

# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**Hoppers Crossing Bunnings  
Snags Record Result**

TALKING TO...

**Natalie Couper**  
Strengths of Childcare Investment



# The Ultimate Investment Property Arena

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

For the past 21 years, our iconic portfolio auctions have set industry benchmarks, offering the nation's best commercial investments for sale in one place.

Sydney	Melbourne	Brisbane
Sydney Opera House	Crown Casino	Hilton Hotel
6 December 2022	7 December 2022	8 December 2022
21 February 2023	22 February 2023	23 February 2023
28 March 2023	29 March 2023	30 March 2023

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

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



# Welcome



EDITOR Beau Coulter

BEAU.COULTER

Welcome to our October National Portfolio Magazine.

We are pleased to present to you our latest offering of blue-chip leased investment opportunities, with highlights including the Dan Murphy's in Newstead QLD, and the brand-new convenience retail centre in Beaconsfield VIC anchored by BP, Taco Bell and Carl's Jr.

Our most recent September National Portfolio campaign further reiterated what we already knew, that well leased commercial investment property is still the most desirable form of investment in the country.

Since June this year the average Burgess Rawson Portfolio Auction yield has compressed 102 basis points to 4.86%. In this same period the reserve bank cash rate has risen 150 basis points. We think this is amazing, and our hard-working agents deserve all the thanks for their trusted advice and dedication they put into marketing each one of these properties on behalf of our valued clients.

This month's feature article is on our recent sale of the once-in-a-lifetime Bunnings Warehouse investment in Hoppers Crossing VIC. A sale that I was proud to be apart of, alongside my colleagues Billy Holderhead, Zomart He and Yosh Mendis. In our opinion, this property was the best Bunnings Warehouse investment ever to be offered to the open market. Take a look at the article to find out why!

As we enter our National October Portfolio campaign, it's crazy to think that there is only one more opportunity this calendar year to get your property sold with Burgess Rawson.

Inclusions for our December campaign are open now, reach out to your trusted Burgess Rawson agent to find out how we can best help you achieve your property goals before a well-earned Christmas break.

Happy investing, no doubt I will speak to you throughout the campaign!



## Portfolio Team

EDITOR Ingrid Filmer  
 PRODUCTION MANAGER Georgia Campbell  
 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](http://BURGESSRAWSON.COM.AU)

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

*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.*



# Snagging a Record Result

Hoppers Crossing  
Bunnings and Amart  
Sells for \$100 Million



Burgess Rawson has sold a 55,000sqm Large Format Retail (LFR) centre, anchored by one of Australia’s largest Bunnings Warehouse stores, for \$99.6 million.

The Hoppers Crossing centre in Melbourne’s western growth corridor exchanged unconditionally on a blended initial yield of 4.25%, just six days after the close of an Expressions of Interest campaign.

Bunnings Warehouse generates 73.8% of the net income and is complemented on the site by Amart Furniture.

The property attracted 167 enquiries and competitive bidding from a wide range of private, institutional, domestic and international investors before selling to a private Asian investor who recently immigrated to Sydney from Hong Kong.

The successful purchaser apportioned \$79.2 million of the total price towards the income from Bunnings which, in isolation, reflects a record 3.95% net yield in the Bunnings freehold investment market.

The new benchmark surpasses the 3.99% yield for Bunnings Swan Hill sold in April, despite the Cash Rate

and cost of debt increasing by 125 basis points in the months since that sale.

“The resilience of blue-chip retail property in the face of fast-rising interest rates is extraordinary, particularly for Bunnings, Coles and Woolworths-leased investments,” said Burgess Rawson National Partner, Billy Holderhead, who led the sale campaign.

### Private Investors Are Now Driving the Market

“Private investors are back in the driver’s seat in terms of competition for these high-profile properties,” said Mr Holderhead.

“The relative cost of debt, gearing pressures and corporate governance have very quickly put institutional investors at a disadvantage, in comparison to the private market.

“After a long period of market dominance by the REITs for properties such as this, the pendulum has now swung back in favour of the private market.

“Private investors don’t answer to a Board or investment committee, they make much faster decisions

and are typically sitting on a lot of cash or have very low LVRs across their portfolios – or a combination of both.”

### Boring is Best

Beau Coulter, Partner at Burgess Rawson in Melbourne, said investors were shrugging off higher interest rates because of the stability offered by commercial property compared to other investment alternatives.

“Compared to the share market, for example, commercial property offers a much more stable investment journey underpinned by long term leases to top tier tenants,” said Mr Coulter.

“Instead of investing in Wesfarmers, Woolworths or Coles shares and sweating on the daily market fluctuations, property investors are parking money in bricks and mortar with secure, long-term leases to these same groups.

“Relatively speaking, it’s boring, but that’s the appeal.

“Private investors have other things going on in their lives, be it with their businesses or their families; so, the less they need to think about their investment properties, the more



valuable they tend to be.”

### Buyer Preference

The Hoppers Crossing property was offered with a clean Plan of Subdivision which was ready for lodgement and would have reduced

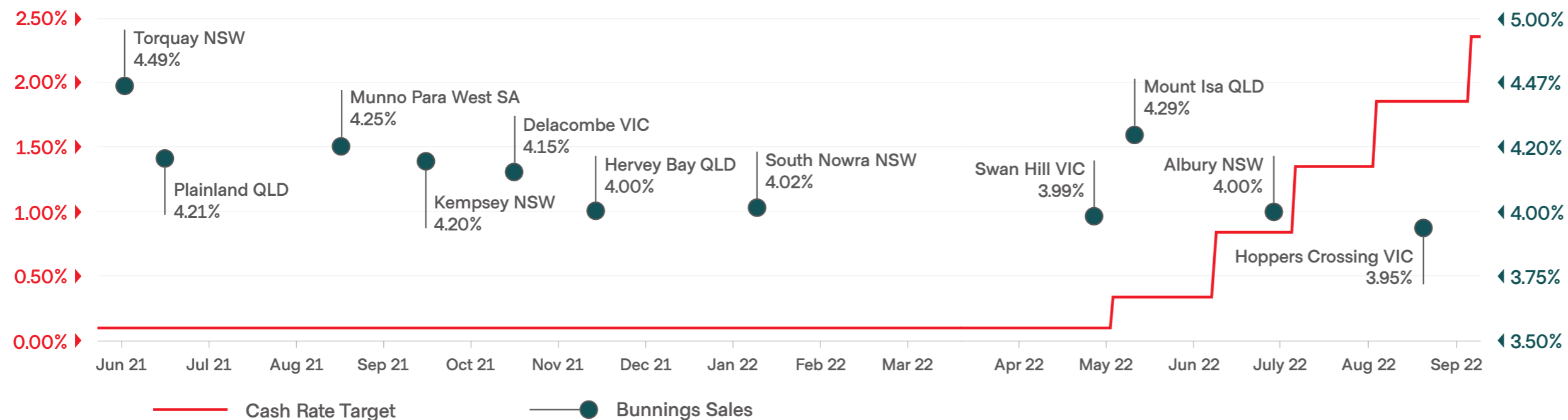
non-recoverable outgoings in the immediate and long-term, however the successful buyer preferred physical simplicity over management simplicity.

“Despite reducing his net return, the buyer opted out of the Plan of Subdivision because he wanted

a single, 55,000sqm title,” said Burgess Rawson’s Head of Asian Investment Services, Zomart He.

“The Land Tax advantages attached to the proposed Subdivision weren’t enough for him compared to the long term future value of such a landmark site on Old Geelong Road.”

## Bunnings Yields vs Cash Rate



“Bunnings yields are still compressing despite the Cash Rate and cost of debt increasing by 225 basis points.”

