



# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**Sunshine State of Mind**  
Adam Thomas is on a mission

INSIGHTS

**Childcare Oasis of Opportunity**  
Keeping an eye on childcare

# National Tiles Leaseback Portfolio

Total Realisation: \$21,375,000  
Blended Yield: 3.99%  
Total Bidders: 21  
Project Leader: Raoul Holderhead

**SOLD BY BURGESS RAWSON  
FEBRUARY 2022**



*“In over 50 years of buying and selling property, I have never been more satisfied dealing with an agency that displayed such professionalism and integrity at every stage of the process.”*

**Frank Walker**

Company Founder

# Welcome



EDITOR Tim Newhouse

TIM.NEWHOUSE

When I was a journalist at major metropolitan newspapers in the 1990s, the sales teams used to say that my reporter colleagues and I were simply there to fill in the gaps between the adverts.

Now at Burgess Rawson heading up their media and communications, I see that cheeky sledge as quite prophetic. This month's stories on Adam Thomas and the Q&A with Beau Coulter have some interest with the occasional nice turn of phrase or anecdote.

The layouts and photos look great. But I know if I was a commercial property investor, hungry to clinch my next deal, I'd be racing past any stories and heading straight to the listings.

What yield will I get if the bidding reaches a particular dollar value? Do I want a building that is sleek and modern, or an immaculate slice of our colonial history? Do I only want a household name as my tenant? Will I want to demolish and develop the site as soon as the tenancies run out? Am I keen on the capital cities or looking to the regions?

My best chance of getting some attention for the cover story, the childcare feature and the Q&A may be from an investor who is only keen on the auctions' first and final properties, where reading a story could help fill in some time. To mirror that dynamic, the stories are placed at the start and end of the magazine.

In the interests of impartiality, you won't get any clue from me about which commercial properties I love in this month's magazine. (I like them all, of course.) The only way you might get a hint will be to see which properties got some newspaper coverage in the month leading up to the auction.

Journalists love a story, so is the property more than a century old, has it appeared on a television show, is the seller a much-loved Aussie personality, could the building sprout from a single storey to scrape the sky one day?

Welcome to Burgess Rawson's May Portfolio Auctions. May your day (or days) be successful.



## Portfolio Team

MEDIA & COMMUNICATIONS Tim Newhouse  
PRODUCTION MANAGER Chelsea Goodall  
DESIGN Bryan Karman, Ty Layton, Ethen Curtis  
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

*In the spirit of reconciliation, Burgess Rawson acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.*



# Sunshine State of Mind

## Adam Thomas is on a Mission

**When you've been a nightclub bouncer in London in minus three degrees and ridden a bicycle halfway across the world with your girlfriend, nothing subsequent to that will ever feel like a challenge.**

So, while some might balk at moving from a very comfortable family life with three kids in a city where your job is going gangbusters, others, like Adam Thomas, thrive on change and opportunity.

Adam, Burgess Rawson's Head of Agency and Partner in Melbourne, has brought national domination of the Childcare property sector to the

business, having overseen more than 400 freehold sales with a book value of close to \$2 billion. Since January 2021 alone, Burgess Rawson has sold 89 childcare centres – more than 60 ahead of its nearest rival, and greater than every other agent put together.

"Queensland is the next big thing and I want to be there," says Adam. "And, guess what, Burgess Rawson sees Queensland as the next big thing and they want me to be there."

As Burgess Rawson CEO Ingrid Filmer says: "Adam has the golden touch for us and our clients.

"Our brand reputation, which helped bring in \$1.78 billion of sales in 2021,

is in no small part, due to him."

Along with finding a house in the northern suburbs of Brisbane and two schools for his three kids, Adam is also sure he will soon be looking for new bigger offices for the Burgess Rawson team in the Brisbane CBD.

"There is no doubt that we will be taking on more people in the Brisbane office because we are going to be doing more and more business there," says Adam. "I've got to know the Queensland commercial property market well because so many of my Melbourne clients are investing significant capital there.

"The flight of capital from our



From left to right: Adam Thomas (Head of Agency/Partner), Campbell Bowers (QLD Partner), Ingrid Filmer (CEO) Andrew Havig (QLD Partner) & Glen Wright (Board Member).

Melbourne and Sydney clients into Queensland commercial properties is at unprecedented levels. They see the value in Queensland that I see."

Part of Adam's role heading the Brisbane office will be to ensure that more Queenslanders see the value in Queensland.

"Wherever you live, you want to see people in your city doing well," he says. "I was exactly like that when I was living and working in Sydney, London and Melbourne.

"Now I'm going to be a fiercely loyal Queensland in everything related to investing for Queensland clients. In fact, the only place I can't be so loyal will be at Suncorp Stadium where I'll still be bleeding for the Blues and the Rabbitohs."

So, with a family that, like Adam, embraces change, what does he see himself doing in a decade from now? "2032 is a big date in every Queenslanders calendar right now with the Olympics coming," he says.

"As a Sydney boy in the year 2000, I saw for myself how much building and investment goes on in the lead up to the Olympics. Queensland is going to be frenetic for the next 10 years as the Gold Coast and Brisbane end up as one huge conurbation. That is going to mean commercial properties being built at an incredible rate.

***"Queensland is the next big thing and I want to be there"***

"And the one sure thing about a city growing is that the regions will grow too as many of the Brisbane originals look to escape a place that has become too big and brash for them.

"Just thinking about all those sales, auctions and management of assets that are going to happen in the next decade could almost have me pondering early retirement in 2032. But sitting still for a moment would

be the greatest challenge of my life. There's only so much golf, tennis, bike-riding and travelling I can do before I'm itching to work again."

**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)

# Childcare Deserts Provide an Oasis of Opportunity

## Adam Thomas has no intention of taking his eye off childcare

**With Victoria University’s Mitchell Institute warning that 28.8% of the population in Australia’s major cities live in ‘childcare deserts’, the demand for new childcare centres continues apace.**

The Mitchell Institute’s research, published in March 2022, found the median for major cities was only 0.42 childcare places per child. Not surprisingly, the numbers are even starker in regional Australia.

As Burgess Rawson Head of Agency Adam Thomas says: “With the current childcare boom [Burgess Rawson has overseen the sale of 90 centres since January 2021] there are suburbs where supply is meeting, or even exceeding, demand, but these are still very much in the minority.

“There are huge opportunities in childcare and the Mitchell Institute has produced online maps showing where these ‘childcare deserts’ are.”

As the 2022 Federal Election campaign has shown, there is bipartisan support for significant subsidies so that parents can afford to send their kids to centre-based day care services. “Nowadays it’s simply a contest of who can promise more,” says Adam.

