

Portfolio

150



FEATURE ARTICLE

A Celebration of Portfolio 150
A retrospective

TALKING TO...

Our CEO's Outlook for 2022
A bright year ahead

2022

NEW YEAR YEAR OF THE TIGER

HAPPY LUNAR NEW YEAR

农历新年快乐

WE WISH YOU GOOD HEALTH
AND LASTING PROSPERITY

祝您身体健康，虎虎生威



Welcome



EDITOR Raoul Holderhead

[in](#) RAOUL.HOLDERHEAD

Welcome to our special edition magazine celebrating 150 portfolio auctions.

What an incredible ride so far!

Our first auction was held in September 2001, with what was called a 'high yielding bank portfolio' of eight assets. It was a big leap of faith by the team, coming just two weeks after the events of 9/11. But investors responded, with all eight properties selling.

I have been with the team since the very first Melbourne Portfolio Auction in 2002. Seven properties went under the hammer. First up, Bakers Delight in Benalla, Victoria sold for \$421,000 achieving a yield of 7.6%. That same property has sold twice since through our auction system, most recently in September for \$905,000 on a 4.64% yield.

There's a saying 'from little things big things grow'. Our December campaign alone delivered 53 sales totalling \$290 million. 2021 saw the eastern seaboard offices selling 415 properties with a combined value of \$1.84 billion.

The power of the Burgess Rawson Portfolio Auction has been our point of difference, our commitment is to bring the best properties to our investor clients, while achieving outstanding results for our vendors.

Incredibly, we have clients that were sitting in the first auction room back in 2001, still attending our auctions today. A great testament to our team, our hard work and our love for property!

For our 150th, we are proud to be launching this portfolio calendar with an exceptional line-up including Good Guys, National Tiles, United Petroleum, Liquorland, Officeworks and IGA we are starting the year with plenty of choice.

As always, our national team is here to assist you throughout the year to reach your investment goals.

Finally, to our friends who celebrate the start of the lunar new year, we wish you prosperity and good fortune.

恭喜发财，万事如意



Portfolio Team

EDITOR Raoul Holderhead
ASSOCIATE EDITOR Bianca Fernando
PRODUCTION MANAGER Chelsea Goodall
DESIGN Bryan Karman and Ty Layton
PHOTOGRAPHY Various

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.

BURGESSRAWSON.COM.AU



February Investment Portfolio Auctions

10:30AM AEDT
TUESDAY 22ND
SYDNEY

10:30AM AEDT
WEDNESDAY 23RD
MELBOURNE

10:30AM AEST
THURSDAY 24TH
BRISBANE

There are three ways to bid. Via phone, online or in-person.

Discuss with our agents which bidding option is the best for you and available in-person bidding locations.

New Properties For Sale

Childcare

Tenant	Location	State	Income pa	Page
Advance Childcare Management	Watsonia North (Melbourne)	VIC	\$530,222	18
Journey Early Learning	Lara (Geelong)	VIC	\$460,775	46
Elles Belles Early Learning	Ormond (Melbourne)	VIC	\$414,000	24
Bambini ELC	Sunbury	VIC	\$304,114	45
Busy Bees	Seaford (Melbourne)	VIC	\$88,384	55

Large Format Retail/Automotive

Tenant	Location	State	Income pa	Page
Audi, Landrover, Skoda	Coffs Harbour	NSW	\$360,000	33
The Good Guys	Mildura	VIC	\$157,424	52
Officeworks	Mildura	VIC	\$136,639	54
National Tiles	Mitcham (Melbourne)	VIC	\$333,300	14
National Tiles	Geelong (Grovedale)	VIC	\$323,200	14
National Tiles	Sunshine (Melbourne)	VIC	\$202,000	14

Industrial/Warehousing/Trade Retail

Tenant	Location	State	Income pa	Page
LeedSteel	Albury South	NSW	\$320,000	35
Self Storage Facility	Sumner (Brisbane)	QLD	\$250,856	43
Haymans Electrical	Currumbin Waters (Gold Coast)	QLD	\$85,068	44

New Properties For Sale

Retail Fuel

Tenant	Location	State	Income pa	Page
United Petroleum	Byford (Perth)	WA	\$443,879	22
Viva Energy Australia	Colyton (Penrith)	NSW	\$263,127	36
United Petroleum	Tweed Heads South	NSW	\$210,000	20
United Petroleum	Blaxland (Greater Sydney)	NSW	\$195,000	20
United Petroleum	Truro (Barossa Valley)	SA	\$160,000	20
Shell	Warburton (Yarra Ranges)	VIC	\$142,771	53

Medical/Wellbeing/Veterinary Services

Tenant	Location	State	Income pa	Page
Medical Centre/Office	Mermaid Beach (Gold Coast)	QLD	\$304,763	42
Medical Centre	Morisset (Newcastle)	NSW	\$230,685	37
Goulburn Valley Imaging	Shepparton	VIC	\$205,542	28
Medical Centre	Richmond (Greater Sydney)	NSW	\$175,000	38
The Foot & Ankle Clinic	Traralgon (Latrobe Valley Gippsland)	VIC	\$158,570	54
Canberra Day Spa	Canberra City	ACT	\$83,128	31
Veterinary Clinic	Burnie	TAS	\$71,850	59
The Foot & Ankle Clinic	Moe (Latrobe Valley Gippsland)	VIC	\$47,163	50
The Foot & Ankle Clinic	Sale (Gippsland)	VIC	\$46,210	50
Goulburn Valley Imaging	Shepparton	VIC	\$45,187	28

Supermarket/Retail/Bank

Tenant	Location	State	Income pa	Page
IGA	Freshwater (Sydney)	NSW	\$620,000	12
Ulladulla Plaza	Ulladulla	NSW	\$474,950	32
City Vista IGA	Fraser Rise (Melbourne)	VIC	\$393,963	26
Retail	Birtinya (Sunshine Coast)	QLD	\$372,976	40
Tasman Butchers	Oakleigh South (Melbourne)	VIC	\$217,818	48
Western Port Plaza	Hastings (Mornington Peninsula)	VIC	\$200,376	49
NAB	Kerang	VIC	\$38,783	57

Liquor/Hotel

Tenant	Location	State	Income pa	Page
The Alby	Phillip (Canberra)	ACT	\$440,120	30
Liquorland and BOQ	Tamworth	NSW	\$165,806	39

Office/Government

Tenant	Location	State	Income pa	Page
Forsyth Accounting	Armidale	NSW	\$329,059	34
Office/Medical	Rockhampton City	QLD	\$310,752	41
Retail and Federal Government	Mount Gambier	SA	\$53,000	58
Office	Mount Waverley (Melbourne)	VIC	\$51,616	56
Office	Mount Waverley (Melbourne)	VIC	\$51,555	56

From Little Things... Big Things Grow

This month, Burgess Rawson celebrates an unmatched milestone – 150 Portfolio Auctions.

We took the opportunity to sit with those who started it all to discuss the 20-year journey.

Partner Raoul Holderhead has been an integral part of the evolution of Burgess Rawson’s Portfolio Auctions, working on every campaign for the Melbourne team since day one.

“From humble beginnings of offering a portfolio of half a dozen properties, our auction campaigns have grown to become the litmus test of the commercial property market. All eyes are on each auction, and we are very aware of that,” said Mr Holderhead.

“It was a huge leap of faith to offer commercial property in this way, but investors embraced the process from the very beginning. Put simply, we offer high-quality properties to a captive audience of extremely motivated investors.”

“It’s a transparent process, where investors buy with confidence and certainty” continued Mr Holderhead.

Auctions are now held across three consecutive days at landmark venues in Sydney, Melbourne and Brisbane, eight times a year. The line-up has grown from less than 10 properties per campaign to up to 80 assets.

And at the front of each auction room across every campaign is arguably Australia’s best auctioneer, David Scholes.

When asked what moment stands out the most over 150 auctions,

Mr Scholes said, “There are so many accomplishments I have enjoyed during my nearly 30-year association with Burgess Rawson. First and foremost, the record numbers of auctions undertaken per portfolio auction, the record prices achieved in every state and territory and the record yields across nearly every category of property investment.”

“Technology has been our biggest transformation with the introduction of live streamed auctions allowing online and telephone bidding. Burgess Rawson has certainly been at the forefront of this innovation, executing it better than any other commercial agent and, without it, property owners simply couldn’t have achieved the record results they did during the interminable Covid lockdowns.

“We are all looking forward to

larger audiences at our auctions as restrictions are lifted and this will further enhance our results,” Mr Scholes added.

It is undoubtedly the depth of Burgess Rawson’s buyer pool that sets them apart from the rest of the market.

“Our buyer pool is unmatched. While we have welcomed many new investors to commercial investments over the past 12-18 months, we do pride ourselves on our long-term relationships with repeat clients who trust us to help grow their property portfolios,” said Mr Holderhead.

The auctions are also known for their quality and having the biggest line up of national tenants on offer at any point in time.

This reputation has seen Burgess Rawson awarded some of the most prestigious sale appointments in the market.

Woolworths Group has sold 38 investments through the auctions totalling \$212 million, Coles Group has auctioned 21 properties worth \$232 million and in FY2020, 7-Eleven knew the highly recognised event would deliver the best results for their portfolio of

34 leasebacks, which broke all sorts of records and realised a massive \$159 million.

These aren’t the only big names turning to Burgess Rawson to achieve the best results. This 150th Portfolio Auction campaign includes three leasebacks on behalf of leading Australian retailer, National Tiles.

Partner Darren Beehag said the consistent performance of the auctions and evolution of the events themselves has ensured investors know where to turn for their investment needs.

“People are curious about commercial investment,” said Mr Beehag. “In the past, the auction rooms were filled with traditional commercial investors focussed on a specific sector, like fuel or fast food.