**Billy Holderhead**  
National Partner  
Burgess Rawson





# October Investment Portfolio Auctions

**SYDNEY**  
10:30AM AEDT  
TUESDAY  
25 OCTOBER

**MELBOURNE**  
10:30AM AEDT  
WEDNESDAY  
26 OCTOBER

**BRISBANE**  
10:30AM AEST  
THURSDAY  
27 OCTOBER

**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



### Entertainment & Office Complex

Tenant	Location	State	Income pa	Page
Hoyts & Hewlett Packard	Charlestown (Newcastle)	NSW	\$2,450,000	12



### Early Education/Childcare

Tenant	Location	State	Income pa	Page
Young Academics ELC	Marsden Park (Sydney)	NSW	\$382,677	33
G8 Education	Seacliff (Adelaide)	SA	\$319,678	24
Joyful Learning ELC	Mitcham (Melbourne)	VIC	\$214,131	49



### Liquor

Tenant	Location	State	Income pa	Page
Dan Murphy's	Newstead (Brisbane)	QLD	\$519,640	22
Liquorland	Burpengary East	QLD	\$135,000	44



### Industrial

Tenant	Location	State	Income pa	Page
Viridian	Hume (Canberra)	ACT	\$586,360	31
Specialised Wheelchair Company	Chatswood (Sydney)	NSW	\$240,541	34
Trend Windows and Doors	Chatswood (Sydney)	NSW	\$211,590	35
Aggreko	Emerald	QLD	\$170,000	43

# New Properties For Sale



## Fast Food/Restaurant/Cafe

Tenant	Location	State	Income pa	Page
Carl's Jr.	Beaconsfield (Melbourne)	VIC	\$175,000	26
Taco Bell	Beaconsfield (Melbourne)	VIC	\$250,000	26
Burgertory	Mentone (Melbourne)	VIC	\$51,000	56



## Retail Fuel

Tenant	Location	State	Income pa	Page
Metro Petroleum, Guzman Y Gomez and Subway	Belmont (Newcastle)	NSW	\$543,615	20
BP Fuel	Beaconsfield (Melbourne)	VIC	\$300,000	26
United Petroleum	Devonport	TAS	\$234,682	46



## Medical

Tenant	Location	State	Income pa	Page
Health Clinic, EG Group and The Coffee Club	Cranebrook (Sydney)	NSW	\$1,154,220	16
Greenslopes Retirement Home	Templestowe Lower (Melbourne)	VIC	\$460,000	47
Splash's Swimming School	Clyde North (Melbourne)	VIC	\$200,175	50
The Centre for Gastrointestinal Health	Bowral	NSW	\$135,000	36
Snap Fitness	Clyde North (Melbourne)	VIC	\$120,900	52
Mid Coast Cardiac Services	Coffs Harbour	NSW	\$110,000	37
F45 Gym & Redflex	Robin Hill (Bathurst)	NSW	\$93,762	38
9Round Gym	Wollert (Melbourne)	VIC	\$52,800	54
Medical Centre	Shepparton	VIC	\$39,871	57



## Automotive

Tenant	Location	State	Income pa	Page
Bridgestone and Physiotherapy	North Ipswich	QLD	\$286,705	42
Bridgestone	Nuriootpa (Barossa)	SA	\$197,077	45



## Retail Complex

Tenant	Location	State	Income pa	Page
BOQ, Gami Chicken and more	Frankston (Melbourne)	VIC	\$217,467	28



## Retail/Cafe

Tenant	Location	State	Income pa	Page
Ray White	Brunswick (Melbourne)	VIC	\$109,216	53
Brewer Sisters Cafe	Epping (Melbourne)	VIC	\$51,750	55



## Bank/Government/Office

Tenant	Location	State	Income pa	Page
Trippas White Group	Katoomba (Blue Mountains)	NSW	\$1,188,931	14
Office Building	Pinjarra	WA	\$777,669	18
Australian Federal Police	Machans Beach (Cairns)	QLD	\$523,584	41
Commonwealth Bank	Shepparton	VIC	\$227,757	48
Rocky Bay	Ascot (Perth)	WA	\$128,998	59
Rabobank	Forbes	NSW	\$76,424	39
Commonwealth Bank	Nambucca Heads	NSW	\$71,043	40
DOMA Group	Phillip (Canberra)	ACT	\$72,450	32
Gainsville Furniture	Southbank (Melbourne)	VIC	\$24,000	58



\*Outline/Boundaries Indicative Only

# Blue Chip Leases 30 Years to Hoyts & 10 Years to Hewlett Packard

## Long WALE and Future Landbank Major Anchor Tenants on Long Leases



**THE FORUM**  
Charlestown (Newcastle) NSW  
240-244 Pacific Highway

Anchored by blue-chip tenants  
Hoyts (2041) and Hewlett  
Packard (2039)

On-site parking for 226 cars

**Estimated fully leased net  
income \$2,450,000 pa\* + GST**

- + Long WALE of 9.4 years (by income), all tenants subject to fixed or CPI reviews
- + Dominant 8,282sqm\* corner site with 28,940 cars passing daily
- + Charlestown: home to the largest shopping centre in the Hunter Region, Charlestown Square
- + Favourable B3 zoning underpinning strong underlying land value and development opportunity (STCA)

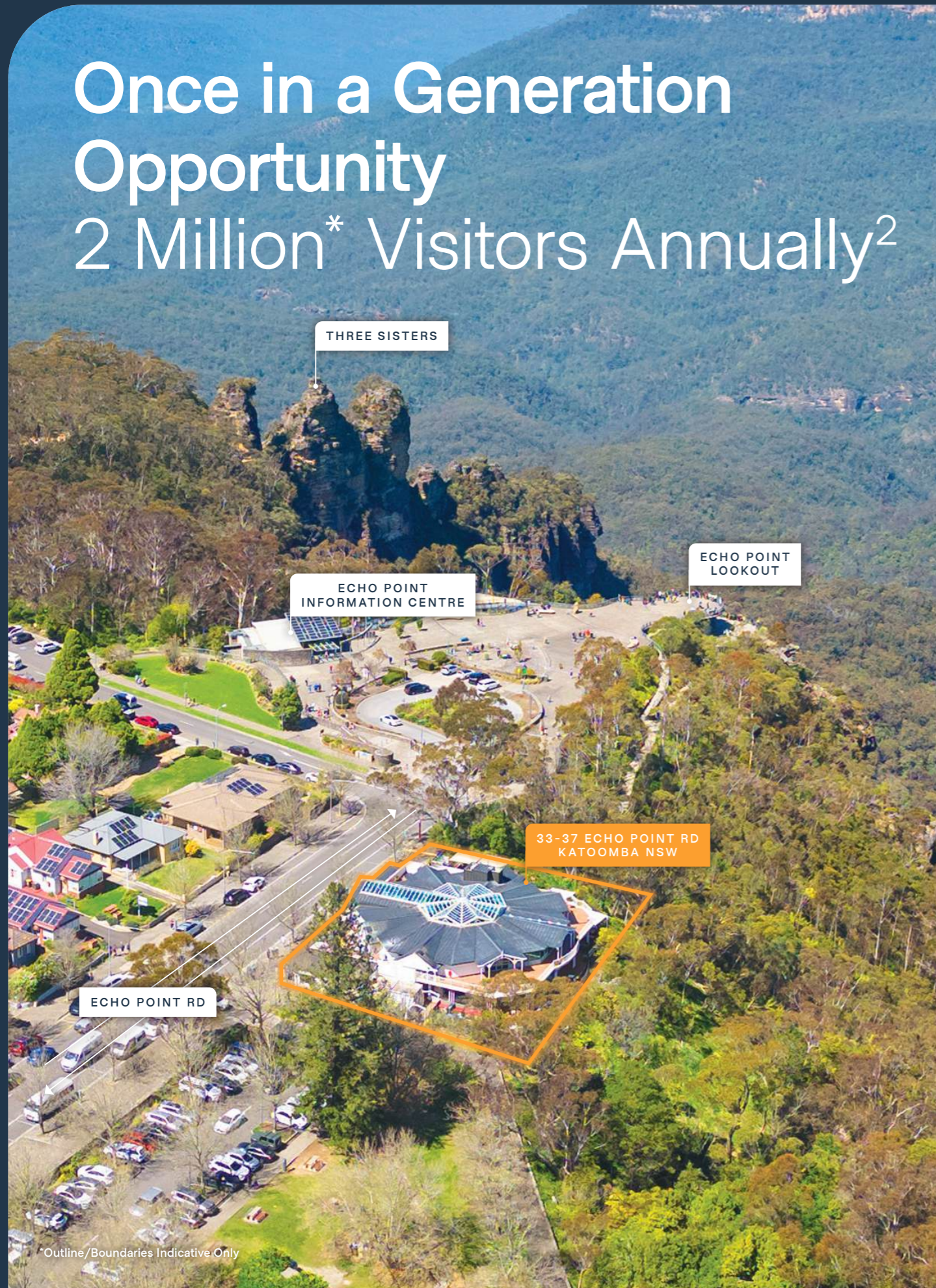
**Contact**  
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**For Sale by  
Expressions of Interest**  
Closing 2pm AEDT  
Thursday 27 October 2022