“The political argument has been well and truly won that the more difficulty parents have in accessing childcare, the more likely it is that they won’t work while their children are young.

“Governments of both persuasions know the value of work for both mental wellbeing and for the greater good of the economy, while kids benefit from greater interactions with their peers.”

It is a far cry from the dark days of 2008 when ABC Learning’s empire of 1136 Australian childcare centres collapsed under a mountain of debt.

“All too often history repeats itself,” says Adam, “but ABC Learning’s collapse caused such shockwaves

that Government and industry both sat up, took note, and swore this would never happen again.

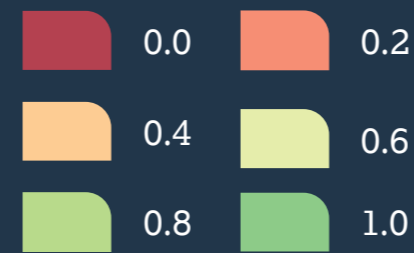
“The extraordinary financial assistance that the Federal Government handed out to the childcare sector, over and above JobKeeper, showed that there is no appetite for a repeat of ABC Learning’s demise.”

Australia’s largest ASX-listed operator G8 Education also provided some key learnings to the industry with its four-year experiment building ‘supersized’ childcare centres now officially over, according to Adam.

As G8’s Gary Carroll said, several of the 13 new centres that had to be written down in value last year were large ones of more than 180 places. “In terms of size, we’ve learnt through the experience that larger isn’t better,” said the well-respected CEO. “A sweet spot for us is probably about 80 to 100 licensed places.”

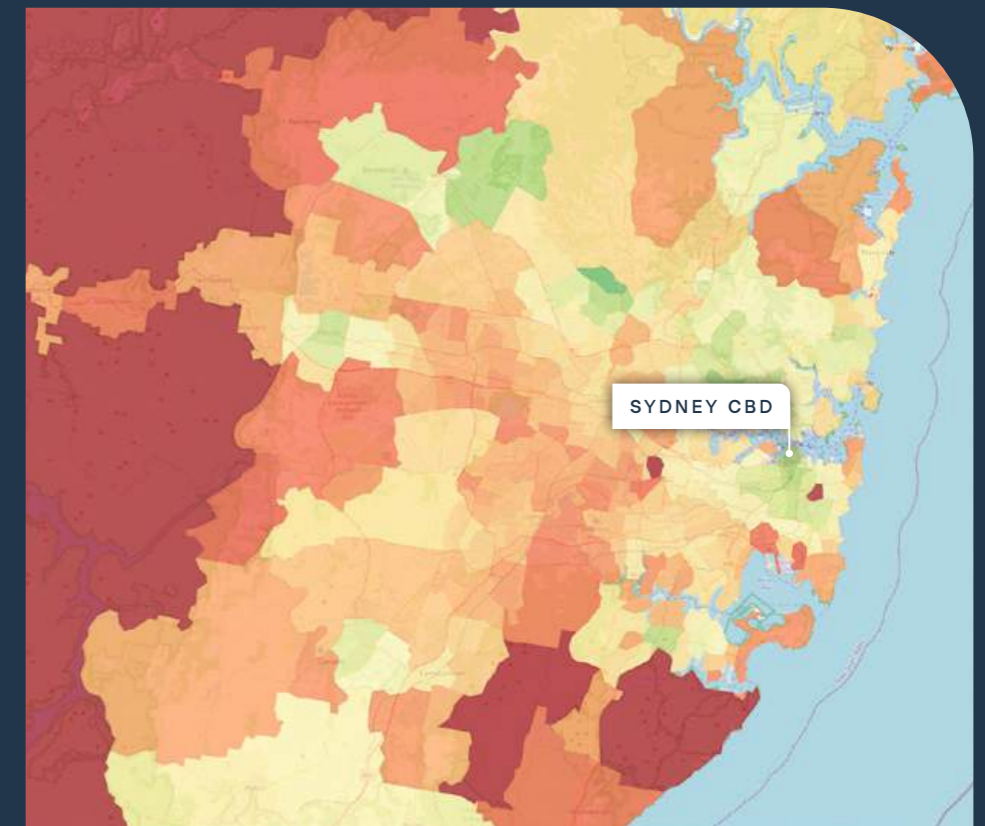
### Childcare availability around Sydney

Available childcare places per child\*



\*Red and orange areas indicate childcare deserts.

Source: Mitchell Institute (March 2022)



As for Adam, he is looking forward to continuing his association with the childcare industry. “I’ve been selling Queensland childcare centres from Melbourne, so I will find it just as easy to sell Victorian centres from Brisbane,” he says.

“The one thing we know about the childcare industry is that it is growing even faster than my Frequent Flyer points.

“Burgess Rawson oversees the sales of more childcare centres than all our competitors put together. It’s a great position to be in, and one that we have no intention of relinquishing.

“To be the dominant player in an industry that is strong, protected, essential and constantly growing is a perfect trajectory for us and our clients.”

From left to right: Sam Mercuri, Natalie Couper & Adam Thomas





# May Investment Portfolio Auctions

**SYDNEY**  
10:30AM AEST  
TUESDAY  
10 MAY

**MELBOURNE**  
10:30AM AEST  
WEDNESDAY  
11 MAY

**BRISBANE**  
10:30AM AEST  
THURSDAY  
12 MAY

**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

### Large Format Retail

Tenant	Location	State	Income pa	Page
Bunnings	Mount Isa	QLD	\$695,000	12

### Childcare

Tenant	Location	State	Income pa	Page
Platypus Junction Childcare	Langwarrin (Melbourne)	VIC	\$495,753	20
Montessori Academy Childcare	St Marys (Sydney)	NSW	\$420,000	30
Petit Early Learning	Coffs Harbour	NSW	\$240,319	32
Busy Bees	Glenroy (Melbourne)	VIC	\$200,522	45
Goodstart Early Learning	Rural View (Mackay)	QLD	\$179,610	39
Goodstart Early Learning	Little Mountain (Sunshine Coast)	QLD	\$103,848	40
Childcare Centre	Rothwell (Brisbane)	QLD	N/A	42

### Retail Fuel

Tenant	Location	State	Income pa	Page
7-Eleven	Robina (Gold Coast)	QLD	\$619,079	36
Mobil & Bob's Birds-N-Pets	Wagga Wagga	NSW	\$426,619	29
United Petroleum	Altona North (Melbourne)	VIC	\$450,000	14
7-Eleven	Orange	NSW	\$339,488	31
Viva Energy Australia/Liberty Fuel	Marion (Adelaide)	SA	\$315,686	44
Chevron	Crestmead (Brisbane)	QLD	\$305,000	37
7-Eleven	Shepparton	VIC	\$303,000	22

