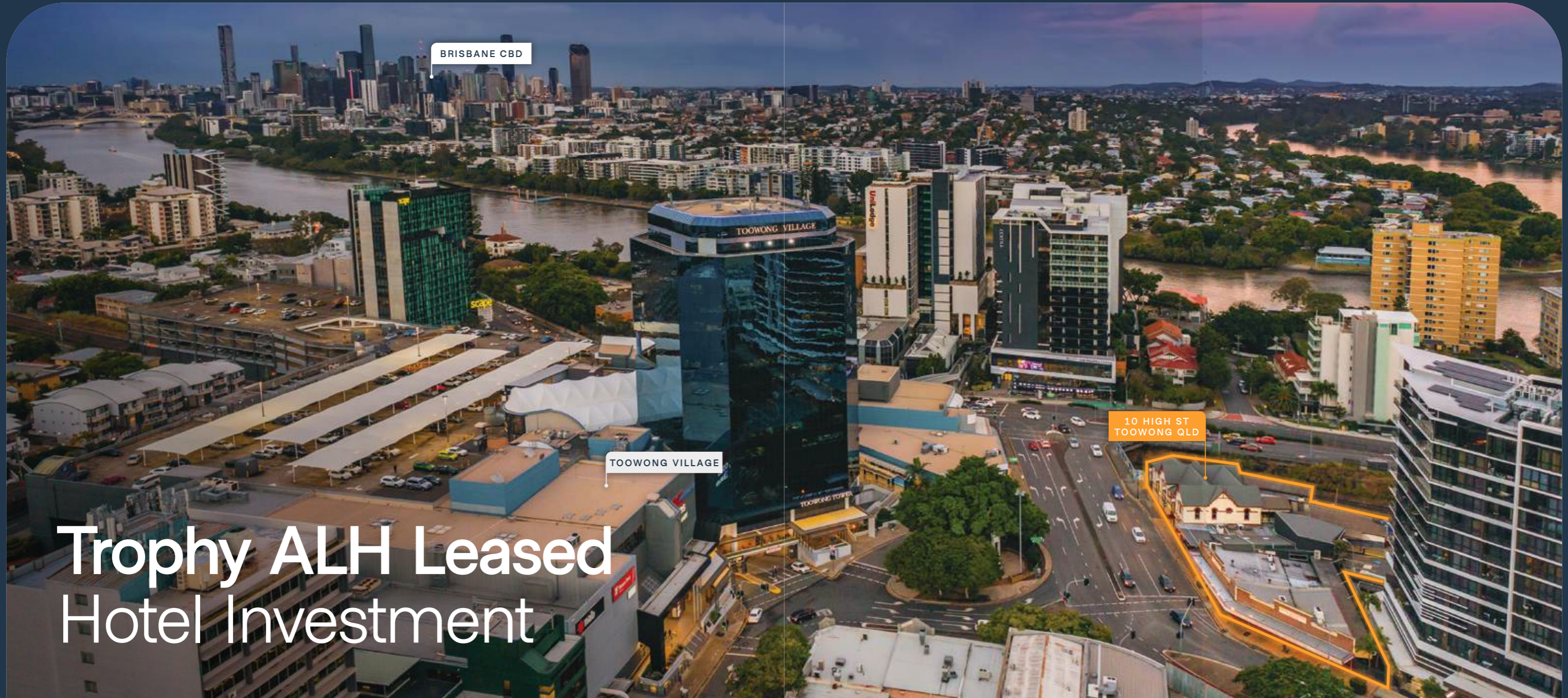
Tenant	Location	State	Income pa	Page
ALH Hotel	Toowong (Brisbane)	QLD	\$562,715	14
Totally Workwear, Jetts Fitness, PLC Fitness	Kawana (Sunshine Coast)	QLD	\$277,642	33
Government Office	Caloundra (Sunshine Coast)	QLD	\$273,882	34
Gemini Smash Solutions	Wangara (Perth)	WA	\$262,519	57
Superior Food Services	Glenorchy (Hobart)	TAS	\$225,000	51
AMA Group Solutions	Para Hills (Adelaide)	SA	\$220,000	55
Tasman Butchers	Oakleigh South	VIC	\$217,818	42
Shell/Viva Energy	Sandy Bay (Hobart)	TAS	\$179,797	20
Chemist Warehouse	Sorrell (Hobart)	TAS	\$175,479	52
ANZ	Mount Gambier	SA	\$161,365	56
Streamline Supplies	Shepparton	VIC	\$149,471	44
Tasman Butchers	Pakenham	VIC	\$149,312	42
Shell/Viva Energy	Queenstown (Adelaide)	SA	\$139,112	20
Jaycar	Eltham	VIC	\$138,625	22
United Petroleum	Somerton	VIC	\$172,525	18
United Petroleum	Braeside	VIC	\$177,025	18
Shell/Viva Energy	Parafield Gardens (Adelaide)	SA	\$121,723	20
Japanese Restaurant	Battery Point (Hobart)	TAS	\$111,603	53
Bridgestone	Flagstone (Brisbane)	QLD	\$100,000	38
Chemist Warehouse	Launceston	TAS	\$83,200	54
Rivers	Colac	VIC	\$77,418	46
Johns Lyng Group	Townsville (Mt Louisa)	QLD	\$76,500	40
National Veterinary Care	Keilor Park	VIC	\$71,027	47
Australia Post	Bairnsdale	VIC	\$65,795	48
Domino's	Wonthella (Geraldton)	WA	\$60,937	58
Coffee Shop & Laundromat	Oakleigh	VIC	\$58,200	49
ABS	Eltham	VIC	\$53,638	22