\*Approx

# Once in a Generation Opportunity

## 2 Million\* Visitors Annually<sup>2</sup>



\*Outline/Boundaries Indicative Only



## World-Renowned Landmark Location

## Irreplaceable Investment Opportunity



Katoomba (Blue Mountains) NSW  
33-37 Echo Point Road

Trophy Blue Mountains investment neighbouring the iconic Three Sisters

Long-standing proven tenancy profile, WALE 7.15 years<sup>1</sup>

**Net Income: \$1,188,931 pa\* + GST**

+ Trippas White Group: one of Australia's most recognised and award winning operators, over 35 venues in some of Australia's most iconic locations

+ Guaranteed strong rental growth, fixed annual rent increases

+ Strategic location attracting 2 million\* visitors annually<sup>2</sup>

+ Unrivalled position offering a never to be repeated investment opportunity with breathtaking views

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**For Sale by Expressions of Interest**

\*Approx <sup>1</sup>by income  
<sup>2</sup>NSW Government, 2016





\*Outline/Boundaries Indicative Only



## Nationally Tenanted Gateway Medical & Essential Service Centre

Cranebrook (Penrith) NSW  
111 Andrews Road

Strategically located 5,642sqm\* gateway site supporting major arterials & surrounding estates

Secure 100% leased investment, offering long WALE of 6.35 years<sup>1</sup>

**Net Income: \$1,154,220 pa\* + GST**

- + Anchored by national and established brands including EG Group, The Coffee Club, Snap Fitness and Doctors&Co
- + Multi-level retail and commercial centre with 2,048sqm\* of lettable area and 60 on-site car spaces
- + Newly constructed purpose-built facility offering significant tax depreciation benefits
- + Penrith: forecasted population increase of 68% by 2041



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**For Sale by Expressions of Interest**

\*Approx <sup>1</sup>By income



# Alcoa Office Building Secure 20 Year Lease to Global Mining Giant

Landmark Opportunity Leased to Global Mining Giant (NYSE:AA \$7.09B\*)



Pinjarra WA  
1874 Pinjarra Road

Secure 20 year net lease plus options to 2048  
Tenant pays outgoings including land tax and management fee  
Annual CPI rent reviews  
**Net Income: \$777,669 pa\* + GST**

- + Alcoa Australia: world's largest mining operations producing 50% of AU alumina, 690 local employees
- + Impressive 4,973sqm\* site supporting world's largest mines
- + Aluminium market size is forecast to grow from \$164b to \$242b by 2027 (5.7% CAGR)<sup>1</sup>
- + Murray Shire Council: surging municipality forecast to swell 280% by 2051

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**For Sale by Expressions of Interest**  
Closing 4pm AEST  
Thursday 3 November 2022

\*Approx <sup>1</sup>Fortune Business Insights

# Strategic Fast Food & Fuel Investment



## Brand New 10 and 15 Year Leases 3% Increases, 2,792sqm\* Site

Belmont NSW  
507-515 Pacific Highway

GYG 15 yr lease + opts to 2057  
Metro 10 yr lease + opts to 2047  
Subway 10 yr lease + opts to 2047

**Net Income: \$543,615 pa\* + GST**

- + Immaculately presented fast food and retail fuel convenience centre, built 2022
- + Annual 3% rent increases for all leases, assuring growth
- + Major coastal highway with huge vehicular exposure
- + Excellent tax depreciation benefits
- + Lake Macquarie: population of 213,967 residents, forecasting significant growth

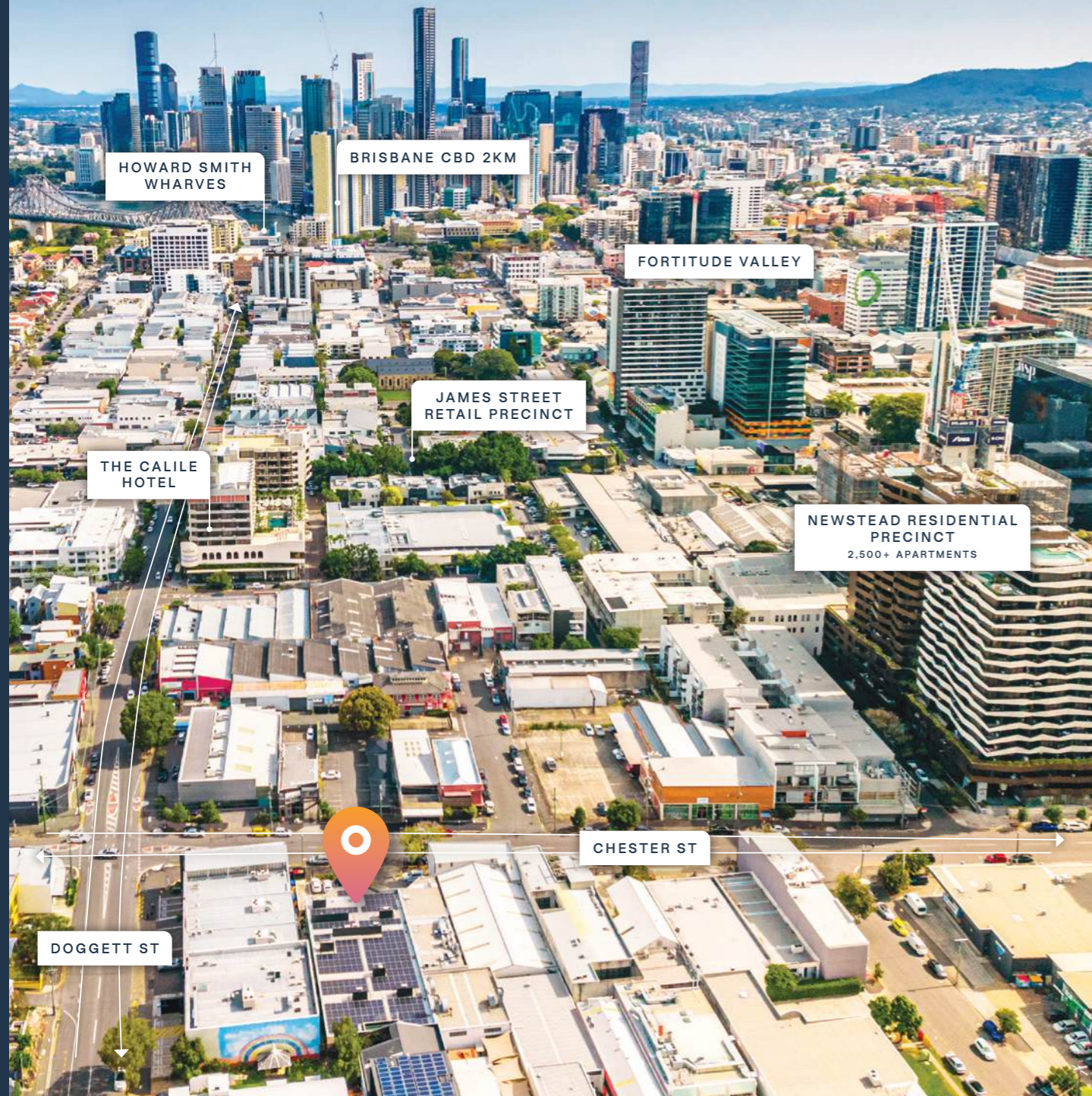


**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx

# Trophy Dan Murphy's in Blue-Chip Metropolitan Brisbane Location



## Strong and Secure Income Underpinned by Development Upside



Newstead (Brisbane) QLD  
32A & 34 Chester Street

Secure 10 year lease to 2031  
plus options to 2061  
1,464sqm\* site zoned Mixed-Use 1  
Strong underlying land value  
and development upside  
**Net Income: \$519,640 pa\* + GST**

- + Fully leased to ALH: Australia's largest ASX listed liquor retailer
- + High rise residential catchment with liquor spend 62% above QLD average<sup>1</sup>
- + Includes ALH operated bar under head lease offering on-site bottle shop license
- + 6 storey development upside with demolition clause in lease from 2036

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**Investment Portfolio Auction**  
10:30am AEST  
Thursday 27 October  
The Hilton, Brisbane

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

# Childcare Investment Leased to ASX Listed Operator in Sought-After Coastal Location



## 15 Year Net Lease to 2032 Plus Options Stamp Duty Free Investment Opportunity



Seacliff (Adelaide) SA  
601-607 Brighton Road

4 x 5 year options to 2052  
CPI + 1% annual rent increases  
Tenant pays all outgoings inc  
land tax and management fees  
**Net Income: \$319,678 pa\* + GST**