“Investors know that we offer the volume, diversity and variety of price points. In turn, the faces in the crowd at auction events have also changed over time.

“We are increasingly seeing first time investors and those that typically looked at residential assets attending our auctions.”

In addition, investors that were

once focussed on one asset type are looking at commercial assets across the board.

“It is not unusual for an investor to purchase say, a fuel and convenience asset along with a childcare centre on the one auction day,” said Mr Beehag.

CEO Ingrid Filmer said that a key shift in the auction process was the move to online and phone bidding in 2020.



“This dramatically increased our reach and enabled investors to tune in to watch live worldwide or bid from home or work, even a quarantine hotel which was a first for us recently!”

Mrs Filmer added that the misconception that commercial property is complicated or only for the very wealthy is definitely changing.

“Portfolio Auctions are a great way for potential investors to get a feel for the market and see how straightforward and transparent it can be. And with investments available from as little as \$500,000, more and more investors are realising the security and strength of commercial property.”



LEASEBACKS AND MAJOR PORTFOLIOS

Woolworths Group Leasebacks

 38 properties
 \$212 million





Coles Group Leasebacks

 21 properties
 \$232 million





ALH Leasebacks and ALE Group Portfolios

 26 properties
 \$176 million





7-Eleven Leasebacks

 34 properties
 \$159 million





United Petroleum Leasebacks

 41 properties
 \$134 million



Mitre 10 and Home Hardware Leasebacks

 11 properties
 \$41 million





Raoul Holderhead

Partner | Burgess Rawson

“From humble beginnings of offering a portfolio of half a dozen properties, our auction campaigns have grown to become the litmus test of the commercial property market.

All eyes are on each auction, and we are very aware of that.”

2021

Record Burgess Rawson Auction Performance

321

Auction Sales

92.2%

Success Rate

\$1.34B

Sales Volume



Download Your Free 2021 Childcare Report

Insatiable demand, outstanding results, records broken

Burgess Rawson is the market leader in the sale of childcare freehold investments across Australia.

In 2021, we sold 77 childcare assets for a combined value of \$489 million.

Our Childcare Insights Report is now available, providing an analysis of the key sector drivers that consistently generate strong investor demand.

“The past 12 months have seen a significant shift across the sector as it has adapted and responded to the changing needs of families, government subsidies and varying restrictions resulting from the COVID pandemic.”

Adam Thomas
Burgess Rawson Director, Melbourne

DID YOU KNOW?



David Scholes has been the auctioneer for all 150 portfolio auctions.



The first auction was held in September 2001 in Sydney with 8 assets going under the hammer.



In November 2021, 80 properties were included in Portfolio Auction 148. This was the largest line-up of commercial assets ever assembled in Australia.



Other agents have entered the market with their own interpretations of Portfolio Auctions in the last 20 years with varying degrees of success.



In 2021, Burgess Rawson sold a record 321 properties worth \$1.341 billion via Portfolio Auctions.



The nearest competitor in the Portfolio Auctions space sold 97 properties in 2021 worth \$565 million.



To receive your free copy of the 2021 Childcare Industry Insights Report, scan the QR code.



Prized Supermarket on Sydney's Northern Beaches



Trophy Supermarket Investment New 10 Year Lease Plus Options to 2056



Freshwater NSW
Lots 2 & 5, 22-26 Albert Street

Brand new supermarket in
centre of vibrant Freshwater
shopping village

Major tax depreciation benefits

Net Income: \$620,000 pa* + GST

+ Exceptional street presence with
wide retail frontage, adjacent to
Bakers Delight

+ Convenient undercover customer
parking

+ Dominant supermarket within
Freshwater's affluent catchment

+ Freshwater: tightly held and
popular beach suburb, \$3.6m
median house price and 46%
capital gain in 2021

Contact
Darren Beehag 0411 226 223
Dean Venturato 0412 840 222

For Sale by
Expression of Interest
Closing 3pm AEDT
Thursday 3 March 2022

*Approx

Strategic Metro Locations New 12 Year Leases with 3% Fixed Increases

National Tiles Sale and Leaseback Portfolio





SUNSHINE



SUNSHINE



GEELONG

A National Icon Since 1979 38 Stores and Counting...

Brand new 12 + 10 + 10 year leases though to 2054
Annual fixed compounding 3% rent increases
6 month bank guarantees
Tenant pays all usual outgoings as per leases

National Tiles snapshot:

- + Record FY21 turnover of circa \$150 million
- + 17% average annual revenue growth over the last 5 years
- + 500 employees along the eastern seaboard
- + Proposed imminent rollout of new stores Australia wide

Mitcham VIC
 Unit 1, 621 Whitehorse Road

- + High profile 2,171sqm* site, huge exposure to Whitehorse Road
- + Immaculate 1,360sqm* retail showroom and warehouse
- + 32 on site car spaces
- + Central position within home improvement precinct, amongst many national traders
- + 43,000 vehicles passing daily
- + **Rent: \$333,300 pa* + GST**

Sunshine VIC
 600 Ballarat Road

- + Large 3,716sqm* freehold site
- + Modern 1,400sqm* retail showroom and warehouse
- + Easy rear 'vehicle turning circle' thru to trade shop
- + 22 on site car spaces
- + Strategic gateway position to Melbourne's booming west
- + 42,000 vehicles passing daily
- + **Rent: \$202,000 pa* + GST**

Geelong (Grovedale) VIC
 Unit 3, 174-178 Torquay Road

- + Modern 1,720sqm* retail showroom and warehouse
- + Strategic investment including National Tiles Head Finance Office on the first floor
- + Position perfect on Surfcoast Hwy connecting Geelong to booming Armstrong Creek/ Torquay and Great Ocean Road
- + 38,000 vehicles passing daily
- + **Rent: \$323,200 pa* + GST**



Contact
 Matthew Wright 0458 290 588
 Raoul Holderhead 0413 860 304
 Ingrid Filmer 0413 860 312
 Billy Holderhead 0422 817 696

Investment Portfolio Auction
To be sold individually
 10:30am AEDT
 Wednesday 23 February
 Crown Casino, Melbourne

*Approx

Stunning Childcare Investment Leased to Leading Boutique Provider



New 15 + 10 + 10 Year Net Lease to 2057
3.5%pa Rent Increases + Ratchet Provisions



Watsonia North VIC
 292-296 Grimshaw Street

Tenant pays all of outgoings including land tax

Brand new construction with significant depreciation benefits

Net Income: \$530,222 pa* + GST

+ Advance Childcare: experienced boutique operator with multiple Melbourne metro locations

+ Premium purpose-built centre, with service approval for 132 LDC places and secure basement parking for 29 cars

+ Large 2,659sqm* main road corner site, metres from Greensborough Hwy and only 16km from the Melbourne CBD

Contact
 Adam Thomas 0418 998 971
 Natalie Couper 0413 856 983

Investment Portfolio Auction
 10:30am AEDT
 Wednesday 23 February
 Crown Casino, Melbourne

*Approx

Three Freestanding Retail Investments New 12 Year Leases



Essential Service Investments with Compounding 3% Rent Increases

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.

- + Secure 12 year leases with six further 5 year options
- + Annual, fixed compounding 3% rent increases
- + Irreplaceable, high-profile retail convenience sites

For more information and campaign updates go to:
www.burgessrawson.com.au/unitedportfolio

Tweed Heads South NSW:
6 Minjungbal Drive

- + High profile 1,801sqm* site with 58 metre* street frontage
- + Dominant location near Tweed City Shopping Centre, attracting 5.75 million customers annually¹
- + Amongst car dealership precinct including Toyota, Ford, Mazda, MG, Jeep, and Isuzu within 600m*
- + Tweed Shire: population forecast to grow 22% to 120,000 by 2031²
- + Rent: \$210,000 pa*

Greater Sydney NSW: Blaxland
67 Old Bathurst Road

- + Prime corner site with 46 metre* exposure to major arterial
- + Blaxland: Gateway to the Blue Mountains, 8km* (10 min) to Penrith and 64km* (1 hour) to Sydney CBD
- + Blue Mountains: One of Australia’s premier tourist destinations, 4.5 million visitors pa by 2025⁴
- + Rent: \$195,000 pa*

Barossa Valley SA: Truro
52-56 Moordundie Street

- + Prominent 2,694sqm* corner site with 60m* exposure to Sturt Hwy
- + The only petrol station along a 60km* stretch of Hwy linking Yamba to Adelaide
- + Barossa Valley: Arguably Australia’s most iconic wine region, attracting circa 1.5 million visitors per annum⁵
- + Stamp duty free investment
- + Rent: \$160,000 pa*



Contact
Matthew Wright 0458 290 588
Zomart He 何梓轩 0488 220 830
Rick Jacobson 0413 830 083
Billy Holderhead 0422 817 696 (SA)
Kieran Bourke 0417 418 007
RLA293472



Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 22 February, Sydney

*Approx ¹Lendlease ²Profile.id
³Gapmaps ⁴VISSP ⁵tourism.sa.gov.au



Byford United and Chicken Treat with Long 11 Year WALE

New Freestanding Retail With Integrated Drive Thru, 3% Increases

Byford WA
801 - 803 South Western Hwy

United: one of Australia's fastest and largest growing independent fuel retailers

Chicken Treat: Booming fast food chain, 58 stores & growing
Combined Income: \$443,879 pa*

- + United: 15 year Net lease plus options to 2054
- + Chicken Treat: 10 year Net lease plus options to 2039
- + Prominent 3,436sqm* corner site with 174m* triple street frontage
- + 15,500+ vehicles passing daily²
- + Byford: One of Australia's fastest-growing suburbs, forecast to grow 54% by 2036³