# New Properties For Sale

## Fast Food

Tenant	Location	State	Income pa	Page
Red Rooster and Pizza Hut	Townsville	QLD	\$231,280	26

## Retail

Tenant	Location	State	Income pa	Page
Drakes Neighbourhood Shopping Centre	Victor Harbour	SA	\$398,100	16
360-362 Clarendon Street	South Melbourne	VIC	\$192,742	18
Ladygreen Cafe	Brighton (Melbourne)	VIC	\$105,150	50
Australia Post	Randwick (Sydney)	NSW	\$84,165	34
358 Clarendon Street	South Melbourne	VIC	\$81,920	18
356 Clarendon Street	South Melbourne	VIC	\$76,680	18

## Industrial/Logistics/Trade Retail

Tenant	Location	State	Income pa	Page
AWM Electrical	Albury	NSW	\$503,732	28
V.I.P. Home Services	Cowandilla (Adelaide)	SA	\$398,000	43
Wholesale Paint Group	Gladstone	QLD	\$100,425	41
Cummins Sales and Service	South Grafton	NSW	\$87,975	33
Village Cinemas Food Factory	Sunshine West (Melbourne)	VIC	\$87,000	52
Square Insulated Panel Construction	Sunshine West (Melbourne)	VIC	\$82,500	52

## Medical/Allied Health/Veterinary Services

Tenant	Location	State	Income pa	Page
Breed Street Medical Clinic	Traralgon (Gippsland)	VIC	\$417,620	46
In2Performance/Gym	Noble Park (Melbourne)	VIC	\$289,818	24
Christine Court Assisted Living	North Booval (Ipswich)	QLD	\$190,000	38
Shepp Veterinary Clinic	Shepparton	VIC	\$142,057	48
Capitol Health/Radiology Tasmania	Launceston	TAS	\$116,071	57
I-Med Radiology	Traralgon (Gippsland)	VIC	\$110,580	46
Shepp Veterinary Clinic	Kialla (Shepparton)	VIC	\$46,000	48
Alliance Pharmacy	Cootamundra	NSW	\$40,000	35

## Office/Government

Tenant	Location	State	Income pa	Page
Centrelink/Medicare	Fremantle (Perth)	WA	\$546,336	56
Charles Lloyd Property Group	St Kilda Rd (Melbourne)	VIC	\$103,000	51
Parks Victoria/Victoria State Government	Nathalia (Shepparton)	VIC	\$100,000	54

## Development Site

Tenant	Location	State	Income pa	Page
Development Site	Shepparton	VIC	N/A	55



# Brand New Standalone Bunnings Investment

64% of Year 1 Rent Potentially Tax Deductible<sup>1</sup>

## Set-and-Forget Investment with Brand New 10 Year Lease

Mount Isa QLD  
89 West Street

Brand new store in major regional hub

15,430sqm\* corner landholding with 165 at-grade car spaces

**Net rent: \$695,000 pa\***

- + Secured by Bunnings Group Limited, Australia's leading DIY home improvement retailer
- + Bunnings recently announced 26.1% 2-year sales growth<sup>2</sup>
- + Favourable, set-and-forget, net lease terms
- + Coles, Kmart, Woolworths, KFC and McDonald's all within 1km
- + Mount Isa: median house price up 23% in the last 12 months<sup>3</sup>



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**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 11 May  
 Crown Casino, Melbourne

\*Approx <sup>1</sup>Mazo <sup>2</sup>Westfarmers <sup>3</sup>CoreLogic



# Landmark 7,372sqm\* Site Booming Melbourne Industrial & Logistics Precinct

Brand New 12 Year Lease  
Annual Fixed 3% Rent Increases



Altona North VIC  
650 Kororoit Creek Road

United Petroleum: Top-tier tenant, 465+ sites nationally  
Tenant responsible for outgoings including rates, insurance, repairs and maintenance

Rent: \$450,000 pa\*

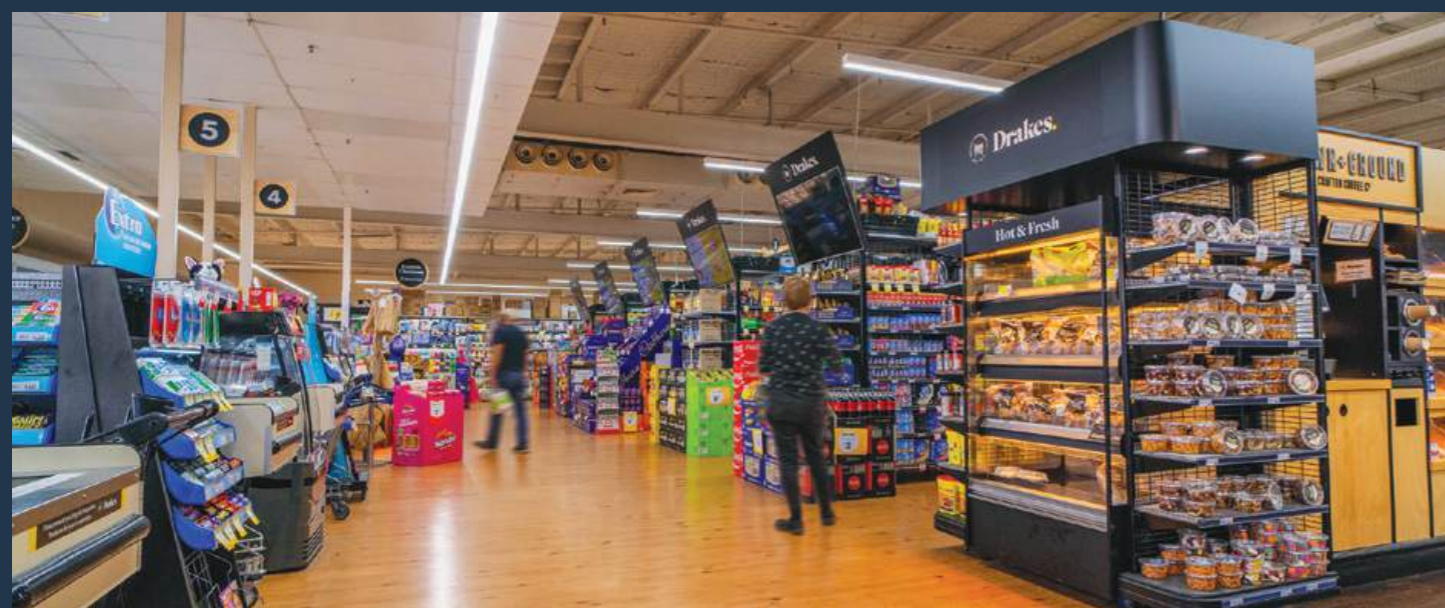
- + Major 7,372sqm\* site in the heart of one of Australia's most important logistics hubs
- + 41,000+ vehicles passing daily<sup>1</sup>
- + Nike DC, Godfreys DC, QUBE, Toyota MC, Toll, DHL, Linfox, BGC, Bunnings, Woolworths, Princes Fwy and West Gate Fwy connections all within 2.5km\*
- + Hobsons Bay LGA: Generates \$19.39 billion in output with an estimated 36,394 jobs in the area<sup>2</sup>