- + G8 Education Ltd: largest ASX listed early education provider with over 450 centres nationally
- + As new purpose-built centre, licensed for 84 LDC places
- + Large 2,161sqm\* main road site within significant schooling precinct (11 schools within 3.1km\* radius)
- + Seacliff: affluent suburb only 13km\* from the CBD, with a median house price of \$1,173,000

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**Investment Portfolio Auction**  
10:30am AEDT  
Wednesday 26 October  
Crown Casino, Melbourne

\*Approx



## New BP, Taco Bell and Carl's Jr. Investments to be Sold Separately

Beaconsfield VIC  
215 Princes Highway

Landlord favourable net leases

All leases with fixed compounding 3% and 4% annual rent increases

Brand new build providing significant depreciation benefits

- + Strategic home bound Princes Hwy position, metres from Monash Freeway exit with exposure to over 58,000 vehicles passing daily\*
- + Beaconsfield: booming south eastern suburb located 44km\* from the Melbourne CBD
- + Princes Hwy growth corridor population forecasted to increase by 67% by 2041<sup>1</sup>



Lot 4

- + Brand new 12 year lease to Jasbe Petroleum, leading BP operator with over 50 sites and 600 employees across Australia
- + New fuel facility with separate truck/car canopies and full line convenience store. 106% of rent potentially tax deductible<sup>2</sup>
- + Rental Income: \$300,000 pa\* + GST



Lot 1

- + Brand new 10 year lease to fast food giant, Collins Foods (ASX: CKF), current market cap of \$1.12 billion
- + Brand new 1,099sqm\* drive-thru site with 30 car spaces and 117% of rent potentially tax deductible<sup>2</sup>
- + Rental Income: \$175,000 pa\* + GST



Lot 2

- + Brand new 12 year lease to Carl's Jr. a global fast food leading chain with 3,800 stores worldwide and 45 stores in Australia
- + New 1,575sqm\* 2-lane drive-thru site with 37 car spaces and 110% of rent potentially tax deductible<sup>2</sup>
- + Rental Income: \$250,000 pa\* + GST



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**Investment Portfolio Auction**

10:30am AEDT  
Wednesday 26 October  
Crown Casino, Melbourne  
To be sold Individually

\*Approx <sup>1</sup>forecast.id <sup>2</sup>JM Advisory



# Prime Frankston CBD Freehold With Development Upside

## 100% Leased Landmark Retail Corner Booming Retail Precinct



Frankston VIC  
66-70 Wells St & 6-8 Keys Street

Secure 7, 5 & 3 year leases to leading national tenants  
Tenants pay all usual outgoings  
Favourable annual rent reviews  
**Rental Income: \$217,467 pa\* + GST**

- + Prized 805sqm\* building in the heart of Frankston's proven commercial centre
- + Favourable 765sqm\* C1Z land with endless upside potential adjoining 6-level building precedent (STCA)
- + Directly opposite Bayside SC, attracting 10.2m visitors annually
- + Frankston: major commercial, retail, education, and transport hub servicing Southern suburbs and Mornington Peninsula

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**Investment Portfolio Auction**  
10.30am AEDT  
Wednesday 26 October  
Crown Casino, Melbourne

\*Approx



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## Magnificent Modern Industrial Trophy Commanding 12,707sqm\* Site



Hume ACT  
2 Paspaley Street

Established since 1856, Veridian is the largest glass processor in Australia

**Net Income: \$586,360 pa\* + GST**

- + Brilliant 4,060sqm\* industrial facility constructed in 2016
- + 10 year lease to 2027 plus options to 2042
- + Net lease, tenant pays outgoings
- + Compounding 2.75% annual rent increases (\$653,565 pa in 2026)
- + Gateway position just off the Monaro Hwy, under 15 kilometres\* from Canberra CBD

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Jeremy Ferguson 0439 155 357

**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx





## Town Centre Investment with 4% Increases – Leased to National Group

**DOMA**

Phillip (Woden) ACT  
G02/35 Furzer Street

- + Institutional group with 45+ years experience
- + Brand new asset with depreciation available
- + 12,500 people in the public sector within 100m radius
- + High density corporate population
- + 100m direct entry to Westfield
- + New Canberra Institute of Technology (CIT) with 6,500 students under construction

Stamp Duty Free

Total Area: 161 sqm

**Net Income: \$72,450 pa + GST**



**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx

## Rare 18 Year Lease to Dominant Operator Sydney's Fastest Growth Region

**YOUNG ACADEMICS**  
Early Learning Centre

Marsden Park (Western Sydney)  
NSW, 15 Harmony Avenue

18 year net lease to 2039 plus  
two 10 year options to 2059

5% pa rent increases to 2025,  
fixed 3% increases thereafter

**Net Income: \$382,677 pa\* + GST**

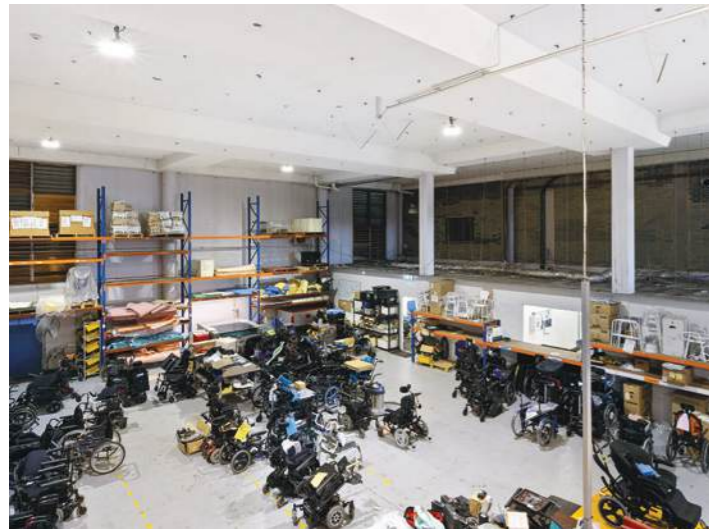
- + Young Academics ELC: highly experienced Sydney childcare operator with 32 centres across Greater Sydney
- + Most dominant childcare operator in Sydney's North West
- + Modern purpose-built 78 place centre, 100% occupancy with wait-list
- + Marsden Park: one of Sydney's fastest growth suburbs forecast to grow 249% by 2041



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**For Sale by Expressions of Interest**



## Trophy Sydney Industrial Investment Opposite New Woolworths Development



Chatswood (Sydney) NSW  
1/31-33 Lower Gibbes Street

Renewed 5 year lease to  
July 2024 plus option to 2029

Fixed 4% annual rent increases

Tenant pays all outgoings

**Net Income: \$240,541 pa\* + GST**

+ Quality industrial unit comprising  
768sqm\* clear span warehouse,  
203sqm\* office space plus  
11 car spaces

+ Leased to successful assistive  
technology business est. 47 years

+ Close proximity to major brands  
including Bunnings, Good  
Guys, Tesla, Anaconda, Repco,  
Forty Winks, and brand new  
Woolworths development



**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx

## National Tenanted Investment Attractive 4% Annual Rent Increases

Chatswood (Sydney) NSW  
GF/384 Eastern Valley Way

Renewed 5 year lease to 2025  
plus option to 2030

Fixed 4% annual rent increases

**Net Income: \$211,590 pa\* + GST**

+ Blue chip national tenant in  
occupation since 2001

+ Immaculate 337sqm\* showroom

+ Valuable 6 cars spaces on-title

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

+ Highly exposed position facing  
major Sydney thoroughfare

+ Chatswood: one of Sydney's blue  
ribbon & sought-after locations,  
only 8km\* north of Sydney CBD



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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