Contact
Rick Jacobson 0413 830 083
Chris Carcione 0415 393 082
Raoul Holderhead 0413 860 304
Andrew McKerracher 0411 611 919

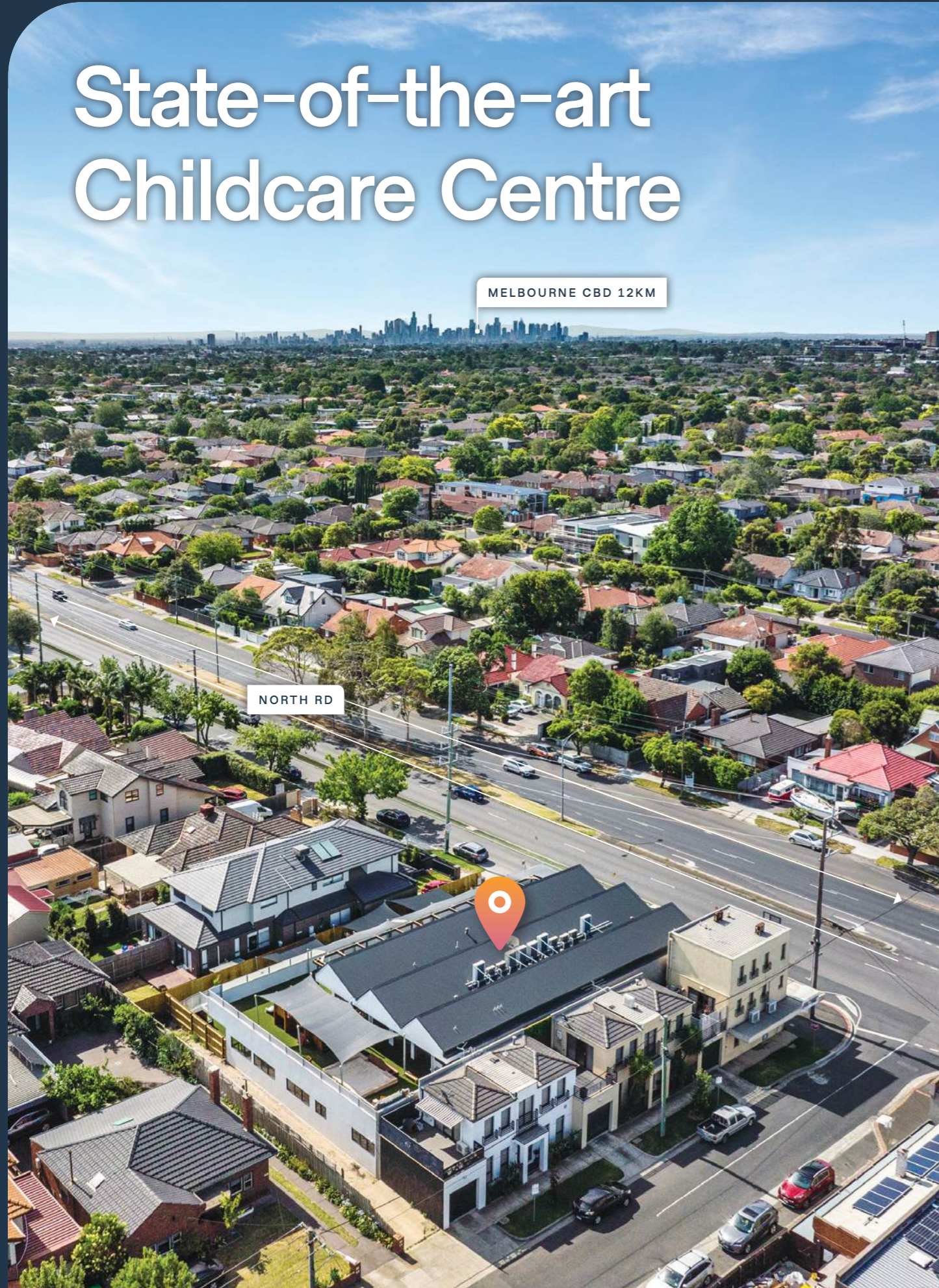
Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx ²GapMaps ³forecast.id

State-of-the-art Childcare Centre

MELBOURNE CBD 12KM

NORTH RD



New 15+10+10 Year Net Lease to 2057 Highly Desirable Location



Ormond VIC
730-734 North Road

Annual rent increases to the
greater of 3% or CPI

Tenant pays all outgoings
including land tax

Net Income: \$414,000 pa* + GST

- + Elles Belles: boutique operator with a further strong-trading centre in Cheltenham
- + Impressive 94 LDC place centre with basement parking for 20 cars
- + Strategic 1,026sqm* main road 'city-bound' site, situated within the sought-after LGA of Glen Eira
- + Brand new construction with significant depreciation benefits

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx



Modern Neighbourhood Shopping Centre Anchored by 15 Year Lease to IGA

New Fully Leased IGA Shopping Centre Booming Metro Melbourne Growth Suburb



Fraser Rise (Caroline Springs) VIC
2 Osprey Drive (City Vista Ct)

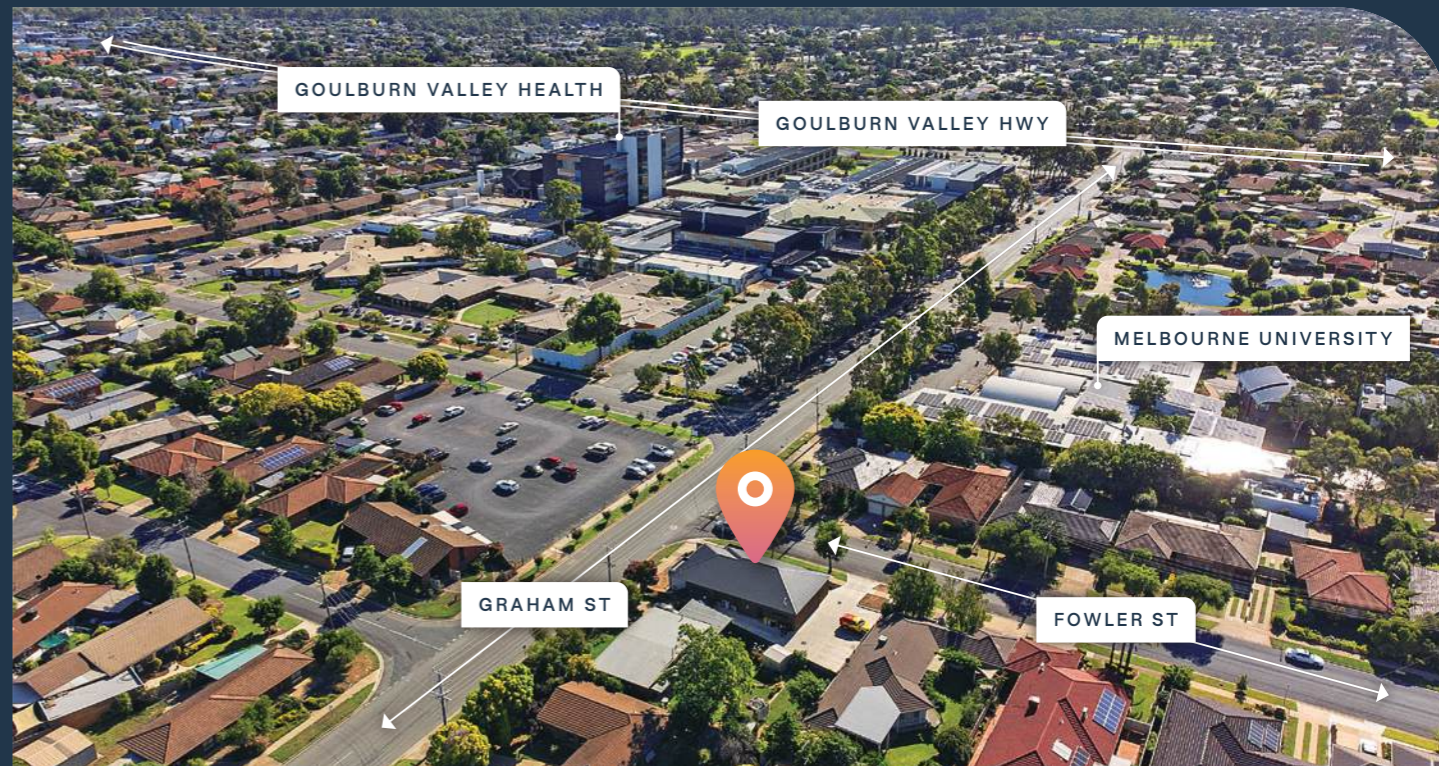
Trophy essential service asset with long 7.9 year WALE
94% of rent underpinned Daily Needs and essential tenants
Rental Income: \$393,963 pa* fully leased (as of 15/02/2022)

- + Supermarket + 6 shops with 44 on title car park spaces
- + Imposing 4,389sqm* island site with combined 268 metre* street frontage
- + Surrounded by important social infrastructure, including 7 schools servicing 7,170 students³
- + Located in Melbourne's Western Growth Corridor, population forecast to grow 253% by 2051²

Contact
Shaun Venables 0411 860 865
Rick Jacobson 0413 830 083

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx ¹All Homes ²forecast.id ³GapMaps



Two Essential Service Medical Investments Secure Leases to Australia's #1 Provider

5 year net leases plus further options

Annual rent reviews

Tenant pays all usual outgoings as per leases

I-Med Radiology: Australia's largest medical imaging network with 200+ locations

Highly prominent clinics in key medical precincts

Easy patient access with excellent on-site parking

Shepparton: major regional city with a 100,000+ trade catchment

Shepparton VIC
104-108 Nixon St

- + Secure 5 year lease to Nov 2023 plus option to 2028
- + Situated in key medical precinct - GV Health, Pathology, Orthodontic, Chiropractic & Myotherapy services all within 250m*
- + Well presented 780sqm* clinic
- + Significant 2,339sqm* site across 3 titles with 51 metre* frontage
- + Net Income: \$205,542 pa* + GST