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**Investment Portfolio Auction**  
 10.30am AEST  
 Wednesday 11 May  
 Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps <sup>2</sup>Remplan





## Prized Fully Leased Shopping Centre Thriving Coastal South Australia



Victor Harbor SA  
1-9 Torrens St (cnr Seaview Rd)

Trophy shopping centre asset  
with strong 7.67 year WALE

Anchored by SA supermarket  
chain Drakes, Established 1974  
with 60 stores across SA & QLD

**Income: \$398,100 pa\* (June 2022)**

- + Supermarket + 5 shops including Godfreys, medical, dental, and hairdresser
- + Prime 6,461sqm\* corner landholding with 106 cars on-title
- + Opposite McDonald's, close to Victor Central Shopping Centre
- + Victor Harbor: fast growing region with seasonal tourist population surges

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 RLA 293472

**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 11 May  
 Crown Casino, Melbourne

\*Approx

# Iconic Inner-City Address

## Three Adjoining Retail Investments



### South Melbourne VIC, Corner Clarendon and Park Streets

Three adjoining shops in the prized Emerald Hill precinct to be sold individually with a combined land footprint of 618sqm\*

Crown Casino complex, Grand Prix circuit, South Melbourne Market, Woolworths, Coles, Anzac Station, MSAC all within 1km

Two tram routes past the front door, 9 mins commute to Collins St

Residential building approvals up 39% compared to FY21<sup>1</sup> and population forecast to increase by 44% by 2041<sup>1</sup>

Over \$1.5 billion in nearby development completed, approved or proposed including over 100,000sqm\* of office space<sup>2</sup>

#### South Melbourne VIC 360-362 Clarendon Street

- + Generational 262sqm\* corner land footprint, first time ever offered to market
- + Diverse income stream from four retail shops and 332sqm\* office space with dedicated entry
- + Annual fixed increases on all leases ranging from 3% to 5%
- + Conservative rents with scope for significant future upside
- + Net income: \$192,742 pa\*

#### South Melbourne VIC 358 Clarendon Street

- + Near new 5.5 year lease to August 2026 plus options
- + Finance broker tenant, part of the Yellow Brick Road network, secured by personal guarantees and security deposit
- + Annual fixed 3% rent increases
- + Opportunity for owner occupation in 104sqm\* first floor office
- + Net income: \$81,920 pa\*

#### South Melbourne VIC 356 Clarendon Street

- + Recently renewed 5 + 5 year lease to iconic, long-standing tenant; The South Melbourne Bakery
- + Immaculately presented essential service investment with generous covered alfresco license area
- + Annual fixed 3% rent increases
- + Fully leased shop and 2 BRM first floor residence
- + Net income: \$76,680 pa\*



**Contact**

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**To be sold individually by Investment Portfolio Auction**

10:30am AEST  
 Wednesday 11 May  
 Crown Casino, Melbourne

\*Approx <sup>1</sup>id <sup>2</sup>Cordell Connect, Mazo, Urban Developer

# Stunning Childcare Investment Leased to Boutique Provider



**New 15 + 10 + 10 Year Net Lease to 2057  
100% Occupancy with Extensive Wait List**



Langwarrin (Melbourne) VIC  
55A Union Road

Annual 3% rent increases in 2023 and 2024, then CPI reviews thereafter

As new construction with significant depreciation benefits  
**Net Income: \$495,753 pa\* + GST**

+ Platypus Junction: boutique operator with four metro Melbourne locations and 30+ years industry experience

+ Premium, purpose-built centre with service approval for 142 LDC places and basement parking for 31 cars

+ Large 2,528sqm\* site, situated metres from four schools, and the Coles-anchored The Gateway shopping centre

**Contact**  
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Adam Thomas 0418 998 971  
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**Investment Portfolio Auction**  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne  
\*Approx



50% Stamp Duty Savings

# Brand New 14 Year Lease to 2036 Plus Options 3,000sqm\* Gateway Site

## Significant Depreciation Benefits Annual Fixed 3% Increases

Shepparton VIC  
228-238 Numurkah Road,  
(Goulburn Valley Highway)

7-Eleven, Australia's largest convenience retailer, 700+ stores  
Opposite proposed neighbourhood activity centre  
**Estimated Net Rent: \$303,000 pa\***

- + Gateway to Shepparton's residential, retail and industrial/logistics growth corridor
- + 18,000 vehicles passing daily<sup>1</sup>
- + Within 600m\* of Visy, Toll, KFC, McDonald's & Shepparton Sports City forecast to attract 50,000 visitors annually<sup>2</sup>
- + Shepparton: a major regional growth location with a trade catchment of over 100,000



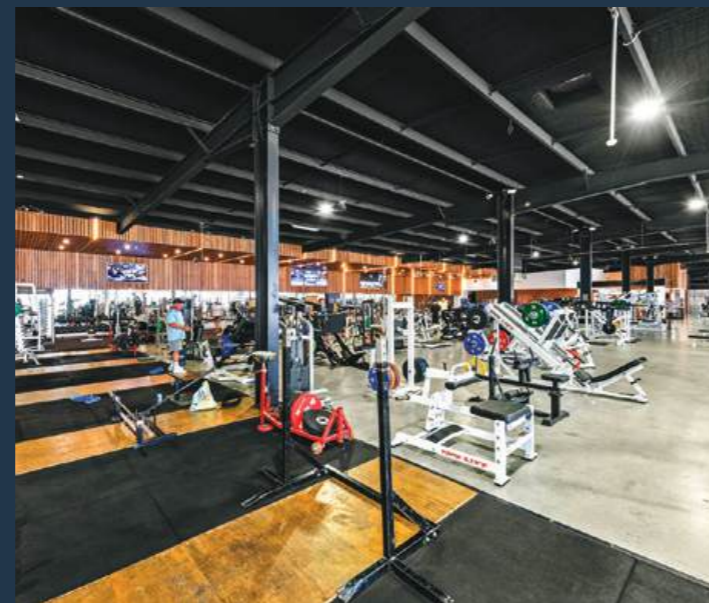
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 Yosh Mendis 0434 413 188