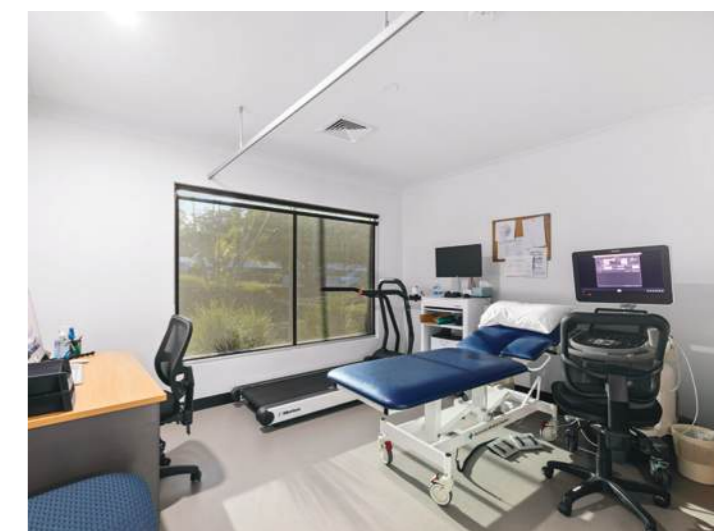
\*Approx



The Centre For Gastrointestinal Health  
Castle Hill Location



The Centre For Gastrointestinal Health  
Castle Hill Location



## Premium Bowral Medical Investment High Performing Operator - 10 Year Lease



Bowral (Southern Highlands)  
NSW, 45 Bowral Street

New 10 year lease to 2032 + opts  
Greater of CPI or 3% pa increases

Net lease, tenant pays all  
outgoings including land tax

**Net Income: \$135,000 pa\* + GST**

- + The Centre For Gastrointestinal Health: multiple medical centres across Sydney and growing
- + Proven medical specialists centre with 18+ yrs industry experience
- + Newly renovated medical facility completed in 2022 offering depreciation benefits
- + Bowral: Southern Highlands largest and most prosperous locations 90 min from Sydney

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx

## Essential Service Medical Investment Proven Location Opposite Private Hospital



Coffs Harbour NSW  
40 Mackays Road

Brand new 5 year lease plus  
options to 2037  
Attractive 3% pa rent increases  
Tenant responsible for outgoing  
**Net Income: \$110,000 pa\* + GST**

- + MNC Cardiac Services: occupied by medical specialists for 20 years
- + Recent upgraded 209sqm\* medical centre with 4 valuable car spaces
- + Prime 702sqm\* site ideally located directly opposite large Ramsay Private Hospital with new ICU, CCU, Cath Lab and surgical suites
- + The business serves the entire Mid North Coast with a growing catchment population of over 281,000 residents

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx



## Prime Industrial Freehold Investment Global Brand Tenants: F45 & Redflex



Robin Hill (Bathurst) NSW  
14 Corporation Avenue

- + F45 Gym: renewed lease to 2026 plus option
- + Redflex: (ASX:RDF) lease to 2024 plus options
- + Both leases feature compounding 3% annual rent increases
- + Tenants pay all usual outgoings, as per leases
- + Bathurst: booming population forecast to soar by over 27% to 58,622 by 2041

Commanding 2,755sqm\* freehold landholding

Two impressive industrial buildings

**Net Income: \$93,762 pa\* + GST**

**Contact**  
Rhys Parker 0451 101 042  
Darren Beehag 0411 226 223  
Jeremy Ferguson 0439 155 357

**Investment Portfolio Auction**  
10:30am AEDT  
Tuesday 25 October  
Sydney Opera House

\*Approx

## Entry Level Freehold Investment Global Tenant



Forbes NSW  
16 Sherriff Street (Newell Hwy)

- + Rabobank: agribusiness experts and one of the world's largest rural lenders
- + Prominent 1,044sqm\* site with 33m\* frontage and 8 car spaces
- + Impressive 201sqm\* building
- + Forbes: commercial hub of Forbes Shire, agricultural/wheat district of Central West NSW, trade catchment circa 9,400+

3 year lease to 2024 plus options to 2033

Annual CPI rent reviews

Lessee pays usual outgoings

**Net Income: \$76,424 pa\* + GST**

**Contact**  
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Rhys Parker 0451 101 042

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Tuesday 25 October  
Sydney Opera House

\*Approx



## Prime Top Tier Bank Investment Booming Coastal Town, 3% Increases



Nambucca Heads NSW  
30 Bowra Street

- + Long established CBA branch
- + Heart of town at major pedestrian crossing
- + Substantial 509sqm\* dual street frontage site
- + Thriving growth location between Coffs Harbour and Port Macquarie
- + 8 valuable on-site car spaces
- + Easily managed single tenant investment

**Contact**  
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Flynn Mcfall 0481 187 191

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Sydney Opera House

\*Approx

Renewed 2 year lease to Sept 2024 plus options to 2028

Attractive net lease, tenant pays usual outgoings including property management

**Net Income: \$71,043 pa\* + GST**

## Australian Federal Police K9 Facility Servicing Cairns International Airport



Machans Beach (Cairns) QLD  
147-153 Machans Beach Road

- + Commonwealth of Australia: AFP K9 facility servicing the Cairns International Airport
- + Tenant pays outgoings including unrestricted land tax and management fees
- + Elevated 13,945sqm\* site, adjacent to Cairns International Airport
- + Cairns: gateway to QLD's tropical north with a population of over 168,000

**Contact**  
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Neville Smith 0400 068 205  
Beau Coulter 0413 839 898

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 27 October  
The Hilton, Brisbane

\*Approx

Secure 15 year double net lease to Sept 2028 plus options to 2038

Attractive 4.25% fixed annual rent increases

**Net Income: \$523,584 pa\* + GST**



## Global Fortune 500 Essential Services and Medical Investment

North Ipswich QLD  
5-11 Downs Street

Secure WALE of 5+ years  
10 storey future development upside (STCA)

Head lease to Bridgestone and national allied health tenant

**Net Income: \$286,705 pa\* + GST**

- + Expansive 2,078sqm\* site on key Ipswich CBD intersection
- + Prime Performance: national medical tenant, recent \$940,000 fit-out invested with 8 year lease
- + Bridgestone: 339 stores nationally, with a market cap of \$30 billion
- + Positioned opposite Riverlink Shopping Centre attracting 9.1 million visitors annually\*
- + Ipswich: 7th fastest growing metro location in Australia



**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Thursday 27 October  
The Hilton, Brisbane

\*Approx

## Modern Industrial Investment Leased to Global Covenant

Emerald QLD  
27 Hawkins Place

Renewed 5 year lease plus options to 2037

Greater of CPI or 3.5% annual rent increases plus ratchet provisions

**Net Income: \$170,000 pa\* + GST**

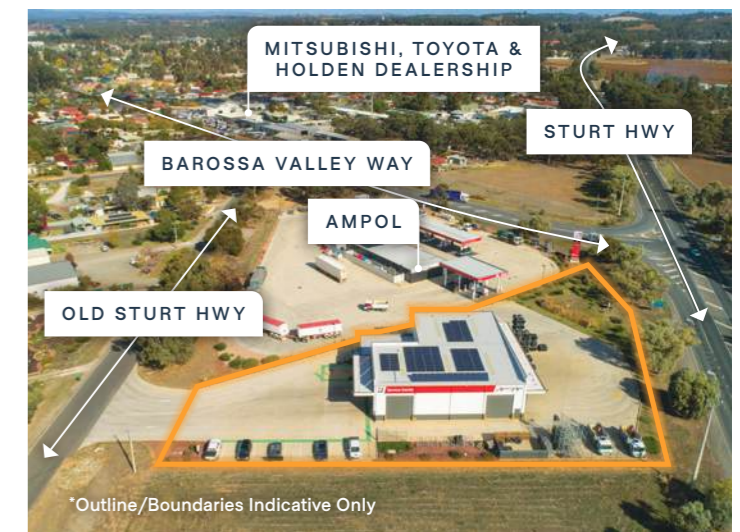
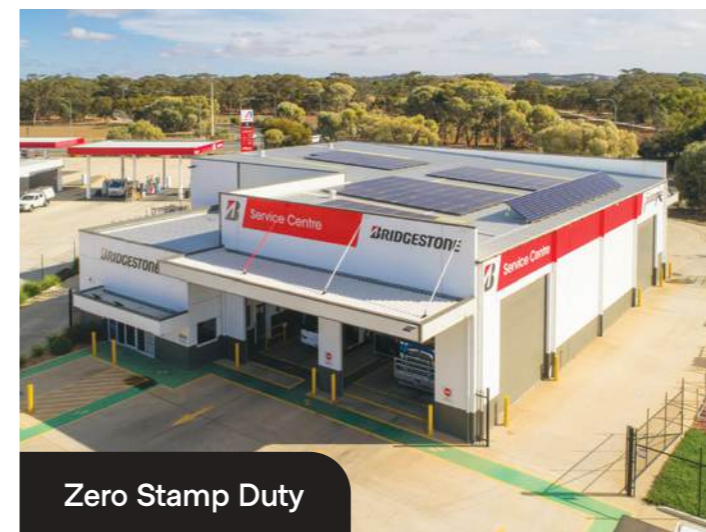
- + Aggreko: multinational covenant with a revenue of \$1.365 billion
- + Purpose-built industrial facility on large 2,736sqm\* site
- + Tenant pays all usual outgoings incl. land tax & management fees
- + Emerald: thriving regional centre within Central Highlands, generating \$6.45 billion GRP