### Upcoming Melbourne Auction Dates:

Crown Casino, Melbourne

Portfolio 147 15 September 2021	Portfolio 148 27 October 2021	Portfolio 149 8 December 2021	Portfolio 150 23 February 2022
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# Trophy ALH Leased Hotel Investment



## 25 Year Triple Net Lease + Options Iconic Pub Just 5 km from CBD



Toowong (Brisbane) QLD  
10 High Street

Landmark pub, prime location  
25 year triple net lease\* to 2028  
+ 4 x 10 year options to 2068

**Net Income: \$562,715 pa + GST**

\*Excl. land tax

- + ALH: subsidiary of ASX listed Endeavour Drinks (ASX: EDV), Australia's leading liquor and hospitality business
- + Strategic 2,453 sqm landholding with 2 bars, beer garden, gaming lounge with 40 pokies plus 27 parking spaces
- + Busy on site BWS with 3 further detached bottle shops
- + Easily managed investment

**Contact**  
Michael Gilbert 0430 024 790  
Glenn Conridge 0413 873 337  
Jamie Perlinger 0413 860 315

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC





## Irreplaceable Sylvania Landmark Immaculate 116 Place Childcare Facility



Sylvania (Sutherland Shire) NSW  
111-115 Princes Highway

Attractive 3% annual increases  
(\$391,432 pa + GST in 2025)

Net lease, tenant pays  
outgoings, as per the lease

**Net Income: \$347,782 pa + GST**

- + Renewed lease to 2026 plus options to 2041
- + Dominant centre serving affluent & professional local demographic
- + Established multi-site operator, centre rated 'Exceeding'
- + Strategic 2,564 sqm Princes Highway landholding
- + High quality improvements + external play areas & ample parking
- + Near McDonald's & Coles Southgate Shopping Centre



**Contact**  
Rhys Parker 0451 101 042  
Michael Vanstone 0403 580 528



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House



# Two Freestanding Metro Melbourne Sites New 12 Year Leases



## New and Secure, Long Term Leases to Market-Leading Essential Service Retailer

**Large, high-profile Metropolitan Melbourne landholdings**

**Irreplaceable fuel and convenience retail investments**

**Strong and certain rental growth with annual, fixed compounding 2.5% increases**

Brand new 12 year leases with six further 5 year options

United Petroleum: Top-tier tenant, one of Australia's largest and fastest growing independent fuel retailers

Secure, set-and-forget lease structure with tenant responsible for council rates, water rates, insurance and repairs and maintenance

Immaculate, minimum management investments

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

**Braeside VIC:**  
402-404 Lower Dandenong Rd

- + Strategic 3,606sqm site with 34,000 vehicles passing daily<sup>1</sup>
- + New \$375 million Mordialloc Freeway (under construction), Moorabbin Airport and Goodman's Chifley Business Park within 600 metres
- + Forecast 18.6% population growth by 2041<sup>2</sup>
- + Net rent: \$177,025 pa + GST

**Somerton VIC:**  
132-136 Somerton Rd

- + 2,005sqm site in the heart of Melbourne's most important northern industrial corridor
- + Located between Roxburgh Village Shopping Centre (Coles, ALDI and Woolworths) and the Hume Hwy with 32,800 vehicles passing daily<sup>1</sup>
- + Population forecast to grow 49.70% by 2041<sup>2</sup>
- + Net rent: \$172,525 pa + GST



**Contact**  
Jamie Perlinger 0413 860 315  
Matthew Wright 0458 290 588  
Billy Holderhead 0422 817 696



**Investment Portfolio Auction**  
To be sold individually  
10:30am AEST  
Wednesday 4 August  
Crown Casino, Melbourne, VIC

<sup>1</sup>GapMaps <sup>2</sup>Forecast.id



# 3 Viva Energy Investments Adelaide and Hobart Rare Triple Net Leases



## Strategic Essential Service Investments with 3% Rental Growth

Viva Energy (ASX: VEA), blue-chip \$3.4 billion ASX200 company  
Rare triple net leases, tenant responsible for rates, insurance, land tax, structural maintenance and replacement (including fuel tanks)

- + Secure leases to 2027 and 2028 plus seven 10 year options
- + Annual, fixed compounding 3% rent increases
- + Stamp duty free investment opportunities (in Adelaide)

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

Hobart: Sandy Bay TAS  
142 Sandy Bay Road

- + Strategic homebound corner site 1.4km from Hobart CBD with 37,000 vehicles passing daily<sup>1</sup>
- + Positioned within Sandy Bay's retail hub, Woolworths, Coles and McDonald's within 300m
- + Sandy Bay: Hobart's most prestigious residential location with a median house price up 18% in the last 12 months<sup>2</sup>
- + Estimated net rent: \$179,797 pa<sup>#</sup>

Adelaide: Parafield Gardens SA  
443 Salisbury Highway

- + Prime 2,398sqm corner site with 98m combined frontage
- + Salisbury Hwy is a major Adelaide commuter road servicing 39,000 vehicles daily<sup>1</sup>
- + Surrounded by important social infrastructure, including 8 schools within 3km accommodating over 2,700 students<sup>1</sup>
- + Inner suburb 16km from the CBD
- + Estimated net rent: \$121,723 pa<sup>#</sup>

Adelaide: Queenstown SA  
77 Port Rd (cnr Tapleys Hill Rd)

- + Prominent 2,951sqm corner site
- + Strategically positioned on the corner of Port Rd and Tapleys Hill Rd, two major commuter roads servicing an average of 46,000 vehicles daily<sup>1</sup>
- + Bunnings, Westfield Plaza (Coles, Woolworths, David Jones & Kmart) and Harvey Norman all within 2.5km
- + Estimated net rent: \$139,112 pa<sup>#</sup>