Shepparton VIC
55 Graham St (cnr Fowler St)

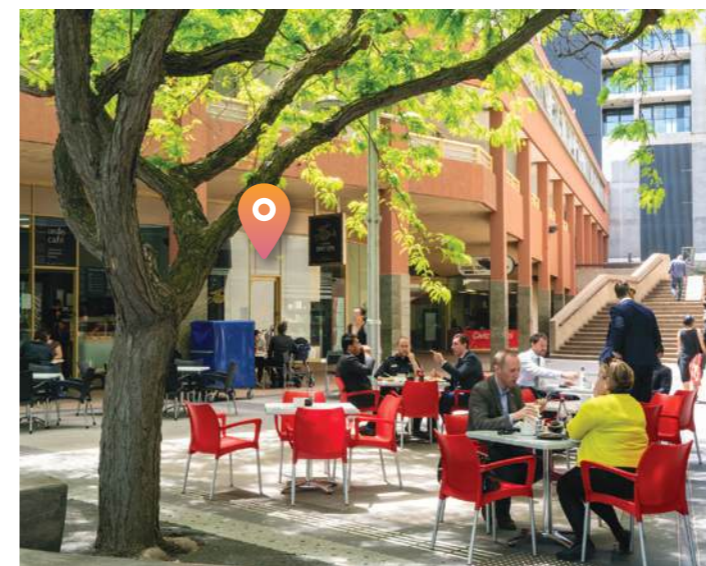
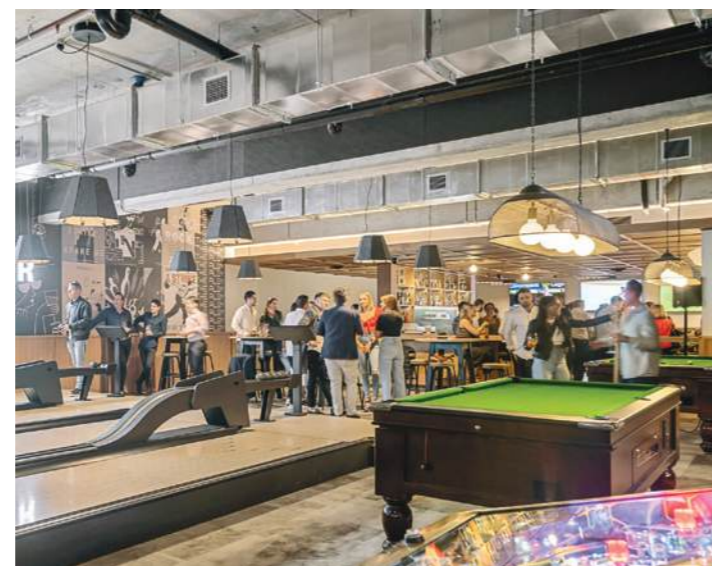
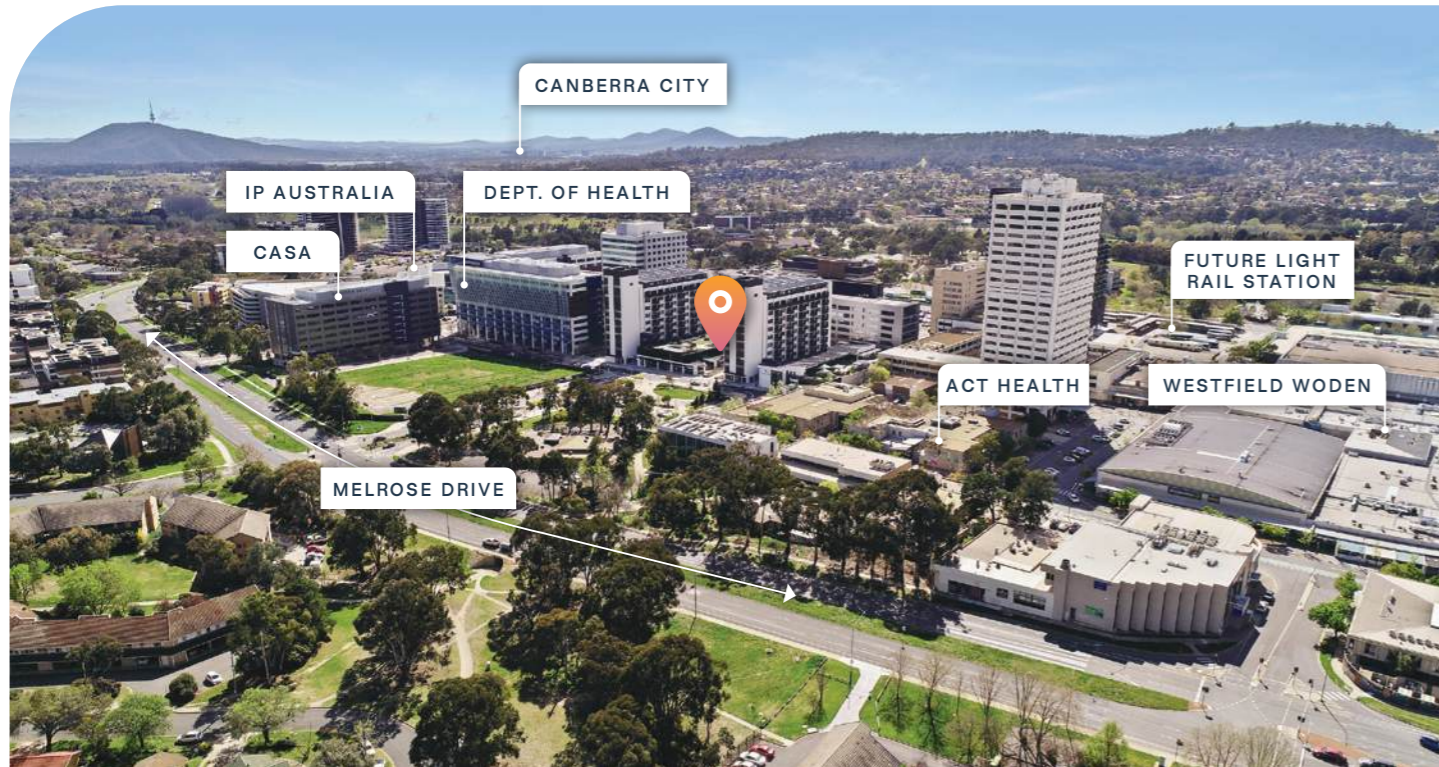
- + Secure 5 year lease to Dec 2024 plus options to 2038
- + As new clinic constructed 2019 offering depreciation benefits
- + Rare entry level investment
- + Prime 707sqm* site with dual street frontage opposite GV Health
- + Net Income: \$45,187 pa* + GST



Contact
Beau Coulter 0413 839 898
Shaun Venables 0411 860 865

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne
To be sold individually

*Approx



Premium Hotel Investment in Award-Winning Canberra Hotspot

THE ALBY

Phillip ACT
G04/45 Furzer Street

- + Town centre location
- + Tenant: The Albemarle Woden Pty Limited (Doma Hotels)
- + Total area: 1,125 sqm
- + 100% of outgoings by tenant
- + \$3.82 Million depreciation available for owner
- + 3% increases per annum

10 year lease with
2 x 5 year options

Developed and operated by
award winning Doma Group

Net Income: \$440,120 pa

Contact
Guy Randell 0430 272 999
James Baker 0421 863 040
Kieran Bourke 0417 418 007

Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Yallamundi Rooms,
Sydney Opera House

Superb Entry Level CBD Investment Stamp Duty Free



Canberra City ACT
142-144/2 Akuna Street

- + One of ACT's premier Day Spas utilising the latest technology
- + Area: 169 sqm
- + Irreplaceable location in the heart of Canberra City
- + Immersed in Canberra's CBD amongst high density residential and large Government and Corporate workforce
- + Stamp Duty Free

10 year lease

Fixed 3% annual increases

Net Income: \$83,128 pa + GST

Contact
Guy Randell 0430 272 999
James Baker 0421 863 040
Rhys Parker 0451 101 042

Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Yallamundi Rooms,
Sydney Opera House



Ulladulla Plaza Highly Successful Retail/Office Complex

Ulladulla NSW
107-109 Princes Hwy


25 retail and office tenants
First time offered in 38 years

Most tenants pay annual
rent increases of 3%+

Net Income: Circa \$474,950 pa*

- + Booming South Coast tourism region - 3 hours from Sydney
- + Best position in the centre of town
- + History of 100% occupancy
- + Convenient access to adjacent council car park at the rear
- + 100 metres* to Coles, Woolworths and ALDI supermarkets
- + 2,258sqm* landholding – potential high density redevelopment (STCA)

 **Contact**
Dean Venturato 0412 840 222

 **Investment Portfolio Auction**
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx



Trophy European Car Dealership AAA Tenant with 50 Locations


Coffs Harbour NSW
180 Pacific Highway


Secure 10 year lease until 2026
plus option to 2036

Tenant responsible for
outgoings, including land tax

Net Income: \$360,000 pa* + GST

- + Strategic auto alley 9,236sqm* Pacific Highway site adjacent Nissan, Ford, Mercedes, Holden Subaru and more
- + Immaculate 1,825sqm* Prestige European Dealership selling Landrover, Skoda & Audi
- + Lease to Tony White Group, over 50 locations, 30+ yrs' of industry experience with 2000+ employees
- + Coffs Harbour: booming coastal town with population 75,000+