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\*Approx



## New 5 Year Lease to Liquorland Proven Liquorland Since 2013



Burpengary East QLD  
Shop 3, 115-117 Buckley Road

- + Blue chip tenant subsidiary of Coles Group Ltd, market cap \$23b
- + 101sqm\* premises with tenant upgrade and rebrand imminent
- + Proven shopping centre position amongst medical, IGA, Priceline, childcare plus abundant parking
- + Moreton Bay: booming growth corridor 35 minutes north of Brisbane CBD

Renewed 5 year lease to 2027 plus options to 2042

Annual CPI rent reviews

Tenant pays all usual outgoings

**Net Income: \$40,943 pa\* + GST**

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10:30am AEST  
Thursday 27 October  
The Hilton, Brisbane

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## Purpose-Built Investment Anchored by Global Automotive Giant



Nuriootpa (Barossa Valley) SA  
17-19 Old Sturt Highway

- + Bridgestone: Australia's largest tyre retailer with 339 stores nationally, market cap of \$30b
- + Purpose-built Bridgestone with direct access to Sturt Highway, a key national transport route
- + Stamp duty free investment with outstanding depreciation benefits
- + Nuriootpa: the commercial heart of the world-renowned Barossa Valley, Australia's most famous wine region

10 year head lease to Bridgestone plus options to 2037

Fixed 3% annual rent increases

Land rich 4,868sqm\* highway site with dual street frontage

**Net Income: \$197,077 pa\* + GST**

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**Investment Portfolio Auction**  
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Crown Casino, Melbourne

\*Approx



## Prime Tasmanian Retail Investment Rare 17 Year Triple Net Lease to 2034



Devonport TAS  
89 Best Street (cnr William Street)

Tenant responsible for rates, insurance, land tax, structural maintenance and replacement (including fuel tanks)

Fixed 3.25% pa rent increases  
**Net Income: \$234,682 pa\* + GST**

- + United Petroleum: top tier tenant with over 465 sites nationally<sup>1</sup>
- + 52,000 vehicles passing weekly<sup>2</sup>
- + Located opposite Devonport High School and 450m\* from Woolworths, Coles and Kmart
- + Built 2017, offering significant depreciation benefits
- + Devonport: Tasmania's major service centre, port and tourism link to Melbourne



**Contact**  
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Matthew Wright 0458 290 588  
Rick Jacobson 0413 830 083



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\*Approx <sup>1</sup>United Petroleum <sup>2</sup>GapMaps



## Metro Aged Care Facility Brand New 15 Year Lease to 2037



Templestowe Lower VIC  
236-238 Greenslopes Drive

Brand new 15 year lease to 2037 plus options to 2047

Tenant pays all usual outgoing  
Fixed 4% rent increases annually  
**Net Income: \$460,000 pa\* + GST**

- + Long standing aged care facility with 40+ years in operation
- + Purpose built 1,688sqm\* facility with 36 premium suites
- + 1.6km\* from Coles anchored Bulleen Plaza, boasting 500+ car parks and destination tenants
- + Templestowe Lower: affluent metro suburb with median house prices growing 34% in the last 3 years to \$1.4 million



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Raoul Holderhead 0413 860 304  
Sam Mercuri 0413 830 709



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\*Approx





Potential 50% Stamp Duty Savings



## Renewed Net Lease with 4% Increases Immaculate Building Constructed 2015



Shepparton VIC  
39-41 High Street

- + CBA: ASX top 2 listed company with current \$164b market cap
- + As new 551sqm\* branch with lift offering significant depreciation benefits
- + Key branch servicing large catchment with retail and business banking
- + 482sqm\* site with 7 on-title car spaces and side lane access
- + Shepparton: major regional city with a 100,000+ trade catchment

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Renewed 3 year lease to Dec 2025 plus options to 2034

CBA pay all usual outgoings including land tax

**Net Income: \$227,757pa\* + GST**  
(as at December 2022)

## Set-and-Forget Childcare Investment 10+10+10+10 Year Net Lease to 2060



Mitcham (Melbourne) VIC  
12-18 Barkly Terrace

- + Joyful Learning ELC: family owned and operated boutique provider
- + Impressive 54 LDC place centre, constructed in 2020
- + Strategic 1,289sqm\* site adjoining Mitcham Train Station, and close proximity to 5 schools
- + Mitcham: popular family-oriented suburb located 20km\* east from the Melbourne CBD

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\*Approx

Annual 3% rent increases  
Tenant pays all usual outgoings

Significant tax depreciation benefits

**Net Income: \$214,131 pa\* + GST**



\*Outline/Boundaries Indicative Only



## New 15 Year Lease Plus Options to 2052 State-Of-The-Art Swim Facility



Clyde North VIC  
10/121 Grices Road

New 15 year lease to August 2037 plus options to 2052

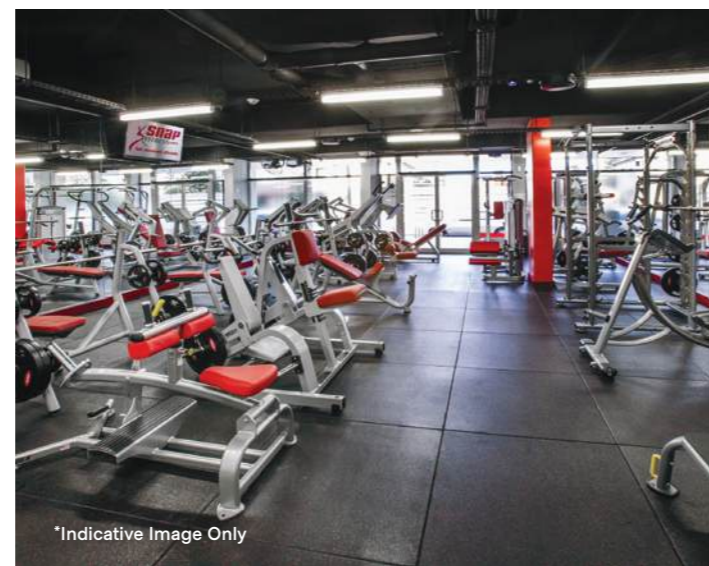
Fixed 3% annual rent increases  
Tenant pays all usual outgoings  
**Net Income: \$200,175 pa\* + GST**

- + Splash's: leading swim school provider with 30+ years experience in the aquatic industry and operating out of multiple locations
- + Immaculately presented 471sqm\* facility with the latest corporate tenant fit-out
- + Surrounded by important social infrastructure including 9 schools with over 7,500 full-time students
- + Clyde North: Melbourne's major south-eastern growth corridor, est. to increase 130.21% by 2041

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\*Approx



## Snap Up This Immaculate Investment Brand New 10 Year Lease to 2032



Clyde North VIC  
9/121 Grices Road

New 10 year lease to September 2032 plus options to 2042

Fixed 3% annual rent increases  
Tenant pays all usual outgoings  
**Net Income: \$120,900 pa\* + GST**

- + Snap Fitness: international health and fitness chain with 210 clubs across Australia servicing 230,000+ members
- + Pristine 402sqm\* premises with the latest corporate tenant fit-out
- + Expanding residential precinct amongst retailers incl. liquor, Foodworks & fast food operators
- + Clyde North: Melbourne's major southern growth corridor, pop. est. to increase 130.21% by 2041



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\*Approx



## Trophy Inner City Freehold Investment Secure 10 Year Lease to 2027 Plus Options



Brunswick VIC  
392 Sydney Road (cnr Albert St)

Substantial 591sqm\* corner site with future development upside

Fixed 3% annual rent increases  
Tenant pay all usual outgoings  
**Net Income: \$109,216 pa\* + GST**

- + Ray White: nationally recognized franchise, with over 1,000 offices spanning 11 countries<sup>1</sup>
- + Impressive 2 level building with tenant funded capital intensive fit-out with 11 car spaces
- + Highly desirable Commercial 1 Zoning (C1Z)
- + Brunswick: in demand, high density city fringe capital growth suburb, 3.5km\* from Melb CBD



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Wednesday 26 October  
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\*Approx <sup>1</sup>Ray White



## Brand New 7 Year Lease to 2029 Booming Northern Growth Corridor



Wollert (Epping North) VIC  
3 Zoe Drive (Epping Road)