**Contact**  
Billy Holderhead (SA/RLA293472)  
0422 817 696  
Jamie Perlinger (TAS)  
0413 860 315  
Matthew Wright (TAS)  
0458 290 588



**Investment Portfolio Auction**  
**To be sold individually**  
10:30am, 4 August  
Crown Casino, Melbourne, VIC

<sup>1</sup>Gapmaps <sup>2</sup>realestate  
<sup>#</sup>All rents as at August 2021





## Entry Level Automotive Investments Blue Chip Metro Melbourne Suburb

**ABS and Jaycar:  
Two leading national  
'Automotive repair & retail'  
operators**

**Attractive investor  
friendly net lease terms**

**To be sold separately**

- + High exposure and easy access to Sherbourne Road, a major arterial carrying over 28,000 vehicles per day<sup>1</sup>
- + Conveniently situated within Eltham's central shopping district, anchored by high-profile tenants including Bunnings, McDonald's, KFC and Repco
- + Eltham (Central) has the highest rate of population growth within the Local Government Area (33% increase by 2036)<sup>2</sup>
- + Integrated with Bob Jane, 7-Eleven and Hungry Jack's with drive thru providing excellent exposure and passing traffic

Eltham VIC  
221 Sherbourne Rd



- + Secure 5 year lease to 2025
- + ABS: Part of Bapcor Ltd a \$2.8b ASX listed company with over 55 sites across Australia
- + ABS Service Centre operating on-site since 1995
- + Tenant pays all usual outgoings
- + 205sqm (inc mezz) building with three service bays & office
- + Net Income: \$53,638 pa + GST\*

Eltham VIC  
225 Sherbourne Rd



- + Brand new 5 year lease plus options to 2036
- + Jaycar: leading electronics retail company with over 110 stores across Australia & New Zealand
- + 480sqm (inc mezz) building, fit-out to tenants corporate layout
- + Annual 2.5% rent increases
- + Tenant pays all usual outgoings
- + Net Income: \$138,625 pa + GST\*



**Contact**  
Jamie Perlinger 0413 860 315  
Matthew Wright 0458 290 588



**Investment Portfolio Auction**  
To be sold individually  
10:30am AEST  
Wednesday 4 August  
Crown Casino, Melbourne, VIC

<sup>1</sup>GapMaps <sup>2</sup>profile.id \*Approx





\*Outline/Boundaries Indicative Only

## National Childcare Investment New 20 Year Lease Plus Options



Phillip (Canberra) ACT  
G05/45 Furzer Street

- + Prominent 10,100 sqm landholding
- + State-of-the-art facility in Woden Town Centre
- + Building area 1,794 sqm
- + 12,500 people in the public sector within 100m radius
- + Wonderschool: premium childcare provider with over 15 locations nationally
- + Tenant pays outgoings, as per lease
- + Substantial depreciation benefits plus stamp duty claimable

Long lease to national tenant

Desirable 3% annual rental increases – assuring growth

**Net Income: \$516,000 pa + GST**

**Contact**  
Guy Randell 0430 272 999  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House

## Essential Service Medical Investment Brand New 10 Year Net Lease



Barton ACT  
174-176/44-46 Macquarie Street

- + Essential services medical investment within major Australian Government Agency Workforce precinct (approx. 25,000 workers daily)
- + Total Area: 169 sqm
- + Experienced operator (10 plus years)

New 10 year net lease plus options to 2056

Stamp Duty Exempt (approx. \$85,000 saving)

**Net Income: \$92,950 pa + GST**

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

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House





Outline/Boundaries Indicative Only



## Leading Tenant in Prestigious Inner South Location



Kingston ACT  
6/35-39 Kennedy Street

- + Total Area: 204 sqm
- + Exquisite architecturally designed fitout
- + Established tenant (approx. 15 years)
- + Prestigious Inner South Location
- + Stamp Duty Exempt (approx. \$42,500 saving) (under \$1,500,000 sale value)

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

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House

5 year lease plus options to 2030

3.5% fixed annual increases

**Net Income: \$49,460 pa + GST**

## Trophy Service Station Investment Rare Triple Net Lease to 2034



Tamworth NSW  
419-423 New England Highway

- + Strategic 2,616 sqm gateway New England Highway site
- + Gateway to large format centre with 416 on-site car spaces
- + Major regional City of 64,563, and is forecast to grow to 79,468 by 2041
- + Tenant responsible for outgoing, structural repairs, underground & remediation

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

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House

Secure 18 year lease until August 2034 + options until 2054

Fixed 3.5% pa rent increases

**Net Income: \$237,537 pa + GST (as at 1/9/21)**





# Securely Leased to Australia's #1 KFC Operator with 251 Stores Nationally

## Renewed 10 Year Lease to Collins Foods Proven Store, KFC On-Site 27 Years



Tumut NSW  
74 Capper Street

Renewed 10 year lease to 2029  
plus two 10 year options to 2049

Tenant pays all usual outgoings

Annual rent reviews

**Income: \$115,543 pa (Oct 2021)**

+ Collins Foods Ltd: ASX listed  
fast food giant with current  
\$1.3 billion market cap

+ Modern 145sqm restaurant  
plus drive thru with \$124k  
tenant funded upgrade in 2019

+ Prominent CBD site within 100m  
of Coles, K-Mart & Mobil

+ Tumut: capital township of  
Snowy Valleys Council servicing  
population of 15,000 +