**Investment Portfolio Auction**  
 10.30am AEST  
 Wednesday 11 May  
 Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps <sup>2</sup>Shepparton Sports Stadium



# Premium Freehold Metro Melbourne 5,779sqm\* Highway Site



## New 10 Year Lease + Option to 2032 Significant Underlying Land Value



Noble Park VIC, 468-472  
Princes Hwy (Cnr Overseas Dve)

10 year lease plus option to 2032  
Attractive 3% pa rent increases  
Tenant pays all usual outgoings  
as per the lease

**Net Income: \$289,818 pa\* + GST**

- + In2Performance: world renowned, elite training facility with huge active membership base
- + Prominent 3,300sqm\* building featuring state-of-the-art fit-out
- + Prime 5,779sqm\* site with combined 168m\* frontage and 45,450 vehicles passing daily\*
- + Future development upside (STCA) with flexible C2 Zoning
- + Noble Park: 25kms\* from Melbourne

**Contact**  
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**Investment Portfolio Auction**  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx



# High Profile Fast Food Investment

**Red Rooster, Pizza Hut and Kalidad Kebabs**

## Proven Fast Food with Drive-Thru Brand New 10 Year Anchor Lease

Townsville QLD  
196a Woolcock Street

All tenancies on brand new leases  
Tenants pay all outgoings  
(excluding land tax)

Built in 2006 with ideal history  
of 100% occupancy

**Net Income: \$231,280 pa\* + GST**

- + Brand new 10 + 5 + 5 year lease to Red Rooster
- + Supported by new 5 year leases to Pizza Hut and Kalidad Kebabs
- + High profile 2,002sqm\* site fronting Woolcock Street with 70,000 vehicles passing daily\*
- + Surrounded by high profile retailers including McDonald's, Taco Bell and more



**Contact**  
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Luke Coppeller 0452 196 735

**Investment Portfolio Auction**  
10.30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx



\*Outline/Boundaries Indicative Only



\*Outline/Boundaries Indicative Only



## High Yielding Industrial Investment Value Add Opportunities



Albury NSW  
200-208 North Street

- + Significant recent upgrades and refurbishment to buildings
- + Strong history of tenant retention
- + Includes approx 9,300sqm\* of surplus land for new buildings or additional hardstand rental
- + Well established and convenient central Albury location
- + Albury/Wodonga: booming region with population of 100,435

Diversified investment with solid cashflow from 8 tenants

Massive 30,018sqm\* site with wide street frontage

**Net Income: \$503,732 pa\* + GST**

**Contact**  
Beau Coulter 0413 839 898

**Consultant**  
Dean Venturato 0412 840 222  
DGV Commercial Pty Ltd

**Investment Portfolio Auction**  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne  
\*Approx

## Brand New Convenience Retail Investment - 8,327sqm\* Landholding



Wagga Wagga NSW  
34 Dobney Avenue

- + Mobil (Pearl Energy): over 67 stores nationally and growing
- + Bob's Birdz-N-Pets: locally owned and operated for over 30 years
- + Newly completed in 2022 - Significant depreciation benefits
- + Strategic position opposite Bunnings Warehouse, Reece, Coates Hire and Battery World
- + Tenant responsible for maintenance of fuel tanks/ equipment plus site remediation

15 year lease plus options to 2052

Significant 8,327sqm\* site with further development and value-add potential

**Net Income: \$426,619 pa\* + GST**

**Contact**  
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Geoff Sinclair 0451 462 759

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 10 May  
Sydney Opera House  
\*Approx



\*Artist Impression

## New Sydney Childcare Investment 15 Year Triple Net Lease - 3.5% Increases



St Marys (Sydney) NSW  
42 Morris Street

New 15 year triple net lease  
plus 10 + 10 year options

Captive market, 16 primary  
schools within 3km\*

**Net Income: \$420,000 pa\* + GST  
(Upon Completion 2023)**

- + Brand new 108 place childcare centre - substantial depreciation
- + Montessori Academy: Australia's leading provider of Montessori education with over 40 centres
- + St Marys: young population with 27% more sub 5 year old's than NSW average
- + 20km\* from new Sydney Airport - ideally positioned to benefit from massive local infrastructure projects

**Contact**  
Michael Vanstone 0403 580 528  
Darren Beehag 0411 226 223

**For Sale by**  
Deadline Private Treaty  
Closing 4pm AEST  
Thursday 12 May 2022

\*Approx



## Booming Fuel & Convenience Trophy 15 Year Lease with 3% Rent Increases



Orange NSW  
70 Molong Road (Mitchell Hwy)

State-of-the-art 7-Eleven,  
built new in 2020

Significant depreciation  
benefits available

**Net Income: \$339,488 pa\* + GST**

- + Long 15 year lease to 2035 + options to 2055
- + 7-Eleven: world fuel & convenience leader, 700+ locations nationwide
- + Substantial 2,076sqm\* site with 48m\* highway frontage
- + Important & wealthy city (Orange population 40,000+) plus popular tourism centre
- + Guaranteed rental growth, fixed 3% annual increases

**Contact**  
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**Investment Portfolio Auction**  
10.30am AEST  
Tuesday 10 May  
Sydney Opera House

\*Approx





## Strong-Trading Childcare Investment 100% Occupancy with Long Wait List



Coffs Harbour NSW  
1 Kiddell Place

- + Petit: established early education provider with a network of 17 centres nationally
- + Purpose-built 696sqm\* centre, licensed for 84 LDC places
- + Large 2,227sqm\* landholding with parking for 21 vehicles
- + Strategic Pacific Hwy location surrounded by McDonald's, Red Rooster and 500 metres\* from Bunnings, Good Guys and Coffs Harbour Base Hospital

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Michael Vanstone 0403 580 528  
Adam Thomas 0418 998 971

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 10 May  
Sydney Opera House

\*Approx

Secure net lease to 2030 plus two 5 year options to 2040

Annual 3.5% rent increases

Tenant pays all outgoings

**Net Income: \$240,319 pa\* + GST**

## Global Industrial Giant 5 Year Lease + Option to 2031



South Grafton NSW  
18-20 Induna Street

- + Cummins: Fortune 500 company with over 60,000 employees across 190 countries
- + Tenant in occupation for over 30 years
- + Tenant pays outgoings per lease
- + Strategic freight position between Gwydir Hwy and Pacific Hwy
- + Easily managed single tenanted investment

**Contact**  
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**Consultant**  
Michael Gilbert 0430 024 790  
Flexbody

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 10 May  
Sydney Opera House