- + 9Round: fastest growing fitness franchise in the world with 20 locations in Australia
- + Positioned in key commercial complex with 15 complimentary retailers including Shell/Viva, Cellarbrations and Burger Edge
- + Wollert: major northern growth corridor with an estimated population growth of 1,192% by 2041

Brand new 7 year lease to 2029 plus options to 2035

Fixed 3% annual rent increases  
Tenant pays all usual outgoing  
**Net Income: \$52,800 pa\* + GST**

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\*Approx

## Exclusively Placed Cafe Investment New 10 Year Net Lease to 2032

Epping VIC  
SF 01& 02/335 Harvest Home Rd

- + Brewer Sisters: experienced cafe operators with 2 locations in Melbourne's North
- + Immaculate 100sqm\* premises with dual entry and quality tenant fit-out
- + Strategic position metres from the Coles anchored Aurora Village Shopping Centre
- + Whittlesea City Council: population forecast to surge 56% to 388,000+ residents by 2041

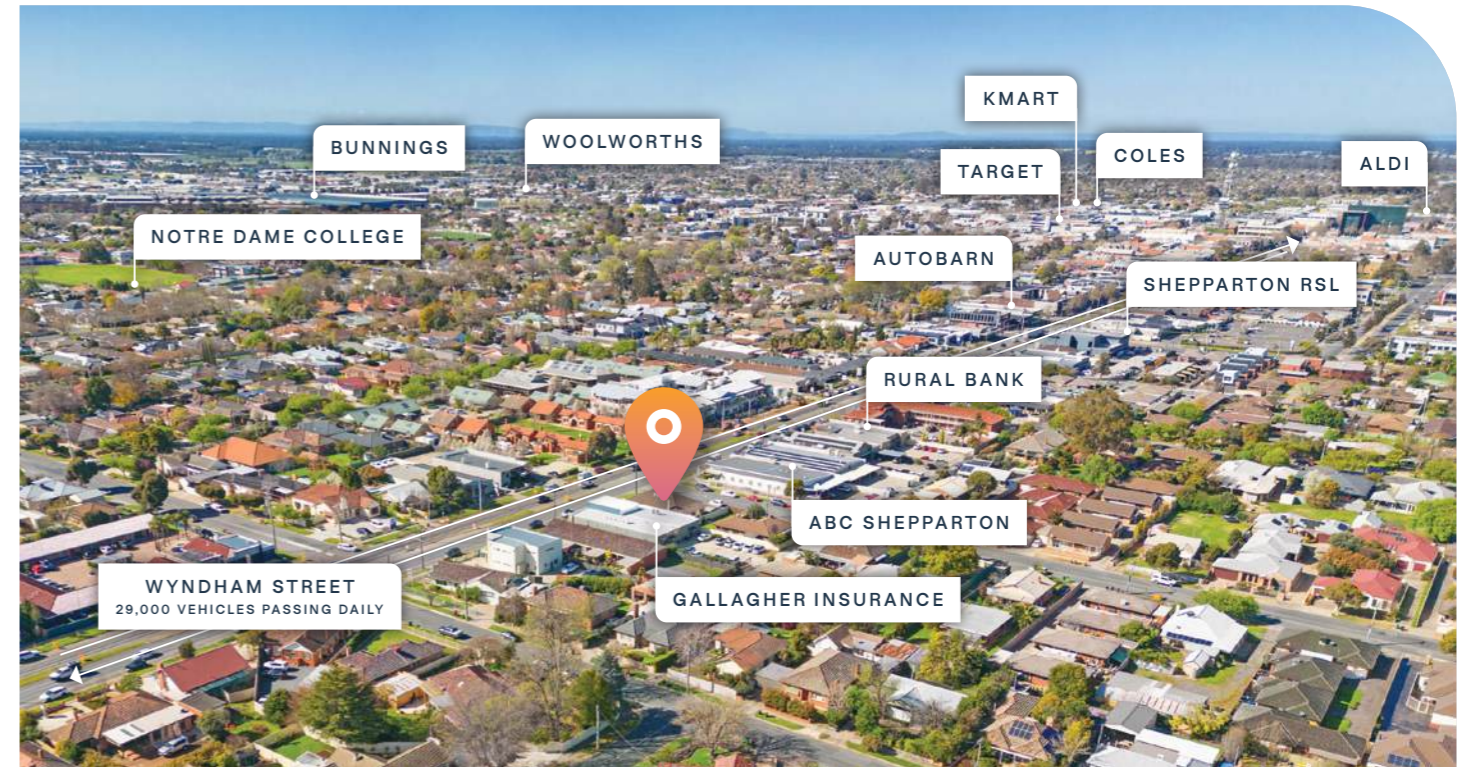
Secure 10 year net lease to May 2032 plus option to 2037

Rare 4% fixed rent increases  
Tenant pays all usual outgoings  
**Net Income: \$51,750 pa\* + GST**

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## Blue-Chip Bayside Retail Investment Brand New 10 Year Net Lease to 2032



Mentone VIC  
1 Balcombe Road

- + Burgertory: Proven and reputable operator with 16 stores across Melbourne and growing
- + Immaculately presented retail premises with the latest corporate tenant fit-out
- + Mentone: booming bayside suburb, 21km from CBD. House prices up 17.4% in the last 12 months and population forecast to grow 23%+ by 2041<sup>1</sup>

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\*Approx  
<sup>1</sup>realestate.com.au

Brand new 10 year net lease to June 2032 plus options to 2042

Fixed 3% annual rent increases

Tenant pays all usual outgoings

**Net Income: \$51,000 pa\* + GST**

## Longstanding Tenant On-site 16+ Years Prime 'Entry Level' Medical Investment



Shepparton VIC  
46 Wyndham Street

- + Experienced operators with over 16 years experience and 27 clinics across VIC and NSW
- + Established and proven medical clinic incorporating consult rooms and ACL collection
- + Prime 556sqm\* corner site with 29,000\* vehicles passing daily
- + Shepparton: major regional city with a 100,000+ trade catchment

Contact  
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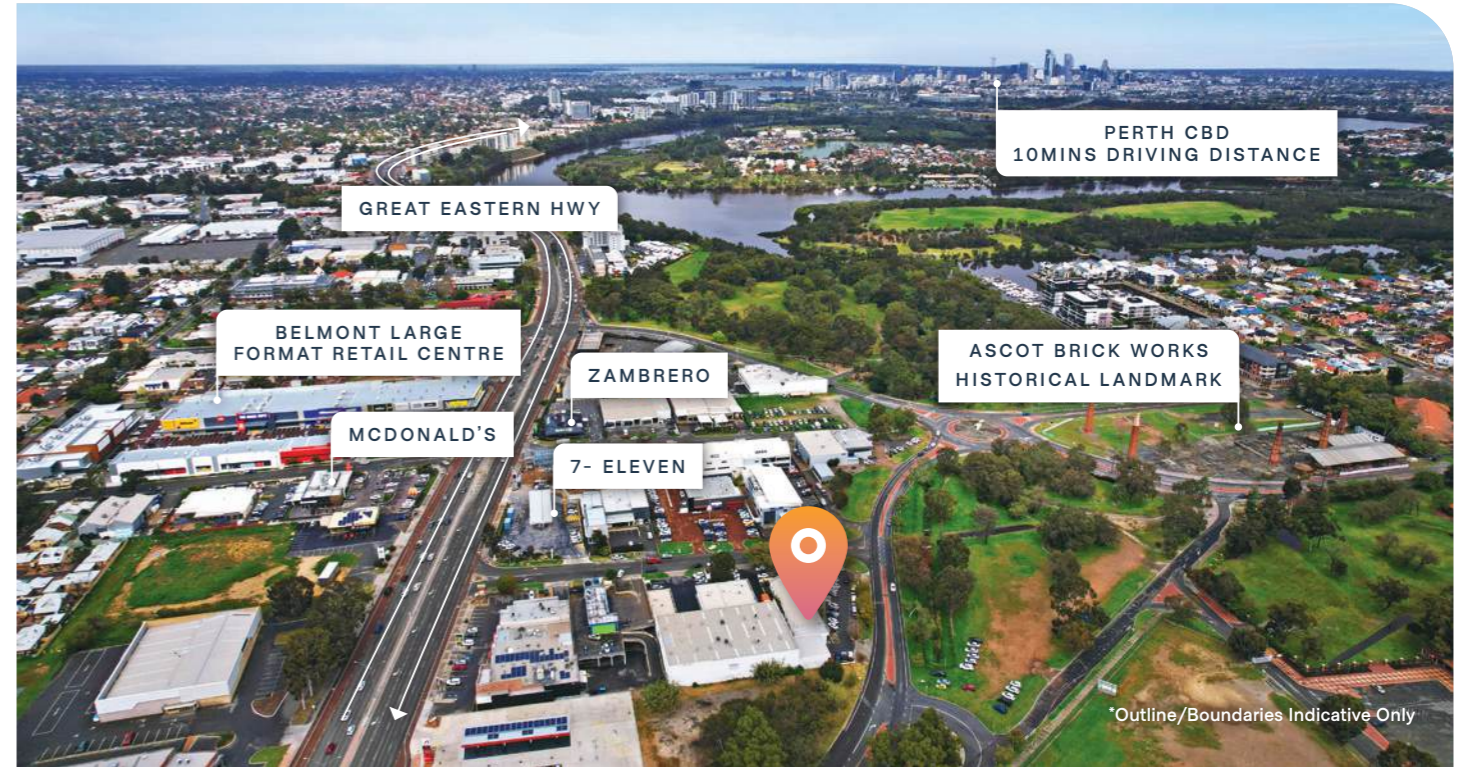
\*Approx