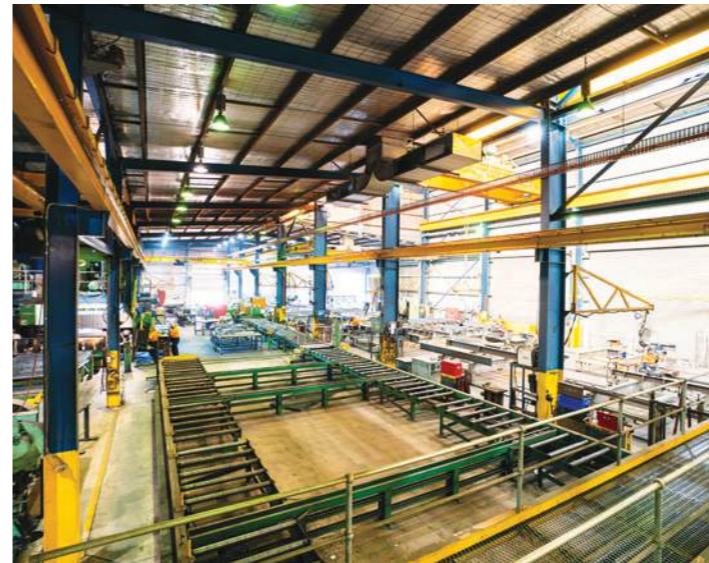
 **Contact**
Kieran Bourke 0417 418 007
Darren Beehag 0411 226 223

 **Investment Portfolio Auction**
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx



BELLBOWRIE EUROPEAN



10 Year Lease to Forsyths Accounting Over 100 Years Established, Since 1921



Armidale NSW
119-121 Rusden Street

10 year lease to Forsyths to 2030 plus options to 2040

Landmark building, architecturally designed refurbishment in 2020

Net Income: \$329,059 pa* + GST

- + Strategic 2,811sqm* CBD landholding with car parking
- + Impressive 1,374sqm* NLA dual level commercial building
- + Prominent signage + flexibility of 2 additional tenancies
- + Armidale: catchment of 80,000 people, one of NSW strongest regional economies
- + Recognised government and professional services precinct



Contact
Darren Beehag 0411 226 223
Rhys Parker 0451 101 042



Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx

Brand New 7 Year Lease with Fixed 3% Increases Secure Industrial Tenant, On Site 22 Years

South Albury NSW
513 Atkins Street

Brand new 7 year lease to Feb 2029 plus options to 2039

Fixed 3% annual rent increases

Tenant pays usual outgoings

Net Income: \$320,000 pa* + GST

- + LEED Steel: leading manufacturer with over 30 years experience
- + Impressive 3,860sqm* factory including office, warehouse and 7 gantry cranes
- + Significant 12,680sqm* site
- + Thriving precinct with \$3.3 Billion output supporting 12,170 jobs just off Hume Freeway¹
- + Albury/Wodonga: combined booming population of 100,000+

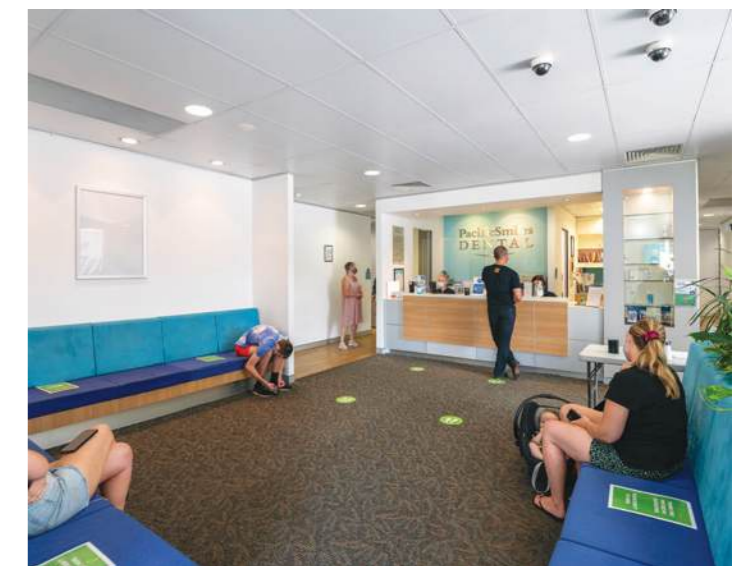


Contact
Beau Coulter 0413 839 898
Billy Holderhead 0422 817 696
Rhys Parker 0451 101 042



Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne,

*Approx ¹Remplan



Sydney Fuel & Convenience Trophy Leased to ASX Giant Viva Energy



Colyton (Penrith) NSW
86 - 88 Great Western Highway

- + Viva Energy (ASX:VEA): market cap \$3.67B supply around a quarter of Australia's fuel
- + Strategic 2,223sqm* major arterial landholding
- + Growth corridor 20 minutes to new Western Sydney Airport
- + Large canopy with 7 double sided bowlers + LED pylon, U-Haul hire & ATM

100% leased by Viva Energy to 2026 plus options to 2036
Busy 6 lane highway with exposure to 18,858 vehicles daily
Net Income: \$263,127 pa* + GST

Contact
Darren Beehag 0411 226 223
Rhys Parker 0451 101 042

Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx

100% Leased Medical Anchored Investment Strategic Position Between Coles and Woolworths

Morisset NSW
49 Yambo Street

- + Large 1,010sqm* site with modern 650sqm* freehold, leased to Medical (82% including Dentist & Physio) and accountant
- + Valuable 18 on-site car spaces
- + Close proximity to McDonald's, Coles, Woolworths & Bunnings
- + Convenient 1.25hrs to Syd via M1
- + Morisset: commercial centre of Lake Macquarie, population of 48,000+

10 year lease to anchor tenant to 2028 plus options to 2038
Generous tax depreciation savings available
Net Income: \$230,685 pa + GST (as at 2/7/2022)

Contact
Kieran Bourke 0417 418 007
Darren Beehag 0411 226 223

Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx



Sydney Freehold Medical Trophy 15 Year Lease to 2036 – Set & Forget



Richmond NSW
41 March St (corner Paget St)

Greater of CPI or 2.5% pa increases (over \$247,000 by 2035)

Landlord friendly net lease, tenant pays outgoings

Net Income: \$175,000 pa* + GST

- + 15 year net lease + option to 2041
- + Purpose built architecturally designed specialist medical centre
- + High growth Hawkesbury locality, largest LGA in metropolitan Sydney, 65,000 population
- + Prime location near Train Station, Woolworths, ALDI and McDonald's
- + Convenient on-site parking plus wheelchair ramp access

Contact
Darren Beehag 0411 226 223
Kieran Bourke 0417 418 007

Investment Portfolio Auction
10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx

Irreplaceable Liquorland & Bank Trophy Entire Essential Services Centre



Tamworth NSW
186 Marius Street (Oxley Hwy)

Fully leased to four excellent tenants

Liquorland, bike shop, fast food and Bank of Queensland

Net Income: \$165,806 pa* + GST

- + Renewed leases to BOQ to 2026 and Liquorland to 2028
- + Brilliant 1,963sqm* corner location near Coles, McDonald's, ALDI & Woolworths
- + Impressive improvements including advertising billboard
- + Convenient access & egress plus ample on-site customer parking
- + Tamworth: major centre for circa 200,000 catchment

Contact
Rhys Parker 0451 101 042
Darren Beehag 0411 226 223

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10:30am AEDT
Tuesday 22 February
Sydney Opera House

*Approx



Fully Leased Bluechip Lifestyle Investment 7+ Year WALE Ensuring Long Term Cash Flow

Birtinya (Sunshine Coast) QLD
Lot 4, 10 Capital Place

- + Blue-chip location opposite Homemaker Centre anchored by Bunnings, Anaconda & Spotlight
- + Highly successful national and local tenants - City Cave, Zero Latency Virtual Reality, Scoot & Skate and Infinity Martial Arts
- + Tenants pay all outgoings as per the lease
- + 146 on-site car spaces

Prominent position with exposure to 55,000 vehicles daily

Annual rent reviews between 3-4% ensuring strong growth

Net Income: \$372,976 pa* + GST

Contact
Andrew Havig 0478 010 990
Campbell Bowers 0405 127 588
Glenn Conridge 0413 873 337

Investment Portfolio Auction
10:30am AEST
Thursday 24 February
The Hilton, Brisbane

*Approx

Fully Leased CBD Freehold Anchored by National Tenants

Rockhampton City QLD
102 Bolsover Street

- + Fully leased 1,361sqm* office & medical building in the heart of the Rockhampton CBD
- + Prominent 3,037sqm* corner site directly opposite City Centre Plaza (Coles)
- + 58 at-grade car parks
- + Principal centre zoning allowing a multitude of future development uses