\*Approx

Landlord friendly net lease

Large 5,165sqm\* site with 1,161sqm\* of buildings

Lease to 2026 + option to 2031

**Net Income: \$87,975 pa\* + GST (as at 1 May 2022)**



## Affordable Australia Post Investment Booming Sydney Eastern Suburbs



Randwick NSW  
13/70-72 Perouse Road

Renewed head office 3 year lease from Dec 2021 + 3 year option

Attractive Net Lease

**Net Income: \$84,165 pa\* + GST**

- + Established and super busy Australia Post Office
- + Ideal 127sqm\* retail premise
- + Two (2) valuable car spaces
- + Prime retail position with high foot & vehicle traffic
- + Randwick: One of Sydney's most desirable suburbs - projected growth of 30,500\* people by 2041

**Contact**  
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**Investment Portfolio Auction**  
10.30am AEST  
Tuesday 10 May  
Sydney Opera House

\*Approx

## Proven Performer Circa 50 Years Brand New 5 Year Lease



Cootamundra NSW  
200 Parker St (cnr Bourke St)

Brand new 5 year lease plus options to 2037

Fixed 3% annual rent increases

Tenant pays usual outgoings

**Net Income: \$40,000 pa\* + GST**

- + Platform Alliance Group: leading independent pharmacy group with 1200+ stores
- + Alliance Pharmacy 200+ stores across the nation
- + Prime 168sqm\* corner freehold site amongst CBA, Woolworths, IGA and The Reject Shop
- + Cootamundra: birth place of Sir Donald Bradman, major NSW Riverina town pop. circa 7,000

**Contact**  
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Raoul Holderhead 0413 860 304

**Investment Portfolio Auction**  
10.30am AEST  
Tuesday 10 May  
Sydney Opera House

\*Approx



## Outstanding Convenience Retail Investment 15 Year Lease to 7-Eleven + Options to 2043



Robina QLD  
253 Scottsdale Drive

15 year lease to 2028 + options to 2043 to Australia's leading convenience retailer 7-Eleven

Attractive fixed 4% annual rent increase for all tenants

**Net Income: \$619,079 pa\* + GST**

+ Supported by 10 year lease to Gloria Jeans + options to 2035

+ High profile 3,294sqm\* site with 52m\* of frontage

+ Surrounded by major brands inc National Storage, Bunnings, The Good Guys & Dan Murphy's

+ Robina: 10km south of Gold Coast – booming commercial precinct

**Contact**  
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Andrew Havig 0478 010 990

**For Sale by Expressions of Interest**  
Closing 4pm AEST  
Wednesday 18 May

\*Approx

## Brand New Caltex Service Station 12 Year Lease + Options to 2054

Crestmead QLD  
148-152 Clarke Road

Brand new build providing significant depreciation benefits

Attractive fixed 3% annual rent increases

**Net Income: \$305,000 pa\* + GST**

+ Chevron Corporation (NYSE: CVX), major global energy company with a market cap of \$323B, with 360+ retail sites

+ Favourable net lease – tenant pays all outgoings excl. land tax

+ High profile 2,202sqm\* corner site

+ Crestmead: \$1.5B in industrial developments over the next 5 years and 3,000 new residential dwellings by the end of 2022



**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx



## NDIS Backed Long-standing Assisted Living Facility Brand New 15 Year Lease Plus Options to 2057

North Booval QLD  
21 Christine Street

Brand new 15 year lease to 2037  
plus four 5 year options to 2057

Greater of 2.5% or CPI annual  
rental growth

**Net Income: \$190,000 pa\* + GST**

- + 40-bedroom Level 3 accredited Residential Care facility
- + 4,587sqm\* site in the heart of the Ipswich growth corridor
- + NDIS: Government backed asset class with \$100 billion in funding over the next 5 years
- + Age and Disability Care
- + Long term tenant of over 20 years
- + Tenant pays all outgoings (excluding land tax)

**Contact**  
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Craig Chapman 0427 110 132

**Investment Portfolio Auction**  
10.30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx

## Long Established Childcare Investment Australia's Largest Operator – 664 Centres



Rural View (Mackay) QLD  
8-12 Carl Court

Strong trading centre with  
high occupancy

Annual rent increases to the  
greater of 4% or CPI

**Net Income: \$179,610 pa\* + GST**

- + Long established centre, licensed for 75 LDC places
- + Tenant pays all usual outgoings
- + Large 2,365sqm\* site, surrounded by national retailers and metres from the Coles/Woolworths anchored Northern Beaches shopping centre
- + Mackay: one of Queensland's fastest growing coastal regions, home to over 117,000 residents

**Contact**  
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Natalie Couper 0413 856 983

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx



## Entry-Level Childcare Investment 100% Occupancy with Extensive Wait-list



Little Mountain (Sunshine Coast) QLD, 55 Mark Road West

- + Goodstart: Australia's largest early education provider with 664 centres nationally
- + Triple Net Lease: tenant pays all outgoings including capital/structural works
- + Purpose-built centre, licensed for 53 LDC places on substantial 1,631sqm\* site
- + Little Mountain: popular Sunshine Coast suburb of Caloundra

Renewed lease to 2028 plus 4 x 5 year options to 2048

Annual 3% rent increases, with ratchet provisions at market review

**Net Income: \$103,848 pa\* + GST**

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Natalie Couper 0413 856 983

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx

## Prime Showroom/Warehouse Investment Greater of 4% or CPI Annual Increases



Gladstone Central QLD  
91 Hanson Road

Renewed 3 year lease to 2024 plus options to 2027  
Greater of 4% or CPI annual rental increases assuring growth  
**Net Income: \$100,425 pa\*+ GST**

- + Wholesale Paint Group: successful Australian company with 6 stores in QLD & NT
- + Landlord friendly net lease – 100% of outgoings paid by tenant (including land tax)
- + Large 2,212sqm\* commercial site with high profile position
- + Gladstone: Major northern QLD city with over 63,000 people and forecast to grow to 75,000 by 2041

**Contact**  
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Andrew Havig 0478 010 990

**Investment Portfolio Auction**  
10.30am AEST  
Thursday 12 May  
The Hilton, Brisbane

\*Approx



## Value-Add Opportunity: High Profile 76 Place Childcare Centre Approved For 99 Places

Rothwell QLD  
2 Linthaven Drive

Development approved for expansion to 99 places within current building footprint

Rare opportunity to buy a centre with vacant possession

- + Expansive 2,360sqm\* corner site with triple street frontage inc 35m\* exposure to Deception Bay Rd
- + High profile main road location - 36,750\* vehicles passing daily
- + Surrounded by national tenants including Woolworths, Guzam Y Gomez, Ampol and BCF
- + Moreton Bay: one of Australia's fastest-growing regions with a population forecast to grow 69.5% to 690,00 by 2041