### Contact

Beau Coulter 0413 839 898  
Kieran Bourke 0417 418 007  
Raoul Holderhead 0413 860 304



### Investment Portfolio Auction

11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House





Outline/Boundaries Indicative Only



## Entry Level ASX Tenant Childcare 15 Year Net Lease, 3% Rent Increases



Dubbo NSW  
8 Goode Street

- + Long 15 year lease to 2032 with 10 + 10 year options to 2052
- + G8 Education Ltd, largest ASX listed early education provider
- + Dubbo: thriving inland City, high proportion of children 0-4 years
- + Central CBD position, 10 primary schools within 5 minute drive
- + Immaculate purpose built 40 place childcare facility
- + Oversized play area, onsite parking & room to expand (STCA)

Minimum 3% annual increases  
(\$130,083 pa + GST in 2031)

Net lease, tenant pays outgoings including management fees

**Net Income: \$96,794 pa + GST (November 2021)**

**Contact**  
Rhys Parker 0451 101 042  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House



Outline/Boundaries Indicative Only



## 2 Bulky Goods Retail Investments Rare Entry Level Price Point



Ulladulla (South Coast) NSW  
1&2/159 Princes Highway

For sale separately

**Petstock –  
Net Income: \$68,796 pa + GST**

**Pacific Furniture –  
Net Income: \$51,474 pa + GST**

- + Petstock: national brand, 190+ stores
- + Pacific Furniture: 13 stores across NSW & VIC
- + Leases to 2023 & 2024 + options
- + Fixed annual 2.5 & 3% increases
- + Quality improvements, both stores 500 sqm each
- + Landmark centre near national brands, McDonald's & Shopping Centre

**Contact**  
Rhys Parker 0451 101 042  
Kieran Bourke 0417 418 007

**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House





## Prime Freestanding Retail Asset In Heart of Sunnybank



Sunnybank QLD  
14 Zamia Street

- + Strategic 671 sqm landholding opposite McDonald's with three street frontages
- + Solid double storey building containing 373 sqm of retail/office
- + 10 open car parking spaces on-site
- + NAB has occupied this Sunnybank Plaza branch for more than 30 years
- + Tenant pays outgoings (ex. land tax)
- + Sunnybank: heart of Brisbane's Chinese community



**Contact**  
Glenn Conridge 0413 873 337  
Zomart He 何梓轩 0488 220 83



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House

Fully leased to NAB with 5 year option

Prime freehold asset located at the entrance to Sunnybank Plaza shopping centre

**Net Income: \$382,119 pa + GST**

## High Profile Blue Ribbon Investment Opposite Bunnings, Homemaker Centre



Kawana (Birtinya) QLD  
Lot 1 – 10 Capital Place

- + Blue-chip location opposite Homemaker Centre anchored by Bunnings, Anaconda & Spotlight
- + Fixed 3% & 4% annual increases
- + Modern 1,141sqm building
- + 146 on-site car spaces
- + Massive frontage to Kawana Way 40,000 vehicles passing daily
- + Sunshine Coast: population to grow by 32%, to 518,004 by 2036



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



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

Renewed leases to Totally Workwear & Jetts Fitness

100% leased investment

Tenants pay all outgoings

**Net Income: \$277,642 pa + GST**





## High Profile Sunshine Coast Freehold Government Tenant on Renewed Lease



Caloundra QLD  
129 Bulcock Street

Renewed 4 year lease plus options to 2029

Annual rent increase of CPI or 2.5% whichever the greater

**Net Income: \$273,882 pa + GST**

- + Imposing modern 2 storey building in excellent condition
- + Purpose built for Govt in 2007
- + Position perfect in the heart of the thriving Caloundra Bulcock Street retail & commercial CBD
- + Substantial 1,012sqm site
- + Secure parking for 28 vehicles
- + Sunshine Coast: economy \$10b, population of 350,000 & growing



**Contact**  
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Billy Holderhead 0422 817 696



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

## Prime Freehold in Hervey Bay CBD National Tenant Shine Lawyers



Pialba (Hervey Bay) QLD  
65 Torquay Road

Fully leased to Shine Lawyers, CLM Chartered Accounts and Simple Solutions, a Government funded NDIS provider

Tenants pay all outgoings

**Net Income: \$235,878 pa + GST**

- + Imposing modern 2 storey building constructed 2008
- + Substantial 1,869sqm site
- + Building area 858sqm - potential for future strata subdivision
- + On-site parking for 37 vehicles
- + Hervey Bay: fastest growing seaside city in regional QLD
- + World renowned tourist destination & commercial hub