Expansive site with dev potential in heart of Rockhampton CBD

Anchored by national tenants Sullivan Nicolaides & Knight Frank

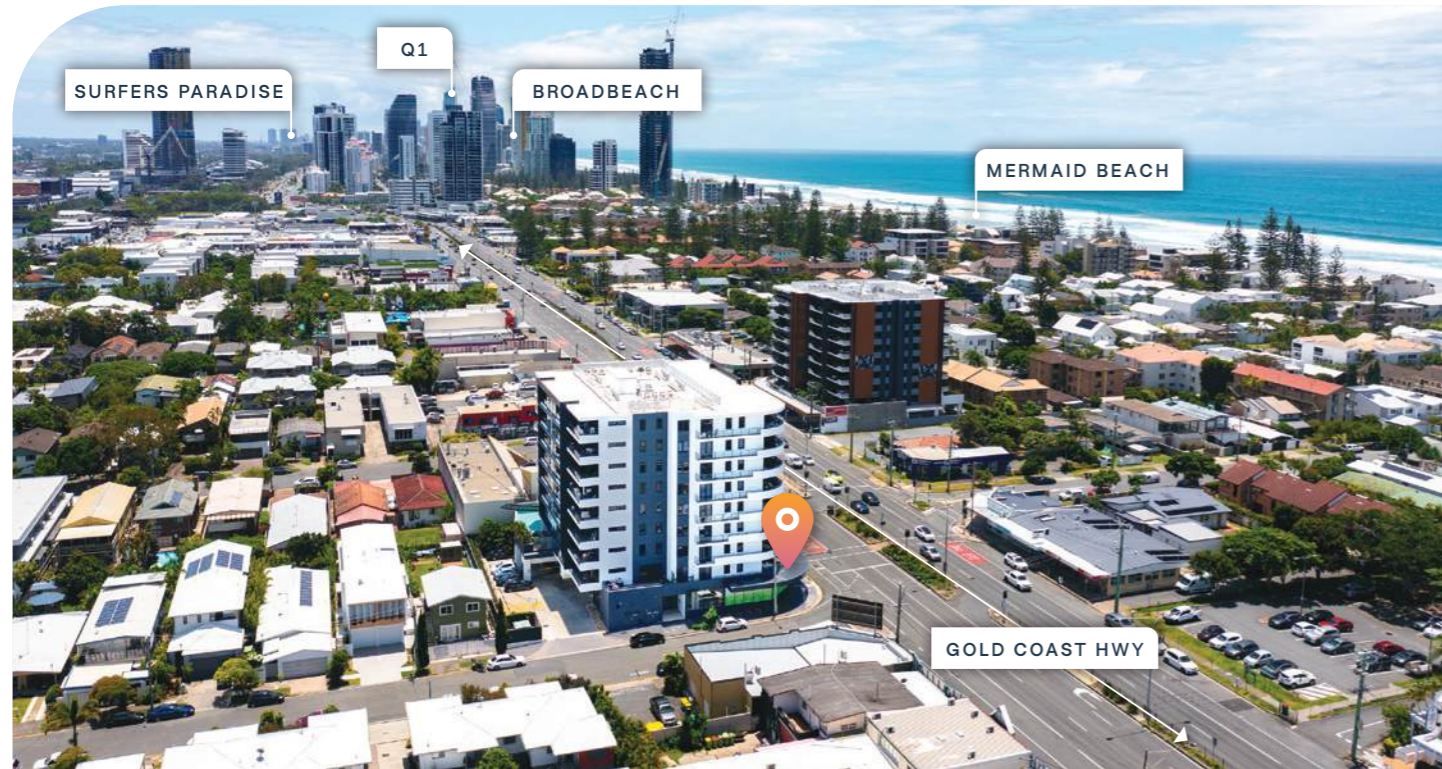
Net Income: \$310,752 pa* + GST



Contact
Campbell Bowers 0405 127 588
Andrew Havig 0478 010 990

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10:30am AEST
Thursday 24 February
The Hilton, Brisbane

*Approx



*Outline/Boundaries Indicative Only



Fully Leased Medical and Professional Service Investment

Mermaid Beach (Gold Coast) QLD
2446 Gold Coast Highway

A new building with average 8.5 year leases

Fixed 3%, 3.5% & 4% rent increases

Net Income: \$304,763 pa + GST

- + Diversified mix of tenants including Dental Surgery, Cosmetic and Laser Clinic, Radiology & H&R Block
- + Prominent corner opposite soon to be extended Light Rail with 45,000 vehicles passing daily
- + Building area: 474 sqm
- + On-title parking for 22 vehicles
- + Mermaid Beach: The Gold Coast's most exclusive suburb with soaring property values



Contact
Guy Randell 0430 272 999
Glenn Conridge 0413 873 337
James Baker 0421 863 040

Investment Portfolio Auction
10:30am AEST
Thursday 24 February
The Hilton Hotel, Brisbane



Self Storage Facility in Sumner Park A Consistent & Reliable Income Stream

Sumner (Brisbane) QLD
91 Jijaws Street

4,686sqm* freehold site

Consistently running at 95+% occupancy rate

Net Income: \$250,856 pa* + GST

- + Storman: self storage management cloud software
- + This business has been operating for over 25 years
- + 136 roller door shed storage units
- + 24 hour security cameras and individual coded gate access
- + Fully automatic backup generator on site

Contact
Peter Uebergang 0488 008 975

Investment Portfolio Auction
10:30am AEST
Thursday 24 February
The Hilton, Brisbane

*Approx



High Profile Investment to National Tenant Haymans Electrical Currumbin Waters



Currumbin Waters QLD
34 Currumbin Creek Road

New 5 year lease with options to 2031

Outstanding net lease structure – tenant pays all outgoings (excluding land tax)

Net Income: \$85,068* pa + GST

- + Haymans Electrical: wholly owned by MM Electrical, est 1916, a trade wholesale and retail distribution with 320+ warehouses and showrooms across Australia
- + Prime Gold Coast location on key arterial and 2.5km* to beachfront
- + Strong trading store with a recent \$125,000+ fit-out
- + 5% management fee recoverable
- + First time to market since 1994

Contact
Andrew Havig 0478 010 990
Campbell Bowers 0405 127 588

Investment Portfolio Auction
10:30am AEST
Thursday 24 February
The Hilton, Brisbane

*Approx

Outstanding Childcare Investment 15 + 10 + 10 Year Net Lease to 2054

Sunbury VIC
121 Mitchells Lane

Fixed 3% annual rent increases

Tenant pays all usual outgoings

As new construction with depreciation benefits

Net Income: \$304,114 pa* + GST

- + Bambini ELC: premium early education provider with eight Melbourne locations
- + Purpose-built centre, with service approval for 96 LDC places
- + Strategic 2,080sqm* site, adjoining Holy Trinity Primary School & within 250m* of two further schools
- + Sunbury: satellite city 38km from Melbourne and servicing a 65,000+ trade catchment population

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

Investment Portfolio Auction
10:30am AEST
Wednesday 23 February
Crown Casino, Melbourne

*Approx



New 15 Year Net Lease to National Tenant



Impressive Childcare Investment 15 + 10 + 10 + 10 Year Lease to 2066

Lara (Geelong) VIC
41 Rennie Street

Attractive 3% pa rent increases
Tenant pays all usual outgoings
As new construction, with significant depreciation benefits
Net Income: \$460,775 pa* + GST

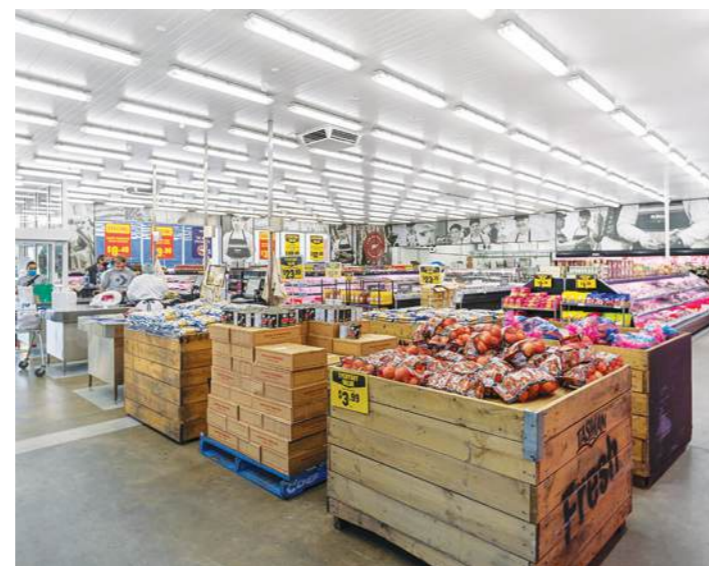
- + Journey: leading early education provider, with a network of 37 centres across the eastern seaboard
- + Strong-trading business recently acquired by Journey
- + Premium 1,000sqm* facility, with service approval for 152 LDC places
- + Large 3,253sqm* corner site within 800m* of both the Lara town centre and the Princes Fwy



Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx



10 Year Lease to 2028 + Options to 2043 High Exposure Site with 3.5% Increases



Oakleigh South VIC
1358-1360 North Road

- + Tasman Butchers: established over 30 years with 9 stores across Melbourne
- + Prominent 1,270sqm* building over two levels constructed 2010
- + 44 car spaces on-title
- + Prime 2,934sqm* site with easy thoroughfare via Fulton St at rear
- + Oakleigh: 2km from Chadstone SC & 15km from Melbourne CBD

Contact
Darren Beehag 0411 226 223
Raoul Holderhead 0413 860 304
Matthew Wright 0458 290 588

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx

10 year lease plus options to 2043

Annual 3.5% rent increases

Tenant pays all usual outgoings as per lease

Net Income: \$217,818 pa* + GST

Western Port Plaza Retail Complex Opposite Coles Supermarket



Hastings VIC
37-41 Victoria Street

- + Strong occupancy history, majority healthcare and professional tenants
- + Proven plaza across 4 lots incl 13 shops & central arcade
- + 1,253sqm* site with 41 metre* frontage to Victoria Street and direct access to 250+ car parks
- + Hastings: commercial capital of Western Port only 58km* from Melbourne CBD

Contact
Beau Coulter 0413 839 898
Rick Jacobson 0413 830 083

For Sale by
Expression of Interest
Closing 4pm AEDT
Thursday 24th February

*Approx

Investor preferred net lease terms

Favourable rent reviews

Future subdivision and development upside (STCA)

Net Income: \$200,376 pa + GST (Fully Let Basis)

3 Entry Level ASX Listed Healthcare Freeholds Secure 7 Year Leases



TRARALGON VIC



MOE VIC



SALE VIC

Healthia Ltd (ASX:HLA) Australia's Largest Allied Health Group

Comprises a 280+ strong network which includes: optometry, podiatry and physiotherapy clinics – market cap \$281 million