Secure 3 year net lease plus options to 2030

Annual CPI rent reviews

Tenant pays all usual outgoings

**Net Income: \$38,971 pa\* + GST**



## Prized Retail Offering In Iconic Eureka Tower New 3 Year Lease Plus Option to 2028



Riverside Quay Southbank VIC  
Unit 10R Part L2 Eureka Tower

New 3 year lease plus option  
to 2028

Tenant pays usual outgoings

**Net Income: \$24,000 pa\* + GST**

- + Gainsville Furniture: premium furniture retailer situated in high foot traffic precinct near bustling Southbank Promenade
- + 80sqm\* of flexible office/retail space
- + Strategic positioning 450m\* from Crown Casino, attracting over 22 million visitors annually
- + Southbank: affluent suburb with median house price growth of 19.67% since April 2021

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\*Approx

## Inner City Freehold Corner Investment In Thriving Inner-Perth Location



Ascot WA  
14 Resolution Drive

Renewed 3 year lease plus  
option to 2028

28\* car spaces on-title

Favourable CPI rent reviews

**Net Income: \$128,998 pa\* + GST**

- + Rocky Bay: WA leading disability service provider, 94% rev. funded by State & Federal Gov incl. grants
- + Strategic gateway location with major 2,070sqm\* corner site with modern 694sqm\* building
- + Easy access to Great Eastern Highway, servicing 56,600+ vehicles passing daily
- + City of Belmont: fast-growing metro municipality forecast to surge 42% by 2041

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\*Approx



For more information contact our leasing experts



Frank Pizzo  
0413 860 305



Ben Luu  
0488 331 580

# Village Life

## Burgess Rawson delivers for Oreana's Harvest Home Road Development

Melbourne-based developers Oreana Property Group appointed Burgess Rawson in mid 2019 to lead the lease campaign for their 2,935sqm integrated retail development, The Village, on Harvest Home Road in Epping.

Burgess Rawson subsequently became the selling agents, and in 2022 achieved strong results for a number of properties sold within the centre.

The opportunity for Burgess Rawson to develop a leasing strategy and retail mix, lead the leasing and management, and then eventually the on-sales has been highly rewarding for the Melbourne agency team.

Epping, which is approximately 25km north of the CBD, is a key growth area in Melbourne's booming North and the City of Whittlesea, one of Australia's fastest-growing municipalities.

Epping's population is forecast to increase by

48%, from just under 16,100 in 2022 to around 23,800 by 2041.

The Village shopping centre is well positioned, in the heart of the new vibrant Aurora Estate, a prospering new master planned community, which when completed will include 8,500 new homes.

The new mixed-use development is only a short distance from the proposed Epping North train station and Epping North Town Centre, and adjacent to the Aurora Village Shopping Centre, which includes Coles and ALDI.

Burgess Rawson's highly experienced retail leasing team were quick to secure a range of tenants, with over 50% of the deals executed prior to 2019 and 99% of the deals being finalised prior to the construction being completed in November 2021.

Frank Pizzo, Senior Leasing Executive, said

"The future prospects of the Aurora Estate and surrounding area provided retailers with a huge opportunity, but it was important for us to secure tenants across a range of categories to serve the growing local community, including food and beverage retailers, restaurants, specialty retail, health and childcare operators... which we were thrilled to have achieved."

Ben Luu, Leasing Executive, said "Securing high calibre tenants in a short timeframe with the added challenges of the pandemic, was a fantastic achievement for Oreana Property Group and the Burgess Rawson leasing team."

Frank Pizzo went on to say, "We've established a formidable partnership with Steve Sass and the team, which has resulted in us being the appointed agency for Oreana's other new developments in high growth suburbs."

The commercial sales division at Burgess Rawson have subsequently gone on to sell a number of properties within the shopping centre in recent Portfolio Auctions at Crown Casino in Melbourne.

### June 2022 Auction Sales

- + **Ferguson Plarre**  
A family owned and operated bakehouse with over 85 locations across Victoria, sold for \$1,260,00 on a 4.29% yield.

- + **Kingswim**  
The YMCA owned and operated swimschool secured the lease for the new state-of-the-art swimming facility in 2019, sold for \$5,800,000 on a 5.52% yield.

### August 2022 Auction Sales

- + **Augustus Gelatery**  
An Italian gelato chain with 25 locations, sold for \$910,000 on a 4.40% yield.
- + **Liquor Stax**  
From one of Australia's largest independent retail groups, sold for \$1,455,000 on a 4.99% yield.

### September 2022 Auction Sales

- + **Kumon**  
A leading supplementary education provider, sold for \$965,000 on a 4.93% yield.
- + **Desi Point**  
Specialist Indian grocer, sold for \$1,896,000 on a 5.09% yield.
- + **Body Refine**  
A modern non-surgical clinic, sold for \$627,000 on a 4.94% yield.
- + **Lash and Beauty Port**  
A beauty specialist with another location in the northern suburbs, sold for \$660,000 on a 5.15% yield.

# Q&A

## with Natalie Couper

HEALTHCARE & CHILDCARE SPECIALIST

### Q. What made you interested in the childcare division?

A. "From my first childcare divestment, I was intrigued and have fallen in love with the diversity of the sector. Childcare has many layers, it's a unique investment, that intrinsically links landlord and tenant. Childcare has a diverse set of stakeholders that play an essential and key role in its continued performance and success.

The State and Federal Governments' vital support in providing families affordable access to early education and care cannot be underestimated. The Department of Education's mandatory assessment of the building and the quality of service each year, is like having an extra set of eyes looking over your investment."

### Q. During COVID, childcare assets were one of the strongest investments to buy into. Now, in the later half of 2022, do you think the childcare sector is just as strong?

A. "Childcare has always been a highly sought-after investment choice, COVID has further highlighted its resilience as an investment option. It was one of the first sectors to receive specific government funding ahead of big business. Childcare

property investment is an excellent 'defensive' option which is less affected by economic cycles than other property sectors. These factors coupled with high performing tenant on long leases make for a compelling investment."

### Q. What can we expect to see out of the childcare sector over the next five years?

A. "Key drivers in the next five years that will remain unchanged include; bipartisan Federal and State Government support. The economic benefit of parents returning to the workforce will amplify in a high employment environment and escalate values and investment.

The renewed focus on immigration coupled with all-time largest income tax inflows will drive investors focus on this sector. Supply will be required to meet the increased demand and that will underpin the sector."

### Q. Essential service assets are one of the safest investments to buy into. What else does Childcare assets bring to the table that make them stand out?

A. "Appetite for investments offering robust landlord-friendly lease terms,

including blanket recovery of landlord expenses and quality tenants sets this sector apart. This is the only sector that caters for all levels of investors from \$1m to \$20m, making it attainable for a greater cross section of commercial investors. Childcare is a care base service that cannot be replicated or replaced by technology, only enhanced."

### Q. You've sold 282 childcare centres in 6 years. What property stands out to you most? Why?

A. "My favourite centre I have sold was Hei Hei School in Wauru Ponds. It was designed and crafted in collaboration with Finnish architects. The quality, feel and experience was incredible and like no other centre I have ever sold."

“ Childcare is a care base service that cannot be replicated or replaced by technology, only enhanced. ”







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

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