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Adam Thomas 0418 998 971

**For Sale by Expressions of Interest**  
Closing 4pm AEST  
Wednesday 18 May 2022

\*Approx

## New 20 Year Net Head Office Lease to V.I.P. Home Services

Cowandilla (Adelaide) SA  
2/277 Sir Donald Bradman Dr

New 20+10+10 year lease to 2062

Fixed 3% annual rent increases

Tenant pays outgoings including management fees

**Net Income: \$398,000 pa\* + GST**

- + VIP Home Services: est. 1977, Australia's first home services franchise, 1,000+ franchises
- + Two level national headquarters plus 10 on-title car spaces
- + Dominant corner, with 62,400\* vehicles passing daily
- + Cowandilla: inner west metro suburb, 3km\* from Adelaide CBD and 1km\* from Airport

**Contact**  
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Beau Coulter 0413 839 898  
Adam Thomas 0418 998 971  
RLA 293472

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx





## Blue-Chip Adelaide Investment 15 Year Net Lease To Viva Energy



Marion (Adelaide) SA  
734 Marion Road

- + Viva Energy: \$3.7B ASX listed company with over 1,300 retail sites nationally
- + Prominent 2,862sqm\* site with 54 metres\* of frontage, 48,900 vehicles passing daily<sup>1</sup>
- + Surrounded by 16 schools in a 3km\* radius servicing over 6,500 students<sup>1</sup>
- + Marion: metro growth location 9km\* from Adelaide CBD

Secure 15 year lease to 2031 plus options to 2051

Fixed 3.5% rent increases

Stamp duty free investment

**Net Income: \$315,686 pa\* + GST**

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps

## Melbourne Metro Childcare Investment Secure Net Lease to Global Tenant



Glenroy (Melbourne) VIC  
51 Gladstone Parade

- + Busy Bees: UK-based, with over 850 centres worldwide, including 222 in Australia/New Zealand
- + Annual CPI rent reviews
- + Tenant pays all usual outgoings
- + Purpose-built centre, licensed for 75 LDC places
- + Strategic 1,395sqm\* corner site opposite Penola College, 300m\* to Glenroy West Primary School and only 12km\* from the CBD

Net lease to 2024 plus three 10 year options to 2054

Strong-trading business recently acquired by Busy Bees

**Net Income: \$200,522 pa\* + GST**

**Contact**  
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Sam Mercuri 0413 830 709  
Adam Thomas 0418 998 971

**Investment Portfolio Auction**  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx



37 BREED ST



39 BREED ST



## Two Prime Medical Investments New 15 Year Leases to National Tenant

15 year lease to 2037 plus option to 2042

Greater of 2.5% or CPI annual rent reviews

Tenant pays outgoings as per leases (excluding Land Tax)

**To be sold individually**

Leased to major medical group with 8 centres in Victoria, New South Wales, Queensland and South Australia

Strategically opposite Woolworths Supermarket with close proximity to Latrobe Regional Hospital

Potential 50% stamp duty savings on both properties

Traralgon: retail and commercial capital of the Latrobe Valley, trade catchment of over 75,000

Traralgon VIC  
37 Breed Street

- + High profile 2,824sqm\* site
- + Long-standing 1,099sqm\* medical and pathology clinic
- + Major past upgrades and extensions to entire centre
- + Secure on-site parking for 57 vehicles
- + Includes Dorevitch Pathology having 452 clinics nationwide
- + Net Income: \$417,620 pa\* + GST

Traralgon VIC  
39 Breed Street

- + Strategic 729sqm\* site
- + Modern 291sqm\* medical and radiology clinic
- + Secure on-site parking for 4 vehicles
- + Includes I-MED Radiology having over 50 imaging centres nationwide
- + Net Income: \$110,580 pa\* + GST



Contact  
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Investment Portfolio Auction  
To be sold individually  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne





SHEPPARTON VIC



KIALLA VIC

## Two Essential Service Medical Investments Multi-National Veterinary Clinic Operator

Renewed 5 year leases plus further options

Annual rent reviews

Tenants pay all usual outgoings as per leases

VetPartners: renowned veterinary group with 240 locations across Australia & New Zealand

Long established & successful veterinary clinics, in operation 40+ years (Kialla) and 55+ years (Shepparton)

High profile sites with Goulburn Valley Highway exposure

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

Shepparton VIC  
2 Wanganui Road (cnr GV Hwy)

- + Renewed 5 year lease to 2025 plus option to 2030
- + 914sqm\* clinic including pharmacy, surgery & pathology rooms plus stables
- + Commanding 7,881sqm\* corner site with huge 163 metre frontage
- + Net Income: \$142,057 pa\* + GST

Kialla (Shepparton) VIC  
7966 Goulburn Valley Highway

- + Renewed 5 year lease to 2026 plus option to 2031
- + Immaculately presented vet clinic, with capital intensive fit-out incorporating reception, consult, surgery etc
- + Significant 2,251sqm\* site with dual street frontage
- + Net Income: \$46,000 pa\* + GST



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Investment Portfolio Auction  
To be sold individually  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps



## Ladygreen Café - Thriving Bayside Melbourne Secure 7 Year Lease, Proven Location

Brighton VIC  
Lot 1, 424 New Street

7 year lease plus 5 year options  
through to 2046

Tenant pays usual outgoings

Fixed 4% rent increases

**Rent: \$105,150 pa\* + GST**

- + Established licensed café since 2018
- + High quality capital intensive 160sqm\* ground floor retail plus 60sqm\* alfresco dining, with 5.9 metre\* exposure
- + Important on site parking
- + Brighton: Melbourne's premier bayside suburb with a median house price of \$3,380,000



**Contact**  
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Raoul Holderhead 0413 860 304



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx

## Brand New 6 Year Lease to 2028 Prized Ground Level St Kilda Road

Melbourne VIC, 1 & 2/598  
St Kilda Rd (corner Lorne St)

Brand new 6 year lease to 2028  
plus option to 2034

Attractive net lease with annual  
compounding 3% rent increases

**Rent: \$103,000 pa\* + GST**

- + Charles Lloyd Property Group: a well established residential and commercial developer for over 40 years
- + 206sqm\* ground floor premises with on-title car space
- + Strategic corner position with exposure to 31,800 vehicles daily<sup>1</sup>
- + St Kilda Road: Centrepiece of Melbourne connecting St Kilda to the Melbourne CBD



**Contact**  
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Rick Jacobson 0413 830 083  
Justin Kramersh 0460 349 605