Secure 7 year leases plus options through to 2037

Tenant pays all usual outgoings including Land Tax

Fixed 3.5% annual rent increases – assuring rental growth

Established company owned stores with combined retail and private suites

Sought after 'essential service' asset class

Potential 50% Stamp Duty savings

Traralgon VIC
39 Grey Street

- + Modern 342sqm* building with recent fit-out upgrades
- + Amongst many health services including Medical Centre
- + 471sqm* site with 28.66 metre* frontage, 3 on-site car spaces
- + Traralgon: capital of Latrobe Valley, catchment circa 75,000
- + Rent: \$158,570 pa* (as at 5/2022)

Sale VIC
195 Raymond Street

- + Recent tenant upgrade 2018
- + Central 155sqm* site amongst national traders
- + Dual 30 metre* frontage including north-side laneway
- + Sale: Major Commercial Centre with trade catchment circa 32,000+
- + Rent: \$46,210 pa* (as at 5/2022)

Moe VIC
11 Haigh Street

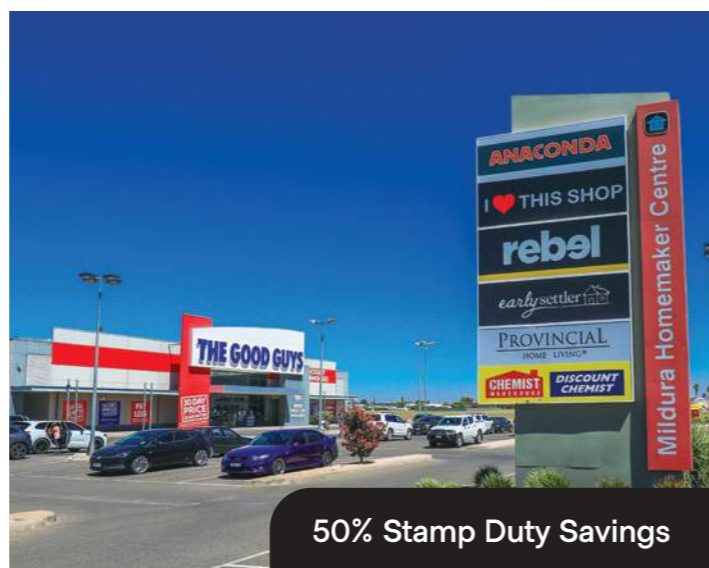
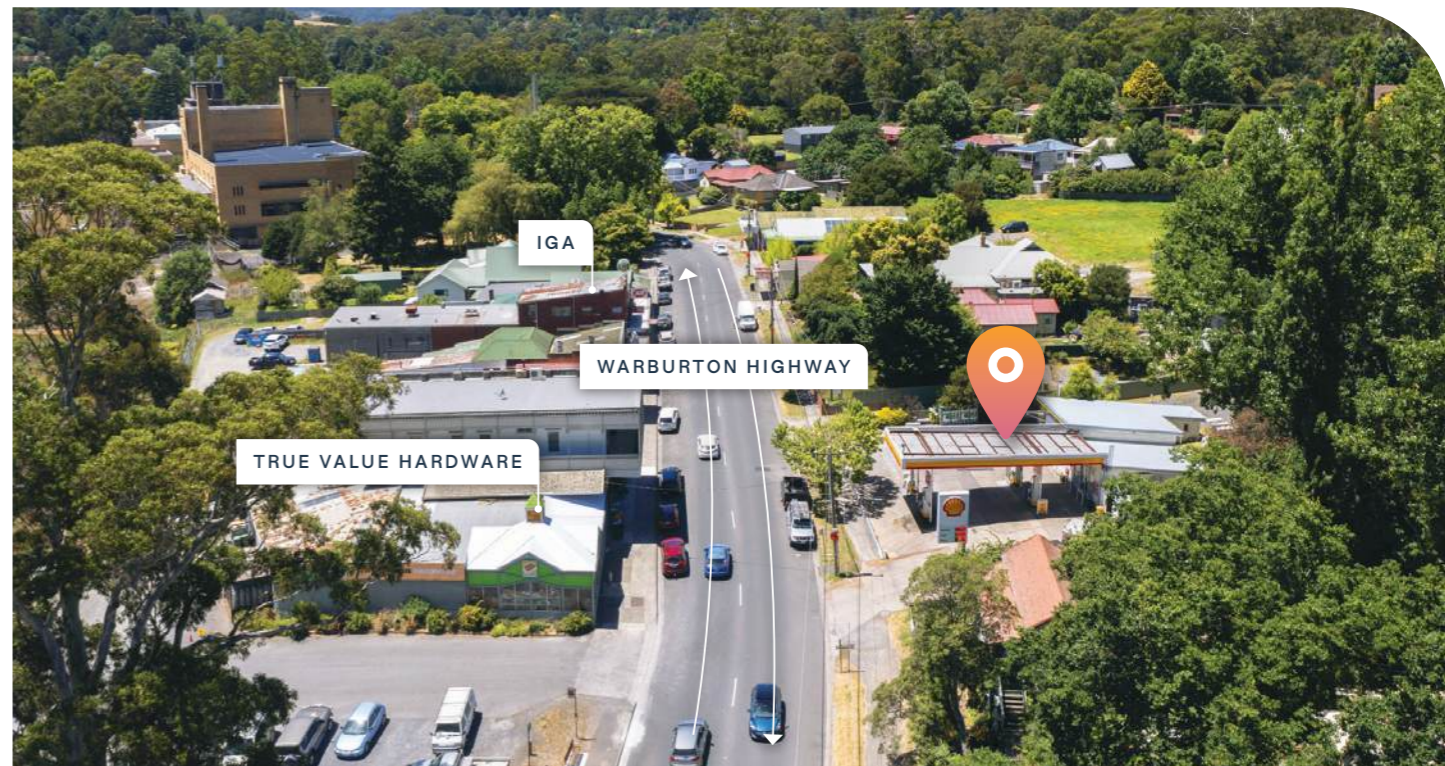
- + Strategic CBD professional precinct location
- + 120sqm* building recent tenant upgrade
- + 135sqm* site with 6.5m* frontage
- + 2 car spaces on-title
- + Moe / Newborough: trade catchment circa 20,000+
- + Rent: \$47,163 pa* (as at 5/2022)



Contact
Raoul Holderhead 0413 860 304
Matthew Wright 0458 290 588

Investment Portfolio Auction
To be sold individually
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx



Renewed Lease to Thriving Retail Giant Huge Central 6,699sqm* Freehold Site



Mildura VIC
670-672 Fifteenth St (Calder Hwy)

The Good Guys: wholly owned
by ASX listed JB Hi-Fi Limited

Renewed 5 year lease to 2027
– Long standing tenant

Net Income: \$157,424 pa + GST

- + JB Hi-Fi Limited: 302 stores Australia wide, FY21 Sales up 12.6% to \$8.9 billion
- + Proven retail destination opposite Bunnings and supported by McDonald's & KFC
- + 1,413sqm* building on 6,699sqm* site - 52 cars spaces on-title
- + Mildura: bustling capital of the Sunraysia region, trade catchment circa 60,000

Contact
Shaun Venables 0411 860 865
Matthew Wright 0458 290 588
Justin Kramersh 0460 349 605

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx

Highway Convenience Retail Investment Strategic Gateway Location

Warburton VIC
3458 Warburton Hwy

New 5 year lease to Sept 2026
plus option to 2031

Defensive, set-and-forget
freehold investment

Income: \$142,771 pa* + GST

- + High profile 1,866sqm* site offering extensive frontage to Warburton Highway
- + Landlord favourable net lease, tenant pays outgoings as per the lease
- + Position perfect, within close proximity to all major amenities¹
- + Yarra Ranges: Victoria's largest LGA with population forecast to grow 15% to 185,902 by 2041^{2,3}

Contact
Rick Jacobson 0413 830 083
Matthew Wright 0458 290 588
Raoul Holderhead 0413 860 304

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx ¹GapMaps ²forecast.id ³remplan



50% Stamp Duty Savings



Brand New 5 Year Lease Trophy Officeworks Investment

Mildura VIC
134-136 Deakin Ave (Sturt Hwy)

Blue-Chip tenant, wholly-owned subsidiary of \$64 billion Wesfarmers Ltd

Immaculately presented 999sqm* standalone building
Net Income: \$136,639 pa* + GST

- + Renewed lease to 2027 plus options through to 2042
- + Long established, high profile site surrounded by Woolworths, Centrelink, Ritchies IGA and Quest all within 400m*
- + Officeworks: leading essential service retailer, sales up 23.6%¹
- + Mildura: Bustling commercial centre with trade catchment over 60,000

Contact
Justin Kramersh 0460 349 605
Shaun Venables 0411 860 865
Matthew Wright 0458 290 588

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx ¹Westfarmers

Entry-Level Childcare Investment 10 Year Net Lease to Global Tenant

Seaford VIC
186 Seaford Road

10 + 10 year net lease to 2039
Long-established centre, licensed for 40 LDC places
Annual CPI rent reviews
Net Income: \$88,384 pa* + GST

- + Busy Bees: UK-based, with over 850 centres worldwide, including 222 in Australia/New Zealand
- + Tenant pays all usual outgoings
- + 1,246sqm* main road site metres from Belvedere Park primary School
- + Popular bayside location, with ease of access to the CBD via the Frankston Fwy and Frankston-Dandenong Road

Contact
Natalie Couper 0413 856 983
Sam Mercuri 0413 830 709
Adam Thomas 0418 998 971