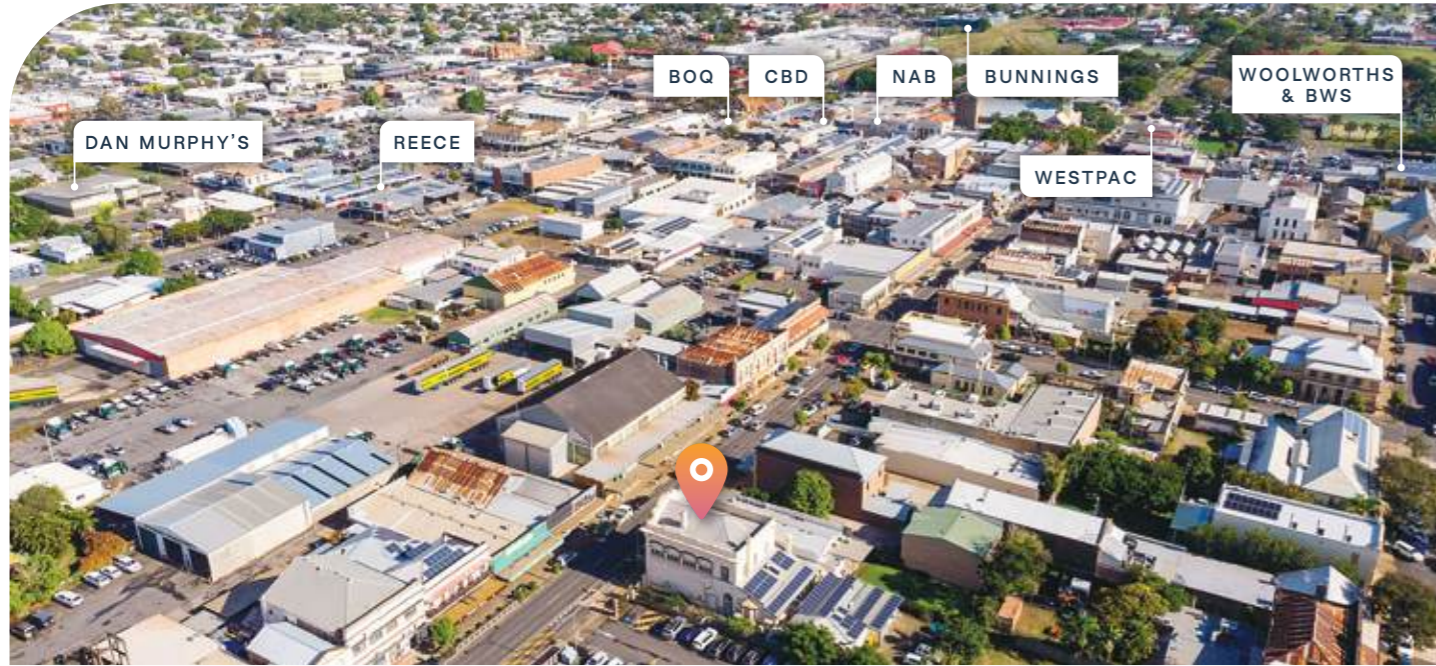


**Contact**  
Glenn Conridge 0413 873 337  
Michael Gilbert 0430 024 790



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House





## Circa 8% Yielding Medical Investment Established Practice 20 Years

Maryborough QLD  
297 Kent Street

Attractive net lease with tenant responsible for outgoings, as per lease

2% rent increases annually (confirmed as 1/11/21)

**Net Income: \$106,121 pa + GST (as at 1/11/21)**

- + 5 year lease until Nov. 2023 plus options until 2033
- + Monsour Medical Clinic, in occupation circa 20 years
- + Well maintained 588 sqm freehold property comprising period features, 17 consulting rooms, upstairs residence plus ample customer parking
- + Maryborough: a major city of the Fraser Coast Region which has a population of 105,463



**Contact**  
Kieran Bourke 0417 418 007  
Craig Chapman 0427 110 132



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House

## Multi-Tenanted Investment Anchored by State Government

Mount Isa City QLD  
75 Camooweal Street

1,012 sqm landholding with 533 sqm NLA of ground floor office space

Rare off-street secure undercover parking

**Net Income: \$107,020 pa + GST**

- + Occupied by long term tenants the Queensland Government - Dept of Communities - Child Safety and Disability Services + Dept of State Development, Manufacturing, Infrastructure & Planning
- + Third tenancy leased Neato Employment Services, a specialist regional Job Services Australia provider, until May 2022 with 1 x 2 year option and annual 3% increases



**Contact**  
Craig Chapman 0427 110 132



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House







## Brand New 10 Year Lease to 2031 Booming Brisbane Location

Flagstone (Brisbane) QLD  
6 Commercial Circuit

Brand new 10 year lease to  
Bridgestone Australia Limited  
plus option to 2041

Tenant pays all outgoings  
including Land Tax

**Net Income: \$100,000 pa + GST**

- + Located opposite the brand new \$15.5m Coles Flagstone Village
- + New build, offering significant depreciation benefits
- + Bridgestone: Australia's #1 tyre retailer with 339 stores nationally
- + City of Logan: By 2036, population forecast to grow by 46% to 500,000<sup>1</sup>



**Contact**  
 Jamie Perlinger 0413 860 315  
 Beau Coulter 0413 839 898  
 Peter Uebergang 0488 008 975

**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 4 August  
 Crown Casino,  
 Melbourne, VIC

<sup>1</sup> City of Logan





## Quality Industrial Estate Renewed Lease to ASX Listed Tenant



Mt Louisa (Townsville) QLD  
Lot 20 – 547 Woolcock Street

Renewed lease to December  
2024 with option to 2027

CPI or 3.5% annual increases,  
whichever the greater

**Net Income: \$76,500 pa + GST**

- + Johns Lyng Group: ASX listed company with market cap of \$934m and 856 employees
- + Modern high clearance warehouse
- + Tenant pays all usual outgoings including management fees
- + Building area 765sqm plus 7 on-title car spaces
- + Townsville: 'capital' of North Queensland with a growing population of over 180,000



**Contact**  
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Beau Coulter 0413 839 898



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

## Beach Front Freehold in Hervey Bay Established Pharmacy Almost 20 Yrs



Torquay (Hervey Bay) QLD  
418a Esplanade

Renewed 5 year lease to 2025  
plus option to 2030

Fixed 2% annual rent increases

Tenant pays all outgoings

**Net Income: \$65,128 pa + GST**

- + Prime position on Hervey Bay Esplanade opposite beach
- + Infinity Pharmacies: over 20 outlets plus 9 medical centres
- + 556sqm freehold with rear access
- + Hervey Bay: fastest growing seaside city in regional QLD
- + Major tourist destination & commercial hub, trade catchment 107,000+ & 4.3m visitors annually