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps





## Two Prime Melbourne Industrial Investments Booming Sector with Record Low Vacancy Rates

Sunshine West VIC  
Vella Drive

Secure 5 & 3 year net leases plus further options

Fixed 3% annual rent increases assuring growth

Tenants pay all usual outgoings as per leases

Ideal for distribution, strategically situated just off busy Somerville Rd, with easy access to Western Ring Rd, Westgate Fwy, Princes Hwy and Port of Melbourne

Booming industrial sector with current record low vacancy rates of 5% nationally and 2.7% in Melbourne<sup>1</sup>

Situated in the City of Brimbank which has a GRP of \$10.58B, representing 2.24% of the states GSP, with manufacturing being the largest industry by employment<sup>2</sup>

Sunshine West: established inner metro industrial suburb only 10km\* from Melbourne CBD

**SQUARE**

INSULATED PANEL CONSTRUCTIONS

1 & 2/42-46 Vella Drive

- + Renewed 5 year lease to Nov 2026 plus option to 2031
- + Square: cool room manufacturer with 15+ years experience
- + 1,025sqm\* factory with 3 high RSDs providing internal truck drive through + 8 car spaces
- + Net Income: \$87,000 pa\* + GST

**VILLAGE**

8/42-46 Vella Drive

- + Renewed 3 year lease to Feb 2025 plus options to 2034
- + Village Cinemas: one of AUS largest cinema operators
- + Rarely offered 'food factory' with high value fit out inc commercial kitchen, cool stores + 4 car spaces
- + Net Income: \$82,500 pa\* + GST



Contact  
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Investment Portfolio Auction  
To be sold individually  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>Westpac Property Report  
<sup>2</sup>Economy ID



Potential 50% Stamp Duty Savings

## Renewed 5 Year Lease to the Victorian State Government

Nathalia VIC  
71 Blake Street

Renewed 5 year lease to April 2027 plus option

Fixed 3% annual rent increases

Tenant pays usual outgoings

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

- + Large 1,215sqm\* freehold title with 10 car spaces on-title
- + Modern (2007) 408sqm\* purpose built facility incorporating CFA and DEPI emergency command centre
- + Nathalia: Commercial centre, central to Shepparton, Echuca and Cobram, servicing the internationally acclaimed 60,000ha\* Barmah National Park



**Contact**  
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**Investment Portfolio Auction**  
10.30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx



\*Outline/Boundaries Indicative Only

Potential 50% Stamp Duty Savings

## Significant 8,547sqm\* Development Opportunity High Exposure Site - 25,000\* Vehicles Passing Daily

Shepparton VIC  
608-616 Wyndham Street

Major 8,547sqm\* landholding with 83m\* Goulburn Valley Highway frontage and exposure

Major arterial road with over 25,000\* vehicles passing daily

- + Premium Commercial 1 zoning allows for a variety of uses including retail, office, childcare, service station/convenience, fast food and medical
- + Coles, McDonald's, KFC, Tradelink, Harvey Norman, National Tiles and major car dealerships all within 1.5km\*
- + Shepparton: major regional city with a trade catchment of 100,000+

**Contact**  
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**For Sale by Expression of Interest**  
Offers Closing  
4pm AEST  
Wednesday 18 May 2022

\*Approx



## 10 Year Government Lease Plus Options The Jewel Of Queen Victoria Street



Fremantle (Perth) WA  
Unit 1-4, 11 Queen Victoria St

- + Fixed 3.5% annual rent increases
- + Amongst Coles, Officeworks, Spotlight, Salvos, 7-Eleven & Cellarbrations all within 500m\*
- + 926sqm\* government facility with ample on-site car parking
- + Constructed 2017, offering substantial depreciation benefits
- + City of Fremantle: 19km\* (25 min) to Perth CBD, population forecast to grow 21.8% by 2036<sup>1</sup>

Secure Federal Government lease to 2027 plus options to 2035

Tenant pays all outgoings incl Land Tax & Management Fees

**Net Income: \$546,336 pa\* + GST**

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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>Forecast.id

## 8 Year Lease + Options to 2037 ASX listed Capitol Health Limited



Launceston TAS  
198-200 York Street

8 year lease + options to 2037  
Minimum 3.3% pa rent increases  
Tenant pays all usual outgoings as per lease including Land Tax  
**Net Income: \$116,071 pa\* + GST**

- + Capitol Health Limited: ASX Listed company with a market cap over \$360 million
- + Prominent 362sqm\* corner site with combined 37m\* frontage
- + Strategically situated in Launceston CBD diagonally opposite brand new Woolworths
- + Launceston: Tasmania's largest city, population catchment of over 105,000

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 11 May  
Crown Casino, Melbourne

\*Approx

# Q&A

## with Beau Coulter

SALES EXECUTIVE

### Dipping more than your toe in the regions

*Regional cash-splash has a legion of converts.*

**Q. While extensive lockdowns in 2020 and 2021 in metropolitan Melbourne made it the most locked-down city in the world, regional Victoria enjoyed similar freedoms to the rest of Australia. Was this a trigger for investors to look to the regions?**

A. “The regions have always attracted investment. Investors seeking stronger returns have regularly found them in regional areas. That yield gap is closing as investors rate these properties often as highly as metro offerings, especially with strong tenants and areas underpinned by major farming or industrial. Key regional areas have boomed as we learn to work and live in a more flexible world.”

**Q. Is that interest in the regions dying away now that we are living with Covid?**

A. “No, the enthusiasm for the regions is still at an all-time high according to every metric. Investors have increasingly been acquiring properties in regional

areas with underpinned employment opportunities and that has only increased post lockdowns. People had the time to research and learn about new opportunities and that is translating to continuing high transaction levels.”

**Q. What analogy would best describe those investors who have broken the metro spell?**

A. “‘Change waits for no one.’ The investment landscape is constantly changing and investors need to actively seek opportunities and capital growth. Investors have embraced regional areas with gusto and that will continue.”

**Q. Geelong and Bendigo are two of the boom areas. Do you see that interest being maintained?**

A. “If anything, those areas are likely to become even more popular. Construction of the Geelong Fast Rail to Melbourne is set to start next year and Avalon Airport is becoming busier by the day. Qantas, meanwhile, is operating four flights per day between Sydney and Bendigo – a big vote of confidence in the city. I’m expecting Sydney-based investors to start showing a lot more interest in and around Greater Bendigo.”

**Q. With commercial properties becoming more popular in the regions, are you having to spend much more time travelling?**

A. “In our six-weekly auction cycles, I’m now spending around two weeks on the road in the regions. I was brought up on a country farm, so I love getting out of metro Melbourne and playing my part in making those regional economies stronger.”

“The regions have always been attractive as investment.

Investors seeking stronger returns have regularly found them in regional areas.”





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

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