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx





Potential 50% Stamp Duty Savings

Two Entry Level Metro Office Suites Deliverit - Software Business Est 1992



Mount Waverley VIC
5/334 Highbury Road

Mount Waverley VIC
9/334 Highbury Road

- + 5+5 year lease to 2029
- + 150sqm* two-level office suite, with 5 car spaces on title
- + Annual rent reviews

- + Renewed 5+5 year lease to 2033
- + 144sqm* two-level office suite, with 4 car spaces on title
- + Annual rent reviews

Net Income: \$51,555 pa* + GST

Net Income: \$51,616 pa* + GST

Both rent figures include income from telecommunication towers. (Vodafone and Telstra)

Contact
Raoul Holderhead 0413 860 304
Justin Kramersh 0460 349 605

Investment Portfolio Auction
To be sold individually
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx

Renewed Lease to Banking Giant Recent NAB Funded Fit-Out Upgrades



Kerang VIC
44 Victoria Street

- + NAB: ASX listed giant with \$90.94 billion market cap
- + Extensive NAB funded fit-out upgrades in 2021
- + Prime 815sqm* freehold title amongst Aust Post, ANZ & CBA

Renewed lease to July 2024 plus option to 2027

Fixed rent increases ensuring income growth

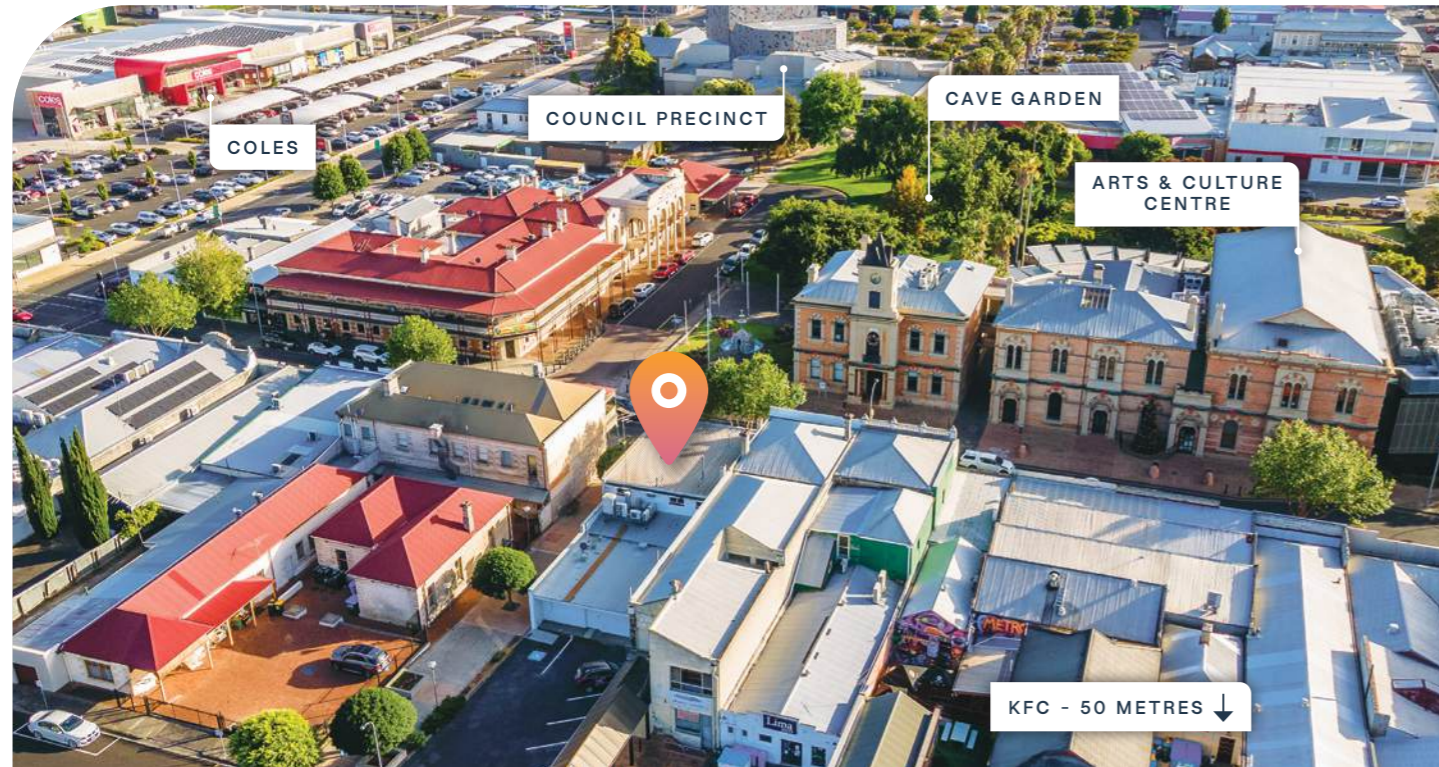
NAB pay outgoings inc Land Tax
Net Income: \$38,783 pa* + GST

- + Kerang: Commercial centre and capital of the Gannawarra Shire and the Loddon River irrigation district

Contact
Shaun Venables 0411 860 865
Beau Coulter 0413 839 898
Justin Kramersh 0460 349 605

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx



Central CBD Retail / Office Complex Long Term Federal Government Tenant



Mount Gambier SA
27 Commercial Street East

- + Key CBD position amongst NAB, KFC, Coles, ALDI, Subway etc
- + 530sqm* site with triple frontage including walkway on East side
- + Impressive 260sqm* building over two levels, 6 on site car spaces
- + Mount Gambier: SA's largest regional city. Population of 27,000+

Secure 3 year Government lease to March 2023 plus options through to 2029

Federal Minister's office for seat of Barker - Mr Tony Pasin

Net Income: \$53,000 pa* + GST

Contact
Raoul Holderhead 0413 860 304
RLA 293472

Investment Portfolio Auction
10:30am AEDT
Wednesday 23 February
Crown Casino, Melbourne

*Approx

Burnie Veterinary Centre – 15 Year Lease Long Term Occupant Since 1975



Upper Burnie TAS
250 Mount St (& Johnson St)

- + Established Vet clinic since 1975, capital intensive low maintenance building re-built 1992
- + 733sqm* site with dual frontage plus on site parking
- + Mount Street – Burnie's major north-south arterial
- + Next to Vinnies and short walk to Woolworths
- + Burnie: Tasmania's busiest sea port, trade catchment circa 50,000

Secure 15 year lease to 2030 plus 5 year options to 2045

Tenant pays all usual outgoings as per the lease

Net Income: \$71,850 pa* + GST

Contact
Raoul Holderhead 0413 860 304
Beau Coulter 0413 839 898

Investment Portfolio Auction
10:30am AEST
Thursday 24 February
The Hilton, Brisbane

*Approx

Q&A

with Ingrid Filmer

BURGESS RAWSON CEO

The past 12 months has produced incredible results for vendors and investors alike. The ‘flight to quality’ seen at the beginning of the pandemic has generated an insatiable demand for high-quality commercial property that has continued to trade throughout community lockdowns.

Will this momentum continue? We ask Burgess Rawson CEO Ingrid Filmer what she predicts for commercial investment in 2022.

Q. What are the key trends we will see in the commercial sector next year?

A. “I believe several key drivers that have contributed to the success of commercial investment last year will continue into 2022. The uncertainty and challenges that COVID created has driven investors to tangible, ‘bricks and mortar’ assets.

In addition, we will continue to see a conversion of residential property investors to commercial.

Many investors are not seeing the value and return in the residential market and are looking at commercial, perhaps for the first time. Commercial remains positively geared which is hugely appealing.

Over the past two years, investors have embraced a new way of purchasing and I believe that is here for the long-term. Transactions this year have demonstrated ongoing investor confidence in high-quality, essential service assets. Not only were investors comfortable bidding at auction via phone or online, we also saw a high number of cross border transactions and transactions made sight unseen.

Community lockdowns and restrictions did not deter investors who could not physically inspect a property. Instead, reputable tenants, secure leases, and the ability to trade through was too compelling.”

Q. What challenges do you foresee in 2022?

A. “It’s interesting – there has been talk of the impact of possible interest rates increases and what that will do to the market. However, even if rates do increase, investors are still very comfortable investing on a 3.5-4% interest rate.

That is still cheap. So, I don’t think we will see a slowing of investor appetite.

In fact, I predict greater demand particularly with the continued volatility of the stock market. Investors that have experienced eroded capital in shares will move away from the risk and turn to the stability of commercial property.

While riskier investments – like strata assets with a discretionary retail tenant – will struggle, the confidence in essential service assets will prevail.”

“The uncertainty and challenges that COVID created has driven investors to tangible, ‘bricks and mortar’ assets.

The ‘flight to quality’ seen at the beginning of the pandemic has generated an insatiable demand for high-quality commercial property.”





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

AUSTRALIAN CAPITAL TERRITORY

T 02 6152 9113
A G03/19 Challis Street
Dickson ACT 2602
E canberra@burgessrawson.com.au

NEW SOUTH WALES

T 02 9232 6288
A Level 18, 15 Castlereagh Street
Sydney NSW 2000
E sydney@burgessrawson.com.au

QUEENSLAND

T 1800 328 986
A Level 12, 127 Creek Street
Brisbane QLD 4000
E brisbane@burgessrawson.com.au

SOUTH AUSTRALIA/NORTHERN TERRITORY

T 03 9613 0400
A Level 7, 140 Bourke Street
Melbourne VIC 3000
E melbourne@burgessrawson.com.au

VICTORIA/TASMANIA

T 03 9613 0400
A Level 7, 140 Bourke Street
Melbourne VIC 3000
E melbourne@burgessrawson.com.au

WESTERN AUSTRALIA

T 08 9288 0288
A Level 10, 225 St Georges Terrace
Perth WA 6000
E perth@burgessrawson.com.au