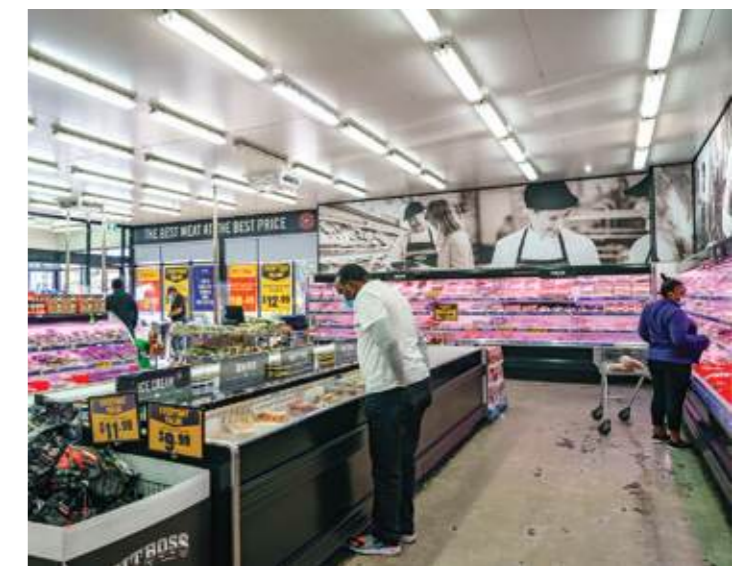


**Contact**  
Glenn Conridge 0413 873 337  
Michael Gilbert 0430 024 790



**Investment Portfolio Auction**  
11am AEST  
Tuesday 3 August  
Yallamundi Rooms,  
Sydney Opera House





## 10 Year Leases to 2028 + Options to 2043 High Exposure Sites with 3.5% Increases

Secure 10 year leases to Nov 2028 plus options to 2043

Attractive 3.5% annual rent increases

Tenant pays all usual outgoings as per leases

Tasman Butchers: established over 30 years with 9 stores across Melbourne

Easy customer access with excellent on-site parking

Highly prominent strategic metropolitan locations

Sought after 'Essential Service' asset class

Oakleigh South VIC  
1358-1360 North Road

- + Prominent 1,270sqm building over two levels constructed 2010
- + 44 car spaces on-title
- + Prime 2,934sqm site with easy thoroughfare to Fulton St at rear
- + 47,000 vehicles passing daily
- + Oakleigh: 2km from Chadstone SC and 15km from Melbourne CBD
- + Net Income: \$217,818 pa + GST

Pakenham VIC  
1/35-37 Bald Hill Road

- + Superb 586sqm building with corner exposure
- + Abundant car parking
- + Strategic position metres from Pakenham Market Place, Woolworths, Coles and Big W
- + Cardinia Shire: forecast population growth to 200,238 (66% increase) by 2041
- + Net Income: \$149,312 pa + GST



**Contact**  
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Raoul Holderhead 0413 860 304  
Matthew Wright 0458 290 588

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino, Melbourne, VIC  
To be sold individually





Potential Stamp Duty Savings



## Absolute Trophy Industrial New Lease to Streamline Est 1983



Shepparton VIC  
9 Joseph Baldwin Place

- + Long established and successful hospitality and supplies business in operation 38+ years
- + Immaculate 1,943sqm state-of-the-art office warehouse
- + Significant 2,689sqm freehold title
- + Strategically located amongst Visy, SPC & Freedom Foods
- + Shepparton: major regional city with a 100,000+ trade catchment

Brand new 3 year lease to May 2024 plus options to 2030

Fixed annual 4% rent increases

Tenant pays usual outgoings

**Net Income: \$149,471 pa + GST**



**Contact**  
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Beau Coulter 0413 839 898



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

## Versatile Freehold – Tightly Held Queenscliff Attention: Owner Occupiers &/or Investors

Queenscliff (Bellarine) VIC  
2 Hobson Street

- + Strategic position central to Hesse Street (30m) and Queenscliff Foreshore (50m)
- + Mixed Use Zoning provides flexibility including residential redevelopment STCA
- + Queenscliff: Affluent coastal resort town home to Searoad ferries connecting Bellarine and Mornington Peninsulas - median house price \$1,250,000\*

2 level building incorporates café & gallery, apartment & holiday studio

734sqm site with 26m frontage

**Potential Fully Let: \$100,000 pa**



**Contact**  
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Shaun Venables 0411 860 865



**On Site Auction**  
11am AEST  
Saturday 7 August

\*Approx





## Renewed Lease to ASX Listed Tenant Brilliant Position Amongst Major Brands



Colac VIC  
3/118-128 Bromfield Street

- + Rivers: Wholly owned by ASX listed Noni B Limited with 1,350 stores nationally
- + Modern 489sqm retail premises with rear loading and direct access to 195 car parks
- + Immediately surrounded by Bunnings, ALDI supermarket, Best & Less and BWS liquor
- + Colac: servicing 30,000+ trade catchment\*

**Contact**  
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Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

\*Approx

Renewed 5 year lease to  
July 2023 plus option

Fixed 4% annual rent increases  
Tenant pays usual outgoings

**Net Income: \$77,418 pa + GST**

## Strategic Medical-Grade Investment Industry Leading Vet Training Centre



Keilor Park VIC  
8/37 Keilor Park Drive

- + NVC: Market-leading veterinary practice and training network with 103 locations across Aus/NZ
- + Guaranteed rental growth with compounding 3% increases
- + Modern 456sqm State HQ and medical-grade training centre
- + Situated in the tightly-held Translink Business Park 450m from the Calder Fwy, surrounded by ANZ, Beaumont Tiles, Subway, Totally Workwear and more

**Contact**  
Matthew Wright 0458 290 588  
Billy Holderhead 0422 817 696

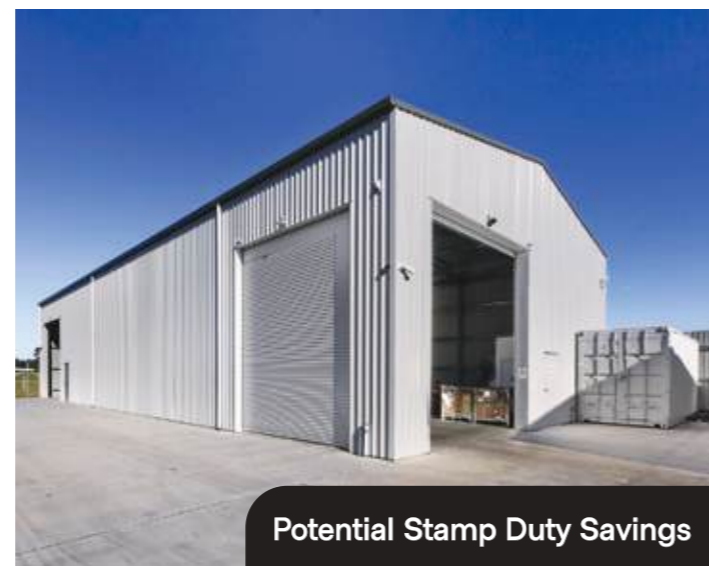
**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

Secure 7 year lease on  
favourable net terms plus  
5 year option to 2030

Top tier tenant in booming  
essential service industry

**Net Income: \$71,027 pa + GST**





Potential Stamp Duty Savings

## Australia Post Distribution Centre Brand New Buildings & Lease



Bairnsdale VIC  
29 Gordon Street

- + Fixed 2.5% increases – assuring rental growth
- + Strategic 1,905sqm site with easy access to Princes Hwy
- + 2 recently constructed industrial buildings totaling 720sqm
- + Significant tax saving depreciation
- + Bairnsdale: Major commercial centre servicing East Gippsland region, 42,000+ trade catchment

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

New 3 year lease plus options through to 2033

Important essential service tenanted investment

**Net Income: \$65,795 pa + GST**



## Brand New Entry Level Investment Rare Fixed 4% Annual Rent Increases

Oakleigh VIC  
Unit 1, Dalgety Street

- + Single tenanted investment with dual income streams assuring security of lease
- + Investor preferred net lease terms with tenant paying all usual outgoings
- + Within brand new development including 270 apartments and 106 hotel rooms
- + Oakleigh: established residential suburb only 14km south-east of Melbourne CBD

**Contact**  
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Shaun Venables 0411 860 865  
Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

Brand new 5 year lease Dec 2025 plus option to 2030

Brand new 145sqm premises including cafe & laundromat

**Net Income: \$58,200 pa + GST**





## High Exposure Development Site Over 55,000 Vehicles Passing Daily

Deer Park VIC  
780B Ballarat Road

Prime 3,312sqm landholding  
with 53m frontage and exposure

Major arterial road with over  
55,000 vehicles passing daily

1.3km from Western Ring Road

- + Industrial 3 zoning provides a variety of uses including service station, fast food, bulky goods, warehouse STCA
- + Opposite Orica's well publicised 150 hectare site earmarked for significant commercial, retail and light industrial development
- + Gateway to Melbourne's booming western growth corridor

**Contact**  
Shaun Venables 0411 860 865  
Matthew Wright 0458 290 588

**For Sale by Expressions of Interest**  
Offers Closing  
4pm AEST  
Thursday 12 August



## Strategic Tasmanian Cold Store Facility National Fast Food Supply Giant



Glenorchy (Hobart) TAS  
1 McKay Avenue

New 5 year lease, plus option  
through to December 2030

Tenant pays all usual outgoings  
including Land Tax

**Net Income: \$225,000 pa + GST**

- + Superior Foods: servicing fast food chains nationally incl Hungry Jack's, Subway, Domino's etc
- + Essential service asset class
- + Strategic 6,949sqm metro site with easy access to Brooker Hwy
- + 3,900sqm building with capital intensive 'cold store' tenant fit-out
- + Glenorchy: Established suburb, 8 km from Hobart CBD

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC





## 10 Year Lease to Australia's Largest Pharmacy Group - Chemist Warehouse



Sorell TAS  
2 Gordon Street

10 year lease plus a 10 year option to 2038

Tenant pays all council rates inclusive of Land Tax

**Income: \$175,479 pa (Nov 2021)**

- + Fixed 4% increases – assuring rental growth
- + Strategic 721sqm site, frontage to Gordon St plus rear access
- + Shop 478sqm plus 2 bedroom apartment above of 183sqm
- + Important essential service tenanted investment
- + Sorell: Booming satellite city of Hobart with strong growth on prominent tourist route

**Contact**  
Matthew Wright 0458 290 588  
Raoul Holderhead 0413 860 304

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

## Brand New 15 Year Lease to 2036 in World Renowned Salamanca



Battery Point (Hobart) TAS  
Unit 15/13-17 Castray Esplanade

Fixed 3.5% annual rent increases  
Tenant pays all outgoings including Land Tax

Impressive 201sqm restaurant with \$750k fit-out

**Net Income: \$111,603 pa + GST**

- + Kosaten: leading modern Japanese restaurant with 5 locations across multiple states
- + Superbly located within Salamanca's waterfront precinct amongst Princes Wharf, Hotels and leading restaurants
- + Salamanca position, attracting 1.34 million tourists annually<sup>#</sup>
- + Hobart: 16.5% median house price growth, 5.9% above national average<sup>\*</sup>

**Contact**  
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Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

<sup>#</sup>.id <sup>\*</sup>Corelogic





## Australia's Largest Pharmacy Chain Renewed Lease - CBD Growth Corridor



Launceston TAS  
98 Wellington Street

- + Fixed 3% rent increases
- + 526sqm CBD 'commercial' zone site, three level 885sqm building
- + Central locale amongst Coles, Woolworths and Dan Murphy's
- + Includes renewed lease to Sportspower on basement tenancy
- + Launceston: Tasmania's largest regional city, 105,000+ catchment

**Contact**  
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Raoul Holderhead 0413 860 304

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

\*Approx

Chemist Warehouse - 5 year lease plus option to 2030

Chemist Warehouse pay all usual outgoings as per lease

**Income: \$83,200 pa\* (Oct 2021)**

## Smash Repair Facility - ASX Listed Tenant New 8 Year Triple Net Lease to AMA Group



Para Hills (Adelaide) SA  
18-24 Kesters Road

- + Leased to wholly owned subsidiary of ASX listed AMA Group Limited with 182 locations across Australia and New Zealand and \$1 billion+ annual revenue
- + 1,672sqm state-of-the-art facility with numerous features and capital intensive upgrades
- + Tenant pays all usual outgoings including single holding Land Tax and Management Fees

**Contact**  
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RLA 293472

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

Renewed 8 year lease to Jan 2029 plus 8 year option to 2037

4,000sqm landholding with 40 metre frontage and exposure

**Net Income: \$220,000 pa + GST**





## Versatile CBD Retail Freehold Long Term Tenants Including ANZ Bank



Mount Gambier SA  
8 Commercial Street West

Secure 6 & 3 year Net leases with options

ANZ: ASX listed giant with circa \$79.56 billion market cap

**Net Income: \$161,365 pa + GST**

- + Fixed 3% increases, tenants pay usual outgoings as per leases
- + Fully occupied 779sqm\* building, including vendor guarantee
- + 986sqm\* CBD retail site with 20+ metre frontage & onsite parking
- + Potential strata subdivision (STCA)
- + Mt Gambier: SA's 2nd largest urban city, population of 27,000+

**Contact**  
Raoul Holderhead 0413 860 304  
RLA 293472

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

\*Approx

## Leased to National Smash Repair Giant AMA Group: \$1B Revenue, 200 Locations



Wangara (Perth) WA  
87 Innovation Circuit

5 year lease to 2025, plus options through to 2035

AMA Group pays all usual outgoings including Land Tax

**Net Income: \$262,519 pa\* + GST**

- + AMA Group: ASX listed smash repair giant, \$1 billion+ annual revenue, 200+ locations, 4000+ employees
- + Essential service asset class
- + Immaculate 1,630sqm building, \$1.5 million refurb in 2020
- + 2,960sqm site in strategic location
- + Wangara: leading Perth industrial suburb, 20 kms north of CBD

**Contact**  
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Rob Selid 0412 198 294  
Raoul Holderhead 0413 860 304  
Shaun Venables 0411 860 865

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

\*Approx





## Entry Level Fast Food Investment Fixed 3.5% Annual Increases

Wonthella (Geraldton) WA  
201 First Street

Renewed lease to December  
2023 plus option to 2028

Only Domino's in Geraldton

**Net Income: \$60,937 pa + GST**

- + Fixed 3.5% annual rent increases
- + Tenant pays all usual outgoings as per Lease including Land Tax
- + High profile 1,012sqm site opposite Bunnings Warehouse
- + Geraldton: booming residential population growth, forecast to grow 47% by 2036\*



**Contact**  
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Jamie Perlinger 0413 860 315



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 4 August  
Crown Casino,  
Melbourne, VIC

\*Forecast ID

# Q&A

## with Stephen Lovison

GENERAL MANAGER SYDNEY

**Stephen Lovison is a critical part of the fabric at Burgess Rawson, working with the team for more than 13 years. Commencing at the business in a sales and marketing capacity, Stephen is now General Manager, Sydney and a leader in our operations.**

**Q. What did the business look like back then?**

A. "Our Portfolio Auctions were in their infancy but building incredible traction in the market. We averaged eight properties per campaign. I am proud of how the portfolios have grown and innovated, particularly with the introduction of phone and online bidding. Our reach has completely opened up. We are no longer confined to people attending our auction rooms. Thousands worldwide watch the auction live and bidders are from all over the globe. What hasn't changed? The phone still rings hot when Portfolio magazine hits letterboxes!"

**Q. Outside of work, you're heavily into Rotary.**

A. "I have been with Rotary for 23 years and involved in some wonderful projects in Australia and overseas. I was proudly made a Paul Harris Fellow in 2014. It's important to invest time in worthwhile causes and raise awareness for issues most in the developed world would never even contemplate, like sanitation or clean drinking water."

**“ Q. Do the things you have learned from your Rotary flow through to how you approach your professional life with Burgess Rawson?**

A. I have certainly built on my stakeholder management expertise. Whether it is a volunteer project or a strategy session with our sales team, we are in the people industry after all. Burgess Rawson views philanthropy as an integral part of our business. It is wonderful to work for a company that values community work so strongly. I proudly Chair Burgess Rawson's philanthropic committee 'Be Real' and look forward to talking about the great initiatives we support. ”





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

---

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